

2021 MycoApply® EndoPrime® Corn Confidence Program

Program Overview

Applied in-furrow, MycoApply® EndoPrime® uses four unique species of mycorrhizal fungi to help improve nutrient efficiency, drought tolerance and yield potential.

The *MycoApply EndoPrime* Corn Confidence Program is designed to help growers maximize their investments in soil health when applying *MycoApply EndoPrime* brands from Valent U.S.A.

Program Period

October 1, 2020–April 30, 2021

Program Regions

AK, AL, AR, AZ, CO, CT, DE, FL, GA, IA, ID, IL, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NV, NY, OH, OK, PA, SC, SD, TN, TX, UT, VA, VT, WA, WI, WY

Program Enrollment Deadline

April 30, 2021

Program Payment Date

March 2022

Program Sign-Up

valent.com/programs



To learn more about *MycoApply EndoPrime* brands, visit Valent.com/EndoPrime



Products That Work, From People Who Care® | valent.com | 800-6-VALENT (682-5368)

Always read and follow label instructions.

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GROWER CONFIDENCE PROGRAM TERMS AND CONDITIONS

In order to qualify for this program, the undersigned Grower must be enrolled in the program (valent.com/programs) by April 30, 2021, and agree to treat a minimum of 250 acres of field corn with MycoApply® EndoPrime® during the 2021 season as well as comply with the following terms and conditions:

1. **Product Use:** *MycoApply EndoPrime* must be applied at the labeled rate within application guidelines as stated on the product label, including but not limited to pre-slurrying and compatibility jar tests with tank mix partners.
2. **Field Requirements:** For each site to be included in the program, corn fields must meet the following requirements:
 - a. **Untreated Standard Area:** To accurately determine the performance of *MycoApply EndoPrime*, a separate and representative Untreated Standard Area immediately adjacent to the treated field must be maintained and harvested. This area must represent a minimum of 5% of the total treatment area (e.g., 12 acres untreated in an 250-acre treatment area). This area cannot be end rows or point rows for the field enrolled and must be clearly marked.
 - b. Corn hybrid(s), planting population, tillage, fertility, herbicide, insecticide, fungicide treatments must remain similar over entire field. If applicable, irrigation pattern should remain uniform over whole field.
 - c. This program does not apply to corn grown for seed.
3. **Confidence Claim Process:** In the event a confidence claim is submitted, an investigation will be conducted under the following guidelines:
 - a. Confidence claims must be initiated with a Valent representative in writing (email or letter) within 30 days of the completion of harvest for applicable field and no later than December 15, 2021.
 - b. The following required forms must be provided at the beginning of the investigation:
 - i. Yield monitor data or weigh wagon receipts for the Treated and Untreated Standard Area.
 - ii. Proof of payment in the form of receipt or invoice for the *MycoApply EndoPrime* product from an Authorized Valent Retailer.
 - c. Investigations will be conducted by the Valent representative in conjunction with the Grower(s) and/or Authorized Valent Retailer for each treated field to help the Grower, Retailer and Valent improve the performance of *MycoApply EndoPrime* in the future. A written summary of observations from the Authorized Valent Retailer or Valent Sales Representative will be included in claim.
 - d. Within 30 days after an investigation has been concluded, Valent will notify the Grower of the investigation results and if a confidence payment will be made.
4. **Confidence Payment:** A confidence payment of up to \$9.00 per treated acre will be paid if the results of the Confidence Claim Investigation determine that *MycoApply EndoPrime* did not result in an Increased Acre Value greater than the value of the invoice price per acre of the product to the grower.
 - a. The Confidence Payment will be made based on the *MycoApply EndoPrime* Confidence Calculator as follows:
 - i. An Increased Acre Value will be calculated based on the average yield difference between the *MycoApply EndoPrime* Treated Area and the Untreated Standard Area multiplied by the 2021 Corn Crop Insurance Harvest Price.
 - ii. If the *MycoApply EndoPrime* Treated Acre Value is less than \$9.00 per acre, then a confidence payment amount will be calculated as the difference between \$9.00 per acre and the *MycoApply EndoPrime* Acre Value multiplied by the current corn price at the time of purchase and the number of *MycoApply EndoPrime* treated acres. If products applied do not show a return on investment through increased yield, Valent U.S.A. will return the difference up to \$9.00 per acre.

For example:

- Average yield of a 12-acre Untreated Standard Area = 210 bu/A
 - Average yield of an 250-acre *MycoApply EndoPrime* Treated Area = 212 bu/A
 - Increased *MycoApply EndoPrime* Acre Value = 2 bu x \$3.60 (sample corn price per bushel) = \$7.20
 - Confidence payment per acre = \$9.00 invoice price - \$7.20 *MycoApply EndoPrime* Acre Value = \$1.80
 - Confidence payment = \$1.80 per acre
 - Confidence payment per acre x 250 Treated *MycoApply EndoPrime* area = \$450
- b. Application costs are not covered by this offer.
 - c. Confidence payment calculations will be done at the sole discretion of Valent and will be based on individual fields enrolled (i.e., each field is calculated independently).
 - d. One check per Grower will be made based on the aggregated acres (versus per individual treated area) participating in the program even if multiple sites are in the program.
 - e. Confidence payments will be made out to the Grower in the form of a check and will be delivered prior to March 2021 to the address provided. No exceptions.
 - f. Growers will allow Valent representatives reasonable access to the enrolled fields throughout the growing season to monitor crop progress.
5. Valent shall not be held liable for nonperformance of *MycoApply EndoPrime* under this offer if such nonperformance is the result of an act of God, such as fire, flood, hail, freeze or other natural disaster.
 6. At the time of enrollment for this program, the grower must provide to Valent the company name of the Authorized Valent Retailer from whom the product will be purchased.
 7. Valent reserves the right to change, audit or terminate the program at any time.
 8. Sales are subject to all other applicable Valent U.S.A. LLC marketing policies currently in effect. Misreported sales of any type will be a clear violation of this program and will be subject to audit as well as possible forfeiture of any and all program benefits.

GROWER CONFIDENCE PROGRAM ENROLLMENT

Grower must be enrolled prior to application and before April 30, 2021. **Complete this form and submit to your local Valent Sales Representative or valent.com/programs.**

Grower Information

Grower Name _____

Grower Company _____

Address _____

City, State, Zip _____

Phone Number _____

Email _____

Total Acres Enrolled in Program _____

Grower Authorized Retailer Information

Authorized Valent Retailer _____

City, State, Zip _____

Total Purchase Quantity of *MycoApply EndoPrime* _____

The undersigned Grower acknowledges and agrees to abide by the terms of this program.
Offer is only valid upon signature by authorized Valent U.S.A. LLC representative.

GROWER SIGNATURE

DATE

GROWER PRINTED NAME

DATE

VALENT U.S.A. LLC REPRESENTATIVE

DATE