



Pladis

Issued by:
AVS Ltd - Tel: 01827 67733 Fax: 01827 67711
Unit 12, Amber Business Village, Amber Close, Amington, Tamworth, B77 4RP

PURCHASING TERMS

Section 10 snacks & Confectionery

Supplier:	Pladis (United Biscuits (UK))	Issue No:	PL 17/05
Address:	Hayes Park North Hayes End Road HAYES UB4 8EE	Date:	4 th January 2021
Tel No:	DDI: +44 20 8234 5000	Expiry Date:	31st December 2021
Email:	emma.dow@pladisglobal.com	Last No:	PL 17/04
Account contact:	Emma Dow, National Account Manager	Dated:	4 th January 2020
Mobile:	07542864935		

Ordering Procedure: Via Automatic Retailing Northern or Blakemores

Notes:

The attached contains 2020 Criteria, Rebate per product and the base volumes and targets for growth payments.

REBATE PAID QUARTERLY VIA AVS OFFICE

GROWTH PAYMENT ANNUALLY

****New account Manager from July 2021 Emma Dow replaced Chris Evans**



2021 Criteria

	% REBATE	TERMS CRITERIA
PLADIS Baked Range	6% of WNSP Rebate	<p>Stock a minimum of x2 pladis Baked products. Our recommended range, based on Rate Of Sale is a follows:</p> <p>1. ORIGINAL MINI CHEDDARS 2. MINI CHEDDARS CRINKLYS CHEESE & ONION 3. MINI CHEDDARS BRANSTON 4. MINI CHEDDARS RED LEICESTER 5. MINI CHEDDARS BBQ 6. MINI CHEDDARS ORIGINAL HANDYPACK 35g 7. MINI CHEDDARS CRINKLYS CHILLI BEEF</p> <p>A minimum of 50c/s per product, per member, must be delivered between 1st January 2020 and 31st December 2021.</p> <p>Failure to comply with any of these criteria will result in a reduction of either Q4 rebates or any end of year growth payments in order to recover any overpayments between Q1 and Q3 2021.</p>
PLADIS Sweet Range	8% of WNSP rebate	<p>Stock a minimum of x2 pladis Sweet products. Our recommended range, based on Rate Of Sale is a follows:</p> <p>1. MCVITIES JAFFA SNACK PACK 2. MCVITIES MILLIONAIRE CARAMEL DIGESTIVE SLICE 3. GO AHEAD YOGHURT BREAK STRAWBERRY 4. FLIPZ MILK COCONUT 5. FLIPZ MILK CHOCOLATE 6. FLIPZ MILK VANILLA 7. FLIPZ MILK STRAWBERRY 8. FLIPZ MILK LEMON 9. FLIPZ MILK MANGO 10. FLIPZ MILK PEACH 11. FLIPZ MILK PINEAPPLE 12. FLIPZ MILK RASPBERRY 13. FLIPZ MILK VANILLA 14. FLIPZ MILK CHOCOLATE 15. FLIPZ MILK STRAWBERRY 16. FLIPZ MILK LEMON 17. FLIPZ MILK MANGO 18. FLIPZ MILK PEACH 19. FLIPZ MILK PINEAPPLE 20. FLIPZ MILK RASPBERRY</p> <p>A minimum of 30c/s per product, per member, must be delivered between 1st January 2021 and 31st December 2021.</p> <p>Failure to comply with any of these criteria will result in a reduction of either Q4 rebates or any end of year growth payments in order to recover any overpayments between Q1 and Q3 2021.</p>
Bonus growth rebate	1% of WNSP	If AVS members grow their pladis volume by >5% v's 2019 volume actuals
	2% of WNSP	If AVS members grow their pladis volume by >10% v's 2019 volume actuals
	3% of WNSP	If AVS members grow their pladis volume by >15% v's 2019 volume actuals
REBATES PAID AGAINST pladis global's WNSP (WHOLESALE NET SUPPLY PRICE) See by product tab/list		
AVS MEMBERS TO BE PAID BONUS GROWTH REBATES AT YEAR END BASED ON INDIVIDUAL PERFORMANCE (MULTIPLE SITES WILL BE COMBINED), NOT AS A TOTAL		

Terms criteria to support AVS members to be paid on pladis global products only and only on products purchased from either ARN or AF Blakemore's. AVS group members must allow pladis global data to support 2021 terms claims.

BAKED REBATE BY PROUCT

PRODUCT	WNSP	6% Rebate Quarterly	Grow by >5%	Grow by >10%	Grown by >15%	MAXIMUM REBATE
			1% Rebate	2% Rebate	3% Rebate	
Mini Cheddars Original 30 x 50g	£15.01	£0.90	£0.15	£0.30	£0.45	£1.35
Crinklys Cheese & Onion Handypack 30 x 50g	£15.01	£0.90	£0.15	£0.30	£0.45	£1.35
Mini Cheddars Branston Pickle 30 x 50g	£15.01	£0.90	£0.15	£0.30	£0.45	£1.35
Mini Cheddars Red Leicester 30 x 50g	£15.01	£0.90	£0.15	£0.30	£0.45	£1.35
Mini Cheddars Saucy BBQ 30 x 50g	£15.01	£0.90	£0.15	£0.30	£0.45	£1.35
Mini Cheddars Handypack 44 x 35g	£17.87	£1.07	£0.18	£0.36	£0.54	£1.61
Crinklys Chilli Beef 30 x 50g	£15.01	£0.90	£0.15	£0.30	£0.45	£1.35
Mini Cheddars Cards 4 x 12 x 35g	£19.53	£1.17	£0.20	£0.39	£0.59	£1.76
Twiglets Cards 4x12x45g	£22.05	£1.32	£0.22	£0.44	£0.66	£1.98
Cheeselets Card 4x18x30g	£28.34	£1.70	£0.28	£0.57	£0.85	£2.55
Jacobs Twiglets 30 x 45g	£15.81	£0.95	£0.16	£0.32	£0.47	£1.42
Mini Cheddars 200g Sharing Bag	£21.78	£1.31	£0.22	£0.44	£0.65	£1.96

SWEET REBATE BY PRODUCT

PRODUCT	WNSP	8% Rebate Quarterly	Grow by >5%	Grow by >10%	Grown by >15%	MAXIMUM REBATE
			1% Rebate	2% Rebate	3% Rebate	
Jaffa Snack Pack (4) CDU x20	£8.20	£0.66	£0.08	£0.16	£0.25	£0.90
McVITIES Caramel Millionaire Slice	£4.00	£0.32	£0.04	£0.08	£0.12	£0.44
Go-Ahead Forest Fruit Yog break 24 x 35.5g	£11.76	£0.94	£0.12	£0.24	£0.35	£1.29
Flipz Milk Chocolate 20 x 37g	£8.57	£0.69	£0.09	£0.17	£0.26	£0.94
Nibbles Milk Chocolate Handypack 20 x 37g	£7.33	£0.59	£0.07	£0.15	£0.22	£0.81
Crawfords Mini pack x100	£15.65	£1.25	£0.16	£0.31	£0.47	£1.72
Go-Ahead Strawberry Yog break 24 x 35.5g	£11.76	£0.94	£0.12	£0.24	£0.35	£1.29
McVITIES Chocolate Digestive Slice	£4.00	£0.32	£0.04	£0.08	£0.12	£0.44
TUC Sandwich Snackpack 48 x 27g	£24.54	£1.96	£0.25	£0.49	£0.74	£2.70
Meredith & Drew Premium x100	£16.00	£1.28	£0.16	£0.32	£0.48	£1.76
All Butter Shortbread x48	£13.95	£1.12	£0.14	£0.28	£0.42	£1.53
McVities Milk Chocolate Digestives Twin CDU	£7.20	£0.58	£0.07	£0.14	£0.22	£0.79
Go-Ahead Apple & Sultana Slices 24 x 43.6g	£11.76	£0.94	£0.12	£0.24	£0.35	£1.29
Godiva Masterpieces Choc Caramel Lion 32g	£6.34	£0.51	£0.06	£0.13	£0.19	£0.70
Godiva Masterpieces Choc Ganache Heart 30g	£6.34	£0.51	£0.06	£0.13	£0.19	£0.70
McVITIES Hobnobs Choc Flapjack	£4.00	£0.32	£0.04	£0.08	£0.12	£0.44
McVities Morning Oats - Golden Oaty	£4.00	£0.32	£0.04	£0.08	£0.12	£0.44
McVities Morning Oats - Berry Oaty	£4.00	£0.32	£0.04	£0.08	£0.12	£0.44
Flipz Milk Chocolate 6 x 100g	£6.15	£0.49	£0.06	£0.12	£0.18	£0.68
Jaffa Nibbles 20 x 39g	£8.57	£0.69	£0.09	£0.17	£0.26	£0.94
Jaffa Nibbles 6 x 100g	£8.65	£0.69	£0.09	£0.17	£0.26	£0.95
Hobnob Nibbles Milk Chocolate 7 x 120g	£8.65	£0.69	£0.09	£0.17	£0.26	£0.95

2021 Growth Targets – contact Pladis direct for individual growth target figures