

1. GENERAL INFORMATION

- a. Participation in the **2024 Aquatrols Incentives** is reserved for Horticulture Distributors reporting EDI on all products and **reaching a minimum of \$75,000 in purchases** as calculated by the Aquatrols Horticulture List Price.
- b. Effective for the duration of the **2024 Marketing Year: October 1, 2023 through September 30, 2024.**
- c. Geography: Continental United States and Hawaii (*Subject to Product Registrations*).
- d. **Rebate Payments:**
 - 1. **EOP Rebate Payment:** Paid in **July 2024** to qualified distributors current on EDI Reporting
 - 2. Balance of remaining rebates paid to qualified distributors with current EDI Reporting in **December 2024.**

2. EARLY ORDER PROGRAM INCENTIVE – BASED ON PURCHASES FROM AQUATROLS

- a. **Early Order Program Incentive** rewards Distributors for stocking Aquatrols products in preparation for the upcoming season. Qualifying purchases will earn rebates according to the tiered chart below, plus the Distributor will benefit from extended terms OR early-payment discounts.
- b. **Qualifying orders must be placed between October 1, 2023 – November 30, 2023.**
- c. **Qualifying orders will be shipped by December 22, 2023.**
- d. Benefits:
 - 1. **EOP REBATE:** Rebates paid in July can be issued to Distributors with current EDI reporting and accounts in good standing (*see General Information for details*)

Qualifying Purchases	
Total EOP Order Size	Rebate Earned
Total Orders over \$75,000	2%
Total Orders over \$150,000	3%
Total Orders over \$400,000	5%

2. Extended Terms OR Early Payment Allowance

Payment terms are extended until May 31, 2024, for purchases made under the guidelines of the EOP Stocking Program **OR**, Distributors can earn an Early Payment Allowance as follows:

Early Payment Allowance Schedule	
Pay By	Discount Off Net Invoice
January 27, 2024	3%
February 24, 2024	2%
March 31, 2024	1%

2024 AQUATROLS INCENTIVES FOR HORTICULTURE CUSTOMERS

3. IN-SEASON INCENTIVES BY BRAND

a. Purchases between December 1, 2023 – September 30, 2024 only

Incentives by Brand		
Product Group	Brands (All Package Sizes)	Incentive
Horticultural Products	AquaGro® 2000 G granular AquaGro® L w/ PsiMatric Technology liquid CapSil® liquid Conductor® G granular LeafShield® liquid	5%

4. HORTICULTURE ONLY PURCHASE GROWTH REBATE INCENTIVE

a. Grow overall 2024 Program Year Horticulture purchases compared to 2023 Program Year overall total.

b. **Qualifying Time Period:** All 2024 Program Year (October 1, 2023 - September 30, 2024)

2024 HORTICULTURE PURCHASE GROWTH %	EARNED REBATE* ON ALL 2024 PY HORTICULTURE PURCHASES
6%	2%
12%	5%

*Earned rebate can equal 2% or 5% only. Maximum rebate earned is 5%.

EDI SUBMISSION DEADLINE: OCTOBER 31, 2024

To qualify for Distributor Rebates, complete 2024 Program Year EDI must be submitted by Authorized Distributors before October 31, 2024. **No exceptions will be granted.**

5. PROGRAM TERMS AND CONDITIONS

- Participation in the 2024 Aquatrols Incentives for Horticulture Distributors requires execution of a 2024 Aquatrols Distributor Agreement.
- All rebates earned under this program will be paid to the Distributor in December 2024, or as noted in a specific section.
- Participating Distributors must report EDI data monthly and participate in quarterly reconciliations as necessary.
- Participating Distributors may only appoint authorized dealers with the written permission of the Aquatrols Corporation, per the Distributor Agreement. Product-specific rebates on authorized dealer sales will be paid to the Distributor, and only if: All EDI end user sales data has been reported by the authorized dealer as required.
- Only product purchased directly from Aquatrols is eligible for payment under this program, and all rebates will be based on Aquatrols published Distributor List Price.
- Compliance with Aquatrols distribution agreement, including reporting of invoice price, quantity, and end user is required.
- Rebates will be paid on discontinued SKUs for a period of up to 2 years.
- Aquatrols reserves the right to audit all claims.
- Products not listed are not eligible for product-specific incentives.
- Incentive checks will not be issued for less than \$200.
- Misreported sales of any type will be a clear violation of this program and will be subject to audit and possible forfeiture of all payment.
- All accounts must be current in order to receive any of the rebates or benefits of this program. Accounts in good standing are to have paid all undisputed invoices within terms for the preceding 12 months.
- Aquatrols reserves the right to withhold any pending rebates and/or bill for the return of previously paid rebates to any retailer who fails to reach program requirements.
- Aquatrols reserves the right to discontinue, modify, or change any or all features of the 2024 Aquatrols Incentives for Horticulture Distributors at any time.
- Not all products listed in the 2024 Aquatrols Incentives for Horticulture Distributors are registered for use in all geographies. Please consult your Aquatrols Distributor Price List or Representative for registration details.
- Submission of Aquatrols Distributor ending inventory report as of September 30, 2024 must be reported to Aquatrols by October 15, 2024.