

GOLF

IT'S TIME TO PUT PREMADE PALLETS
IN THE PAST. IT'S TIME TO

CHANGE COURSE.

Introducing the revolutionary
2020 Early Order Program.

Simple. Flexible. Rewarding.

 **BASF**

We create chemistry

 **Harrell's**
Growing a Better World®



Finally, an EOP designed with your needs in mind.

You asked, and we listened. No more pre-made pallets. That means no more buying products you don't need at acreage sizes that don't fit your course. The 2020 EOP is simple, flexible, and rewarding. You buy the products you want, in the package sizes and acreage units that meet your needs —without having to sacrifice the larger rebates that came with pre-made pallets of the past.

With this flexible Early Order Program, you have the freedom to build your own fungicide spray program at the right acreages, all with rebates that provide the value you expect. Simple. Flexible. Rewarding. It's an EOP that's as easy as 1-2-3.

You now have more options than ever, including two brand new disease-fighting innovations: Maxtima® fungicide and Navicon® Intrinsic® brand fungicide.



Design Your Own Cube with these Qualifying Fungicides:

- 1 Select at least three qualifying fungicide brands. Partial cases still count toward your rebate level.
- 2 Order at least \$5,000 to start saving.
- 3 Order in October to lock in highest rebates.

Qualifying Fungicide Purchase Level	Earned Incentive %	
	Oct.1-31, 2019	Nov.1-Dec.6, 2019
\$5,000-\$14,999	12%	8%
\$15,000-\$24,999	16%	10%
\$25,000-\$34,999	20%	12%
\$35,000 ¹ +	24%	14%

Extended terms to June 7, 2020.

1. Purchase at least \$35,000 consisting of at least three different Qualifying Fungicide brands during EOP and qualify for 10% rebate on all purchases of EOP rebate-qualifying products January 1, 2020 through September 30, 2020.

Product	Package	Article #	Redemption Value	Quantity	Total
Emerald® fungicide - <i>New Lower Price!</i>	10 x 0.49 lb	59021463	\$ 1,053.50		
Emerald fungicide - <i>New Lower Price!</i>	50 x 0.49 lb	59012825	\$ 4,581.50		
Honor® Intrinsic® brand fungicide	6 x 3 lb	59012350	\$ 2,707.74		
Honor Intrinsic brand fungicide	1 x 36 lb	59012885	\$ 4,027.32		
Insignia® SC Intrinsic brand fungicide	4 x 30.5 fl oz	59014134	\$ 1,760.46		
Insignia SC Intrinsic brand fungicide	2 x 2.5 gal	59014135	\$ 5,997.85		
Lexicon® Intrinsic brand fungicide	4 x 21 fl oz	59013840	\$ 2,003.40		
Maxtima® fungicide	4 x 26 fl oz	59018087	\$ 728.00		
Maxtima fungicide	2 x 2.5 gal	59018071	\$ 3,680.00		
Navicon® Intrinsic brand fungicide	4 x 37 fl oz	59018094	\$ 1,776.00		
Navicon Intrinsic brand fungicide	2 x 2.5 gal	59018095	\$ 5,760.00		
Xzemplar® fungicide - <i>New Lower Price!</i>	2 x 114 fl oz	59013833	\$ 2,952.60		
Xzemplar fungicide - <i>New Lower Price!</i>	4 x 11.4 fl oz	59014120	\$ 679.44		
			SUBTOTAL:		



Your Qualifying Fungicides Subtotal \$ _____ X Earned Incentive % = \$ _____ Your Rebate

Remaining Portfolio: Herbicides, Ornamental and Other Solutions

1 Start earning rebates at only \$2,000.

2 Earn 10% rebate by reaching only \$15,000 in total purchases.

3 Buy now and don't pay until June 7, 2020.

Qualifying Remaining Portfolio Purchase Level	Earned Incentive %
	Oct.1-Dec.6, 2019
\$2,000-\$6,999	4%
\$7,000-\$14,999	6%
\$15,000+	10%

Product	Package	Article #	Redemption Value	Quantity	Total
Amdro Pro fire ant bait	1 x 25 lb	59021451	\$ 391.88		
Basagran® T&O herbicide	2 x 1 gal	59011636	\$ 221.85		
Drive® XLR8 herbicide	4 x 0.5 gal	59011404	\$ 299.90		
Finale® herbicide - <i>New to EOP!</i>	2 x 2.5 gal	59014628	\$ 312.50		
FreeHand® 1.75G herbicide	1 x 50 lb	59011296	\$ 97.00		
Orkestra® Intrinsic® brand fungicide	4 x 16 fl oz	59014379	\$ 563.20		
Pageant® Intrinsic brand fungicide	4 x 1 lb	59012349	\$ 373.56		
Pageant Intrinsic brand fungicide	4 x 12 lb	59012429	\$ 4,150.08		
Pendulum® 2G herbicide	40 lb bag	59015072	\$ 70.00		
Pendulum 2G herbicide	20 lb bag	59017972	\$ 39.00		
Pendulum 3.3EC herbicide	2 x 2.5 gal	59015228	\$ 203.25		
Pendulum AquaCap herbicide	2 x 2.5 gal	59049276	\$ 344.63		
Pendulum AquaCap herbicide	1 x 15 gal	59011279	\$ 750.00		
Pendulum AquaCap bulk herbicide	220 gal	59049202	\$ 11,000.00		
Pendulum AquaCap bulk herbicide	110 gal	59049202	\$ 5,500.00		
Pillar® G Intrinsic brand fungicide	30 lb bag	59012784	\$ 76.88		
Pillar G Intrinsic brand fungicide	15 lb bag	59017956	\$ 42.94		
Pylex® herbicide	4 x 4 fl oz	59018005	\$ 1,023.36		
Segment® II herbicide	2 x 2.5 gal	59014427	\$ 1,175.63		
Siesta® insecticide fire ant bait	15 lb	59011057	\$ 214.13		
Sultan® miticide	4 x 0.125 gal	59014112	\$ 629.03		
Tower® herbicide	2 x 2.5 gal	59014247	\$ 1,527.00		
Trinity® fungicide	2 x 2.5 gal	59011038	\$ 1,155.06		
Ventigra™ insecticide	4 x 20 oz	59014680	\$ 1,004.00		
			SUBTOTAL:		

Your Remaining Portfolio Subtotal \$ _____ X Earned Incentive % = \$ _____ Your Rebate



Your Qualifying Fungicides Rebate \$ _____ + Your Remaining Portfolio Rebate \$ _____ =

\$ _____ Total Rebate

More rebates. Less hassle.



It's your course, and you know it best. With this new program, no matter what your purchase budget is, you earn more rebates without the stress of figuring out which pallet solution to purchase. See for yourself with the examples listed below. All examples assume October purchase.

The 2020 Early Order Program is: Simple. Flexible. Rewarding.

Greens Customer Mid-Size:

2020 Purchases	2020 Qty (Case)	2020 Spend
Lexicon® Intrinsic® brand fungicide	3	\$ 6,010
Honor® Intrinsic brand fungicide (1 x 36 lb)	1	\$ 4,027
Navicon® Intrinsic brand fungicide (2 x 2.5 gal)	1	\$ 5,760
	Total	\$ 15,797
Program	Rebate %	\$ Rebate
Design Your Own Cube	16%	\$ 2,528

2020 Program Benefits

Lexicon and Honor Intrinsic brand fungicides sold separately

All purchases in Design Your Own Cube



Greens and Fairways Mid-Size:

2020 Purchases	2020 Qty (Case)	2020 Spend
Lexicon Intrinsic brand fungicide (4 x 21 fl oz)	2	\$ 4,007
Xzemplar® fungicide (2 x 114 fl oz)	1	\$ 2,953
Maxtima® fungicide (2 x 2.5 gal)	1	\$ 3,680
	Total	\$ 10,640
Program	Rebate %	\$ Rebate
Design Your Own Cube	12%	\$ 1,277

2020 Program Benefits

Qualify for Design Your Own Cube

Lower Xzemplar fungicide price

Substitute Honor Intrinsic brand fungicide with Maxtima fungicide



Multi-Course Greens and Fairways:

2020 Purchases	2020 Qty (Case)	2020 Spend
Lexicon Intrinsic brand fungicide (4 x 21 fl oz)	6	\$ 12,020
Honor Intrinsic brand fungicide (1 x 36 lb)	2	\$ 8,055
Navicon Intrinsic brand fungicide (2 x 2.5 gal)	4	\$ 23,040
Emerald® fungicide (50 x 0.49 lb)	2	\$ 9,163
FreeHand® 1.75G herbicide (1 x 50 lb)	310	\$ 30,070
Pillar® G Intrinsic brand fungicide (1 x 15 lb)	20	\$ 879
	Total	\$ 83,227
Program	Rebate %	\$ Rebate
Design Your Own Cube	24%	\$ 12,547
Remaining Portfolio Products	10%	\$ 3,095
	Total Discount & Rebate	\$ 15,642

2020 Program Benefits

Lexicon & Honor Intrinsic brand fungicides sold separately

Qualify for Design Your Own Cube

Remaining Portfolio Products

Lower Emerald fungicide price



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) and Distributor(s). The T&O EOP End-User Rebate 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) and Distributor(s). The end-user must purchase at three (3) or more Qualifying Fungicide brands totaling at least \$5,000 to qualify for the 2020 T&O Design Your Own Cube Program (Offer 1) under the 2020 T&O EOP End-User Rebate Program. The end-user must purchase at least \$2,000 of Qualifying EOP Products to qualify for the 2020 T&O EOP Remaining Portfolio Rebate (Offer 2) under the 2020 T&O EOP End-User Rebate Program. Product 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, 2019 and January 31, 2020 will receive June 7, 2020 terms for the end-user. All agency products invoiced after January 31, 2020 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. T&O EOP End-User Rebate credit will become available by July 31, 2020. 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.

Ventigra is a trademark of BASF, and Amdro, Basagran, Drive, Emerald, Finale, FreeHand, Honor, Insignia, Intrinsic, Lexicon, Maxtima, Navicon, Orkestra, Pageant, Pendulum, Pillar, Pylex, Segment, Siesta, Sultan, Tower, Trinity and Xzemplar are registered trademarks of BASF.

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