



• BASF
We create chemistry

Pest Perks

Plan For Every Pest. Earn All Year.

2019 California Program Guide



BASF Pest Perks California Overview

The BASF Pest Perks program provides cash rewards on everything you buy throughout the year from our extensive Pest Control portfolio, including **Termidor**[®] termiticide/insecticide. And because there is no qualification period, your rebate level keeps building all year to deliver maximum savings.

New for 2019!

Pest Perks now uses a Rebate Amount system. Each product has a Base Rebate Amount, which makes it easy to know the base rebate you'll receive for each product you buy. The Rebate Amount is used to determine program qualification and calculate your savings. As you qualify for higher status you'll save even more with rebate multipliers!

HOW YOU QUALIFY

1 PURCHASE Innovation

Earn a base rebate amount of at least \$60 on two or more Innovation Qualifiers.

Innovation Qualifiers:

- **Trelona**[®] **ATBS**[®] Annual Bait Stations
- **Fendona**[®] CS Controlled Release Insecticide*
- **Selontra**[®] Rodent Bait
- **Alpine**[®] WSG Water Soluble Granule Insecticide**

*Pending registration in California

**Innovation Qualifier in California only

HOW YOU EARN

2 ACHIEVE Rebate Status

All qualifying general pest control & termite baiting purchases during the year count toward rebate status. See Step 2 of the Order Planner for a complete list of qualifying products.

Rebate Status	Qualifying Base Rebate	Multiplier
Bronze	\$150	1.0
Silver	\$300	1.5
Gold	\$500	2.0
Platinum	\$700	2.5
Diamond	\$1,000	3.0

3 EARN on Everything - Even Termidor[®]

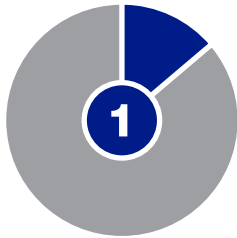
Qualify for Pest Perks and earn big on all your BASF Pest Control purchases throughout the year. **Termidor** agency products are not qualifying purchases toward rebate status achieved in Step 2. But, you still receive the status rebate earned in Step 2 on all purchases (including Termidor agency products).

The program period runs from January 1, 2019 to December 31, 2019, and rebates will be paid out in September 2019 and March 2020. 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

BASF Pest Perks Savings Example

HOW YOU QUALIFY



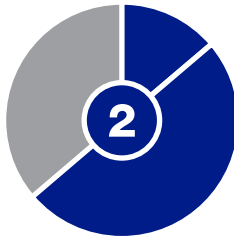
PURCHASE Innovation

Selontra® Rodent Bait	10 pails
Trelona® ATBS® Annual Bait Stations	6 Cs
Fendona® CS*	1 Cs

Innovation Purchase Base Rebate: **\$68.70**

Earn a base rebate amount of at least \$60 on two or more Innovation Qualifiers.

*Fendona™ CS is pending registration in CA.

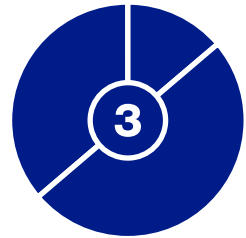


ACHIEVE Rebate Status

Selontra® Rodent Bait	10 pails
Trelona® ATBS® Annual Bait Stations	6 Cs
Fendona® CS	1 Cs
Alpine® WSG 4x500g	10 Cs
Termidor® SC 20oz	10 Cs
PT® 565 Plus XLO	20 Cs
Phantom® SC 4x75	10 Cs

Qualifying Purchase Base Rebate: **\$540.20**
Gold Status

Rebate status determined by total base rebate amount on all qualifying purchases (includes Innovation Qualifiers).



EARN on Everything

Termidor® HE 79 oz	15 Cs
Termidor® HP 78 oz	15 Cs

Termidor Agency Base Rebate: \$468.00

Qualifying Purchase Base Rebate: \$540.20

Total Base Rebate: \$1,008.20

Status Multiplier: Gold x2

Total Rebate: \$2,016.40

Your rebate status applies to all BASF Pest Control product purchases, including **Termidor®** termiticide/insecticide agency products.

Plan and calculate your earnings 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



1 Purchase Innovation

Achieve a base rebate amount of at least \$60 on two or more Innovation Qualifiers.

Innovation Qualifiers	Package	Base Rebate / Case	Qty	Subtotal
Fendona® CS Controlled Release Insecticide**	6 x 16 oz	\$5.00		
Fendona® CS Controlled Release Insecticide**	4 x 120 oz	\$19.20		
Fendona® CS Controlled Release Insecticide**	30 gal	\$121.90		
Alpine® WSG Insecticide***	4 x 500 g	\$12.10		
Alpine® WSG Insecticide***	4 x 200 g	\$5.50		
Selontra® Rodent Bait	1 x 8 lb pail	\$1.35		
Trelona® ATBS Annual Bait Stations*	16 pc	\$6.00		
1 Subtotal				

*Agency product **Pending California registration ***Innovation Qualifier in CA only

2 Achieve Rebate Status

All qualifying general pest and termite baiting purchases during the year count toward rebate status.

Ant Baits	Package	Base Rebate / Case	Qty	Subtotal
Advance® 360A Dual Choice® Ant Bait Stations	288 stations/cs	\$6.70		
Advance® 375A Granular Bait	12 x 8 oz	\$3.30		
Advance® 375A Granular Bait	4 x 2 lb	\$3.70		
Advance® Granular Carpenter Ant Bait	12 x 8 oz	\$5.65		
Advance® Granular Carpenter Ant Bait	4 x 2 lb	\$6.40		
MotherEarth® Granular Scatter Bait	4 x 4 lbs	\$1.65		
MotherEarth® Granular Scatter Bait	1 x 40 lbs	\$2.15		
Siesta® Insecticide Fire Ant Bait	1 x 25 lb	\$5.15		
Cockroach Baits	Package	Base Rebate / Case	Qty	Subtotal
Alpine® Cockroach Gel Bait Rotation 1 Piston Can	6 x 120 g	\$2.50		
Alpine® Cockroach Gel Bait Rotation 1 Reservoir	20 x 30 g	\$2.50		
Alpine® Cockroach Gel Bait Rotation 2 Reservoir	20 x 30 g	\$2.50		
Avert® DF Dry Flowable Cockroach Bait	12 x 30 g	\$6.55		
Dilutable Insecticides	Package	Base Rebate / Case	Qty	Subtotal
Alpine® WSG Insecticide	4 x 500 g	\$12.10		Enter in Step 1 above
Alpine® WSG Insecticide	4 x 200 g	\$5.50		Enter in Step 1 above
Cy-Kick® CS Controlled Release Insecticide	6 x 16 oz	\$5.00		
Cy-Kick® CS Controlled Release Insecticide	4 x 120 oz	\$19.20		
Fendona® CS Controlled Release Insecticide	6 x 16 oz	\$5.00		Enter in Step 1 above
Fendona® CS Controlled Release Insecticide	4 x 120 oz	\$19.20		Enter in Step 1 above
Fendona® CS Controlled Release Insecticide	30 gal	\$121.90		Enter in Step 1 above
Optashield® CS Controlled Release Insecticide	4 x 120 oz	\$19.20		
PermaCap® CS Controlled Release Insecticide	4 x 120 oz	\$7.80		
Phantom® Termiticide/Insecticide	4 x 21 oz	\$5.85		
Phantom® Termiticide/Insecticide	4 x 75 oz	\$19.50		
Termidor® NY Insecticide	4 x 20 oz	\$5.75		
Termidor® SC Termiticide/Insecticide	4 x 20 oz	\$5.75		
Dust Insecticides	Package	Base Rebate / Case	Qty	Subtotal
Alpine® D Dust Insecticide	4 x 3 lbs	\$5.15		
PT® Tri-Die® Pressurized Dust Insecticide	12 x 8 oz	\$3.45		
Termidor® Dry California	4 x 5 g	\$6.10		
Termidor® Dry Termiticide	4 x 5 g	\$6.10		
Tri-Die® Silica & Pyrethrin Dust	4 x 5 lbs	\$9.60		
Pheromone Traps and Lures	Package	Base Rebate / Case	Qty	Subtotal
Allure® MD Mating Disruption System	25 dispensers/cs	\$10.35		
PT® 14 Allure® Stored Product Moth Replacement Lures	100 lures/cs	\$6.00		
PT® 4 Allure® Stored Product Moth Kit	24 traps & lures/cs	\$2.60		
Equipment	Package	Base Rebate / Case	Qty	Subtotal
System III Belt	6/cs	\$2.30		
System III Complete - Red	1/cs	\$5.00		
System III Gun & Hose - Blue	6/cs	\$23.40		
System III Gun Body	6/cs	\$3.45		
System III Hose Assembly - Red	6/cs	\$3.50		
System III Large Pouch	6/cs	\$3.45		
System III Shut Off Valve	6/cs	\$9.45		
System III Wood Injection 1" Brass Injector Tips	12/cs	\$3.00		
Termidor® Dry Applicator	1 x 1 pc	\$3.10		

Pressurized Insecticides	Package	Base Rebate / Case	Qty	Subtotal
Instant Soap 'n Water [®] Foaming Cleanser	12 x 9 oz	\$1.65		
PT [®] 221L Residual Insecticide	12 x 17.5 oz	\$2.70		
PT [®] 565 Plus XLO [®] Pressurized Contact Insecticide	12 x 20 oz	\$4.90		
PT [®] Alpine [®] Flea & Bed Bug Pressurized Insecticide	12 x 20 oz	\$4.40		
PT [®] Alpine [®] Foam Ready-to-Use Insecticide	6 x 20 oz	\$2.30		
PT [®] Alpine [®] Pressurized Fly Bait	6 x 16 oz	\$2.50		
PT [®] Alpine [®] Pressurized Insecticide	12 x 20 oz	\$4.55		
PT [®] Clear Zone [®] III Metered Pyrethrin Spray	12 x 6.25 oz	\$2.60		
PT [®] Cy-Kick [®] CS Pressurized Insecticide	12 x 20 oz	\$4.05		
PT [®] Cy-Kick [®] Pressurized Insecticide	12 x 17.5 oz	\$2.90		
PT [®] Fendona [®] Pressurized Insecticide	13 x 17.5 oz	\$2.90		Enter in Step 1 above
PT [®] Microcare [®] CS Pressurized Insecticide	12 x 20 oz	\$3.60		
PT [®] P.I. [®] Pressurized Contact Insecticide	12 x 18 oz	\$5.50		
PT [®] Phantom [®] II Pressurized Insecticide	12 x 17.5 oz	\$4.50		
PT [®] Pro-Control [®] Formula 2 Total Release Aerosol	12 x 6 oz	\$1.60		
PT [®] Pro-Control [®] Plus Total Release Aerosol	12 x 6 oz	\$1.60		
PT [®] Ultracide [®] Pressurized Flea Insecticide	12 x 20 oz	\$4.80		
PT [®] Wasp-Freeze [®] II Wasp & Hornet Insecticide	12 x 17.5 oz	\$2.10		
Termidor [®] Foam Termiticide/Insecticide	6 x 20 oz	\$2.80		
Rodenticide	Package	Base Rebate / Case	Qty	Subtotal
Selontra [®] Rodent Bait	1 x 8 lb pail	\$1.35		Enter in Step 1 above
Vector [®] Fly System	Package	Base Rebate / Case	Qty	Subtotal
960 Vector [®] Fruit Fly Trap	48 traps/box	\$5.05		
Vector 15-watt Actinic Master Secura Lamps (Sleeved) 2Yr Bulb	25/cs	\$8.30		
Vector 36-watt Actinic Secura Lamps (Sleeved)	25/cs	\$10.95		
Vector Bio-5 [®] Multi-Purpose Drain Cleaner	12/cs	\$3.60		
Vector Plasma One [®] Screened Insect Light Trap	1/cs	\$3.05		
Vector Plasma [®] Insect Light Trap	1/cs	\$5.40		
Vector Plasma [®] Screened Insect Light Trap	1/cs	\$5.40		
Vector [®] 15-watt Actinic Master Lamps Two Year Bulb	25/cs	\$4.55		
Vector [®] 36-watt Actinic Standard Lamps	25/cs	\$6.45		
Vector [®] Classic [®] Insect Light Trap	1/cs	\$7.10		
Vector [®] Log Card Envelopes with Ties	50 envelopes/pack	\$1.05		
Vector [®] Log Cards	50 cards/pack	\$0.35		
Vector [®] Universal Glueboards C with Pheromones	144 dbl boards/cs	\$8.15		
Vector [®] Universal Glueboards C without Pheromones	144 dbl boards/cs	\$7.75		
Trelona [®] ATBS	Package	Base Rebate / Case	Qty	Subtotal
Trelona [®] ATBS Annual Bait Stations	16 pc*	\$6.00		Enter in Step 1 above
Trelona [®] ATBS Home Monitoring Kit	16 pc*	\$3.60		
Advance [®] Termite Bait Stations (TBS)	10 pc*	\$1.85		
Advance [®] Concrete Bait Stations	18 pc	\$4.25		
Trelona [®] Compressed Termite Bait Cartridges	48 pc*	\$6.70		
Advance [®] Termite Inspection Cartridges (TIC)	100 pc*	\$4.75		
Advance [®] Station Replacement Caps	100 pc	\$2.00		
Advance [®] Termite Monitoring Bases (TMB)	100 pc*	\$2.80		
The Spider [®] Station Access Tools	10 pc	\$4.15		
		*Agency product	2 Subtotal	

CALCULATE YOUR TOTAL REBATE

1 + 2 =

Qualifying Base Rebate

A

See Status Chart for **Rebate Multiplier**

B

3 **Termidor[®] Agency Base Rebate**

C

A + C = Total Base Rebate

D

D x B = Total Rebate

\$

3 Earn on Everything

Get cash back on all BASF Pest Control Purchases, even **Termidor**. All year.

Rebate status earned in step 2 applies to all qualifying BASF Pest Control purchases, even **Termidor** agency products!

Termidor [®] Termiticide	Package	Base Rebate / Case	Qty	Subtotal
Termidor [®] HE Termiticide	4 x 79 oz*	\$15.10		
Termidor [®] HE Termiticide	2 x 2.5 gal*	\$30.25		
Termidor [®] SC [®] Termiticide/Insecticide	4 x 78 oz*	\$12.90		
Termidor [®] SC [®] Termiticide/Insecticide	2 x 2.5 gal*	\$25.85		
Termidor [®] 80 WG Termiticide/Insecticide	6/4/2.61 oz pail*	\$19.35		
Termidor [®] HP High Precision Termiticide	4 x 78 oz*	\$16.10		
Termidor [®] HP II High Precision Termiticide**	2 x 1 gal*	\$15.60		
		*Agency product **Pending California registration	3 Subtotal	



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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 rebate total for all qualifying purchases of all BASF Pest Control Products INCLUDING all Termidor Termite Products purchased within the qualifying program dates. The BASF 2019 program base rebate amount 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 Perks 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 program base rebate amount of qualified General Insect Control (GIC) products will be used to determine Qualified End-User status, rebate multiplier, 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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