



*"Your Lubrication Specialist Since 1926"*



## CPG Affinity Program- LUBRICANT PROGRAM PARAMETERS

### Purpose:

The purpose of the program is to establish Heavy Duty Lubricant Products sold through Heathwood Oil Company as the lubricants of the Concrete Promotional Group (CPG) Affinity Program. Heathwood Oil Company will utilize this program to better assist CPG members in order to present them with proposals to be their lubricant supplier. Heathwood Oil Company will seek to serve the CPG members by delivering valuable information with regard to the lubricant market and the trucking industry.

Heathwood Oil Company will administer and fund the program. They will also establish and negotiate pricing with members on an individual basis, distribute product, and will apply for and deliver rebate monies to CPG and its members.

The agreement set forth will be valid for ONE YEAR from the Jan. 1, 2020 starting date. This agreement will be reviewed annually. Gallonage volume requirements may change.

### Rebate Program:

This program applies exclusively to active Concrete Promotional Group (CPG) Members. It applies to purchase of ALL Branded Heavy Duty Lubricants made through and billed by Heathwood Oil Company. It will be paid on all branded bulk or barrel lubricants.

Rebate amounts are based upon the Quarterly volume of the qualifying purchases from all active CPG members per the following schedule:

CPG Members Quarterly Gallon Volume	Rebate to Members	Rebate to CPG
3000-4999	\$0.20	\$0.05
5000-6999	\$0.25	\$0.06
7000-8999	\$0.30	\$0.07
>9000	\$0.35	\$0.08

Rebates will be paid quarterly to each member and CPG. The quarters are as follows:

- 1<sup>st</sup> Quarter January-March
- 2<sup>nd</sup> Quarter April-June
- 3<sup>rd</sup> Quarter July-September
- 4<sup>th</sup> Quarter October-December
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Rebates will be in the form of a credit to members and in the form of a check to CPG. These transactions will be processed within 40 days after the end of each quarter.

Payments will be based on the actual volume for each quarter. Failure to achieve the threshold volume of 3000 gallons per quarter will result in no payments being issued to any members for that quarter.

CPG Member: \_\_\_\_\_  
Print

Heathwood Oil: \_\_\_\_\_  
Print

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Agreement Start Date: \_\_\_\_\_

Agreement Start Date: \_\_\_\_\_