



The Grow More - Save More Program

Year-round savings on grower solutions



Grow More. Save More.

The *Grow More - Save More* program from BASF provides savings all year on industry-leading fungicides, herbicides and insecticides. Choose from some of the most innovative solutions available for nursery and greenhouse growers. Each purchase of a qualified BASF ornamental product will count toward your total purchases of qualified agency and non-agency products for a rebate incentive of up to 7%.

See how the savings add up:

| Qualifying Purchase Level | Jan 1 - Dec 15 2017 Base Earned Incentive % |
|---------------------------|--|
| \$30,000 - 54,999 | 3%* |
| \$55,000 + | 7%* |

Savings are effortless:

- Order year-round, whenever you want
- Choose the products and quantities that meet your needs
- No forced lock-in purchasing periods
- No complicated programs to understand
- No stocking up on products months before you need them
- No purchase invoices or rebate forms to submit

* Savings percentages are not cumulative.



How the program works

- Buy any of the qualified agency or qualified non-agency products throughout the *Grow More - Save More* program period (January 1- December 15, 2017).
- Take advantage of special in-season promotions and purchase any qualified agency or non-agency products to help you reach a program-qualifying purchase level.
- BASF will track your purchases during the program period.
- At the end of the program period, BASF will automatically calculate the total of the qualified agency and non-agency product purchases that are reported monthly by authorized BASF distributors.
- The earned incentive percent will be applied to the qualifying purchase level reached and calculated in accordance with program guidelines.
- BASF will deliver the rebate check to the operation and office location designated by the grower participant.





Innovation that keeps you growing

The *Grow More - Save More* program gives you the flexibility to buy in-season to address specific challenges and grow healthy, high-quality plants. Now you can order the BASF innovations you need when you need them.

| Qualifying Agency Product | Product Code | Package |
|---|--------------|--------------|
| FreeHand® 1.75G herbicide | 59011296 | 1x 50 lb |
| FreeHand 1.75G CA herbicide | 59013674 | 1x 50 lb |
| Orkestra™ Intrinsic® brand fungicide | 59014379 | 4x 16 fl oz |
| Pageant® Intrinsic brand fungicide | 59012349 | 4x 1 lb |
| Pageant® Intrinsic brand fungicide | 59012429 | 4x 12 lb |
| Pageant fungicide | 59011295 | 4x 1 lb |
| Pageant fungicide | 59012376 | 4x 12 lb |
| Pylon® miticide/insecticide | 59014176 | 2x 0.5 gal |
| Sultan® miticide | 59013978 | 4x 0.125 gal |
| Sultan miticide | 59014112 | 4x 0.125 gal |

| Qualifying Non-Agency Product | Product Code | Package |
|---|--------------|--------------|
| Empress® Intrinsic brand fungicide | 59014402 | 6x 24 fl oz |
| Orvego® fungicide | 59012736 | 6x 28 fl oz |
| Pylon® miticide/insecticide | 59012156 | 4x 0.125 gal |



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Get started

BASF is already tracking your qualified purchases and will continue throughout the program period of January 1 - December 15, 2017.

Season after season, you can continue to maximize plant performance and build your business. It's time to start growing more and saving more with BASF.

- Review your current year purchases of the qualified products with your distributor representative.
- Make a plan with your distributor to grow and achieve your business goals to maximize your savings in the *Grow More - Save More* program.
- Grow more and save more.

Visit us online at betterplants.basf.us/GrowMore.



Ask your Harrell's representative about the
BASF Grower Events held each spring and fall.

2017 BASF *Grow More - Save More* Program: Terms, Conditions, Limitations and Restrictions

Program Period, Dates & Area: January 1, 2017 through December 15, 2017. Area is defined as United States and Puerto Rico.

Terms: Standard Terms Apply.

Eligibility: Qualified Ornamental Greenhouse and Nursery operations.

Qualifications: The Qualified End User must purchase at least \$30,000 of Qualified Products, cumulatively during the Program Period.

Examples: The end user earned incentive % is not cumulative. Refer to examples below:

- A. Grower X total purchases of Qualified Agency and Non-Agency products during the Program Period are reported by an authorized BASF Turf & Ornamental agent/distributor at a Qualified Purchase Level of \$38,000. The *Grow More - Save More* program total earned incentive is calculated to be \$1,140.00. ($38,000 \times 3\% = 1,140$)
- B. Grower Y total purchases of Qualified Agency and Non-Agency products during the Program Period are reported by an authorized BASF Turf & Ornamental agent/distributor at a Qualified Purchase Level of \$75,000. The *Grow More - Save More* program total earned incentive is calculated to be \$5,250.00. ($75,000 \times 7\% = 5,250$)

Program Details: Product must be purchased, invoiced and delivered during the Program Period. NO EXCEPTIONS. The total invoiced dollar amount on BASF agency Qualified Products & the redemption value of BASF non-agency Qualified Products (excluding sales tax) purchased from an authorized BASF Turf & Ornamental agent/distributor will be used to calculate total sales.

The end user BASF Ornamental *Grow More - Save More* Program earned incentive will be based upon the reported sales from an authorized BASF Turf & Ornamental agent/distributor, within the timeframe stated in the reporting calendar, and reported no later than January 31, 2018 to be included in Program.

Multiple purchases by a Qualified End User of Qualified Products are cumulative & will qualify if ordered and delivered during the Program Period by any authorized BASF Turf & Ornamental agent/distributor.

Purchases for multiple Greenhouses or Nurseries that are owned or managed by one payer may be combined and rewarded at the highest qualifying purchase level. Orders must be submitted through the normal reporting process.

Notification to combine multi-location operations under a single Company name should be supplied to BASF and shall include the following: operation name, address, grower name.

A Qualified End User will receive a rebate check based on the total invoiced dollar amount on BASF agency products & the redemption value of BASF non-agency products (excluding sales tax) of Qualified Products purchased from an authorized BASF Turf & Ornamental agent/distributor.

All incentives will be issued and paid by check directly to the Qualified End User.

Payout Terms: Incentive rebate checks will be delivered to participating end users on or before April 30, 2018.

Program Conditions, Ineligibility and Forfeiture: For all products sold on the behalf of BASF, all sales are final, BASF does not accept returns. NO RETURNS.

There will be no exceptions to the 2017 BASF Ornamental *Grow More - Save More* Program dates, except in the cases of "Acts of Nature;" legitimacy of claim will be determined by BASF.

Agents/distributors that are stocked out of BASF Qualified Product at agent/distributor location during the 2017 BASF Ornamental *Grow More - Save More* are not valid exceptions.

All transactions & reporting need to be complete (full company name, full & complete address, city, state and zip), for both the ship-to and the bill-to location of the end user.

Agent must remit all payments for agency purchases at time Qualified End User pays the agent, even if the Qualified End User is paying prior to stated terms.

BASF reserves the right to withhold the end user earned incentive payment upon notification by an authorized BASF Turf & Ornamental distributor/agent of delinquent or non-payment by end user of Qualified Products purchased, invoiced and delivered during the program period to the end user.

Additional Information: BASF Turf & Ornamental agents must abide by the agency contract and any addendums that support the agency contract.

All products may not be registered for sale or use in all states. Please check with your state or local Extension Service.

BASF reserves the right to cancel or modify this program at any time.

BASF

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Always read and follow label directions.

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PSS 17-30-448 April 2017

