

# The Grow More, Save More Program 2019

Year-round savings on grower solutions





## Grow More, Save More

The BASF Grow More, Save More program provides year-long savings on some of the most innovative solutions available for nursery and greenhouse growers. Each purchase of a qualified BASF ornamental product will count toward your total purchases of qualified agency and non-agency products, leading to a rebate incentive of up to 7%.

### See how the savings add up:

Qualifying Purchase Level	Jan 1 - Dec 7, 2019 Base Earned Incentive %
\$30,000 - 54,999	3%*
\$55,000 +	7%*

\* Savings percentages are not cumulative.

### Savings are effortless:

- Order year-round, whenever you want
- Choose the products and quantities that meet your needs
- No forced lock-in purchasing periods
- No complicated programs to understand
- No need to stock up on products months before you need them
- No purchase invoices or rebate forms to submit

## Innovation That Keeps You Growing

The *Grow More, Save More* program gives you the flexibility to buy in-season to address specific challenges and grow healthy, high-quality plants.

Qualifying Agency Product	Package
FreeHand® 1.75G herbicide	1 x 50 lb
FreeHand CA 1.75G herbicide	1 x 50 lb
Orkestra® Intrinsic® brand fungicide	4 x 16 fl oz
Orkestra® Intrinsic® brand fungicide <i>New!</i>	4 x 80 fl oz
Pageant® Intrinsic brand fungicide	4 x 1 lb
Pageant Intrinsic brand fungicide	4 x 12 lb
Pageant fungicide	4 x 1 lb
Pageant fungicide	4 x 12 lb
Pylon® miticide/insecticide	2 x 0.5 gal
Sultan miticide	4 x 0.125 gal
Ventigra™ insecticide <i>New!</i>	4 x 20 fl oz

Qualifying NON-Agency Product	Package
Empress® Intrinsic brand fungicide	6 x 24 fl oz
Orvego® fungicide	6 x 28 fl oz
Pylon® miticide/insecticide	4 x 0.125 gal
Stature® SC fungicide	6 x 25 fl oz
Trinity® fungicide	2 x 2.5 gal
Trinity® fungicide	4 x 0.5 gal

## How the Program Works

- Buy any of the qualified agency or qualified non-agency products throughout the Grow More, Save More program period (January 1 - December 7, 2019).
- Take advantage of special in-season promotions by purchasing any qualified agency or non-agency products to achieve the program-qualifying purchase level.
- BASF will track your purchases during the program period.
- At the end of the program period, BASF will automatically calculate the total of the qualified agency and non-agency product purchases that are reported monthly by authorized BASF distributors.
- The earned incentive percent will be applied to the qualifying purchase level reached and calculated in accordance with program guidelines.
- BASF will deliver the rebate to the operation and office location designated by the grower participant.

## Get Started

Season after season, you can continue to maximize plant performance and build your business. Start growing more and saving more with BASF.

### To get started:

- Make a plan with your distributor to grow and achieve your business goals to optimize your savings in the Grow More, Save More program.
- Review your current year purchases of the qualified products with your distributor representative.
- Grow more and save more.

Visit us online at:  
[betterplants.basf.us/GrowMore.](https://betterplants.basf.us/GrowMore)



Always read and follow label directions.

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2019 BASF Grow More, Save More Program: Terms, Conditions, Limitations and Restrictions

Program Period, Dates & Area: January 1, 2019 through December 7, 2019. Area is defined as United States and Puerto Rico.

Terms: Standard Terms Apply.

Eligibility: Qualified Ornamental Greenhouse and Nursery operations.

Qualifications: The Qualified End User must purchase at least \$30,000 of Qualified Products cumulatively during the Program Period.

Examples: The end user earned incentive % is not cumulative. Refer to examples below:

A. Grower X total purchases of Qualified Agency and Non-Agency products during the Program Period are reported by an authorized BASF Turf & Ornamental distributor at a Qualified Purchase Level of \$38,000. The Grow More, Save More program total earned incentive is calculated to be \$1,140.00. ( $38,000 \times 3\% = 1,140$ )

B. Grower Y total purchases of Qualified Agency and Non-Agency products during the Program Period are reported by an authorized BASF Turf & Ornamental distributor at a Qualified Purchase Level of \$75,000. The Grow More, Save More program total earned incentive is calculated to be \$5,250.00. ( $75,000 \times 7\% = 5,250$ )

Program Details: Product must be purchased, invoiced and delivered during the Program Period. NO EXCEPTIONS. The total invoiced dollar amount on BASF agency Qualified Products & the redemption value of BASF non-agency Qualified Products (excluding taxes) purchased from an Authorized BASF Turf & Ornamental Agent/Distributor will be used to calculate total sales.

The BASF Ornamental Grow More, Save More Program end-user earned credit will be based upon reported sales from an Authorized BASF Agent/Distributor, within the timeframe stated in the reporting calendar.

Multiple purchases by a Qualified End-User of Qualified Products are cumulative & will qualify if ordered and delivered during the Program Period by any Authorized BASF Agent/Distributor.

Purchases for multiple Greenhouses or Nurseries that are owned or managed by one payer may be combined and rewarded at the highest qualifying purchase level. Orders must be submitted through the normal reporting process.

Notification to combine multi-location operations under a single Company name should be supplied to BASF during the program period, and shall include the following: operation name, address, grower name.

A Qualified End-User will receive a rebate based on the total invoiced dollar amount on BASF agency products & the redemption value of BASF non-agency products (excluding taxes) of Qualified Products purchased from an Authorized BASF Turf & Ornamental Agent/Distributor.

All incentives will be issued and paid directly to the Qualified End-User.

Payout Terms: Incentive rebates will be delivered to participating Qualified End Users on or before April 30, 2020.

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

The program incentive does NOT apply to subdistributors and/or resellers, BASF Authorized Agents/Distributors or on any incomplete End-User sales. Agent sales to subdistribution and/or resellers or any incomplete end-users sales do not qualify for payment of the Agent commission as stipulated in the BASF Agency Agreement.

All BASF agency sales should be reported in specified unit of measure (UOM), no eaches or cases should be reported.

There will be no exceptions to the 2019 BASF Ornamental Grow More, Save More Program dates, except in the cases of "Acts of Nature", legitimacy of claim will be determined by BASF.

Agents/distributors that are stocked out of BASF Qualified Product at agent/distributor location during the 2019 BASF Ornamental Grow More, Save More Program is not a valid exception.

The Agent 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 Qualified End-User pays the agent, even if the Qualified End-User is paying prior to stated terms.

BASF reserves the right to withhold the end-user earned incentive payment upon notification by an Authorized BASF Turf & Ornamental Distributor/Agent of delinquent or non-payment of Qualified Products purchased, invoiced and delivered during the program period to the end-user.

BASF Turf & Ornamental agents must abide by the agency contract and any addendums that support the agency contract.

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 Grow More, Save More 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.

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