

2014 BASF and John Deere Financial Aerial Application Financing Offer

Effective: October 1, 2013

OBJECTIVE:

To reward Grower customers for their support of Headline AMP® fungicide purchased from BASF Authorized Retailers through the offer of financing of aerial application cost associated with the product.

OFFER SUMMARY:

PARTICIPATING BASF BRAND	ACTIVITY	INCENTIVE
Headline AMP fungicide	Grower makes qualifying purchase of Headline AMP and at least one additional BASF branded product, totaling at least \$10,000, during the designated time period, qualifies for 0% or 180 days no payments/no interest, depending on purchase date, and ability to finance aerial application expense for every acre of Headline AMP up to \$10/acre.	Grower can qualify for 0% interest fixed or for 180 days No Payments/No Interest, depending on purchase date, for aerial application costs associated with Headline AMP, up to \$10/acre

PROGRAM PERIOD	EFFECTIVE AREA
October 1, 2013 through March 15, 2014 and March 16, 2014 through September 30, 2014	United States marketing area

DETAILS OF THE OFFER:

Eligibility:

John Deere Financial Multi-Use Agricultural Preferred Account Customers with a Special Terms credit limit. Subject to credit approval.

*The following brands are excluded from this offer: **Color Coat™** seed coloring, **Dura Dye™** seed coloring, **Flo Rite®** polymer, **Rhizo Flo®** inoculant, **Rhizo Stick®** inoculant, **Sequestrene®** nutrients, **RoyalPeat®** inoculants, **Sepiret®** seed coatings.

Incentive:

October 1, 2013 – March 15, 2014

Growers purchasing BASF products through a retailer who are both John Deere Financial Merchants and BASF Authorized Retailers can qualify for 0% Interest Free Financing when meeting both the of the following criteria:

- Purchase two* or more BASF branded products, one being Headline AMP fungicide
- Meet an initial combined minimum sales value that is equal to or exceeds \$10,000.

- The \$10,000 initial purchase must be comprised of at least two different BASF products, one being Headline AMP fungicide, that are greater than \$2,000 each; additional products purchased are not subject to a minimum level.
- For every acre of Headline AMP fungicide purchased, the grower can finance up to \$10/acre for the aerial application cost.

If criteria above are met, then qualified purchases will receive 0% financing interest free until December 2014. Payment for products covered under this program will be due in full on the customer's December 2014 statement due date.

March 16, 2014 – September 30, 2014

Growers purchasing BASF products through a retailer who are both John Deere Financial Merchants and BASF Authorized Retailers can qualify for 180 days Interest Free Financing when meeting both the of the following criteria:

- Purchase two* or more BASF branded products, one being Headline AMP fungicide
- Meet an initial combined minimum sales value that is equal to or exceeds \$10,000.
- The \$10,000 initial purchase must be comprised of at least two different BASF products, one being Headline AMP fungicide, that are greater than \$2,000 each; additional products purchased are not subject to a minimum level.
- For every acre of Headline AMP fungicide purchased, the grower can finance up to \$10/acre for the aerial application cost.

If criteria above are met, then qualified purchases will receive 180 days financing interest free. Following the 180 day period, regular Multi-Use account terms and conditions and standard interest rates will apply. Payment for products covered under this program will be due in full on the customer's December 2014 statement due date.

Program Rules and Conditions:

1. All financing offers will be made through John Deere Financial. The offer is limited to Multi-Use Agricultural Preferred accountholders with an available Special Terms limit. BASF Products that are resold will not qualify under this program. All participants are subject to John Deere Financial™ approval and merchant participation. All John Deere Financial Multi-Use terms and conditions covering account activity shall apply.
2. Only purchases from BASF Authorized Retailers who are also John Deere Financial merchants will be eligible.
3. Special interest rate financing, as described above, will commence with the date of purchase, which may be prior to product delivery.
4. Retailer must enter the qualifying sales information into the John Deere Financial website.
5. BASF reserves the right to apply and/or offset any monies prepaid by or owed to Authorized Retailer against any monies owed to BASF by the Authorized Retailer and/or its affiliates, regardless of whether or not the amounts involved arose out of the same transaction, or unrelated transactions. For purposes of this paragraph, an "affiliate" is defined as any entity that directly or indirectly controls, is controlled by, or is under common control with Authorized Retailer. Control exists where an entity owns or controls 50% or more of the voting stock of, or interest in, another entity.
6. BASF reserves the right to audit all program claims and verify purchase qualification(s).
 - a. BASF reserves the right to audit all program claims and supporting data and records.
 - b. The Retailer's pertinent records, which are sufficiently detailed (as determined by BASF in its discretion) to enable verification of Program compliance, shall be made available, upon request, to BASF or its independent accountant in order to evaluate and verify compliance with the terms of this Program. BASF may also, upon reasonable advance written notice, inspect facilities where its Products are sold and/or stored. If BASF or its independent accountant (in its sole judgment) determines that a claim for any benefit, payment or reward offered under any BASF program submitted by or on behalf of the Retailer contains false, misleading, inconsistent or inaccurate information, then BASF reserves the right to withhold all benefits, payments, and rewards under this and any impacted BASF program(s), until any identified discrepancies are resolved. Where a discrepancy has been identified, failure to resolve the discrepancy to BASF's satisfaction and/or refusal to permit BASF or its independent accountant to perform an audit under this Program shall result in an offset against any payment under BASF programs to that Retailer of the amounts paid by BASF in support of the purchase(s) at issue. Any Retailer found to have cooperated in the submission of false or fraudulent information shall also be responsible for the costs associated with any audit conducted by BASF.

- c. Any false or fraudulent information given to BASF or transactions (including inventory movements) that are made with the object to manipulate this program will result in disqualification of any affected purchase, and BASF will seek recovery from all participants in the program manipulation of any and all payments made and costs incurred by BASF relating to such affected purchase(s).
 - d. Any Retailer believed to be participating in fraudulent activities will forgo all BASF program and incentive payments for the 2014 season. Fraudulent activities include but are not limited to providing false sales information into the John Deere Financial website.
7. BASF reserves the right to cancel or modify this program at any time without any notice.

John Deere Financial multi-use account is a service of John Deere Financial, f.s.b