



We create chemistry

2017 Early Order Program – Turf CA



Save on innovative solutions that help ensure championship conditions in 2017. With EOP, it's as simple as 1-2-3.

1 Plan Ahead

Earn up to 33% more rebate dollars by ordering in October. Rebates start with a \$2,000 spend.

2 Order Ahead

Order cube solutions designed for your regional needs and get 10% instant savings.

3 Get Ahead

Save 10% with the **Intrinsic**® Fairway Rebate when you purchase selected quantities of **Intrinsic** brand fungicides.

1. Plan Ahead: Earn up to 33% more rebate dollars when you order in October.

Purchase Total	Oct. 1st - 31st Rebate	Nov. 1st - Dec. 9th Rebate
\$2,000 - \$6,999	4%	3%
\$7,000 - \$19,999	7%	5%
\$20,000 +	10%	7%

June 9, 2017 terms on all Agency products.

2. Order Ahead: Get 10% instant savings on all specially designed cube solutions.

Cube	Ideal for Turf Type	Cube Contents	Acres Covered	Use Area	Agency Price
Plant Health Cube <i>Ideal greens/tees cube to provide broad-spectrum foundation for greens</i>	Cool & Warm	3 Cs – Lexicon ® Intrinsic brand fungicide (4x 21 oz)	12	Greens & Tees	\$ 8,660.35
		1 Cs – Honor ® Intrinsic brand fungicide (1x 36 lbs)	12		
New Innovation Cube <i>A greens/tees cube that provides BASF's most innovative technology</i>	Cool & Warm	3 Cs – Lexicon Intrinsic brand fungicide (4x 21 oz)	12	Greens & Tees	\$ 7,359.67
		3 Cs – Xzemplar ® fungicide (4x 11.4 oz)	12		
More Resilience II Cube <i>Provides a broad greens, tees, and fairway program</i>	Cool	3 Cs – Lexicon Intrinsic brand fungicide (4x 21 oz)	12	Greens, Fairways, & Tees	\$ 29,793.21
		2 Cs – Xzemplar fungicide (2x 114 oz)	40		
		1 Cs – Emerald ® fungicide (50x 0.49 lb)	50		
		2 Cs – Trinity ® fungicide (2x 2.5 gal)	30		
Defend Your Fairways II Cube <i>Foundational cube for control of dollar spot, brown patch, and summer patch on fairways and tees</i>	Cool	5 Cs – Xzemplar fungicide (2x 114 oz)	100	Fairways & Tees	\$ 25,948.36
		6 Cs – Emerald fungicide (10x 0.49 lb)	60		
		2 Cs – Trinity ® fungicide (2x 2.5 gal)	30		
Fairway Building Block Cube <i>Designed to mix and match with additional solutions to build a fairway spray program</i>	Cool	1 Cs – Xzemplar fungicide (2x 114 oz)	20	Fairways & Tees	\$ 5,956.80
		2 Cs – Emerald fungicide (10x 0.49 lb)	20		
Honor Fairway Cube <i>Provides excellent greens, tees, and fairway protection anchored by Honor Intrinsic brand fungicide</i>	Cool	4 Cs – Honor Intrinsic brand fungicide (1 x 36 lbs)	48	Greens, Fairways, & Tees	\$ 20,006.89
		1 Cs – Emerald fungicide (50x 0.49 lbs)	50		
Greens Foundation Cube <i>Ideal introductory program to control key diseases on greens</i>	Cool & Warm	1 Cs – Lexicon Intrinsic brand fungicide (4x 21 oz)	4	Greens & Tees	\$ 5,652.32
		2 Cs – Insignia ® SC Intrinsic brand fungicide (4x 30.5 oz)	8		
		1 Cs – Trinity fungicide (2x 2.5 gal)	15		

3. Get Ahead: Save 10% with the **Intrinsic** Fairway Rebate by purchasing a minimum of 108 pounds of **Honor Intrinsic** brand fungicide or a minimum of 10 gallons of **Insignia SC Intrinsic** brand fungicide.



BASF 2017 EOP Qualifying Agency Products:

Qualifying Agency Products	Package	Agency Price	Quantity	Total Purchases
Plant Health Cube	Cube	\$ 8,660.35		
New Innovation Cube	Cube	\$ 7,359.67		
More Resilience II Cube	Cube	\$ 29,793.21		
Defend Your Fairways II Cube	Cube	\$ 25,948.36		
Fairway Building Block Cube	Cube	\$ 5,956.80		
Honor Fairway Cube	Cube	\$ 20,006.89		
Greens Foundation Cube	Cube	\$ 5,652.32		
Emerald® fungicide	10x 0.49 lb	\$ 1,557.45		
Emerald fungicide	50x 0.49 lb	\$ 6,781.16		
FreeHand® CA 1.75G herbicide	1x 50 lb	\$ 94.51		
Honor® Intrinsic® brand fungicide	6x 3 lb	\$ 2,595.22		
Honor Intrinsic brand fungicide	1x 36 lb	\$ 3,862.22		
Insignia® SC Intrinsic brand fungicide	4x 30.5 fl oz	\$ 1,687.81		
Insignia SC Intrinsic brand fungicide	4x 122 fl oz	\$ 6,317.44		
Insignia SC Intrinsic brand fungicide	2x 2.5 gal	\$ 5,747.34		
Lexicon® Intrinsic brand fungicide	4x 21 oz	\$ 1,919.95		
Pendulum® AquaCap herbicide	1x 15 gal	\$ 735.66		
Pendulum AquaCap herbicide bulk	110 gal	\$ 5,394.84		
Pendulum AquaCap herbicide bulk	220 gal	\$ 10,789.68		
Xzemplar® fungicide	2x 114 oz	\$ 3,503.70		
Xzemplar fungicide	4x 11.4 oz	\$ 806.04		

Subtotal [A]:

BASF 2017 EOP Qualifying Non-Agency Products:

Qualifying Non-Agency Products	Package	Redemption Value*	Quantity	Total Purchases
Admiral® lake colorant †	4x 1 gal	\$ 174.89		
Black Onyx lake colorant †	4x 1 gal	\$ 317.97		
Drive® XLR8 herbicide †	4x 0.5 lb	\$ 288.25		
Green Lawngr® turf colorant †	2x 2.5 gal	\$ 304.64		
Pendulum AquaCap herbicide †	2x 2.5 gal	\$ 331.25		
Pillar® G Intrinsic brand fungicide	30 lb	\$ 71.25		
Siesta® insecticide fire ant bait	15 lb	\$ 194.25		
Transition HC dark turf colorant †	4x 1 gal	\$ 646.80		
Trinity® fungicide	2x 2.5 gal	\$ 1,047.69		
Turf Mark® spray indicator – blue †	2x 2.5 gal	\$ 227.15		
Turf Mark® spray indicator – green †	2x 2.5 gal	\$ 276.15		
Vision Pro HD turf colorant †	4x 1 gal	\$ 576.24		

Subtotal [B]:

Lexicon®

Intrinsic® Brand Fungicide

The key to healthy, resilient greens

This proven innovation delivers championship-level greens. Three applications a year for both cool season and warm-season turf will provide superior disease control and plant health benefits for greater stress tolerance and growth efficiency.

Xzemplar®

Fungicide

Stop dollar spot in its tracks

Xzemplar fungicide provides ultimate control over dollar spot. Be sure to include three fairway applications in your EOP order.

Calculate your EOP rebate dollars

TOTAL PURCHASE \$ [C]

Add [A + B] from order form to determine Total EOP Purchase

BASE REBATE PERCENTAGE [D]

Use your Total EOP Purchase [C] to determine your base rebate percentage in the chart below

Purchase Total [C]	Oct. 1 - Oct. 31, 2016 Base Rebate Percentage ¹	Nov. 1 - Dec. 9, 2016 Base Rebate Percentage ¹
\$2,000 - \$6,999	4%	3%
\$7,000 - \$19,999	7%	5%
\$20,000 +	10%	7%

REBATE SUBTOTAL [E]
[C x D]

10% Intrinsic Fairway Rebate (if applicable)² [F]
[10% x Intrinsic purchase]

TOTAL EOP REBATE [E + F]

The EOP Order Planner

- Calculates your savings
- Converts your selections into applications
- Print or email to your sales rep

Visit betterturf.basf.us/eop

* Redemption value used for non-agency products.

† Must be purchased in case increments on one invoice.

¹ The end user's rebate percentage is not cumulative.

² **Intrinsic** Fairway Rebate: Save 10% by either purchasing 108 pounds or more of **Honor Intrinsic** brand fungicide or 10 gallons or more of **Insignia® SC Intrinsic** brand fungicide to give your fairways the best turf fitness for 2017. Cube purchases do not count toward the **Intrinsic** Fairway Rebate.

Additional Program Details and Qualifications: All Agency products sold are on behalf of BASF. All sales are final. No returns. Rebate will be based upon reported sales from the BASF authorized agent(s). This program applies only to qualified end-user professionals (golf, greenhouse, L&L, nursery, ornamental, sports turf, sod farms, municipalities, and parks & rec). Multiple sales orders for one customer are cumulative and will qualify if ordered between program dates and from any authorized BASF agent(s). A qualifying October purchase of at least \$2,000 locks end user to October rebate column for duration of the Early Order Program. Non-qualifying October purchases of less than \$2,000 will be counted toward any qualifying purchases from November 1 - December 9 and will be rewarded at the November 1 - December 9 percentage. Products must be purchased, invoiced and delivered between the program dates. No exceptions. The redemption value of qualified non-agency products will be used to determine end user total purchase and rebate earned. End user must be in good standing with agent to receive special promotional terms. All agency terms offered at the agent's discretion. All agency products invoiced between October 1, 2016 and January 31, 2017 will receive June 9, 2017 terms for the end user. All agency products invoiced after January 31, 2017 will receive net 60-days for the end user. Terms for qualifying non-agency products are determined by a BASF authorized distributor. Qualified end users will receive a rebate on the total invoiced dollar amount (excluding taxes) of qualified products purchased from an authorized BASF T&O agent. All rebates will appear as a credit on the end user's account with the agent who processed the order. EOP credit will become available on 7/31/17 and can be applied only to new purchases of agronomic inputs or related products. If an end user purchases from more than one agent, the rebate will be applied to the respective agent based on percent purchase from each agent. All products may not be registered for sale or use in all states. Please check with your state or local Extension Service.

Always read and follow label directions.

Admiral, Drive, Emerald, FreeHand, Green Lawngr, Honor, Insignia, Lexicon, Pendulum, Pillar, Siesta, Trinity, Turf Mark, and Xzemplar are registered trademarks of BASF. © 2016 BASF Corporation. All rights reserved.