

FMC

2019

EARLY ORDER PROGRAM

- ✓ **NEW REBATELOCK INCENTIVE**
- ✓ **MORE IN-SEASON SAVINGS**
- ✓ **EXPANDED KIT OFFERINGS**

 **Univar**Solutions

REBATES

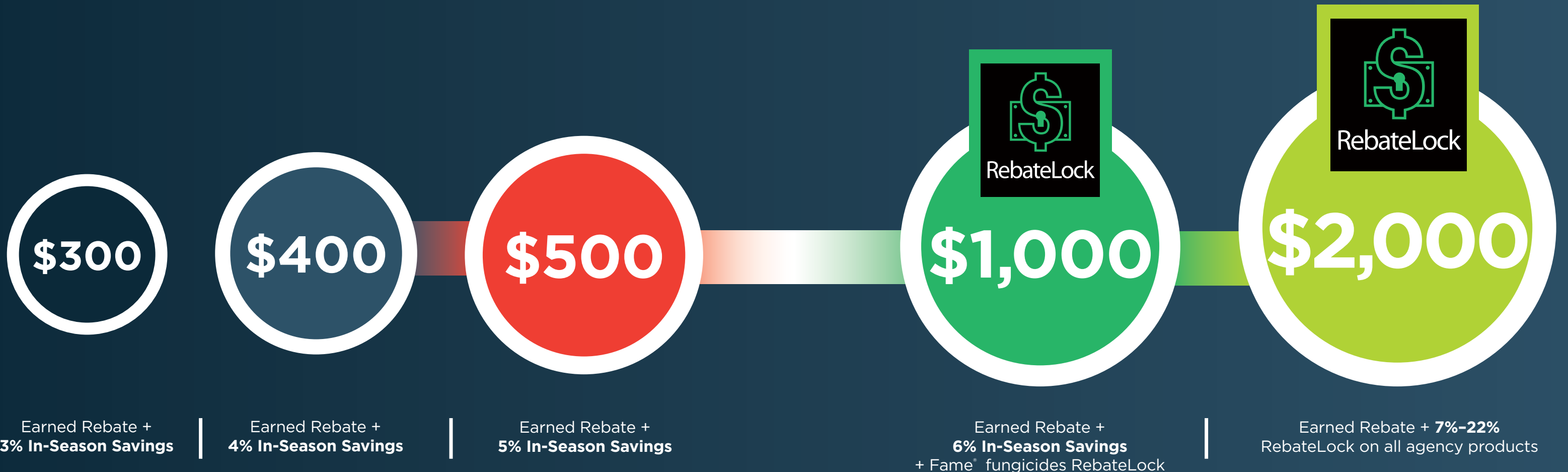
REBATELOCK

IN-SEASON SAVINGS EARNED BASED ON REBATE AMOUNT:

Apply your In-Season Savings percentage rebate on agency products January through August 2020.

INTRODUCING REBATELOCK, ONLY FROM FMC.

Earn your EOP rebates all season long. Maximize RebateLock by purchasing in October.



**CHAMPIONING
REWARDS**

**CHAMPIONING
SOLUTIONS**

**CHAMPIONING
INDUSTRY**

HOW TO QUALIFY

- ▶ For new customers, enroll at FMCTrueChampions.com.
- ▶ Simply place your order between October 1 and December 6, 2019 to qualify.
- ▶ See FMCTrueChampions.com for full rebate and program details.
- ▶ A purchaser qualifies for Early Order Savings once \$300 in product rebates are achieved.
- ▶ All qualifying purchases also receive 3-6% In-Season Savings and a new RebateLock level when \$1,000 in rebates and \$2,000 in rebates are achieved.

GOLF KITS

LAWN CARE KITS

Both Golf and Lawn Care Kit purchases automatically qualify you for **5-6% In-Season Savings** on purchases throughout the year.

Buying as a kit gets the best deal! Get **more** savings by purchasing together.

Both Golf and Lawn Care Kit purchases automatically qualify you for **5-6% In-Season Savings** on purchases throughout the year.

Buying as a kit gets the best deal! Get **more** savings by purchasing together.



Tee & Green Champion Kit:

A perfect fit to manage your tees and greens against diseases, insects and silvery thread moss.

Kit Rebate: \$1,120



Fairway Champion Kit:

The ideal kit for fairway management of insects, diseases and postemergent sedges. New Fame[®] SC fungicide pack size!

Kit Rebate: \$2,100



Complete Champion Kit:

Enjoy peace of mind with disease and insect control combined with the 100-day Echelon Assurance Program.

Kit Rebate: \$1,100



Cool Season Champion Kit:

Quick knockdown with QuickSilver[®] T&O herbicide and versatility of Talstar[®] Professional insecticide and Solitare[®] herbicide.

Kit Rebate: \$500



Lawn Champion Kit:

The premier, all-inclusive kit for all your lawn care needs.

Kit Rebate: \$925



Foundation Champion Kit:

The cost-effective foundation for pre and post sedge, broadleaf and grassy weed control.

Kit Rebate: \$690



California Champion Kit:

Registered in California and Arizona. Provides well-rounded control of brown patch, yellow nutsedge and silvery thread moss.

Kit Rebate: \$1,000



Southern Lawn Champion Kit:

Consistent control of brown patch and Blindside[®] herbicide for reliable control of doveweed and dollarweed.

Kit Rebate: \$675



California Champion Kit:

Registered in California and Arizona. Provides well-rounded control of brown patch, yellow nutsedge and silvery thread moss.

Kit Rebate: \$1,000



This rapid-acting, postemergent, contact herbicide provides quick knockdown as a tank-mix partner in combination with other herbicides. Get improved efficacy compared to a broadleaf herbicide alone. Nothing controls silvery thread moss on greens and tees quite like QuickSilver[®] T&O herbicide.



This novel combination of sulfentrazone and carfentrazone increases tuber mortality within 24 hours and reduces future outbreaks of yellow nutsedge, green kyllinga and 45 other weeds. Plus, with no known resistance, you get proven control of ALS-resistant sedge.



The Echelon[®] Herbicide Performance Assurance Program for Bermudagrass will change how you look at your spring preemergence herbicide program. When applied according to the label directions for preemergence applications, Echelon herbicide will provide at least 100 days of preemergence control¹ of crabgrass², goosegrass, yellow nutsedge and green kyllinga. If it fails, FMC will provide an appropriate product to control any remaining weeds at no cost to you.



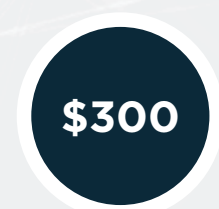
Fame SC fungicide delivers excellent results on brown patch, fairy ring and pythium root dysfunction with plant health benefits. Its unique chemical structure provides a "halo of protection" for your turf. This means quicker uptake, even distribution and 15-minute rainfastness. All these features make Fame SC fungicide a standout solution among strobilurin fungicides.

GOLF KITS

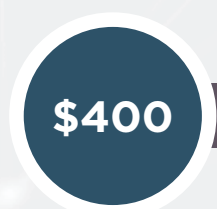
SKU Number	Tee & Green Champion Kit	# of Units	Acres Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079179	Fame® SC fungicide, 64 oz.	4	16	\$7,100	\$1,120		
	Triple Crown® Golf insecticide (RUP), 1 gallon	4	14.6				
	QuickSilver® T&O herbicide, 8 oz.	12	14.3				
SKU Number	Fairway Champion Kit	# of Units	Acres Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079184	Triple Crown® Golf insecticide (RUP), 1 gallon	8	29.3	\$13,300	\$2,100		
	Fame® SC fungicide, 2.5 gallons	2	40 to 53				
	Dismiss® NXT herbicide, 10 oz. bottle	8	16				
SKU Number	Complete Champion Kit	# of Units	Acres Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079181	Fame® SC fungicide, 16 oz.	8	8	\$6,900	\$1,100		
	Triple Crown® Golf insecticide (RUP), 1 gallon	8	29.3				
	Echelon® herbicide, 1 gallon	8	28.4				
SKU Number	Foundation Champion Kit	# of Units	Acres Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079185	Solitare® herbicide, 1 lb.	6	6	\$4,350	\$690		
	Triple Crown® Golf insecticide (RUP), 1 gallon	4	14.6				
	Echelon® herbicide, 1 gallon	8	28.4				
SKU Number	CA Champion Kit	# of Units	Acres Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079180	Fame® SC fungicide, 64 oz.	4	16	\$6,400	\$1,000		
	Dismiss® CA herbicide, 6 oz. bottle	12	12				
	QuickSilver® T&O herbicide, 8 oz.	8	9.6				

LAWN CARE KITS

SKU Number	Cool Season Champion Kit	# of Units	1,000 ft ² Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079182	Solitare® WSL herbicide, .75 gallon	20	480	\$3,200	\$500		
	QuickSilver® T&O herbicide, 8 oz. bottle	4	1,070				
	Talstar® Professional insecticide, 1 gallon	32	4,096				
SKU Number	Lawn Champion Kit	# of Units	1,000 ft ² Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079183	Triple Crown® T&O insecticide, 1 gallon	4	640	\$5,950	\$925		
	Solitare® WSL herbicide, .75 gallon	8	192				
	Fame® SC fungicide, 64 oz.	4	928 to 1,392				
SKU Number	Southern Lawn Champion Kit	# of Units	1,000 ft ² Treated	Early Order Agency Price	Kit Rebate	# Kits Purchased	Total Kit Rebate
10079178	Blindside® herbicide, .5 lb.	12	640	\$4,350	\$675		
	Fame® SC fungicide, 16 oz.	8	464 to 696				
	Triple Crown® T&O insecticide, 1 gallon	4	640				



Earned Rebate +
3% In-Season Savings



Earned Rebate +
4% In-Season Savings



Earned Rebate +
5% In-Season Savings



Earned Rebate + 6% In-Season Savings
+ Fame fungicides RebateLock



Earned Rebate + 7-22%
RebateLock on all agency products.

Total 2019 Early Order Program Rebate:

QUALIFYING FUNGICIDES

Product Name	SKU Number	Agency Price Per Unit	Oct. Rebate Per Unit	# of Units	Oct. Total Rebate	Nov.-Dec. Rebate Per Unit	# of Units	Nov.-Dec. Total Rebate	EOP Total Rebate
Fame® SC fungicide, 16 oz.	10064759	\$326	\$32			\$25			
Fame® SC fungicide, 64 oz.	10064757	\$1,195	\$107			\$75			
Fame® SC fungicide, 2.5 gallons	10078970	\$5,550	\$550			\$425			
Fame® +C fungicide, 2.5 gallons	10063908	\$422	\$37			\$28			
Fame® +T fungicide, 16 oz.	10076041	\$168	\$16			\$12			
Fame® +T fungicide, 1 gallon	10063762	\$1,095	\$108			\$78			
Regime™ fungicide, 1 gallon	10078122	\$358	\$50			\$35			

QUALIFYING HERBICIDES

Product Name	SKU Number	Agency Price Per Unit	Oct. Rebate Per Unit	# of Units	Oct. Total Rebate	Nov.-Dec. Rebate Per Unit	# of Units	Nov.-Dec. Total Rebate	EOP Total Rebate
Blindside® herbicide, .5 lb.	10059202		\$11			\$8			
Dismiss® NXT herbicide, 10 oz.	10077163	\$109	\$13			\$9			
Dismiss® NXT herbicide, 60 oz.	10077165	\$649	\$140			\$100			
Dismiss® South herbicide, 16 oz.	10057894		\$27			\$20			
Dismiss® Turf herbicide, 6 oz.	10057897		\$13			\$10			
Dismiss® Turf herbicide, 64 oz.	10058053		\$115			\$85			
Dismiss® CA herbicide, 6 oz.	10061363		\$13			\$10			
Echelon® 4SC herbicide, 1 gallon	10056927	\$331	\$30			\$23			
QuickSilver® T&O herbicide, 8 oz.	10053931		\$18			\$12			
Solitare® WSL herbicide, .75 gallon	10062872		\$6			\$4			
Solitare® herbicide, 1 lb.	10058335		\$14			\$9			
Solitare® herbicide, 4 lbs.	10061706	\$452	\$50			\$35			
Xonerate® 2SC herbicide, 12 oz.	10077167	\$410	\$70			\$45			

QUALIFYING INSECTICIDES

Product Name	SKU Number	Agency Price Per Unit	Oct. Rebate Per Unit	# of Units	Oct. Total Rebate	Nov.-Dec. Rebate Per Unit	# of Units	Nov.-Dec. Total Rebate	EOP Total Rebate
Aria® insecticide, 160 grams	10061097		\$13			\$10			
Talstar® Professional insecticide 1 gallon	10056776		\$3			\$2			
Talstar® Select insecticide (RUP) 1 gallon	10056774		\$3			\$2			
Triple Crown® Golf insecticide (RUP) 1 gallon	10061656	\$255	\$30			\$20			
Triple Crown® T&O insecticide 1 gallon	10061654	\$255	\$30			\$20			

TERMS:

Agency payment terms are June 5, 2020.
In-Season Savings RebateLock are available Jan.-Aug. 2020.
\$1,000 level RebateLock is available on Fame fungicide agency products only.
\$2,000 level RebateLock is available on agency products only.

2019 EARLY ORDER PROGRAM

