

The Grow More, Save More Program 2021

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 leading to a rebate incentive of up to 7%.

See how the savings add up:

Qualifying Purchase level	Jan 1 - Dec 15, 2021 Base Earned Incentive* %
\$20,000 - \$39,999	3%
\$40,000 - \$64,999	5%
\$65,000 +	7%

* The end-user earned incentive % (as shown above) is 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 help you grow healthy, high-quality plants.

Qualifying Agency Product	Package
Avelyo™ fungicide	4 x 60 fl oz
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	4 x 80 fl oz
Pageant® Intrinsic brand fungicide	4 x 1 lb
Pageant Intrinsic brand fungicide	4 x 12 lb
Pylon® miticide/insecticide	2 x 0.5 gal
Pylon miticide/insecticide	4 x 32 fl oz
Sultan® miticide	4 x 0.125 gal
Tower® herbicide	2 x 2.5 gal
Ventigra® insecticide	4 x 20 fl oz

Qualifying NON-Agency Product	Package
Empress® Intrinsic brand fungicide	6 x 24 fl oz
Millenium® beneficial nematodes	1 x 250 mil/pack
Nemasys® beneficial nematodes	1 x 50 mil/pack
Nemasys beneficial nematodes	5 x 250 mil/case
Nemasys G beneficial nematodes	1 x 250 mil/pack
Nemasys L beneficial nematodes	1 x 250 mil/pack
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
Velifer® fungal contact insecticide	10 x 0.946 L

All products may not be registered for sale or use in all states.

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 15, 2021).
- Take advantage of special in-season promotions by purchasing 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 Agents and 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.

2021 BASF *Grow More, Save More* Program: Terms, Conditions, Limitations and Restrictions

Program Period, Dates & Area:

January 1, 2021 through December 15, 2021. 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 \$20,000 of Qualified Products cumulatively during the Program Period.

Purchases must be from a T&O Authorized BASF Agent/Distributor. Purchases from Non-Exclusive Internet Agents will not qualify for the 2021 BASF Ornamental *Grow More, Save More* Program. Non-Exclusive Internet Agents are Do My Own Pest Control.

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 Authorized BASF Agent/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 Authorized BASF Agent/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 BASF Ornamental *Grow More, Save More* end-user earned credit will be based upon reported sales from an Authorized BASF Agent/Distributor, within the time frame 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 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 March 31, 2022.

Additional Information:

All products sold on 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, Authorized BASF Agent/Distributor 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.

There will be no exceptions to the 2021 BASF Ornamental *Grow More, Save More* Program dates, except in the cases of "Acts of Nature", legitimacy of claim will be determined by BASF.

Authorized BASF Agent/Distributor that are stocked out of BASF Qualified Product at Authorized BASF Agent/Distributor location during the 2021 BASF Ornamental *Grow More, Save More* Program is not a valid exception.

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

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.

Empress, FreeHand, Intrinsic, Millenium, Nemasys, Orkestra, Orvego, Pageant, Pylon, Stature, Sultan, Trinity, Tower, Velifer and Ventigra are registered trademarks of BASF.

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