

2014 Holiday Spray Agency Rebate Program



PURPOSE: To grow sales of stated BASF Turf products during key in-season sales timing

DATES & AREA: April 28, 2014 to July 31st, 2014. Area is defined as United States and Puerto Rico.

TERMS: All purchases made will receive net 90 day terms for end-users and 120 day terms for agents



PRODUCTS: The following products are eligible for rebates under the Holiday Spray Program:

Product	Article Number	Package Size	Earned credit at agent – see details below%
Lexicon™ Intrinsic™ brand Fungicide	59013840	4x21 oz.	10%
Honor® Intrinsic brand Fungicide	59012885	1x 36lbs.	5%
Honor Intrinsic brand Fungicide	59012350	6x 3lbs.	5%
Xzemplar™ Fungicide	59013833	2x 114 oz.	10%
Insignia® Intrinsic Fungicide	59012382	2x2.5 gal	5%

DETAILS, Program Conditions

1. The Holiday Spray end user earned credit will be based upon reported sales from the BASF authorized agent(s) within the timeframe stated.
2. Final reporting for this promotion must happen no later than August 6th, 2014. All reporting must contain all BASF required information.
3. All rebates will be mailed to agent on or about October 15, 2014
4. Minimum purchase is a smallest saleable unit.
5. Only sales to qualified end users will apply(Golf, L&L, Nursery & Ornamental, sports turf, municipalities, and Sod Farms)
6. Purchases DO NOT count towards the qualification level in the 2015 BASF Turf & Ornamental Early Order Program (EOP). BASF will not pay an EOP rebate on 2014 Holiday Spray Promotion dollars.
7. Products must be purchased, invoiced, and delivered during the promotional dates
8. Qualified end user will receive a Holiday Spray credit on the total invoiced dollar amount (excluding sales tax) of qualified products purchased from an authorized BASF T&O agent. All incentives will be issued to the qualifying agent (who processes the order). The incentive will appear as a credit on the end user's account with the agent who processes the order.
9. All products are sold on behalf of BASF, all sales are final, BASF does not accept returns
10. All BASF agency sales should be reported in specified unit of Measure(UOM) There will be no exceptions to program start and end dates
11. Agents that are stocked out of BASF products during Holiday Spray will not be a valid exception
12. All products may not be registered for sales or use in all states. Please check with state in question.

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PAYOUT TERMS: Incentive checks and support documentation will be issued to the participating agent by **October 15, 2014.**

PROGRAM CONDITIONS, INELIGIBILITY and FORFEITURE:

- All products sold on the behalf of BASF, all sales are final, BASF does not accept returns. (NO RETURNS)
- All BASF agency sales should be reported in specified unit of measure (UOM), no eches or cases should be reported.
- There will be no exceptions to Holiday Spray dates, except in the cases of "Acts of Nature", legitimacy of claim will be determined by BASF.
- Agents that are stocked out of BASF product at agents' location during the Holiday Spray is not a valid exception.
- All agency transactions & agency reporting needs to be complete (full company or course name, full & complete address, city, state and zip).
- 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.
- All products may not be registered for sale or use in all states. Please check with your state or local Extension Service.

Additional Limitations:

- Holiday Spray earned credit can only be applied to new purchases of agronomic inputs or related products
- Holiday spray earned credit will only become available to end user once their account is paid in full on products purchased on program
- Agents must abide by the agency contract and any addendums that support that agency contract
- **A communication letter will be sent to the end user detailing the Holiday Spray earned credit and identifying the supporting agent.**

PHONE 800-327-4645 or 919-547-2097 FAX 800-732-9688

DELIVERY: F.O.B. ship point. Minimum transportation charges paid to destination within the Continental US Hawaii and Puerto Rico. Seller reserves the right to select carrier and point of destination.

CONDITIONS:

- Pricing stated above is for the United States and Puerto Rico. Product shipped into California will be invoiced with mill tax.
- - Products invoiced under this offering are not eligible for any other T&O program.

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.

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

