

A man and a woman are standing on a brick-paved porch in front of a white shingled house. The man, wearing a dark blue short-sleeved shirt and dark blue trousers, is holding a tablet and pointing at the screen. The woman, wearing a purple top and blue jeans, is smiling and looking at the tablet. In the background, there is a white wooden bench and a window reflecting a car.

■ BASF

We create chemistry

Pest Perks

Plan For Every Pest. Save All Year.

2018 California Program Guide



BASF Pest Perks Overview

The Pest Perks program from BASF provides cash savings on everything you buy throughout the year from our extensive Pest Control portfolio, including **Termidor®** termiticide/insecticide.

And because there is no forced qualification period, your rebate level keeps building over the course of the year to deliver maximum savings.

HOW YOU QUALIFY

1 PURCHASE Innovation

Purchase a combined total of \$3,000 on two or more Innovation Qualifiers to begin the process of qualifying in the Pest Perks program (applied toward purchase total).

Innovation Qualifiers:

- **Trelona® ATBS®** Annual Bait Stations
- **Selontra®** Rodent Bait*
- **Alpine®** Cockroach Gel Bait Rotations 1 & 2
- **Alpine®** WSG Water Soluble Granule

*Pending CA Registration

2 ACHIEVE Rebate Level

All qualifying general pest control and termite baiting purchases during the year count toward your rebate level.

| Level | Purchase Total | Rebate |
|----------|----------------|--------|
| Bronze | \$7,000 | 2% |
| Silver | \$15,000 | 3% |
| Gold | \$25,000 | 4% |
| Platinum | \$35,000 | 5% |
| Diamond | \$50,000 | 6% |

HOW YOU SAVE

3 SCORE On Termidor®

Your rebate level achieved in Step 2 is applied to all **Termidor®** termiticide/insecticide Agency purchases during the program.

4 SAVE On Everything

Plan ahead and purchase what you need, and save big on all your BASF Pest Control purchases throughout the year.

The program period runs from January 1, 2018 to December 31, 2018, and rebates will be paid out in September 2018 and March 2019. No signup or paperwork is required. There is no qualifying period —you have all year to achieve the highest rebate level possible.

Visit the **BASF Pest Perks website for more details.**
pestcontrol.basf.us/pestperks

| | Package | Redemption Value | QTY | Total Purchases |
|---|-----------|------------------|-----------------|-----------------|
| Pressurized Insecticides (cont'd) | | | | |
| PT® Pro-Control® Formula 2 Total Release Pressurized Insecticide | 6 oz | \$6.50 | | |
| PT® Ultracide® Pressurized Flea Insecticide | 20 oz | \$19.00 | | |
| PT® Wasp-Freeze® II Wasp & Hornet Insecticide | 17.5 oz | \$8.42 | | |
| PT® Pro-Control® Plus Total Release Pressurized Insecticide | 6 oz | \$6.50 | | |
| Clear Zone® Double Impact Farm Fly Spray | 20 oz | \$83.33 | | |
| PT® Clear Zone® Metered Pyrethrin Spray | 6.25 oz | \$10.50 | | |
| Instant Soap 'n Water® Foaming Cleanser | 9 oz | \$6.67 | | |
| Termidor® Foam Termiticide/Insecticide | 20 oz | \$22.67 | | |
| System III | | | | |
| System III® Belt | 1 pc | \$18.67 | | |
| System III® Blue | 1 pc | \$189.17 | | |
| System III® Complete Red | 1 pc | \$242.00 | | |
| System III® Gun Body | 1 pc | \$28.00 | | |
| System III® Hose Assembly Red | 1 pc | \$28.67 | | |
| System III® Pouch | 1 pc | \$27.83 | | |
| System III® Red | 1 pc | \$189.17 | | |
| System III® Shutoff Valve | 1 pc | \$76.67 | | |
| System III® 1" Wood Injector | 1 pc | \$12.17 | | |
| Dust Insecticides | | | | |
| Alpine® D Dust Insecticide | 3 lb | \$62.00 | | |
| Termidor® Dry Applicator | 1 pc | \$154.00 | | |
| Termidor® Dry California Termiticide | 5 g | \$70.25 | | |
| Tri-Die® Silica & Pyrethrin Dust Insecticide | 5 lb | \$116.00 | | |
| PT® Tri-Die® Pressurized Dust Insecticide | 8 oz | \$13.92 | | |
| Vector Fly System | | | | |
| Vector Bio-5® Multi-Purpose Drain Cleaner | 1 qt | \$14.50 | | |
| 960 Vector® Fruit Fly Trap | 12 pcs | \$61.00 | | |
| Vector Plasma® 36 Watt Actinic Standard Lamps | 1 pc | \$12.44 | | |
| Vector Plasma® Insect Light Trap | 1 pc | \$260.00 | | |
| Vector Plasma One® One Screened Light Trap | 1 pc | \$146.00 | | |
| Vector Plasma® Screened Insect Light Trap | 1 pc | \$260.00 | | |
| Vector® Plasma 36 Watt Actinic Secura Lamps (Screened) | 1 pc | \$21.04 | | |
| Vector® 15 Watt Master Lamps Two Year Bulb | 1 pc | \$8.72 | | |
| Vector® Classic Insect Light Trap | 1 pc | \$341.00 | | |
| Vector® Log Cards | 1X50 pcs | \$17.00 | | |
| Vector® Universal Glue Board without Pheromones | 1X288 pcs | \$373.00 | | |
| Vector® Universal Glue Board with Pheromones | 1X288 pcs | \$391.00 | | |
| Vector® Log Card Envelopes with Ties | 1X50 pcs | \$49.00 | | |
| Vector® 15 Watt Actinic Master Secura Lamps (Sleeved) Two Year Bulb | 1 pc | \$15.92 | | |
| Pheromone Traps & Lures | | | | |
| Allure® MD Mating Disruption System for Stored Product Moths | 1X25 pcs | \$497.00 | | |
| Allure® Stored Product Moth Replacement Lures | 1X100 pcs | \$293.00 | | |
| Allure® Stored Product Moth Kit | 1X24 pcs | \$126.00 | | |
| | | | Subtotal | |

CALCULATE YOUR TOTAL REBATE

Add **1** + **2** to determine

Qualifying Total Purchase

(A)

Use (A) and Rebate Chart to determine **Rebate Percentage**

(B)

Termidor® Agency Purchases

(C)

Add (A) and (C) to get **Grand Total**

(D)

Multiply (D) by (B) to determine

Total Rebate

\$

3 Termidor® Agency Purchases

| | Package | Agency Price* | QTY | Total Purchases |
|--|----------|---------------|-----------------|-----------------|
| Termidor® HE High-Efficiency Termiticide | 79 fl oz | \$185.31 | | |
| Termidor® HE High-Efficiency Termiticide | 2.5 gal | \$741.25 | | |
| Termidor® SC Termiticide/Insecticide | 78 fl oz | \$161.83 | | |
| Termidor® SC Termiticide/Insecticide | 2.5 gal | \$647.31 | | |
| Termidor® HP High Precision Termiticide | 78 fl oz | \$197.56 | | |
| | | | Subtotal | |

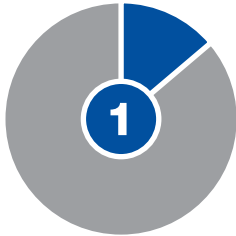
*For purchase total calculations, Agency Price is used for in-season purchases, and Agency Promotion Price is used for purchases during a promotion.

All Agency prices include the additional 2.1% California Mill Tax.

BASF Pest Perks Savings Example

HOW YOU QUALIFY

HOW YOU SAVE

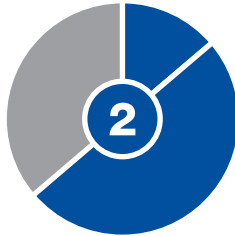


PURCHASE Innovation

| | |
|-------------------------------------|----------|
| Selontra® Rodent Bait | 10 pails |
| Trelona® ATBS® Annual Bait Stations | 6 Cs |
| Alpine® WSG Water Soluble Granule | 6 Cs |

Total: \$3,354

Purchase at least \$3,000 on two or more innovations.

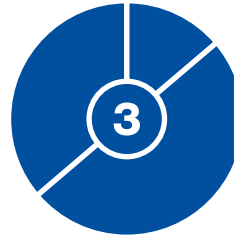


ACHIEVE Rebate Level

| | |
|-------------------------------------|----------|
| Selontra® Rodent Bait | 10 pails |
| Trelona® ATBS® Annual Bait Stations | 6 Cs |
| Alpine® WSG Water Soluble Granule | 6 Cs |
| Termidor® SC 20oz | 20 Cs |
| PT® 565 Plus XLO | 20 Cs |
| Phantom® SC 4x120 | 15 Cs |

Total: \$27,708

Rebate level determined by total qualifying purchase (*Includes Innovation Qualifiers*). A \$27,708 purchase puts you at Gold Level.



SCORE On Termidor®

| | |
|--------------------------------|-------|
| Termidor® HE 79 oz (In-Season) | 15 Cs |
| Termidor® HP 78 oz (Promo) | 15 Cs |

Total: \$22,238

Your rebate level applies to **Termidor®** termiticide/insecticide purchases.



SAVE On Everything

| | |
|---|-----------------|
| Qualifying Total (1&2) | \$27,708 |
| Termidor® Termiticide/Insecticide(3) | \$22,238 |

Total: \$49,946
Rebate Level: 4%
Total Rebate: \$1,998

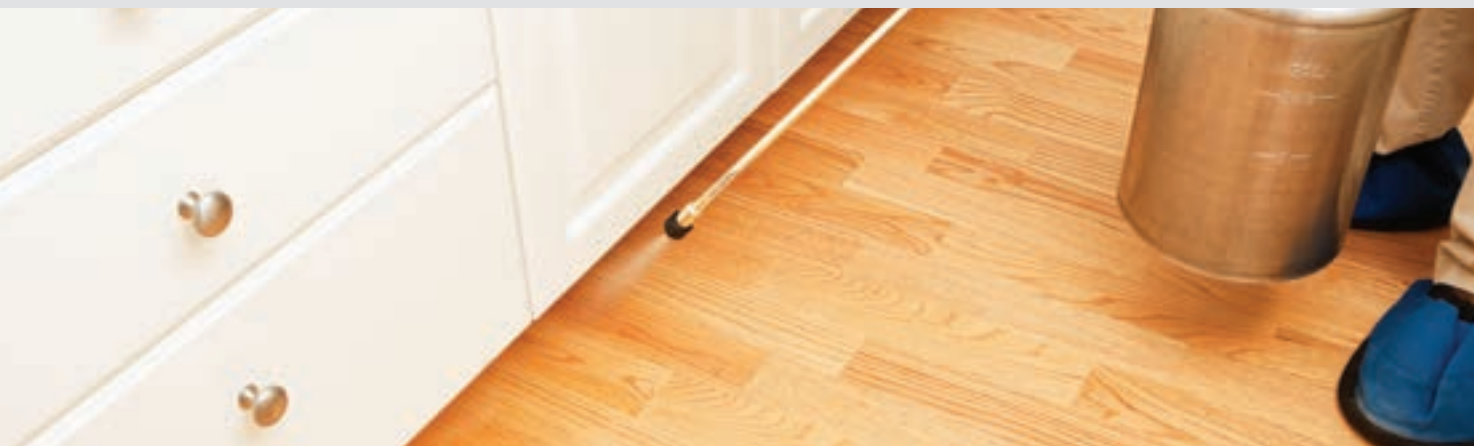
The more you spend, the more you save.

Plan and calculate your savings and rebate goals with the **Pest Perks Order Planner**.

This simple tool allows you to:

- Quickly calculate your order savings
- Determine spend needed to reach the next rebate level
- Print or email your order to your sales rep

pestcontrol.basf.us/pestperks





We create chemistry



pestcontrol.basf.us



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Eligibility is limited to BASF Qualified End-Users. All Termite Products sold are on behalf of BASF. All sales are final. No returns. BASF Pest Perks Program does NOT apply to BASF distributors, sub-distributors, dealers and/or resellers, house accounts, or on any incomplete end-user sales. The Qualified End-User will be paid the Earned Incentive percentage for all qualifying purchases of all BASF Pest Control Products INCLUDING all Termidor Termite Products purchased within the qualifying program dates. The BASF 2018 Program Redemption Price of BASF General Insect Control (GIC) Qualified Products (excluding sales tax) purchased from an Authorized BASF PCS Agent/Distributor will be used to calculate Qualified End-User total purchases and rebate earned. BASF Pest Perk Program rebates will be based upon reported sales from the BASF Authorized Agent/Distributor. Multiple sales orders for one customer are cumulative and will qualify if ordered between program dates and from any Authorized BASF Agent/Distributor(s). Products must be purchased, invoiced and delivered between the program dates. No exceptions. The Redemption Value of qualified General Insect Control (GIC) products will be used to determine Qualified End-User total purchase and rebate earned. Qualified End-Users will receive a rebate on the total invoiced amount (excluding taxes) of qualified products purchased from an Authorized BASF Distributor/Agent. All rebates will be mailed to the Qualified End-User. All products may not be registered for sale or use in all states. Please check with your state or local Extension Service. BASF reserves the right to cancel or modify this program at any time.

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