

GOLF CALIFORNIA

2021

EARLY ORDER PROGRAM

RETURN TO EXCELLENCE

Welcome back to an EOP that's **flexible, rewarding** and packed with **groundbreaking products** to help your course thrive.

■ BASF

We create chemistry

Plan early. Plan easily. Design your own program online at betterturf.basf.us/eop

DESIGN YOUR OWN PROGRAM. EARN REBATES UP TO 24%.

RETURN TO SIMPLICITY. RETURN TO INNOVATION. RETURN TO FLEXIBILITY.

You work hard, so when it comes to EOP, we want you to **#TRYEASIER**. That's why everything you loved about 2020 EOP is back. Our streamlined process is back, making it easier to order exactly what you need and save with some of the best rebates in the industry. Our groundbreaking products are back, with Maxtima® fungicide and Navicon® Intrinsic® brand fungicide now permanently in our portfolio and ready for action. Program customization is back, giving you the freedom to choose specific products and quantities — no more, no less. Use this form to order, or go online to betterturf.basf.us/eop to set up a profile, design your program and send directly to your DSR. We're returning to what works best for you, so you can restock your toolbox and deliver the best results possible for your course.



Product photos do not represent actual size.

Design Your Own Program 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.

Extended terms to June 9, 2021.

Qualifying Fungicide Purchase Level	Earned Incentive %	
	Oct. 1 - 31, 2020	Nov. 1 - Dec. 4, 2020
\$5,000-\$14,999	12%	8%
\$15,000-\$24,999	16%	10%
\$25,000-\$34,999 ^{1,2}	20%	12%
\$35,000 ³ +	24%	14%

1. Purchase \$25,000 to \$34,999 of Qualifying EOP Products and Fungicides during EOP and qualify for 7% rebate on all EOP End-User Rebate Qualifying Products purchased January 1, 2021 – September 30, 2021.
2. Purchase \$25,000 to \$34,999 of Qualifying EOP Products and Fungicides AND purchase at least two (2) different Qualifying EOP Fungicide brands and receive a 10% rebate for all other EOP Rest of Portfolio Qualifying Products during the EOP time (October 1, 2020 - December 4, 2020).
3. Purchase \$35,000 or more of Qualifying EOP Products and Fungicides during EOP and qualify for 10% rebate on all EOP End-User Rebate Qualifying Products purchased January 1, 2021 – September 30, 2021.

Product	Package	Article #	Redemption Value	Quantity	Total
Emerald® fungicide	10 x 0.49 lb	59021463	\$ 1,076.40		
Emerald fungicide	50 x 0.49 lb	59012825	\$ 4,681.00		
Honor® Intrinsic® brand fungicide	6 x 3 lb	59012350	\$ 2,813.94		
Honor Intrinsic brand fungicide	1 x 36 lb	59012885	\$ 4,193.28		
Insignia® SC Intrinsic® brand fungicide	4 x 30.5 fl oz	59014134	\$ 1,838.56		
Insignia SC Intrinsic brand fungicide	2 x 2.5 gal	59014135	\$ 6,232.70		
Lexicon® Intrinsic® brand fungicide	4 x 21 fl oz	59013840	\$ 2,102.52		
Xzemplar® fungicide	4 x 11.4 fl oz	59014120	\$ 694.04		
Xzemplar fungicide	2 x 114 fl oz	59013833	\$ 3,016.44		
			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.	Qualifying EOP Product Purchase Level (Excluding Table A Fungicides)	Earned Incentive %
			Oct.1 - Dec.4, 2020
2	Earn 10% rebate by reaching only \$15,000 in total purchases.	\$2,000-\$6,999	4%
		\$7,000-\$14,999	6%
3	Buy now and don't pay until June 9, 2021.	\$15,000+	10%

Product	Package	Article #	Redemption Value	Quantity	Total
Admiral® lake colorant	4 x 1 gal	59014151	\$ 170.00		
Amdro® Pro fire ant bait	1 x 25 lb	59021451	\$ 406.25		
Black Onyx lake & pond colorant	4 x 1 gal	59013424	\$ 315.00		
Drive® XLR8 herbicide	4 x 0.5 gal	59011404	\$ 305.00		
Finale® herbicide	2 x 2.5 gal	59014627	\$ 318.75		
FreeHand® CA 1.75G herbicide	1 x 50 lb	59013674	\$ 99.50		
Green Lawngr® turf colorant	4 x 1 gal	59013434	\$ 240.00		
Green Lawngr turf colorant	2 x 2.5 gal	59013430	\$ 300.00		
Green Lawngr Transition HC turf colorant	4 x 1 gal	59013410	\$ 635.00		
Green Lawngr Vision Pro turf colorant	4 x 1 gal	59013342	\$ 570.00		
Orkestra® Intrinsic® brand fungicide	4 x 16 fl oz	59014379	\$ 592.00		
Pageant® Intrinsic brand fungicide	4 x 1 lb	59012349	\$ 385.40		
Pageant Intrinsic brand fungicide	4 x 12 lb	59012429	\$ 4,281.60		
Pendulum® 2G herbicide	20 lb bag	59017972	\$ 40.00		
Pendulum 2G herbicide	40 lb bag	59015072	\$ 72.50		
Pendulum AquaCap herbicide	2 x 2.5 gal	59049276	\$ 350.00		
Pendulum AquaCap herbicide	1 x 15 gal	59011279	\$ 766.31		
Pendulum AquaCap bulk herbicide	110 gal	59049202	\$ 5,619.63		
Pendulum AquaCap bulk herbicide	220 gal	59049202	\$ 11,239.25		
Pillar® G Intrinsic brand fungicide	15 lb bag	59017959	\$ 44.06		
Pillar G Intrinsic brand fungicide	30 lb bag	59012784	\$ 78.75		
Pylex® herbicide	4 x 4 fl oz	59018005	\$ 1,079.04		
Siesta® insecticide fire ant bait	15 lb	59011057	\$ 225.00		
Sultan® miticide	4 x 0.125 gal	59023753	\$ 645.76		
Tower® herbicide	2 x 2.5 gal	59014247	\$ 1,593.96		
Trinity® fungicide	2 x 2.5 gal	59011038	\$ 1,156.25		
Turf Mark spray indicator - blue	12 x 0.25 gal	59013723	\$ 198.75		
Turf Mark spray indicator - blue	1 x 30 gal	59013314	\$ 1,275.00		
Turf Mark spray indicator - blue	2 x 2.5 gal	59013417	\$ 225.00		
Turf Mark spray indicator - green	2 x 2.5 gal	59013486	\$ 268.75		
			SUBTOTAL:		

EASILY PLAN, CALCULATE AND SAVE (ONLINE OR RIGHT HERE)

Complete your EOP your way. Visit betterturf.basf.us/eop to create a profile, design your program and send it directly to your DSR – or if classic pen and paper are your thing, calculate your savings right here.

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

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

\$ _____ Total Rebate

Pricing is California pricing. BASF applied CA mill tax (2.175%) to agency products. Consult your local BASF distributor for pricing of non-agency products. For pricing in areas of U.S. outside of California, see 2021 Early Order Program for U.S.

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 least two (2) Qualifying Fungicide brands totaling at least \$5,000 to qualify for the 2021 T&O Design Your Own Cube Program (Offer 1) under the 2021 T&O EOP End-User Rebate Program. The end-user must purchase at least \$2,000 of Qualifying EOP Products to qualify for the 2021 T&O EOP Remaining Portfolio Rebate (Offer 2) under the 2021 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 agency products invoiced between October 1, 2020 and January 31, 2021 will receive June 9, 2021 terms for the end-user. All agency products invoiced after January 31, 2021 will receive net 60 days for the end-user. Terms for Agency Products offered at the agent's discretion. 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, 2021. 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.

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

Admiral, Amdro, Basagran, Drive, Emerald, Finale, FreeHand, Green Lawnger, Honor, Insignia, Intrinsic, Lexicon, Orkestra, Pageant, Pendulum, Pillar, Pylex, Siesta, Sultan, Tower, Trinity, and Xzemplar are registered trademarks of BASF.

Always read and follow label directions.

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INNOVATION. RETURN TO *FLEXIBILITY*.
THANK YOU FOR PARTNERING WITH US IN 2021.**

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