

National Pharmacies Business Development Plan 2010

Introduction

National Pharmacies is committed to developing relationships with its suppliers so that positive business outcomes can be shared with key partners.

Business Development Funds (BDF)

Accrued funds that support co-operative promotional programs and other supplier-based initiatives with the objective of achieving agreed category sales targets and promotional targets.

Fund Deductions

As part of operating the Business Development Fund, if payment is not made within the agreed time frames, National Pharmacies reserves the right to deduct the outstanding amount from the accounts payable balance.

Date Effective

Date of Agreement: From: _____ To: _____
 Agreed Review Date: _____

Supplier Details

Business Name: _____
 ABN: _____
 Address: _____
 _____ State _____ Post Code _____
 Contact: _____
 Title: _____

National Pharmacies Contact

Trading Name: *National Pharmacies*
 Address: *52 Gawler Place*
ADELAIDE
 State: *South Australia* Post Code: *5000*
 Contact: _____
 Title: _____

Purchase/Retail Sales Targets (GST excluded)

Gross Purchases Last Year: \$ _____	Retail Sales Last Year: \$ _____
Agreed Purchases Target: \$ _____	Agreed Retail Sales Target: \$ _____
Percentage Increase: _____%	Percentage Increase: _____%

Business Development Fund Discounts (GST excluded)

BD Fund (per annum) _____% Min BDF Value (pa) \$ _____
 Min Mthly Accrual: \$ _____
 [(c) or (d) only]

BD Fund Payment Method: (Please circle)

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| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; width: 20px;">a</td> <td>By Event - Tax Invoice raised for co-op amount and posted to supplier. Payment in 30 days.</td> </tr> <tr> <td style="text-align: center;">c</td> <td>Monthly Accrual - Tax Invoice raised for monthly amount and posted to supplier. Payment in 30 days.</td> </tr> <tr> <td style="text-align: center;">e</td> <td>Other (please detail)</td> </tr> </table> | a | By Event - Tax Invoice raised for co-op amount and posted to supplier. Payment in 30 days. | c | Monthly Accrual - Tax Invoice raised for monthly amount and posted to supplier. Payment in 30 days. | e | Other (please detail) | <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; width: 20px;">b</td> <td>By Event - Tax Invoice raised for co-op amount and offset against accounts payable balance.</td> </tr> <tr> <td style="text-align: center;">d</td> <td>Monthly Accrual - Tax Invoice raised for monthly amount and offset against accounts payable balance.</td> </tr> </table> | b | By Event - Tax Invoice raised for co-op amount and offset against accounts payable balance. | d | Monthly Accrual - Tax Invoice raised for monthly amount and offset against accounts payable balance. |
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Authorisation

I _____ of _____ agree to the above Business Development Plan and I am authorised to make this agreement. These amounts are to be deducted from invoice or statement at the end of each month.

Signed: _____ Title: _____ Date: _____

On behalf of National Pharmacies

Signed: _____ Title: _____ Date: _____

Copy Finance Department