

2020 ONE MERCK PROGRAM

JULY 1 - DEC. 31, 2020

When you succeed so do we.
 At Merck Animal Health we are committed to the future of your cattle. Because when production thrives so does our industry.

SELECT YOUR TIER:

Based on July - December purchases of cattle products.	
TIER 1 \$2,500	4%
TIER 2 \$12,500	6%
TIER 3 \$25,000	7%
TIER 4 \$50,000	8%
TIER 5 \$100,000	10%
TIER 6 \$150,000	13%
TIER 7 \$250,000	17%
TIER 8 \$375,000	20%
TIER 9 \$500,000+	24%



Tier Level

- Tier 1 Tier 2 Tier 3
 Tier 4 Tier 5 Tier 6
 Tier 7 Tier 8 Tier 9

- Enrollment Option A Enrollment Option B

Enrollment Form

Name: _____

Customer SAP/HIN: _____

Operation Name: _____

Rebate Mailing Address: _____

City: _____

State: _____ Zip: _____

Signature: _____

Date: _____

Email Address: _____

I hereby consent to receive email from Merck Animal Health on products/programs and scientific information. You may click the unsubscribe link in your email at any time to opt out.

Enrollment forms must be submitted to:

2020 OneMerck Program
 2 Giralda Farms
 Madison, NJ 07940
 Email: salesdata@merck.com

See Terms and Conditions for details. All Merck Animal Health products are included on this offer, unless otherwise stated.



PRODUCER

All Merck Animal Health CATTLE products (with the exception of Nuflor® and new products) are included on this offer. Nuflor and new products will serve as volume builders, except for M. Bovoculi Bacterin, which will be rebated. For a complete list of products, please request a catalog from a Sales Representative, Animal Health Supplier, visit www.mahcattle.com, or call 800-521-5767.

ELIGIBILITY

This offer is open to cattle producers using Merck Animal Health products, except for those producers who are signed up on an upfront pricing agreement. Participants must understand that the products rebated on this offer are for exclusive use of the enrolled account and shall not be for wholesale or resale. Merck Animal Health reserves the right to: decline the enrollment of any participant, refuse the payment of any rebates or recalculate any previous or future payments, at their sole discretion. To qualify for payment, participants must comply with all terms within this rebate, and any other applicable terms related to this offer. Offer is void where prohibited by law.

ENROLLMENT PROCESS

All participants in the 2019 One Merck Producer Program that achieved Tier 1 or higher with a minimum of \$2,500 qualified purchases are automatically enrolled for 2020. New enrollees, or accounts that did not participate in 2019 may join at any time by submission and acceptance of the enrollment form. New enrollees will choose one of the following options:

Option A

All purchases prior to enrollment month will be considered and rebated. In addition all purchases will be considered when calculating progress towards annual goal.

TERMS AND CONDITIONS

Option B

Purchases prior to enrollment month will not be considered for rebates for achievement against annual goal. In this option the annual goal will be prorated, on the month of enrollment.

TIER LEVELS

If purchases are tracking below enrolled level, Merck Animal Health reserves the right to reconcile previous payments at any time and re-enroll on lower levels. At any time during the program period, enrollment at a higher tier is welcomed. Purchases will apply to the new level, retroactive to the first day of program participation (dollar one). Customers that achieve a higher tier level at the end of the program will have rebates automatically recalculated at the final level reached.

REBATE CALCULATION AND PAYMENTS

Rebate amounts will be calculated using the total % rebate and the invoice value. Rebate checks will be mailed monthly. Rebates earned will accumulate until \$100 minimum check amount is reached. Rebates will be reconciled back to the beginning of the program and recalculated to achieved tier level at the end of the quarter, on a pro-rated basis. Allow six (6) weeks for your rebate to be processed.

PROOF OF PURCHASES

Merck Animal Health prefers EDI data as proof-of-purchase. Approved proof of purchase* is final and binding to participants. In 2020, program participants are responsible for submitting their own manual invoices. Beginning April 1, 2020, invoices should be submitted monthly, where possible, but must be submitted no later than the end of the month following the end of the quarter (i.e., first quarter invoices [Jan - March] must be submitted no later than April 30). Manual invoices not submitted in these noted time-frames will not be

processed and rebate payments will not be made.

Program participants will have access to an online submission tool via our new rebate management vendor, Proagrica®. Access details to be provided separately. Customers are asked to hold first quarter invoices until the online tool is available to them.

*Manual invoices must include the following information: Dates of all product purchase (all must fall within the dates of the respective quarter), quantity (number of units) of product ordered by UIN, price paid for each product, dollar purchase total, customer number (SAP #), and name of sales representative. Invoices must be generated by the seller of the product(s).

