

Savings + Innovation. The Winning Formula.

2019 Early Order Program - Lawncare US



 **BASF**

We create chemistry

The BASF Early Order Program for 2019 is designed to make your planning and purchasing easier than ever. Order now and ensure pristine lawns for your customers while enjoying incredible cost savings.

The Early Bird Gets the Savings

Purchasing early in 2018 makes for maximum savings in 2019. And this year, we're offering more savings than ever:

- Earn up to 40% more in rebate dollars by ordering in October when rebate levels are the highest.
- New! Enjoy a 10% season-long rebate when you spend \$35,000 or more during EOP.

Base Rebate Percentage

Purchase Total:	Oct. 1-31 2018	Nov. 1-Dec. 7 2018
\$3,000 - \$9,999	4%	3%
\$10,000 - \$17,999	7%	5%
\$18,000 - \$34,999	8%	6%
\$35,000 +	10%	10%

New Cube Savings

Our Cube solutions are specifically designed to meet your lawncare needs, delivering convenience, innovation and savings from list pricing.

- Buy Cubes and save 6% off list pricing.
- Boost your savings with an additional 2% Cube Kicker rebate on your entire EOP order when you buy at least one Cube.

The Winning Formula

Declare victory over turf diseases and achieve pristine conditions while enjoying incredible savings with the Intrinsic® Rebate. This year, when you purchase a minimum of 5 gallons of Insignia® SC Intrinsic® brand fungicide, you'll save 12% on all qualifying product purchases.

INTRINSIC® REBATE	QUALIFIER	REBATE
Insignia® SC Intrinsic® brand fungicide	5 gal	12%



All agency products invoiced between October 1, 2018 and January 31, 2019 will receive June 7, 2019 terms. See last page for full term details.

Learn more about BASF products and the 2019 Early Order Program by visiting betterturf.basf.us/eop.

Cube Solutions

Cubes are powerful and effective combinations of products curated for your specific needs and challenges. Each Cube delivers convenience and innovation while providing incredible savings. This year, we are introducing more savings than ever, including the new Cube Kicker rebate that saves you 2% on your total EOP order when you purchase more than one Cube.



COOL SEASON HERBICIDE CUBE | \$2,461*

Instant Cube Savings: 6% / \$157

An ideal lawn care utility Cube for grassy weed preemergent and postemergent control in turf and landscape.

❄️ Cool Season: Crabgrass, goosegrass, grassy weeds

PRODUCT	QTY	CASE SIZE	COVERAGE
Pendulum® AquaCap herbicide	1	1 x 15 gal	20 acres
Pylex® herbicide	1	1x8 floz	8 acres
Segment® II herbicide	1	2 x 2.5 gal	20 acres
Drive® XLR8 herbicide	1	4 x 0.5 gal	4 acres

WARM SEASON HERBICIDE CUBE | \$3,610*

Instant Cube Savings: 6% / \$230

An ideal lawn care utility Cube for grassy weed preemergent and postemergent control in turf and landscape.



☀️ Warm Season: Weeds: crabgrass, goosegrass, grassy weeds

PRODUCT	QTY	CASE SIZE	COVERAGE
Tower® herbicide	2	2 x 2.5 gal	20 acres
Pylex® herbicide	1	1 x 8 fl oz	8 acres
Drive® XLR8 herbicide	1	4 x 0.5 gal	4 acres



Cool Season



Warm Season

*For agency products sold in California, please add 2.175% for CA Mill Tax.

For complete list of diseases controlled by each product listed above, visit www.CDMS.net. All pricing is general U.S. pricing.

Calculate your EOP rebate dollars:

TOTAL PURCHASE Add all purchases from order form.	\$ _____
TIER REBATE [A] Multiply total purchases by qualifying rebate percentage from chart below.	\$ _____

Base Rebate Percentage¹

Purchase Total:	Oct. 1-31 2018	Nov. 1-Dec. 7 2018
\$3,000 - \$9,999	4%	3%
\$10,000 - \$17,999	7%	5%
\$18,000 - \$34,999	8%	6%
\$35,000 +	10%	10%

CUBE KICKER² [B] Multiply total purchases by 2% if you buy at least one Cube and your total EOP purchases are \$3,000 or more.	\$ _____
INTRINSIC REBATE³ [C] Multiply 12% by qualifying purchase of Insignia [®] SC Intrinsic [®] brand fungicide.	\$ _____
TOTAL EOP REBATE DOLLARS [A]+[B]+[C] Add tier rebate, Cube Kicker Rebate and Intrinsic Rebate.	\$ _____

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

²Cube Kicker: Buy any Cube and add 2% rebate to total EOP qualifying purchase. Qualification in the 2019 T&O EOP end user Cube Kicker program is dependent on qualification in the 2019 EOP end user program.

³Intrinsic Rebate: Purchase a minimum of 5 gallons of Insignia[®] SC Intrinsic[®] brand fungicide and save 12% on purchase of the qualifying product only. Cube purchases do not count toward the Intrinsic Rebate. The Intrinsic Rebate is in addition to any other program payments.

Visit betterturf.basf.us/eop

Lawncare Agency Products	Package	Price*	QTY	Total:
Cool Season Herbicide Cube ¹ - New!	PL	\$2,461.00		
Warm Season Herbicide Cube ¹ - New!	PL	\$3,610.00		
Insignia [®] SC Intrinsic [®] brand fungicide	4 x 30.5 fl oz	\$1,760.46		
Insignia [®] SC Intrinsic [®] brand fungicide	4 x 122 fl oz	\$6,592.88		
Insignia [®] SC Intrinsic [®] brand fungicide	2 x 2.5 gal	\$5,997.85		
Orkestra [®] Intrinsic [®] brand fungicide - New!	4 x 16 fl oz	\$563.20		
Pageant [®] Intrinsic [®] brand fungicide	4 x 1 lb	\$373.56		
Pageant [®] Intrinsic [®] brand fungicide	4 x 12 lb	\$4,150.08		
Pendulum [®] AquaCap bulk herbicide	110 gal	\$5,500.00		
Pendulum [®] AquaCap bulk herbicide	220 gal	\$11,000.00		
Pendulum [®] AquaCap herbicide	1 x 15 gal	\$750.00		
Sultan [®] miticide	4 x 0.125 gal	\$629.03		
Tower [®] herbicide	2 x 2.5 gal	\$1,527.00		
Xzemplar [®] fungicide	2 x 114 fl oz	\$3,691.32		
Xzemplar [®] fungicide	4 x 11.4 fl oz	\$849.53		
SUBTOTAL:				

Lawncare Non-Agency Products	Package	Redemption Value*	QTY	Total:
Amdro [®] Pro fire ant bait	1 x 25 lbs	\$391.88		
Basagran [®] T&O herbicide	2 x 1 gal	\$221.85		
Drive [®] XLR8 herbicide	4 x 0.5 gal	\$299.90		
Pendulum [®] 2G herbicide	40 lb bag	\$70.00		
Pendulum [®] 3.3EC herbicide	2 x 2.5 gal	\$203.25		
Pendulum [®] Aquacap herbicide	2 x 2.5 gal	\$344.63		
Pillar [®] G Intrinsic [®] brand fungicide	30 lb bag	\$76.88		
Pillar [®] G Intrinsic [®] brand fungicide	15 lb bag	\$42.94		
Pylex [®] herbicide	4 x 8 fl oz	\$2,224.80		
Segment [®] II herbicide	2 x 2.5 gal	\$1,175.63		
Siesta [®] fire ant bait	15 lbs	\$214.13		
Trinity [®] fungicide	2 x 2.5 gal	\$1,155.06		
SUBTOTAL:				

*Invoiced dollar amount for agency products and the Redemption Value used for non-agency products. For agency products sold in California, please add 2.175% for CA Mill Tax.
¹See Cube component details in this brochure for complete information.



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). The EOP program applies only to these Qualified End-User professionals: golf, L&L, 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 BASF Authorized Agent(s). A qualifying October purchase of at least \$3,000 locks end-user to October rebate column for duration of the Early Order Program. Qualifying October purchases of less than \$3,000 will be counted toward any qualifying purchases from November 1 - December 7 and will be rewarded at the November 1 - December 7 percentage. Products must be purchased, invoiced and delivered between the program dates. No exceptions. The invoiced dollar amount for agency products and 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 credit standing with agent to receive special promotional terms. All non-agency terms offered at the agent's discretion. All agency products invoiced between October 1, 2018 and January 31, 2019 will receive June 7, 2019 terms for the end-user. All agency products invoiced after January 31, 2019 will receive net 60 days for the end-user. Terms for qualifying non-agency products are determined by a BASF Authorized Distributor. 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 by 7/31/19 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. Pillar G Intrinsic brand fungicide, Siesta insecticide fire ant bait and Trinity fungicide are not for sale, distribution and/or use in New York State; and Xzemplar fungicide and Tower herbicide are not for sale, distribution and/or use in Nassau or Suffolk counties in New York State.

Always read and follow label directions.

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