

# 2010 Turf Early Order Program



The BASF Early Order Program provides significant savings to Turf Professionals and an advantage on current pricing prior to scheduled price increases which will be effective on December 12, 2009. Turf Professionals should complete this form and provide it to their agent to execute the order. **Note: Agent Sales Representative – Keep this original form for your records and make a copy for the end-user.**

## Products:

The following products are eligible for the 2010 Early Order Program (EOP):



## Terms and Area:

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

Oct. Incentive	Nov./Dec. Incentive	Invoiced Dollars
4%	3%	\$4,000 – \$14,999
6%	5%	\$15,000 – \$24,999
8%	7%	\$25,000 +

## Dates:

All Agency products invoiced between October 1, 2009 and December 11, 2009 will receive June 11, 2010 terms for the end-user.

## Program Details & Qualifications:

- To qualify, the end-user must purchase a minimum of \$4,000 (not including tax) of BASF agency products.
- Product must be purchased through one or more authorized BASF agent(s) within the timeframe stated.
- All products sold on the behalf of BASF, all sales are final, BASF does not except returns. (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, L&L, Sports Turf and Sod Farms).
- The end-user's incentive % is not cumulative.
- Multiple sales for one customer are cumulative and will qualify if ordered between program dates and from any authorized BASF agent(s).
- Qualifying October purchases will be calculated at the October incentive stated. If the customer purchases additional product in Nov./Dec., the October dollar volume will be added to the Nov./Dec. dollar volume and the customer will receive the highest level of qualifying Nov./Dec. incentive percentage on the product purchased in Nov./Dec.
- Non-qualifying October purchases will be counted toward any purchases in Nov./Dec.
- 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.
- A communication letter will be sent to the end-user detailing the credit and identifying the supporting agent.
- Credit can only be applied to new purchases of agronomic inputs or related products.
- Credit will only become available 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 June 11, 2010, EOP credit may be applied to a service charge only on the outstanding BASF balance.
- Incentive checks and support documentation will be issued to the participating agent on or about June 11, 2010.
- There will be no exceptions to EOP dates; in the case of "Acts of Nature," legitimacy of claim will be determined by BASF.

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

# Program Order Form

betterturf.basf.us

Product	Price	Package Size	Order Quantity	Total Dollar Purchases	% Incentive Earned	\$ Incentive Earned
CURALAN® EG Fungicide	\$1,138.50/unit	12 x 2.75 lb. (33 lb. keg)		\$		\$
CURALAN® EG Fungicide	\$6,633.00/unit	6 drums (198 lb.)		\$		\$
EMERALD® Fungicide	\$1,372.00/case	10 x .49 lb.		\$		\$
FREEHAND™ 1.75G Herbicide	\$82.50/bag	1 x 50 lb.		\$		\$
FREEHAND™ 1.75G Herbicide	\$25,600.00 (half truckload)	1 x 50 lb. (8 pallets)		\$		\$
FREEHAND™ 1.75G Herbicide	\$49,600.00 (full truckload)	1 x 50 lb. (16 pallets)		\$		\$
HONOR™ Fungicide	\$2,398.50/case	6 x 3 lb.		\$		\$
INSIGNIA® Fungicide	\$1,044.00/case	3 x 2.4 lb.		\$		\$
INSIGNIA® Fungicide	\$1,392.00/case	4 x 2.4 lb.		\$		\$
INSIGNIA® Fungicide	\$2,916.00/case	3 x 7.2 lb.		\$		\$
INSIGNIA® Fungicide	\$4,248.00/case	1 x 36 lb.		\$		\$
PENDULUM® AQUACAP™ Herbicide	\$750.00/unit	15 gal.		\$		\$
PENDULUM® AQUACAP™ Herbicide	\$5,280.00/unit	110 gal.		\$		\$
TOWER® & PENDULUM® AQUACAP™ Herbicide	\$4,750.00/case	3 x 15 gal. (PAC) & 2 x 5 gal. (Tower)		\$		\$
TRINITY® Fungicide	\$1,625.00/case	2 x 2.5 gal.		\$		\$
<b>TOTAL</b>				\$	%	\$

**Note:** California users are subject to applicable mill taxes.

- Any of the following products must be ordered and purchased within one transaction to qualify for special pricing: **Curalan** (6 drums), **FreeHand 1.75G** half and full truckloads, **Pendulum AquaCap** (PAC) 110 and **Tower-PAC** combo (see pricing).
- All orders for **FreeHand 1.75G** half and full truckloads, **Pendulum AquaCap** 110 and **Tower-PAC** combo will be direct shipped and billed, no exceptions. Direct drop ship (DDS) form must accompany all DDS orders. DDS orders will not be entered without completed DDS form.

(Please provide the following information to your agent sales representative)

Agent	
Contact Name	_____
Title	_____
Agent	_____
Street / P.O. Box	_____
City / State	_____
ZIP	Phone
_____	_____
E-mail	_____

Turf Professional	
Contact Name	_____
Title	_____
Business Name	_____
Street / P.O. Box	_____
City / State	ZIP
_____	_____
Phone	_____
E-mail	_____
PO# (If needed)	_____

Always read and follow label directions.  
 Curalan, Emerald, Insignia, Pendulum, Tower and Trinity are registered trademarks and AquaCap, FreeHand 1.75G and Honor are trademarks of BASF. ©2009 BASF Corporation. All rights reserved.