



Savings + Innovation. The Winning Formula.

2019 Early Order Program - Golf California

 **BASF**

We create chemistry

The BASF Early Order Program for 2019 is designed to make your planning and purchasing easier than ever. Order now and ensure championship-level conditions for your turf while enjoying incredible cost savings.

The Early Bird Gets the Savings

Purchasing early in 2018 makes for maximum savings in 2019. And this year, we're offering more savings than ever:

- Earn up to 40% more in rebate dollars by ordering in October when rebate levels are the highest.
- New! Enjoy a 10% season-long rebate when you spend \$35,000 or more during EOP.

Base Rebate Percentage

Purchase Total:	Oct. 1-31 2018	Nov. 1-Dec. 7 2018
\$3,000 - \$9,999	4%	3%
\$10,000 - \$17,999	7%	5%
\$18,000 - \$34,999	8%	6%
\$35,000 +	10%	10%

New Cube Savings

Our Cube solutions are specifically designed to meet your golf surface needs, delivering convenience, innovation and savings from list pricing.

- Buy Cubes and save 6%, 9% or 12% off list pricing.
- Boost your savings with an additional 2% Cube Kicker rebate off your entire EOP order when you buy at least one Cube.

The Winning Formula

Declare victory over fairway diseases and achieve championship-level conditions while enjoying championship-level savings with the Intrinsic® Fairway Rebate. This year, you qualify when you purchase a minimum of 5 gallons of Insignia® SC Intrinsic® brand fungicide or a minimum of 72 pounds of Honor® Intrinsic® brand fungicide, and you'll save 12% on all purchases of these qualifying products.

INTRINSIC® FAIRWAY REBATE	QUALIFIER	REBATE
Insignia® SC Intrinsic® brand fungicide	5 gal	12%
Honor® Intrinsic® brand fungicide	72 lbs	12%

Learn more about BASF products and the 2019 Early Order Program by visiting betterturf.basf.us/eop.

Cube Solutions


Cubes are unique combinations of BASF solutions created for your specific needs and regional course conditions. Each Cube delivers convenience and innovation while providing incredible savings. This year, we are introducing new Cubes and more savings than ever before. Boost your savings with an additional 2% Cube Kicker rebate off your entire EOP order when you buy at least one Cube.

GREENS FOUNDATION CUBE | \$6,325.65

Instant Cube Savings: 6% / \$395

A Cube designed for Western and Northeast courses with rapid blight, brown ring patch, summer patch and anthracnose.



 Cool Season: Rapid blight, anthracnose, dollar spot, spring dead spot, summer patch, brown ring patch

 Warm Season: Bipolaris leaf spot, *Pythium*, fairy ring, spring dead spot and large patch



PRODUCT	QTY	CASE SIZE	COVERAGE
Lexicon® Intrinsic® brand fungicide	1	4 x 21 fl oz	4 acres
Insignia® SC Intrinsic® brand fungicide	2	4 x 30.5 fl oz	8 acres
Trinity® fungicide	1	2 x 2.5 gal	7.5 acres

 Tee  Fairway  Green  Naturalized Areas

 Cool Season  Warm Season

For complete list of diseases controlled by each product listed above, visit www.CDMS.net. All pricing is California pricing. For general U.S. pricing, see 2019 Early Order Program for U.S.



FAIRWAY BUILDING BLOCK CUBE | \$6,449.29

Instant Cube Savings: 9% / \$624

This Cube features 40 acres of preventive and curative dollar spot control for cool season fairways.



 Cool Season: Dollar spot, fairy ring and summer patch

PRODUCT	QTY	CASE SIZE	COVERAGE
Xzemplar® fungicide	1	2 x 114 fl oz	20 acres
Emerald® fungicide	2	10 x 0.49 lb	20 acres

INNOVATION CUBE | \$7,957.39

Instant Cube Savings: 9% / \$770

An ideal Cube for courses wanting a strong combination of disease control on greens and tees.



 Cool Season: Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch

 Warm Season: *Bipolaris* leaf spot, *Pythium*, fairy ring, spring dead spot and large patch



PRODUCT	QTY	CASE SIZE	COVERAGE
Lexicon® Intrinsic® brand fungicide	3	4 x 21 fl oz	12 acres
Xzemplar® fungicide	3	4 x 11.4 fl oz	12 acres



PLANT HEALTH CUBE | \$9,331.64

Instant Cube Savings: 9% / \$903

A greens-focused Cube for cool season courses desiring strong plant health.



 Cool Season: Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch

PRODUCT	QTY	CASE SIZE	COVERAGE
Lexicon® Intrinsic® brand fungicide	3	4 x 21 fl oz	12 acres
Honor® Intrinsic® brand fungicide	1	36 lbs	12 acres

 Tee  Fairway  Green  Naturalized Areas

 Cool Season  Warm Season

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GREENS PROTECTOR CUBE | \$9,685.17

Instant Cube Savings: 9% / \$937

A warm season Cube targeting broad-spectrum plant health and disease control.



☀️ Warm Season: Bipolaris leaf spot, *Pythium*, fairy ring, spring dead spot and large patch

PRODUCT	QTY	CASE SIZE	COVERAGE
Lexicon® Intrinsic® brand fungicide	3	4 x 21 fl oz	12 acres
Xzemplar® fungicide	2	4 x 11.4 fl oz	8 acres
Honor® Intrinsic® brand fungicide	1	6 x 3 lbs	6 acres

DOLLAR SPOT FOUNDATION CUBE | \$14,333.11

Instant Cube Savings: 12% / \$1,913

A 90-acre fairway Cube designed to help control dollar spot, summer patch and brown patch.



❄️ Cool Season: Dollar spot, summer patch and brown patch

PRODUCT	QTY	CASE SIZE	COVERAGE
Xzemplar® fungicide	3	2 x 114 fl oz	60 acres
Emerald® fungicide	3	10 x 0.49 lb	30 acres

FAIRWAY DEFENSE CUBE | \$15,760.49

Instant Cube Savings: 9% / \$1,526

A fairway-focused Cube containing 66 acres of dollar spot, summer patch and brown patch control.



❄️ Cool Season: Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch

PRODUCT	QTY	CASE SIZE	COVERAGE
Emerald® fungicide	3	10 x 0.49 lb	30 acres
Honor® Intrinsic® brand fungicide	3	36 lbs	36 acres

🏌️ Tee 🏌️ Fairway 🌿 Green 🌳 Naturalized Areas

❄️ Cool Season ☀️ Warm Season

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CHAMPIONSHIP CONDITIONS CUBE | \$29,264.96

Instant Cube Savings: 12% / \$3,906

A Cube that provides broad disease protection for 138 acres of greens, tees and fairways.



 Cool Season: Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch

PRODUCT	QTY	CASE SIZE	COVERAGE
Lexicon® Intrinsic® brand fungicide	3	4 x 21 fl oz	12 acres
Xzemplar® fungicide	2	2 x 114 fl oz	40 acres
Emerald® fungicide	1	50 x 0.49 lb	50 acres
Honor® Intrinsic® brand fungicide	3	36 lbs	36 acres

MULTI-COURSE FAIRWAY CUBE | \$35,276.94

Instant Cube Savings: 12% / \$4,708

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



 Cool Season: Dollar spot, anthracnose, *Pythium*, fairy ring, summer patch and brown patch



PRODUCT	QTY	CASE SIZE	COVERAGE
Xzemplar® fungicide	5	2 x 114 fl oz	100 acres
Emerald® fungicide	1	50 x 0.49 lb	50 acres
Emerald® fungicide	1	10 x 0.49 lb	10 acres
Honor® Intrinsic® brand fungicide	3	36 lbs	36 acres

Learn more about BASF products and the 2019 Early Order Program by visiting betterturf.basf.us/eop.

 Tee  Fairway  Green  Naturalized Areas

 Cool Season  Warm Season

For complete list of diseases controlled by each product listed above, visit www.CDMS.net. All pricing is California pricing. For general U.S. pricing, see 2019 Early Order Program for U.S.

Calculate your EOP rebate dollars:

TOTAL PURCHASE Add all purchases from order form.	\$ _____
TIER REBATE [A] Multiply total purchases by qualifying rebate percentage from chart below.	\$ _____

Base Rebate Percentage¹

Purchase Total:	Oct.1-31 2018	Nov.1-Dec.7 2018
\$3,000 - \$9,999	4%	3%
\$10,000 - \$17,999	7%	5%
\$18,000 - \$34,999	8%	6%
\$35,000 +	10%	10%

CUBE KICKER² [B] Multiply total purchases by 2% if you buy at least one Cube and your total EOP purchases are \$3,000 or more.	\$ _____
INTRINSIC FAIRWAY REBATE³ [C] Multiply 12% by qualifying purchases of Insignia [®] SC Intrinsic [®] brand fungicide and Honor [®] Intrinsic [®] brand fungicide.	\$ _____
TOTAL EOP REBATE DOLLARS [A]+[B]+[C] Add tier rebate, Cube Kicker rebate and Intrinsic Fairway Rebate.	\$ _____

The EOP Order Planner:

- Find the EOP Order Planner at: betterturf.basf.us/eop
- Calculate your savings
- Convert your selections into applications
- Print or email it to your distributor sales rep

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

² Cube Kicker: Buy any Cube and add 2% rebate to total EOP qualifying purchase. Qualification in the 2019 T&O EOP end user Cube Kicker program is dependent on qualification in the 2019 EOP end user program.

³ Intrinsic Fairway Rebate: Purchase either a minimum of 5 gallons of Insignia[®] SC Intrinsic[®] brand fungicide or a minimum of 72 pounds of Honor[®] Intrinsic[®] brand fungicide and save 12% on all purchases of the qualifying product only. Cube purchases do not count toward the Intrinsic Fairway Rebate. The Intrinsic Fairway Rebate is in addition to any other program payments.

Visit betterturf.basf.us/eop

Qualifying Agency Products	Package	Price*	QTY	Total:
Championship Conditions Cube ¹ - New!	PL	\$29,264.96		
Dollar Spot Foundation Cube ¹	PL	\$14,333.11		
Fairway Building Block Cube ¹	PL	\$6,449.29		
Fairway Defense Cube ¹ - New!	PL	\$15,760.49		
Greens Foundation Cube ¹	PL	\$6,325.65		
Greens Protector Cube ¹ - New!	PL	\$9,685.17		
Innovation Cube ¹	PL	\$7,957.39		
Multi-Course Fairway Cube ¹	PL	\$35,276.94		
Plant Health Cube ¹	PL	\$9,331.64		
Emerald [®] fungicide	10 x 0.49 lb	\$1,658.18		
Emerald [®] fungicide	50 x 0.49 lb	\$7,228.74		
Honor [®] Intrinsic [®] brand fungicide	6 x 3 lb	\$2,766.63		
Honor [®] Intrinsic [®] brand fungicide	1 x 36 lb	\$4,114.91		
Insignia [®] SC Intrinsic [®] brand fungicide	4 x 30.5 fl oz	\$1,798.28		
Insignia [®] SC Intrinsic [®] brand fungicide	4 x 122 fl oz	\$6,734.40		
Insignia [®] SC Intrinsic [®] brand fungicide	2 x 2.5 gal	\$6,128.30		
Lexicon [®] Intrinsic [®] brand fungicide	4 x 21 fl oz	\$2,047.08		
Orkestra [®] Intrinsic [®] brand fungicide	4 x 16 fl oz	\$575.36		
Pageant [®] Intrinsic [®] brand fungicide	4 x 1 lb	\$381.68		
Pageant [®] Intrinsic [®] brand fungicide	4 x 12 lbs	\$4,240.34		
Pendulum [®] AquaCap bulk herbicide	110 gal	\$5,619.63		
Pendulum [®] AquaCap bulk herbicide	220 gal	\$11,239.25		
Pendulum [®] AquaCap herbicide	1 x 15 gal	\$766.31		
Sultan [®] miticide	4 x 0.125 gal	\$642.71		
Xzemplar [®] fungicide	2 x 114 fl oz	\$3,771.12		
Xzemplar [®] fungicide	4 x 11.4 fl oz	\$868.22		
SUBTOTAL:				

Qualifying Non-Agency Products	Package	Redemption Value*	QTY	Total:
Admiral [®] lake colorant	4 x 1 gal	\$167.25		
All Weather foam concentrate	4 x 1 gal	\$195.00		
Amdro [®] Pro fire ant bait	1 x 25 lbs	\$391.88		
Black Onyx lake colorant	4 x 1 gal	\$304.05		
Drive [®] XLR8 herbicide	4 x 0.5 gal	\$299.90		
Green Lawnger [®] turf colorant	4 x 1 gal	\$233.35		
Green Lawnger [®] turf colorant	2 x 2.5 gal	\$291.31		
Green Lawnger [®] turf colorant	1 x 30 gal	\$1,606.50		
Green Lawnger [®] Transition HC colorant	4 x 1 gal	\$618.50		
Green Lawnger [®] Vision Pro turf colorant	4 x 1 gal	\$551.00		
Neutralize Dry tank cleaner	12 x 2 lbs	\$147.30		
Neutralize Liquid tank cleaner	4 x 1 gal	\$119.05		
Nutra-Sol tank cleaner	12 x 2 lbs	\$111.90		
Pendulum [®] 2G herbicide	40 lb bag	\$70.00		
Pendulum [®] 3.3EC herbicide	2 x 2.5 gal	\$203.25		
Pendulum [®] AquaCap herbicide	2 x 2.5 gal	\$344.63		
Pillar [®] G Intrinsic [®] brand fungicide	30 lb bag	\$76.88		
Pillar [®] G Intrinsic [®] brand fungicide	15 lb bag	\$42.94		
Siesta [®] fire ant bait	15 lbs	\$214.13		
Sprint [®] 330 iron chelate	6 x 5 lbs	\$330.00		
Sprint [®] 330 iron chelate	1 x 50 lbs	\$485.00		
Trinity [®] fungicide	2 x 2.5 gal	\$1,155.06		
Turf Mark spray indicator	12 x 0.25 gal	\$195.45		
Turf Mark spray indicator	1 x 30 gal	\$1,231.50		
Turf Mark spray indicator - blue	2 x 2.5 gal	\$217.19		
Turf Mark spray indicator - green	2 x 2.5 gal	\$264.06		
SUBTOTAL:				

*Invoiced dollar amount for agency products and the Redemption Value used for non-agency products.
¹See Cube component details in this brochure for complete information.



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). The EOP 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). A qualifying October purchase of at least \$3,000 locks end-user to October rebate column for duration of the Early Order Program. Qualifying October purchases of less than \$3,000 will be counted toward any qualifying purchases from November 1 - December 7 and will be rewarded at the November 1 - December 7 percentage. Products must be purchased, invoiced and delivered between the program dates. No exceptions. 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 non-agency terms offered at the agent's discretion. All agency products invoiced between October 1, 2018 and January 31, 2019 will receive June 7, 2019 terms for the end-user. All agency products invoiced after January 31, 2019 will receive net 60 days for the end-user. 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. EOP credit will become available by 7/31/19 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, Amdro, Drive, Emerald, Green Lawnger, Honor, Insignia, Intrinsic, Lexicon, Orkestra, Pageant, Pendulum, Pillar, Siesta, Sprint, Sultan, Tower, Trinity, Turf Mark, and Xzemplar are registered trademarks of BASF.

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