



# 2024 ONE MERCK PROGRAM

JANUARY 1 - DECEMBER 31, 2024

From cattle to horses, and dogs to cats; we have comprehensive animal health solutions for all.

Your initial tier level enrollment is determined by your 2023 purchases of qualifying cattle, equine and pet products.*	
TIER 1 \$15,000	3%
TIER 2 \$35,000	4%
TIER 3 \$60,000	5%
TIER 4 \$115,000+	6%



## QUALIFYING PRODUCTS

### CATTLE

#### PREVENTION TOOLS

- Bovilis® Vista® vaccines
- Bovilis® Vision® vaccines
- Bovilis® Once PMH® vaccines
- Bovilis® Guardian®
- Bovilis® Nasalgen® family
- Bovilis® Cavalry® 9
- Bovilis® Covexin® 8
- Bovilis® Piliguard® pinkeye vaccines
- Bovilis® L5 SQ, VL5 SQ
- Bovilis® J-5
- M. Bovoculi Bacterin

#### INTERNAL PARASITE CONTROL

- Panacur® (fenbendazole) products
- Safe-Guard® (fenbendazole) products
- Safe-Guard® 20% premix (for authorized dealers)

#### EXTERNAL PARASITE CONTROL

##### EAR TAGS

- Double Barrel® VP
- Dominator®
- Saber™ Extra

#### POUR-ON and PREMISES

- Ultra Boss®
- Ultra Saber™
- Boss®
- Saber™
- Grenade® ER
- Synergized DeLice®
- Atroban®

#### PERFORMANCE TECHNOLOGIES

- Revalor® family
- Ralgro® (zeranol)

#### TREATMENT SOLUTIONS

- Banamine® Injectable (flunixin meglumine)
- Banamine® Transdermal (flunixin meglumine)
- Arovyn™ (tulathromycin)
- Resflor Gold® (florfenicol and flunixin meglumine)
- Zuprevo® (tildipirosin)
- Amoxi-Mast® (amoxicillin intramammary infusion)
- Orbenin-DC® (cloxacillin benzathine intramammary infusion)
- ShutOut®
- Nuflor® (florfenicol)

#### REPRODUCTION TOOLS

- Estrumate® (cloprostenol sodium)
- Fertagyl® (gonadorelin)
- Chorulon® (chorionic gonadotropin)

### EQUINE

#### PREVENTION TOOLS

- Prestige® vaccines

#### INTERNAL PARASITE CONTROL

- Panacur® (fenbendazole) products
- Safe-Guard® (fenbendazole) products

### PET

#### PARASITE MANAGEMENT

- Safe-Guard® (fenbendazole) Canine Dewormer
- Activyl® for Dogs and Cats
- Activyl® Protector Band for Dogs

## TERMS AND CONDITIONS

Only those products and product categories that are expressly stated in this rebate program and its supporting documents ("Program") will be rebated. Non-rebated products will serve as volume builders. For a complete list of products please request a catalog from a Merck Animal Health Sales Representative, Merck Animal Health Authorized Supplier or Distributor, visit [www.merck-animalhealth-usa.com](http://www.merck-animalhealth-usa.com), or call Merck Animal Health Customer Service at 800-521-5767.

### DEALER ELIGIBILITY

This rebate offer program is exclusively for dealer stores buying product from authorized Merck Animal Health distributors for retail sales in their store(s). This program is intended for the reseller class of trade and is not intended for buying groups as single entities unless such entity legally documents common ownership to achieve tier status. Merck Animal Health reserves the right, in its sole but reasonable discretion, to designate or refuse to designate any such single entity as a buying group under the Program. Merck Animal Health's determination shall be final. Veterinarians and those enrolled in supply agreements, corporate agreements, buying groups, distributors, Regional Retail Accounts, non-profit organizations and government entities are ineligible to participate in this Program.

To qualify for payment, participants must comply with all terms of this rebate offer and any other applicable terms related to this offer. Offer is void where prohibited by law. All Merck Animal Health purchases must be made from Authorized Distributors to be eligible for rebates.

### MERCK ANIMAL HEALTH PRICING POLICY - LIVESTOCK PRODUCTS - ONE MERCK CUSTOMERS

This Merck Animal Health Pricing Policy for Livestock Products (this "Policy") applies to resellers ("Reseller") under the One Merck program of Merck Animal Health livestock products located in the United States. This Policy covers each product included on this sell sheet. Merck Animal Health reserves the right to supplement, amend or otherwise change this list of products from time to time. Product pricing, including suggested resale prices, to be provided separately.

The intent of this Policy is to (i) encourage Resellers to continue to provide the high level of services and infrastructure which our end-use customers expect and deserve, (ii) encourage Resellers to invest in the promotion and service of the Covered Products, (iii) promote interbrand competition between the Covered Products and third-party products, and (iv) maintain the premium brand image of the Covered Products and the goodwill of consumers.

While each Reseller remains absolutely free to set its resale prices for Covered Products independently and in its sole discretion, Merck Animal Health reserves the right to take certain unilateral actions in response to a Reseller who advertises or sells Covered Products at a price below the Suggested Minimum Resale Price for such Covered Products, as contained in the then current list of products. The applicable price shall take

into consideration ALL offered discounts and rebates, other than such discounts or rebates which Merck Animal Health may expressly authorize a Reseller to provide below the Suggested Minimum Resale Price. This Policy is unilateral and does not represent an agreement between Merck Animal Health and any Reseller, and Merck Animal Health does not and will not seek or accept agreement with respect to resale prices. As such, this Policy is non-negotiable and individual representatives are not authorized to alter, waive, modify or negotiate this Policy. Resellers are free to advertise and sell any Covered Product at a price of their own choosing, however, non-compliance may result in the following consequences as Merck Animal Health may take in its sole discretion, including without limitation:

- Reseller's acquisition price for the Product(s) in question under any current agreement with Merck Animal Health, including the One Merck program, may be increased by not more than 10% for a period not to exceed 90 days.
- Reseller's right to purchase the Product(s) in question under any current agreement with Merck Animal Health, including the One Merck program, may be suspended for a period not to exceed 90 days.
- Repeated instances of non-compliance may result in Merck Animal Health terminating Reseller's right to purchase any Merck Animal Health Product, including the Product(s) in question, under any current agreement with Merck Animal Health, including the One Merck program.

Merck Animal Health may amend or withdraw this Policy in its sole discretion. Merck Animal Health may append this Policy to an agreement with Reseller strictly as a convenience to ensure that Reseller has fully read and understood this Policy. This Policy will not be considered a part of any such underlying agreement to which this Policy is appended.

### TIER LEVELS

Tier level is determined based on cumulative qualified purchases of Cattle, Equine and Pet products. If a participant's purchases are tracking below enrolled level, Merck Animal Health reserves the right to reconcile previous payments at any time and re-enroll at an appropriate lower tier level. At any time during the program period, enrollment at a higher tier is acceptable and purchases will apply to the new level, retroactive to the first day of the year. Customers that achieve a higher tier level at the end of the program will have rebates automatically recalculated at the final level achieved.

### INVOICE DATA & BACK ORDERS

Eligible purchases must be invoiced and shipped by December 31, 2024. If the dealer is not the "Bill-to" or "Ship-to" party in the sales transaction, no rebates will be paid. No rebates will be paid on products listed as a backorder.

### PROOF OF PURCHASES

Merck Animal Health will utilize EDI data submitted by authorized distributors as the only proof-of-purchase.

No other source of information will be accepted, except for Safe-Guard (fenbendazole) feed and mineral products, for which manual invoices will be accepted.

- Specific information will be required when submitting a manual invoice. Invoices must also be clear and legible. Missing/illegible information will result in a delay in processing. Incomplete invoices and incorrect invoice submissions will result in the submission not being processed and the rebate payment not made. The following information is required for each invoice submission:
  - Dates of all product purchases (all purchases must fall within the dates of the respective quarter), quantity (number of units) of product ordered, price paid for each product, total purchases in dollars, and customer name and number (SAP #). Invoices must be generated by the seller of the product(s).
  - Invoices should be submitted monthly, where possible, but must be submitted no later than the end of the month following the end of the respective quarter, as follows:
    - First quarter invoices (Jan - March) must be submitted no later than April 30.
    - Second quarter invoices (April - June) must be submitted no later than July 31.
    - Third quarter invoices (July - Sept) must be submitted no later than October 31.
    - Fourth quarter invoices (Oct - Nov) must be submitted no later than December 31.
    - All December 2024 invoices must be submitted no later than January 31, 2025.
  - Manual invoices not submitted in these noted time frames will not be processed and rebate payments will not be made.

New enrollees who enroll in a One Merck Program after the start of the year will, at Merck Animal Health's reasonable discretion, be allowed to submit manual invoices outside of the noted time frames. For example, if a customer enrolls in September, he/she will be eligible to submit manual invoices from the first two quarters without penalty. This applies only to new enrollments. From the time of enrollment forward, the customer must submit invoices by the noted deadlines.

### REBATE PAYMENTS

Rebate checks will be processed and mailed MONTHLY for accounts enrolled to purchase of at least \$115,000 annually. All other accounts will receive quarterly payments. Rebates earned will accumulate until \$100 minimum check amount is reached. Allow six weeks for your rebate to be processed.

### DISCLAIMERS

Merck Animal Health reserves the right to verify all reported sales, decline the enrollment of any dealer, refuse the payment of any rebates or recalculate any previous or future payments, at their sole discretion. Merck Animal Health further reserves the right to modify, expand, reduce, extend or cancel this program upon 30 days written notice to dealers in the program.

For more information regarding this rebate offer and enrollment, contact your Merck Animal Health representative.