



Mayo – Winter Warm Up Get \$2 back to case 1 of BOH Gallon Mayonnaise

Qualifying SKUS	GTIN
Hellmann's® Real Mayonnaise 4/1 GAL	10048001265308
Hellmann's® Extra Heavy Mayo 4/1 GAL	10048001265407
Best Foods® Real Mayonnaise 4/1 GAL	10048001265742
Hellmann's® Light Mayonnaise 4/1 GAL	10048001267302
Best Foods® Light Mayonnaise 4/1 GAL	10048001267302

BOH Mayonnaise	5% Growth Target (\$2)
Case Target (January, February & March)	
Maximum Potential Earnings:	
Operator: On-Invoice Rebate Street ONLY	\$6.00
DSR Spiff: paid on Incremental Street Sales	\$3.00

Savory – Winter Warm Up Get \$2 back to case 1 on Savory

Qualifying Categories
Sauces & Gravies (Knorr & Legout)
Bases (Knorr & Legout)

Savory Category	5% Growth Target (\$2)
Case Target (January, February & March)	
Maximum Potential Earnings:	\$
Operator: On-Invoice Rebate Street ONLY	\$5.00
DSR Spiff: paid on Incremental Street Sales	\$3.00

Hot/Specialty Tea – Winter Warm Up Get up to \$2 back to case 1 on Lipton, Pure Leaf & Tazo

Qualifying Categories
Lipton Hot & Specialty Tea
Pure Leaf Hot Tea
Tazo Hot & Specialty Tea

Hot Tea Category	5% Growth Target (\$2)
Case Target (January, February & March)	
Maximum Potential Earnings:	\$
Operator: On-Invoice Rebate Street ONLY	\$3.00
DSR Spiff: paid on Incremental Street Sales	\$2.00

Promotion Rules

- Must be invoiced between January 1, 2019 and March 31, 2019
- Distributor must participate in all 3 components to qualify
- Distributor cannot sell to other distributors.** Unilever reserves the right to hold payment in the event of a breach
- Unilever Food Solutions reserves the right to modify or cancel the promotion at any time
- No returns or refusals
- Distributor Earnings** based on Unilever Food Solutions calculations of shipment
- Distributor Payment will be received within 45 days after the close of promotion period, **no deductions** allowed
- Operator & DSR Payment claims will need to be submitted to unileverclaims@bigredflame.com with detailed backup
 - DSR Back Up Incremental Street Sales Only – Distributor provides back up with DSR Information (Name) with qualifying SKUS this year sales with last year sales & difference
 - Operator Back Up Street Sales Only – Distributor to provide back up on Operator Details (Name, Address, City), qualifying SKUS, cases sold this year with last year sales & difference
 - UFS Reserves the right to withhold payment if detailed operator & DSR data is not provided
- Available only through Unilever direct purchases or authorized redistribution partners (Alpine Foods, Dot Foods, G&C Foods, Honor Foods & Quaker Sugar)

Distributor:	Signature:
UFS Sales Rep:	Date: