

## Accounts / Credit Control

### Midlands



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### West / South



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## Delivery Contact Information

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### Pedigree Wholesale South

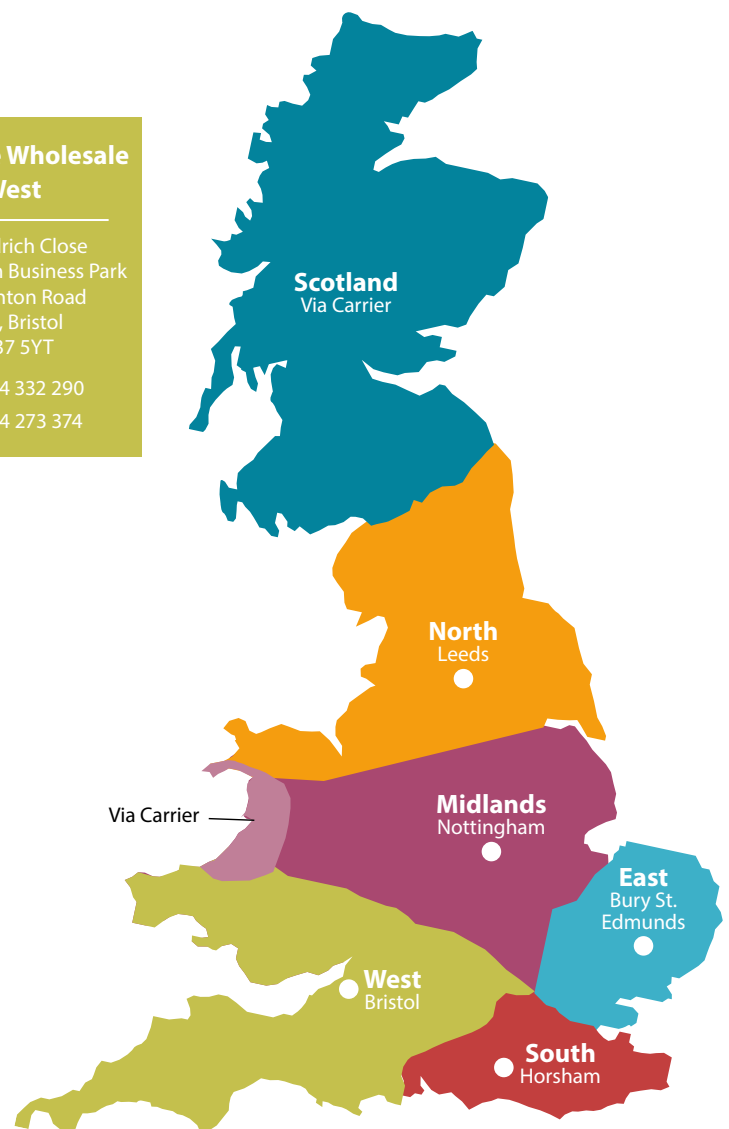
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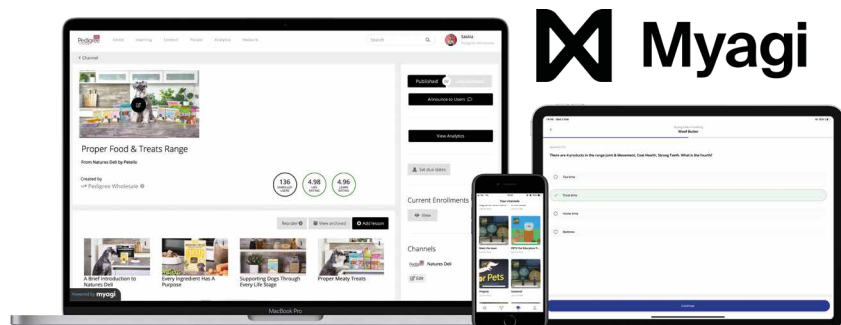
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### West



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If you would like to know more about any of our products or would like advice and recommendations on products / ranges to stock please contact your Relationship Manager. Likewise if you would like to see samples of products, would like advice on merchandising or would like to make an appointment for someone to visit your store your Relationship Manager will be able to help. Your Relationship Manager will also be able to guide you through and demonstrate our online ordering system.



**Myagi**

## Free training tool

We have teamed up with leading digital platform Myagi to bring you fresh content and sales training at the touch of your fingertips. The 24-hour on-demand platform provides you with the information you need to create engaging and informative customer experiences. Find out more about this great tool at [www.petproducts.co.uk/myagi](http://www.petproducts.co.uk/myagi)



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## Our Pricing Explained

We have introduced a new simplified banding structure that has three bands, Lynx, Panther and Lion. The table below shows the amount of turnover required to achieve each discount band. Turnover is a combination of the average delivery value per order and the total spend over successive 16 week periods.

Discount Bands are reviewed on a regular 16 week cycle and are subject to payment within terms.

Discount Band Structure		
Discount Band	Average Turnover per Delivery	16 Weeks Turnover
Lynx 	Less than £900	Less than £14,400
Panther 	Over £900	Over £14,400
Lion 	Over £1,700	Over £27,200

NETT Cost Prices which apply to each Discount Band are clearly highlighted at the top of each Price List page.

PANTHER		
PRICE	GM%	DISC
5.17	31%	
3.86	31%	
4.42	31%	

Each product's Gross Margin (GM) % is shown based upon purchasing product at the band rate shown and retailing at the published RSP.

LION		
PRICE	GM%	DISC
5.12	32%	5.0%
3.82	32%	5.0%
4.37	32%	5.0%

Each product's Gross Margin (GM) % is shown based upon purchasing product at the band rate shown and retailing at the published RSP.

## Extra Discount opportunities

### Pallet Rates

We offer a selection of best selling bulk items at an additional discount when ordering and taking delivery in full pallet quantities. Prices on qualifying products are contained within the price list and a summary of these products is shown on pages 8 & 9. Please note delivery restrictions and requirements apply, please speak to your Relationship Manager or Customer Services for more information.

## Minimum Order Value (ex VAT)

Orders must meet the Minimum Order Value (MOV) stated below to be eligible for free delivery.

Customer Price Band	England & Wales	South Scotland*, Isle Of Wight & Isle of Man*	Channel Islands* & North Scotland*
Lynx & Panther	£350	£500	£1000
Lion	£500	£1000	£1000

\*delivery by carrier



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