



**Prepare to Save.
Prepare to Innovate.
Prepare to Win.**

2018 Early Order Program – Turf CA

 **BASF**
We create chemistry

Make your planning and purchasing easier than ever with the BASF Early Order Program for 2018. Order and save now to ensure championship conditions for your turf in 2018.

With EOP, winning is as simple as 1-2-3.

1: Prepare to Save.

Plan your purchase early for maximum savings. Earn up to 33% more in rebate dollars by ordering in October when rebate levels are the highest. Rebates start when you spend \$2,000. Prepare to save now, but pay nothing until June 9, 2018.

Purchase Total	Oct. 1st - 31st 2017 Rebate	Nov. 1st - Dec. 9th 2017 Rebate
\$2,000 - \$6,999	4%	3%
\$7,000 - \$19,999	7%	5%
\$20,000 +	10%	7%

2: Prepare to Innovate.

Order specially-designed cube solutions, which deliver convenience, innovation, and 10% instant savings. Each cube provides a combination of products selected to address your specific disease needs and acreage.

3: Prepare to Win.

Prepare for victory over fairway disease challenges with the **Intrinsic®** Fairway Rebate. Save 10% by purchasing a minimum of 108 pounds of **Honor®** **Intrinsic** brand fungicide or a minimum of 10 gallons of **Insignia® SC** **Intrinsic** brand fungicide.

Next steps:

- Learn more about BASF products and the 2018 Early Order Program by visiting betterturf.basf.us/eop for forms, detailed product information, videos, and the electronic EOP Order Planner, an Excel-based tool that makes order planning easier.
- Order in October. Prepare your purchase early for maximum savings.
- Contact your distributor representative to place your order for products and solutions that will set you up to win in 2018.

Cover: BASF customers Superintendent Keith Wood and Assistant Superintendent Shane Omann, Quail Hollow Club, Charlotte, NC

Cube solutions

Specially-designed cube solutions deliver convenience, innovation, and 10% instant savings. Each cube provides a combination of products selected to address your specific needs and course conditions.

Greens Foundation Cube – \$5,916.95

Ideal introductory disease program for cool- and warm-season greens and tees with plant health benefits



- **Lexicon® Intrinsic®** brand fungicide*, 4x 21 oz per case | 1 case | 4 acres covered
- **Insignia® SC Intrinsic** brand fungicide, 4x 30.5 oz per case | 2 cases | 8 acres covered
- **Trinity®** fungicide, 2x 2.5 gal per case | 1 case | 15 acres covered

❄ – Rapid blight, anthracnose, *Pythium*, brown ring patch and fairy ring

☀ – *Bipolaris* leaf spot, *Pythium*, fairy ring, spring dead spot and large patch



Fairway Building Block Cube – \$6,167.28

40 acres of preventive and curative dollar spot control for cool-season fairways



- **Xzemplar®** fungicide*, 2x 114 fl oz per case | 1 case | 20 acres covered
- **Emerald®** fungicide, 10x 0.49 lb per case | 2 cases | 20 acres covered

❄ – Dollar spot, fairy ring and summer patch



❄ – Cool Season ☀ – Warm Season

For complete lists of diseases controlled by each product listed above, visit www.CDMS.net. All pricing is California pricing. For general U.S. pricing, see 2018 Early Order Program for U.S.

* Lexicon Intrinsic brand fungicide and Xzemplar fungicide are subject to a BASF Recommendation under FIFRA 2(ee) for spring dead spot, fairy ring, *Bipolaris* leaf spot and *Rhizoctonia* leaf or sheath spot in certain states. See www.cdms.net.

New Innovation Cube – \$7,602.84

The most innovative solutions for cool- and warm-season greens and tees from BASF. Controls disease while boosting plant health.



- **Lexicon® Intrinsic®** brand fungicide*, 4x 21 oz per case | 3 cases | 12 acres covered
- **Xzemplar®** fungicide*, 4x 11.4 fl oz per case | 3 cases | 12 acres covered

❄ – Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch

☀ – *Bipolaris* leaf spot, *Pythium*, fairy ring, spring dead spot and large patch



Plant Health Cube – \$8,916.81

12 acres of broad-spectrum disease control with foundational plant health benefits for cool- and warm-season greens and tees



- **Lexicon® Intrinsic®** brand fungicide*, 4x 21 oz per case | 3 cases | 12 acres covered
- **Honor® Intrinsic** brand fungicide, 36 lbs per keg | 1 keg | 12 acres covered

❄ – Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch

☀ – *Bipolaris* leaf spot, *Pythium*, fairy ring, spring dead spot and large patch



Dollar Spot Foundation Cube – \$14,170.65

Up to 90 acres of the ultimate in dollar spot control for cool-season fairways



- **Xzemplar®** fungicide*, 2x 114 fl oz per case | 3 cases | 60 acres covered
- **Emerald®** fungicide, 10x 0.49 lb per case | 3 cases | 30 acres covered

❄ – Dollar spot, summer patch and brown patch



❄ – Cool Season ☀ – Warm Season

For complete lists of diseases controlled by each product listed above, visit www.CDMS.net. All pricing is California pricing. For general U.S. pricing, see 2018 Early Order Program for U.S.

* Lexicon Intrinsic brand fungicide and Xzemplar fungicide are subject to a BASF Recommendation under FIFRA 2(ee) for spring dead spot, fairy ring, *Bipolaris* leaf spot and *Rhizoctonia* leaf or sheath spot in certain states. See www.cdms.net.

More Resilience II Cube – \$30,942.68

Comprehensive greens, tees and fairway solution provides broad-based control of 27* diseases with high-performance plant health benefits



- **Lexicon® Intrinsic®** brand fungicide*, 4x 21 oz per case | 3 cases | 12 acres covered
- **Xzemplar®** fungicide*, 2x 114 fl oz per case | 2 cases | 40 acres covered
- **Emerald®** fungicide, 50x 0.49 lb per keg | 1 keg | 50 acres covered
- **Trinity®** fungicide, 2x 2.5 gal | 2 cases | 30 acres covered
- **Honor® Intrinsic** brand fungicide, 36 lbs per keg | 3 kegs | 36 acres covered



❄ – Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch



Multi-Course Fairway Cube – \$32,926.92

Provides 36+ hole complexes with 196 acres of superior control of key tee and fairway diseases plus plant health benefits



- **Xzemplar®** fungicide*, 2x 114 fl oz per case | 5 cases | 100 acres covered
- **Emerald®** fungicide, 50x 0.49 lb per keg | 1 keg | 50 acres covered
- **Emerald®** fungicide, 10x 0.49 lb per case | 1 case | 10 acres covered
- **Honor® Intrinsic** brand fungicide, 36 lbs per keg | 3 kegs | 36 acres covered

❄ – Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch

❄ – Cool Season ☀ – Warm Season

For complete lists of diseases controlled by each product listed above, visit www.CDMS.net.
All pricing is California pricing. For general U.S. pricing, see 2018 Early Order Program for U.S.

* Lexicon Intrinsic brand fungicide and Xzemplar fungicide are subject to a BASF Recommendation under FIFRA 2(ee) for spring dead spot, fairy ring, *Bipolaris* leaf spot and *Rhizoctonia* leaf or sheath spot in certain states. See www.cdms.net.

BASF 2018 EOP Turf CA Qualifying Agency Products:

Qualifying Agency Products	Package	Agency Price	Quantity	Total Purchases
Greens Foundation Cube	Cube	\$ 5,916.95		
Fairway Building Block Cube	Cube	\$ 6,167.28		
New Innovation Cube	Cube	\$ 7,602.84		
Plant Health Cube	Cube	\$ 8,916.81		
Dollar Spot Foundation Cube	Cube	\$ 14,170.65		
More Resilience II Cube	Cube	\$ 30,942.68		
Multi-Course Fairway Cube	Cube	\$ 32,926.92		
Emerald® fungicide	10x 0.49 lb	\$ 1,602.10		
Emerald fungicide	50x 0.49 lb	\$ 6,984.17		
FreeHand® 1.75G CA herbicide	1x 50 lb	\$ 95.53		
Honor® Intrinsic® brand fungicide	6x 3 lb	\$ 2,673.02		
Honor Intrinsic brand fungicide	1x 36 lb	\$ 3,975.87		
Insignia® SC Intrinsic brand fungicide	4x 30.5 fl oz	\$ 1,737.67		
Insignia SC Intrinsic brand fungicide	4x 122 fl oz	\$ 6,506.91		
Insignia SC Intrinsic brand fungicide	2x 2.5 gal	\$ 5,921.04		
Lexicon® Intrinsic brand fungicide	4x 21 oz	\$ 1,977.45		
Pendulum® AquaCap herbicide	1x 15 gal	\$ 751.29		
Pendulum AquaCap herbicide bulk	110 gal	\$ 5,509.48		
Pendulum AquaCap herbicide bulk	220 gal	\$ 11,018.96		
Xzemplar® fungicide	2x 114 oz	\$ 3,643.48		
Xzemplar® fungicide	4x 11.4 oz	\$ 838.65		

Subtotal [A]:

BASF 2018 EOP Turf CA Qualifying Non-Agency Products:

Qualifying Non-Agency Products	Package	Redemption Value*	Quantity	Total Purchases
Admiral® lake colorant	4x 1 gal	\$ 163.95		
Black Onyx lake colorant	4x 1 gal	\$ 298.10		
Drive® XLR8 herbicide	4x 0.5 gal	\$ 294.03		
Green Lawngr® turf colorant	2x 2.5 gal	\$ 285.63		
Pendulum AquaCap herbicide	2x 2.5 gal	\$ 337.88		
Pillar® G Intrinsic brand fungicide	30 lb	\$ 74.63		
Siesta® insecticide fire ant bait	15 lb	\$ 204.00		
Transition HC dark turf colorant	4x 1 gal	\$ 606.35		
Trinity® fungicide	2x 2.5 gal	\$ 1,100.06		
Turf Mark® spray indicator – blue	2x 2.5 gal	\$ 212.94		
Turf Mark spray indicator – green	2x 2.5 gal	\$ 258.88		
Vision Pro HD turf colorant	4x 1 gal	\$ 540.20		

Subtotal [B]:

* Redemption value used for non-agency products.

1 The end user's rebate percentage is not cumulative.

2 **Intrinsic** Fairway Rebate: Save 10% by either purchasing 108 pounds or more of **Honor Intrinsic** brand fungicide or 10 gallons or more of **Insignia SC Intrinsic** brand fungicide to deliver championship conditions on your fairways for 2018. Cube purchases do not count toward the **Intrinsic** Fairway Rebate.

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). This program applies only to qualified end-user professionals (golf, greenhouse, L&L, nursery, ornamental, 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 authorized BASF agent(s). A qualifying October purchase of at least \$2,000 locks end user to October rebate column for duration of the Early Order Program. Non-qualifying October purchases of less than \$2,000 will be counted toward any qualifying purchases from November 1 - December 9 and will be rewarded at the November 1 - December 9 percentage. Products must be purchased, invoiced and delivered between the program dates. No exceptions. 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 standing with agent to receive special promotional terms. All agency terms offered at the agent's discretion. All agency products invoiced between October 1, 2017 and January 31, 2018 will receive June 9, 2018 terms for the end user. All agency products invoiced after January 31, 2018 will receive net 60 days for the end user. Terms for qualifying non-agency products are determined by a BASF authorized distributor. Qualified end users will receive a rebate on the total invoiced dollar amount (excluding taxes) of qualified products purchased from an authorized BASF T&O agent. All rebates will appear as a credit on the end user's account with the agent who processed the order. EOP credit will become available on 7/31/18 and can be applied only to new purchases of agronomic inputs or related products. 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.

Always read and follow label directions.

Admiral, Drive, Emerald, FreeHand, Green Lawngr, Honor, Insignia, Intrinsic, Lexicon, Pendulum, Pillar, Siesta, Trinity, Turf Mark, and Xzemplar are registered trademarks of BASF.
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Calculate your EOP rebate dollars

TOTAL PURCHASE
\$ [C]

Add [A] to [B] from order form
to determine Total EOP Purchase

BASE REBATE
PERCENTAGE [D]

Use your Total EOP Purchase [C] to
determine your base rebate percentage
in the chart below:

Purchase Total [C]	Oct. 1-31 2017 Base Rebate % ¹	Nov. 1 - Dec. 9 2017 Base Rebate % ¹
\$2,000 - \$6,999	4%	3%
\$7,000 - \$19,999	7%	5%
\$20,000 +	10%	7%

REBATE
SUBTOTAL [E]
[C] x [D]

**10% Intrinsic
Fairway Rebate
(if applicable²) [F]**
Multiply qualified
**Honor and Insignia
SC** purchases by 10%

TOTAL EOP
REBATE
[E] + [F]

The EOP Order Planner

- Calculate your savings
- Convert your selections into applications
- Print or e-mail it to your sales rep

Visit betterturf.basf.us/eop