

**BASF**

We create chemistry

 GOLF U.S.

2024 EARLY ORDER PROGRAM

# THE BLUEPRINT

YOUR FOUNDATION STARTS HERE

+ Construct the perfect plan and set up your course for success.





# DESIGNED FOR SUCCESS COURSE-WIDE

The BASF Early Order Program (EOP) helps you be the architect of your course's health each year with proactive preparation and industry-leading innovation. Stock up on superior solutions and serious savings as you build out your program for the season ahead with **THE EOP BLUEPRINT**.

## BUILD YOUR FOUNDATION AROUND INTRINSIC® BRAND FUNGICIDES

Intrinsic brand fungicides are foundational solutions that deliver superior disease control, increased growth efficiency, enhanced stress tolerance and, most of all, healthier turf. Build your programs around a powerful family of products designed to elevate your plant health game under the toughest conditions.

## DESIGN-YOUR-OWN PROGRAM

**START YOUR SAVINGS BY SPENDING \$3,000 ON QUALIFYING DESIGN-YOUR-OWN PROGRAM FUNGICIDES AND SAVE MORE AS YOUR ORDER GROWS.<sup>1</sup>**

<b>1</b>	Select your qualifying fungicide brand(s).	Qualifying Purchase Levels	Oct. 1 - Oct. 31, 2023 Earned Incentive %	Nov. 1 - Dec. 1, 2023 Earned Incentive %	Brands Required to Achieve Tier
		<b>Par</b>   \$3,000 - \$7,999 <b>NEW!</b>	8%	4%	1
<b>2</b>	Order at least \$3,000 to start saving.	<b>Birdie</b>   \$8,000 - \$19,999	14%	7%	3
		<b>Eagle</b>   \$20,000 - \$29,999	17%	10%	3
<b>3</b>	Order in October to lock in the highest rebates.	<b>Albatross</b>   \$30,000 - \$39,999	20%	12%	3
		<b>Ace</b>   \$40,000+	24%	14%	3

Extended payment terms to June 10, 2024

**SPEND A MINIMUM OF \$20,000 AND AUTOMATICALLY EARN THE FULL 12% REBATE ON ACROSS-THE-COURSE PURCHASES.**

## THE NEW FAIRWAY FOUNDATION KICKER: EARN AN ADDITIONAL 5% REBATE!

Add either of these products to earn an additional 5% on purchases of **Insignia® SC Intrinsic brand fungicide** and **Honor® Intrinsic brand fungicide**.<sup>2</sup>

Product	Incentive	Purchase Requirements
Insignia SC Intrinsic brand fungicide 2 x 2.5 gal	5%	5 gal (21 acres)
Honor Intrinsic brand fungicide 1 x 36 lb	5%	72 lbs (24 acres)

## DESIGN-YOUR-OWN PROGRAM QUALIFYING FUNGICIDES

Product	Package	Redemption Value (per package)	Quantity	Total
Emerald® fungicide	10 x 0.49 lb	\$1,187.40		
Encartis® fungicide	2 x 2.5 gal	\$645.66		
Honor® Intrinsic® brand fungicide	6 x 3 lb	\$3,303.54		
Honor Intrinsic brand fungicide	1 x 36 lb	\$4,867.20		
Insignia® SC Intrinsic brand fungicide	4 x 30.5 fl oz	\$2,169.16		
Insignia SC Intrinsic brand fungicide	2 x 2.5 gal	\$7,225.10		
Lexicon® Intrinsic brand fungicide	4 x 21 fl oz	\$2,418.36		
Maxtima® fungicide	4 x 26 fl oz	\$907.92		
Maxtima fungicide	2 x 2.5 gal	\$4,508.40		
Navicon® Intrinsic brand fungicide	4 x 37 fl oz	\$2,172.64		
Navicon Intrinsic brand fungicide	2 x 2.5 gal	\$6,998.00		
Xzemplar® fungicide	2 x 114 fl oz	\$3,451.92		
Xzemplar fungicide	4 x 11.4 fl oz	\$808.04		
<b>SUBTOTAL:</b>				

Take your program to the next level with our extensive selection of products that drive results across your course. **Spend just \$3,000 to start earning rebates of 4% on Across-the-Course Solutions<sup>3</sup>** and earn larger rebates as your order grows.

### ACROSS-THE-COURSE SOLUTIONS (HERBICIDES, ORNAMENTAL AND MORE):

<b>1</b>	Start earning rebates at only \$3,000.	<b>Qualifying Purchase Levels</b> (Excluding Design-Your-Own Program fungicides)	Oct. 1 - Dec. 1, 2023
<b>2</b>	Earn a 12% rebate by reaching \$20,000 in total purchases.		Earned Incentive %
<b>3</b>	Buy agency products now and don't pay until June 10, 2024. <sup>4</sup>		
		<b>Wedge</b>   \$3,000 - \$7,999	4%
		<b>Iron</b>   \$8,000 - \$19,999	6%
		<b>Driver</b>   \$20,000+	12%

Product	Package	Redemption Value (per package)	Quantity	Total
<b>Fungicides</b>				
Orkestra® Intrinsic® brand fungicide	4 x 16 fl oz	\$668.80		
Pageant® Intrinsic brand fungicide	4 x 1 lb	\$443.36		
Pillar® G Intrinsic brand fungicide	30 lb bag	\$105.00		
Pillar G Intrinsic brand fungicide	15 lb bag	\$56.63		
<b>Herbicides</b>				
Basagran® T&O herbicide	2 x 1 gal	\$125.58		
Drive® XLR8 herbicide	4 x 0.5 gal	\$221.25		
Drive XLR8 herbicide <b>NEW!</b>	2 x 2.5 gal	\$514.44		
Finale® XL T&O herbicide	2 x 2.5 gal	\$543.75		
FreeHand® 1.75G herbicide	1 x 50 lb	\$109.50		
Pendulum® 2G herbicide	40 lb bag	\$85.50		
Pendulum 2G herbicide	20 lb bag	\$48.50		
Pendulum AquaCap herbicide	2 x 2.5 gal	\$281.25		
Pendulum AquaCap herbicide	1 x 15 gal	\$983.10		
Pylex® herbicide	4 x 4 fl oz	\$1,376.00		
Segment® II herbicide	2 x 2.5 gal	\$1,562.50		
Tower® herbicide	2 x 2.5 gal	\$1,972.50		
<b>Insecticides</b>				
Alucion® 35 WG insecticide	10 x 2.375 lbs	\$2,442.90		
Amdro® Pro fire ant bait	1 x 25 lbs	\$536.25		
Siesta® insecticide fire ant bait	15 lbs	\$294.19		
Sultan® miticide	4 x 0.125 gal	\$709.68		
Ventigra® insecticide	4 x 20 oz	\$1,266.40		
<b>Colorants</b>				
Admiral® lake colorant	4 x 1 gal	\$251.45		
Black Onyx lake & pond colorant	4 x 1 gal	\$428.00		
Green Lawnger® turf colorant	2 x 2.5 gal	\$376.56		
Green Lawnger Transition HC turf colorant	4 x 1 gal	\$787.50		
Green Lawnger Vision Pro turf colorant	4 x 1 gal	\$707.50		
<b>Spray Indicator</b>				
Turf Mark spray indicator - blue	12 x 0.25 gal	\$247.50		
Turf Mark spray indicator - blue	1 x 30 gal	\$1,556.25		
Turf Mark spray indicator - blue	2 x 2.5 gal	\$278.13		
Turf Mark spray indicator - green	2 x 2.5 gal	\$333.88		
<b>SUBTOTAL:</b>				

**TALK TO YOUR DSR TO START BUILDING YOUR PLAN.  
FOR MORE INFORMATION, VISIT BETTERTURF.BASF.US/EOP.**



- The Par rebate tier (8% in Oct, 4% Nov. 1 – Dec. 1) will be applied to Design-Your-Own Program purchases. Minimum purchase of one brand is required.
- The 5% Fairway Foundation Kicker will only be applied to Insignia® SC Intrinsic® brand fungicide and Honor® Intrinsic brand fungicide purchases at specified volumes.
- The 4% Wedge rebate will be applied to Across-the-Course Solutions purchases. No requirement for number of brands purchased.
- All agency products invoiced between October 1, 2023 and December 31, 2023 will receive June 10, 2024 terms for the end user. Across-The-Course Solutions agency products include: Alucion 35 WG insecticide, FreeHand 1.75G herbicide, Orkestra Intrinsic brand fungicide, Pageant Intrinsic brand fungicide, Pendulum 2G and AquaCap herbicides, Pylex herbicide, Sultan miticide and Tower herbicide.



## BE THE ARCHITECT OF YOUR COURSE'S SUCCESS.

**Additional Program Details and Qualifications:** All Agency products are sold 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/or Distributor(s).

An end-user must purchase at least \$3,000 of qualifying EOP Design Your Own Program (DYOP) products to qualify for the 2024 Turf DYOP rebate. An end-user must purchase at least \$3,000 of qualifying EOP Across-the-Course Solutions (ACS) products to qualify for the 2024 Turf EOP ACS rebate.

An End-User that purchases at least \$20,000 of Qualifying EOP Fungicides AND purchases at least three (3) different Qualifying EOP Fungicide brands will automatically qualify for the Turf EOP Across the Course Solutions Rebate incentive at the 12% incentive tier. No minimum purchase of Across the Course Solutions products is required.

**Insignia Intrinsic Kicker:** A purchase of 5 gallons (21 acres) or more of Insignia Intrinsic will provide the end-user an additional 5% rebate to be applied on all qualifying Insignia Intrinsic purchases. The Turf EOP End-User Insignia Intrinsic Kicker incentive is cumulative and will be paid in addition to any other program payments under the 2024 T&O EOP End-User Rebate Program. Purchases under the Insignia Intrinsic Kicker must respectively fall within the program dates.

**Honor Intrinsic Kicker:** A purchase of 72 pounds (24 acres) or more of Honor Intrinsic will provide the end-user an additional 5% rebate to be applied on all qualifying Honor Intrinsic purchases. The Turf EOP End-User Honor Intrinsic Kicker incentive is cumulative and will be paid in addition to any other program payments under the 2024 T&O EOP End-User Rebate Program. Purchases under the Honor Intrinsic Kicker must respectively fall within the program dates.

The Turf EOP End-User Insignia and Honor Intrinsic Kicker incentive is cumulative and will be paid in addition to any other program payments.

Qualification for the 2024 Insignia Intrinsic Kicker Rebate is dependent on purchasing 5 gallons of Insignia SC Intrinsic. Qualification for the 2024 Honor Intrinsic Kicker rebate is dependent on purchasing 72 pounds of Honor Intrinsic. Each qualifying end-user must qualify on their own to earn the Turf Insignia Intrinsic and/or Honor Intrinsic Kicker Rebates. There will be no buying group rollups for this incentive payout. Each payout will only be to the individual course that qualifies.

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, 2023 and December 31, 2023 will receive June 10, 2024 terms for the end-user. All agency products invoiced after December 31, 2023, 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, 2024. 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.

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

All products may not be registered for sale or use in all states. Please check with your state or local Extension Service. Alucion 35 WG insecticide, FreeHand 1.75 herbicide, Pillar G Intrinsic brand fungicide, Siesta insecticide fire ant bait and Tower herbicide are not for sale, distribution and/or use in New York State.

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

**Always read and follow label directions.**

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**Thank you for participating in EOP.**