



2024 Range & Pasture Retailer Incentive Program

Grow your range and pasture business while solving your customers' needs with Envu Range & Pasture.

Details

- + The 2024 Range & Pasture Retailer Incentive Program is for qualifying retailers, recognized as leaders in the industry, who support efforts of enhanced land stewardship, safety and high-quality customer service. Maximize your retailer incentive by completing two simple steps to earn your Stewardship Bonus.

Qualifying retailers

- + Distributor retailers who have signed a current-year, applicable Envu Distributor Agreement or renewal letter.
- + Independent retailers must purchase Envu products directly from a contracted Envu distributor.
- + Retailer must achieve minimum purchases at the HQ level for independent retailers or at the division level for distributor-owned retailers according to the following:
 - Minimum of \$10,000 in purchases of qualifying products to qualify for incentives.
 - The retailer must meet the requirements and is subject to program conditions.

How to participate

Maximize your retailer offer through two simple steps:

- + Complete a 2024 marketing strategy plan with your area sales manager (ASM) at the division level for distributor-owned retailers and the HQ level for independent retailers.
- + Complete the Envu Range & Pasture year-end retailer survey by location.

Incentive details

- + Incentives under this program are paid based on EDI information from contracted distributors and the completion of the retailer survey if submitted. The retailer survey must be submitted by October 15, 2024.
- + The Envu Range & Pasture year-end retailer survey replaces the previous requirement to submit grower sales data (GSD) via spreadsheet or Data Dimensions. You do not need a Data Dimensions account to complete the survey. It can be completed online at us.envu.com/vegetation-management/range-and-pasture/survey. The survey must be completed and submitted by October 15, 2024.



Scan to take
the survey

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- + The retailer survey incentive will be paid if the survey is completed by each retail location selling participating products (listed below). Envu reserves the right, using auditors from Envu or an independent auditing firm, to verify all claims for payments under this program and, in matters of discrepancy, reserves the right of final decision.

Product	Package Size	UOM	Manufacturer Suggested End-User Price	Part 1: Marketing Strategy Plan	Part 2:		Total Earning Potential
					Incentive for Completing Retailer Survey	Stewardship Bonus	
Invora®	250 tote	Gal	\$164.74	\$5.99	\$2.99	\$9.89	\$18.87
	30 gal	Gal	\$164.74	\$5.99	\$2.99	\$9.89	\$18.87
	1 gal	Gal	\$172.45	\$6.25	\$3.12	\$10.34	\$19.71
Rejuvra®	2.5 gal	Gal	\$1,171.30	\$40.55	\$20.27	\$70.28	\$131.10
	1 qt	Qt	\$351.61	\$12.18	\$6.08	\$21.10	\$39.36
Rezilon®	1 qt	Qt	\$324.95	\$11.24	\$5.61	\$19.49	\$36.35
Cimarron® Plus	2 oz	Oz	\$11.24	\$0.51	\$0.27	\$0.00	\$0.78
	10 oz	Oz	\$7.49	\$0.36	\$0.18	\$0.00	\$0.54
Pastora®	5 oz	Oz	\$20.42	\$0.93	\$0.48	\$0.00	\$1.41
	20 oz	Oz	\$17.74	\$0.81	\$0.42	\$0.00	\$1.23

- + Program period is from October 1, 2023, to September 30, 2024.
- + Program incentive will be paid by December 31, 2024.

Stewardship responsibilities

- + Stewardship is a critical part of the use of Invora® herbicide. We expect qualifying retailers to support applications made by commercial applicators and/or end users as defined below.
 - Provide sound recommendations on stewardship, including application timing and rates.
 - Support the end-user claim process by being the first point of contact and providing the required documentation to Envu.
 - Nonperformance claims agreed to by Envu will reduce the Stewardship Bonus by the amount of the claim but are limited to the total Stewardship Bonus earned by the retailer for the specific customer associated with the nonperformance claim. Research indicates that with proper stewardship and timing recommendations, the claims will be less than 1%.
 - There is no change in the current process to pay claims.

Participating products

- + All package sizes for the following brands.



PROGRAM CONDITIONS:

Environmental Science U.S. LLC reserves the right to modify or withdraw this program or any portion thereof without prior notice.

The incentive will be calculated and paid at the retail location. Retailers and Distributors will be responsible for resolving any data discrepancies. Envu reserves the right to place the payment on hold until the Retailer and Distributor can resolve issues on disputed data. Any program overpayments resulting from errors in reported data may be charged against current or future incentive payments. The minimum check payment issued will be \$1,000. All federal, state or local taxes on payments received under this program are the sole responsibility of the Retailer and not of Envu, its parent company or its agents. Fraudulent reporting of EDI or other sales information will be grounds for withholding or invalidating all program payments as well as disqualification from future retail program participation. Envu reserves the right, using the Environmental Science U.S. LLC. auditors or an independent auditing firm, to verify all claims for payments under this program and, in matters of discrepancy, reserves the right of final decision. Environmental Science U.S. LLC reserves the right to debit payments due from future programs if errors are discovered after payments have been issued.

ALWAYS READ AND FOLLOW PESTICIDE LABEL INSTRUCTIONS. Invora® herbicide is a RESTRICTED USE PESTICIDE. Prior to spraying, all applicators must complete picolinic acid herbicide training. Follow label and stewardship guidelines to limit impact to non-target native species. Environmental Science U.S. LLC, 5000 CentreGreen Way, Suite 400, Cary, NC 27513. For additional product information, call toll-free 1-800-331-2867. www.envu.com. Not all products are registered in all states. Cimarron®, Envu, the Envu logo, Invora®, Pastora®, Rejuvra® and Rezilon® are trademarks owned by Environmental Science U.S. LLC or one of its affiliates. ©2023 Environmental Science U.S. LLC.