

# 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 Promotion Group (CPG) Affinity Program. Heathwood Oil will utilize this program to better assist CPG members in order to present them with proposals to be their lubricant supplier. Heathwood Oil 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 it's members.

The agreement set forth will be valid for ONE YEAR from the Jan. 1, 2016 starting date. This agreement will be reviewed annually. Gallonage volume requirments may change.

**Rebate Program:**

This program applies exclusively to active Concrete Promotion Group (CPG) Members. It applies to purchases 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:

- 1st Quarter January – March
- 2nd Quarter April – June
- 3rd Quarter July – September
- 4th Quarter October - December

Rebates will be in the form of a credit to members and in the form of a check to CPG. These trancactions 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.

**Truckers B2B Program - Castrol bulk or barrel products only . Tection Extra \$.25 & Hypuron \$.75**

If the customer chooses to go with Castrol products, Castrol offers an ADDITIONAL rebate incentive program called B2B Trucking. This rebate of \$0.25/gallon for Tection and \$0.75/gallon for Hypuron would be added to the member rebate but paid separately to the member from B2B Trucking in the form of a check directly to the member. It is the sole responsibility of the CPG members to seek enrollment in this program and to apply for any and all eligible rebates. A Representative from Heathwood Oil will show potential buyers this program. The Castrol product total rebate amounts are listed in the table below:

CPG Members Quarterly Gallon Volume	Total Rebate to Members/with Castrol		Total Rebate to CPG
	Regular 15w/40	Semi Syn 15w/40	
3000 - 4999	\$0.45	\$0.95	\$0.05
5000 - 6999	\$0.50	\$1.00	\$0.06
7000 - 8999	\$0.55	\$1.05	\$0.07
>9000	\$0.60	\$1.10	\$0.08

CPG member: \_\_\_\_\_  
 \_\_\_\_\_  
 Print

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

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

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

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

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