

2012 Turf and Ornamentals Early Order Program – NY



Dates and Terms:

BASF Early Order Program (EOP) is from October 1, 2011 to December 16, 2011. Products invoiced during this period will receive June 8, 2012 terms for the end-user with the exception of the FUNgicide Season Pallet NY and Intrinsic Pallet. Buy early before a price increase on December 17, 2011.

A qualifying October purchase of at least \$4,000 locks the Turf and Ornamentals Professional into the October incentive column for the duration of the EOP program.



| 🔒 Oct. Incentive | Nov. - Dec. 16 Incentive | Invoiced Dollars |
|--|--------------------------|---------------------|
| 4% | 3% | \$4,000 – \$14,999 |
| 6% | 5% | \$15,000 – \$24,999 |
| 8% | 7% | \$25,000 – \$34,999 |
| 10% | 9% | >\$35,000 |
| 1% additional rebate on total purchase that includes an Intrinsic Pallet | | |
| 2% additional rebate on total purchase that includes a FUNgicide Season Pallet NY | | |

October Commitment Reward

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|---|
| Spend \$25,000 - \$34,999 in October and get \$750 additional earned credit. Spend \$35,000 or more in October and get \$1,000 additional earned credit. |
|---|

Qualifications and Area:

In order to qualify for the BASF EOP, \$4,000 dollars of BASF agency product must be purchased, invoiced and delivered by authorized BASF agents between the program dates (NO EXCEPTIONS). Area is defined as United States and Puerto Rico.

Pallet Offerings:

FUNgicide Season Pallet NY: **\$26,615 (\$2,004 Savings)!**

| Product | Case | # of Cases | Use Rate oz./1,000 ft ² | Acres |
|-----------------------|---------------|------------|---------------------------------------|-------|
| Curalan EG | 12 x 2.75 lb. | 4 | 1.0 | 48 |
| Emerald | 10 x 0.49 lb. | 5 | 0.18 | 50 |
| Honor Intrinsic | 6 x 3 lb. | 2 | 1.1 | 12 |
| Insignia SC Intrinsic | 2 x 2.5 gal. | 2 | 0.7 | 42 |

FUNgicide Season Pallet NY Terms of Payment: \$7,984.50 by 4/6/12; \$9,315.25 by 5/4/12; \$9,315.25 by 6/8/12.
FUNgicide Season Pallet NY is available for end-users in NY only.

Intrinsic Pallet: \$16,799 (\$1,245 Savings)!

| Product | Case | # of Cases | Use Rate oz./1,000 ft ² | Acres |
|-----------------------|--------------|------------|---------------------------------------|-------|
| Honor Intrinsic | 6 x 3 lb. | 2 | 1.1 | 12 |
| Insignia SC Intrinsic | 2 x 2.5 gal. | 2 | 0.7 | 42 |

Intrinsic Pallet Terms of Payment: \$6,719.60 by 5/4/12; \$10,079.40 by 6/8/12.

Additional Program Details and Qualifications:

- All products sold on the behalf of BASF. All sales are final, NO RETURNS.
- Incentive 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.)
- The end-user's incentive % is not cumulative, with the exception of the Intrinsic Pallet or FUNgicide Season Pallet NY. If both the Intrinsic Pallet and the FUNgicide Season Pallet NY are ordered, the end-user will receive a maximum 2% additional rebate on total purchase.
- Multiple sales for one customer are cumulative and will qualify if ordered between program dates and from any authorized BASF agent(s).
- Non-qualifying October purchases of <\$4,000 will be counted toward any purchases from Nov. - Dec. 16 and will be rewarded at the Nov. - Dec. 16 percentage.
- Qualified end-user will receive an incentive on the total invoiced dollar amount (excluding taxes) of qualified products purchased from an authorized BASF T&O agent. All incentives will be issued to the qualifying agent (who processed the order). The incentive will appear as a credit on the end-user's account with the agent that processed the order.
- EOP credit can only be applied to new purchases of agronomic inputs or related products.
- EOP credit will only become available mid-July 2012 to the end-user once they have paid-in-full on product purchased during the BASF early order program.
- If end-user has not paid-in-full by mid-July 2012, EOP credit may be applied to a service charge only on the outstanding BASF balance.
- If an end-user purchases from more than one agent: (1) The October Commitment Reward will be applied to the respective agent based on percent purchase from each agent; (2) If an end-user's EOP purchase includes at least one of the Pallet Offerings (FUNgicide Season Pallet NY or Intrinsic Pallet), the credit for the additional rebate will be at the agent's account where the Pallet Offering was purchased.

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

Program Order Form

betterturf.basf.us
betterplants.basf.us

| Pallet Offerings | Pallet Price | Package | Order Quantity | Total Dollar Purchases |
|---|--------------------|---------|----------------|------------------------|
| FUNGicide Season Pallet NY (EOP only!) | \$26,615.00/pallet | NA | | \$ |
| Intrinsic™ Fungicide Pallet (EOP only!) | \$16,799.00/pallet | NA | | \$ |

| Product | Price | Package | Order Quantity | Total Dollar Purchases |
|---|-----------------|----------------------------|----------------|------------------------|
| CURALAN® EG fungicide | \$1,089.00/unit | 12 x 2.75 lb. (33 lb. keg) | | \$ |
| CURALAN® EG fungicide | \$3,960.00/unit | 4 drums (132 lb.) | | \$ |
| EMERALD® fungicide | \$1,421.00/case | 10 x 0.49 lb. | | \$ |
| EMERALD® fungicide | \$6,615.00/case | 5 cases (24.5 lb.) | | \$ |
| HONOR® INTRINSIC™ brand fungicide | \$2,502.00/case | 6 x 3 lb. | | \$ |
| INSIGNIA® SC INTRINSIC™ brand fungicide | \$1,441.12/case | 4 x 30.5 fl. oz. | | \$ |
| INSIGNIA® SC INTRINSIC™ brand fungicide | \$5,383.25/case | 4 x 122 fl. oz. | | \$ |
| INSIGNIA® SC INTRINSIC™ brand fungicide | \$6,520.00/case | 2 x 2.5 gal. | | \$ |
| INSIGNIA® SC INTRINSIC™ brand fungicide | \$6,225.00/unit | 1 x 5 gal. | | \$ |
| INSIGNIA® fungicide | \$1,459.20/case | 4 x 2.4 lb. | | \$ |
| INSIGNIA® fungicide | \$3,312.00/unit | 1 x 36 lb. | | \$ |
| PAGEANT® fungicide | \$292.00/case | 4 x 1 lb. | | \$ |
| PAGEANT® fungicide | \$3,312.00/case | 4 x 12 lb. | | \$ |
| PENDULUM® AQUACAP™ herbicide | \$660.00/drum | 15 gal. drum | | \$ |
| PENDULUM® AQUACAP™ herbicide | \$4,620.00/unit | 110 gal. | | \$ |
| PYLON® miticide-insecticide | \$2,490.00/case | 2 x 0.5 gal. | | \$ |
| HONOR® fungicide (discontinued—limited inventory) | \$2,502.00/case | 6 x 3 lb. | | \$ |
| TOTAL | | | | (A) \$ |

| Invoiced Dollars | Oct. Incentive | Nov. - Dec. 16 Incentive | Pallet Offering Rebate % | October Commitment Reward (B) |
|---------------------|----------------|--------------------------|--------------------------|-------------------------------|
| \$4,000 - \$14,999 | 4% | 3% | 1% or 2% | - |
| \$15,000 - \$24,999 | 6% | 5% | 1% or 2% | - |
| \$25,000 - \$34,999 | 8% | 7% | 1% or 2% | \$750 |
| >\$35,000 | 10% | 9% | 1% or 2% | \$1000 |

If both FUNGicide Season Pallet NY & Intrinsic Pallet are purchased, maximum rebate is 2%.

| | | |
|--|----------------------|---|
| Oct. or Nov. - Dec. 16 Incentive % | <input type="text"/> | % |
| Pallet Offering Rebate % (if applicable) + | <input type="text"/> | % |
| TOTAL Rebate % | <input type="text"/> | % |

| | | | | |
|--|--|-------------------------|---|----------------------------------|
| | | Total \$ (A) | = | Total Rebate |
| | | \$ <input type="text"/> | | \$ <input type="text"/> |
| | | | + | October Commitment Reward \$ (B) |
| | | | | \$ <input type="text"/> |
| | | | = | Total Program Rebate |
| | | | | \$ <input type="text"/> |

- Any of the following products must be ordered and purchased within one transaction to qualify for special pricing: **Curalan EG** (4 drums) and **Emerald** (5 cases).
- Mandatory Direct Drop Shipped (DDS): All orders for **Pendulum AquaCap 110**, **Intrinsic Pallet**, and **FUNGicide Season Pallet NY** will be direct shipped and billed to the end-user, no exceptions. Product can be shipped to the agent with an accepted Bill & Hold (see Bill & Hold form for more details).

Turf and Ornamentals Professional

Contact Name _____
 Street _____
 Phone _____
 Agent _____

Business Name _____
 City _____ State _____ ZIP _____
 E-mail _____
 DSR Name _____

Note: Agent Sales Representative – Keep this original form for your records and make a copy for the end-user.