



2025 Turf Early Order Program End-User Rebate – EXTERNAL

OBJECTIVE: Engage and influence end-users during the 2025 Early Order Program period to purchase select BASF turf products.

DATES & AREA: October 1, 2024 - December 6, 2024. The area is defined as all states in the United States and US Territories.

PAYMENT TERMS:

All agency products invoiced between October 1, 2024, and December 31, 2024, will receive June 10, 2025, terms for the end-user and July 10, 2025 terms for the Agent.

Terms for Qualifying Non-Agency Products are determined by BASF Authorized Distributor.

ELIGIBILITY:

BASF Turf Qualified End-Users as defined in the BASF T&O Agency Agreement and Distributor Agreement excluding Ornamental Greenhouse and Nursery operations.

QUALIFICATIONS:

An end-user must purchase one (1) or more qualifying EOP Design Your Own Program products totaling the amount of at least \$3,000 to qualify for the 2025 Turf DYOP rebate (Offer 1).

An end-user who purchases less than three DYOP brands will not be eligible to qualify for purchase levels above the entry-level qualifying purchase tier (\$3,000-\$7,999), regardless of their total purchase amount of DYOP products (Offer 1).

An end-user that purchases \$20,000 including three qualifying DYOP brands (Offer 1) will automatically qualify for the Turf EOP Across the Course Solutions Rebate (Table B) incentive at the 12% incentive tier. No minimum purchase of Across the Course Solutions products is required.

An end-user must purchase at least \$3,000 of qualifying EOP Across the Course Solutions products to qualify for the 2025 Turf EOP Across the Course Solutions Rebate (Offer 2) under the 2025 Turf EOP End-User Rebate Program unless they automatically qualify for ACS by purchasing \$20,000 including three DYOP brands in Offer 1.

The product must be purchased, invoiced, and delivered between the program dates.

The Turf EOP End-User Rebate Program does NOT apply to purchases from other sub-distributors, dealers, and/or resellers.

The Turf EOP End-User Rebate Program does NOT apply to sales of incomplete end-users.

INCENTIVE:

1. Turf Design Your Own Program Rebate (Offer 1):

A qualifying Design Your Own Program October purchase equal to or greater than \$3,000 consisting of at least one (1) qualifying EOP DYOP fungicide brand will lock the end-user into the October earned incentive column set forth in Table A below for the entire duration of the EOP if purchased between October 1, 2024 – October 31, 2024.

A qualified end-user that purchases at least \$20,000 of qualifying EOP DYOP fungicides and purchases at least three (3) different qualifying EOP DYOP brands (Table A) will automatically be eligible to receive a 12% rebate for all other EOP Across the Course Solutions qualifying products during the EOP period (October 1, 2024 – December 6, 2024).



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Table A (Fungicides: Design Your Own Program Products):

Qualifying EOP Fungicide Purchase Level	October 1 st – October 31 st , 2024 Earned Incentive %	November 1 st – December 6 th , 2024 Earned Incentive %	Brand Requirement
\$3,000-\$7,999 (Par)	8%	3%	One (1) Qualifying DYOP Brand
\$8,000-\$19,999 (Birdie)	14%	6%	Three (3) Qualifying DYOP Brands
\$20,000-\$29,999 (Eagle)	17% (+12% on Offer 2 brands)	9% (+12% on Offer 2 brands)	Three (3) Qualifying DYOP Brands
\$30,000-\$39,999 (Albatross)	20% (+12% on Offer 2 brands)	10% (+12% on Offer 2 brands)	Three (3) Qualifying DYOP Brands
\$40,000+ (Ace)	24% (+12% on Offer 2 brands)	12% (+12% on Offer 2 brands)	Three (3) Qualifying DYOP Brands

See QUALIFYING PRODUCTS section (below) for a detailed list of all products eligible for the Design Your Own Program Rebate (Offer 1).

2. Turf EOP Across the Course Solutions Rebate (Offer 2):

A qualified end-user will be eligible for the Turf EOP Across the Course Solutions Rebate (Table B) incentive upon a purchase equal to or greater than \$3,000 of qualifying ACS products.

Table B (Across the Course Solutions Products):

Qualifying Product EOP Purchase Level*	October 1 st – December 6 th , 2024 Earned Incentive %
\$3,000 to \$7,999	4%
\$8,000 to \$19,999	6%
\$20,000+ (Eagle, Albatross, Ace DYOP customers automatically qualify for this tier)	12%

The QUALIFYING PRODUCTS section (below) provides a detailed list of all products eligible for the EOP Across the Course Solutions Rebate (Offer 2).

The end-user’s incentive % in Table A and Table B are independent and calculated separately.

The total invoiced dollar amount on BASF agency qualified products & the redemption value of BASF non-agency qualified products (excluding sales tax) purchased from an authorized BASF T&O Agent/Distributor will be used to calculate end-user total purchase and rebate earned.

3. Turf Early Order Program Kicker Rebate:

Aramax™ Intrinsic® Kicker: A purchase of 1 or 2 bottles of Aramax Intrinsic will provide the end-user an additional 6% rebate to be applied on all qualifying EOP Aramax Intrinsic purchases. A purchase of 3 bottles or more of Aramax Intrinsic will provide the end-user an additional 9% rebate to be applied on all qualifying EOP Aramax Intrinsic purchases. Purchases under the Aramax Intrinsic Kicker must respectively fall within the program dates. The Aramax Intrinsic Kicker is not contingent on DYOP qualification.

The Turf EOP End-User Aramax Intrinsic Kicker incentives will be paid in addition to any other program payments.



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Material	Package	Qualifying Product for Kicker Eligibility	Incentive	Qualifying Purchase Quantity
59026671	2 x 2.5 gal	Aramax SC Intrinsic brand fungicide	6% rebate on all EOP Aramax purchases.	1 or 2 bottles
59026671	2 x 2.5 gal	Aramax SC Intrinsic brand fungicide	9% rebate on all EOP Aramax purchases.	3+ bottles

Each qualifying end-user must qualify on their own to earn the Aramax Intrinsic Kicker rebate. There will be no buying group rollups for this incentive payout. Each payout will only be to the individual course that qualifies.

QUALIFYING PRODUCTS: The following products are eligible for the 2025 Turf EOP End-User Rebate Program:

Qualifying Design Your Own Program Rebate Brands and Products (Offer 1):

Material	Material Description	Size	Qualifying Program
59026671	Aramax™ Intrinsic® Brand Fungicide	2 x 2.5 gal	DYOP
59021463	Emerald® Fungicide	10 x .49 lb	DYOP
59014003	Encartis Fungicide	2 x 2.5 gal	DYOP
59012885	Honor® Intrinsic Brand Fungicide	1 x 36 lb	DYOP
59012350	Honor Intrinsic Brand Fungicide	6 x 3 lb	DYOP
59028040,59014135	Insignia® SC Intrinsic Brand Fungicide	2 x 2.5 gal	DYOP
59028038,59014134	Insignia SC Intrinsic Brand Fungicide	4 x 30.5 fl oz	DYOP
59027998,59013840	Lexicon™ Intrinsic Brand Fungicide	4 x 21 fl oz	DYOP
59018071	Maxtima® Fungicide	2 x 2.5 gal	DYOP
59018087	Maxtima Fungicide	4 x 26 fl oz	DYOP
59018095	Navicon® Intrinsic Brand Fungicide	2 x 2.5 gal	DYOP
59018094	Navicon Intrinsic Brand Fungicide	4 x 37 fl oz	DYOP
59013833	Xzemplar Fungicide	2 x 114 fl oz	DYOP
59014120	Xzemplar Fungicide	4 x 11.4 fl oz	DYOP

Qualifying Across the Course Solutions Brands and Products (Offer 2):

Material	Material Description	Size	Qualifying Program
59024020	Alucion™ 35wg Insecticide	10 x 2.375 lb	ACS
59011296	Freehand® 1.75g Herbicide	1 x 50 lb	ACS
59013674	Freehand® CA 1.75g Herbicide	1 x 50 lb	ACS
59014379	Orkestra™ Intrinsic® Fungicide	4 x 16 fl oz	ACS
59012349	Pageant® Intrinsic Brand Fungicide	4 x 1 lb	ACS
59011279	Pendulum® Aquacap Herbicide	1 x 15 gal	ACS
59018005	Pylex® Herbicide	4 x 4 fl oz	ACS
59023753	Sultan® Miticide	4 x 0.125 GLA	ACS



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59014247	Tower® Herbicide	2 x 2.5 gal	ACS
59014680	Ventigra Insecticide	4 x 20 fl oz	ACS
59014151	Admiral® Liquid,	4 x 1 gal	ACS
59021451	Amdro Pro Fire Ant Bait	1 x 25 lb	ACS
59011636	Basagran® T&O Herbicide	2 x 1 gal	ACS
59013424	Black Onyx	4 x 1 gal	ACS
59030454,59018043	Drive® XLR8	2 x 2.5 gal	ACS
59030455,59011404	Drive® XLR8	4 x 0.5 gal	ACS
59030456,59013410	Green Lawnger® Transition HC	4 x 1 gal	ACS
59030457,59013342	Green Lawnger Vision Pro HD	4 x 1 gal	ACS
59030464,59013430	Green Lawnger	2 x 2.5 gal	ACS
59023772	Green Lawnger	1 x 30 gal	ACS
59017972	Pendulum® 2g Granule Herbicide	20 lb	ACS
59015072	Pendulum 2g Granule Herbicide	40 lb	ACS
59049276	Pendulum Aquacap Herbicide	2 x 2.5 gal	ACS
59017959	Pillar® G Intrinsic Brand Fungicide	1 x 15 lb	ACS
59012784	Pillar G Intrinsic Brand Fungicide	1 x 30 lb	ACS
59026395	Pillar Sc Intrinsic Brand Fungicide	4x43.5	ACS
59014427	Segment® II	2 x 2.5 gal	ACS
59011057	Siesta® Ins. Fire Ant Bait	1 x 15 lb	ACS
59013723	Turf Mark	12 x 1 QT	ACS
59013314	Turf Mark	1 x 30 gal	ACS
59030213,59013417	Turf Mark	2 x 2.5 gal	ACS
59013420	Turf Mark	4 x 1 gal	ACS

Discontinued article sku's for the same product and package size will qualify the same as the replacement article for the like product per the table above.

PROGRAM DETAILS:

The EOP end-user earned credit will be based upon reported sales from the BASF Authorized Agent/Distributor within the timeframe stated in the reporting calendar.

Multiple EOP purchases for one customer are cumulative and will qualify if ordered between program dates and are purchased from any Authorized BASF Agent/Distributor.

Purchases for multiple courses that are owned or managed by one payer can be combined and rewarded at the highest level of qualifying EOP end user earned credit on Incentive Offers #1 and #2. Orders must be submitted through the normal reporting process.

Notification of combined, multi-course / multi-location forms needs to be supplied to BASF no later than January 31, 2025, and should include the following: course or operation name, address, and superintendent.

PAYOUT TERMS:

Qualified End-User will receive an agency EOP earned credit on the total invoiced dollar amount on agency products & redemption value of non-agency products (excluding sales tax) of qualified products purchased from an

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External

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Authorized BASF Turf Agent/Distributor. All incentives will be issued to the qualifying Agent/Distributor (who processed the order). The incentive will appear as a credit on the end-user's account with the Agent/Distributor who processed the order.

Incentive payment and support documentation for qualifying EOP purchases will be issued to the participating Agent/Distributor by July 31, 2025, provided sales confirmation sign-off has been supplied to BASF.

ADDITIONAL INFORMATION:

The 2025 Turf EOP End-User Rebate Program Incentive does NOT apply to sub distributors, dealers and/or resellers, BASF Authorized Agents/Distributors or on any incomplete end-user sales.

All Agency products are sold on the behalf of BASF, all sales are final, BASF does not accept returns. (NO RETURNS)

There will be no exceptions to EOP dates, except in the cases of "Acts of Nature", legitimacy of claim will be determined by BASF in its sole discretion.

The Agent/Distributor must supply BASF with complete and accurate sales information. Complete and accurate reporting must be to AgGateway industry standards and defined as but is not limited to: full customer name (bill-to and ship-to), valid address, city, state, zip, product name, BASF article number and volume of product purchased.

Agent must remit all payments for agency purchases at time end-user pays the Agent, even if the end-user is paying prior to stated terms.

If an end-user purchases from more than one Agent/Distributor, the rebate will be applied to the respective Agent/Distributor based on the percent purchase from each Agent/Distributor.

A communication letter will be sent to the end-user detailing the EOP earned credit and identifying the supporting Agent/Distributor.

EOP earned credit can only be applied to new purchases of agronomic inputs or related products.

EOP earned credit will only become available to end-user once they have paid-in-full on product purchased for the 2025 BASF EOP and is not past due with the Agent/Distributor.

If end-user has not paid-in-full by July 21, 2025, EOP earned credit may be applied to a service charge only on the outstanding BASF EOP balance.

BASF Turf and Ornamental Agents/Distributors must abide by the BASF Turf Agency/Distributor Agreement and any addendums that support the Agency/Distributor Agreement.

All products may not be registered for sale or use in all states. Please check with your state or local Extension Service.

CONFIDENTIALITY:

The BASF program and all discussions associated with this program are confidential and shall be maintained in strict confidence. All reasonable steps to safeguard the confidentiality of this program should be exercised and no disclosure of this information should be made to any third party.

Always read and follow label directions. BASF reserves the right to cancel or modify this program at any time.