



The August 1, 2007 – August 31, 2008 fertilizer and companion Agronomic products are outlined as follows:

## 2007 – 2008 FEAST® Liquid Bulk Fertilizer Program

- Special Notice – Due to volatility in the fertilizer raw ingredient material market, Conklin is publishing fertilizer prices at this time that are only valid through September 28, 2007. All fertilizer purchased during the first period (August 1, 2007 – September 28, 2007) must be shipped by December 21, 2007. Fertilizer prices for September 29, 2007 and beyond will be established and released in late September 2007
- All prices for Shakopee, MN; Red Oak, IA; Italy, TX and Middle Point, OH are F.O.B. manufacturer. Prepaid freight prices are based on truckload quantities.
- Prepaid shipping charges to the point of destination will be added at the time of order placement if Conklin lines up trucking, OR customer may make own arrangements for freight-collect transportation. When shipping collect, customer is responsible for negotiating the freight rate and paying the freight bill. Freight surcharges are subject to change at any time without prior notice.
- In general, any order quantity per IBO (Independent Business Owner) will be accepted. However, orders which are fully paid from the booking program, require a 250 gallon minimum order, per IBO number. Up-line managers will coordinate orders that are less than 4,000 gallons to develop a full truckload.

There are minimum pick-up quantities at each manufacturing location.

- Shakopee, MN – 250 gallons minimum per formula
  - Red Oak, IA – 1,000 gallons minimum per formula
  - Middle Point, OH – 1,000 gallons minimum per formula
  - Italy, TX – 1,000 gallons minimum per formula
- Where multiple drop shipments are requested, the drop charge will be \$75.00 per intermediate drop plus an out-of-route mileage charge. Commercial trucks might not be equipped with meters.
  - Those IBO's who have current Pro Ag Training will receive an additional \$0.05 per gallon discount on bulk orders of the Feast® formulations listed. These discounts are only for orders placed in the qualified IBO's own name at the time of full payment.
  - All orders not shipped by August 31, 2008, will be cancelled and payment will become part of the general convenience account of the IBO and may be used toward the purchase of any Conklin products.

**Please call:**

Neal Lang@ 952-496-4237 ([neal.lang@conklin.com](mailto:neal.lang@conklin.com)) or  
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## 2007-2008 FEAST<sup>®</sup> Liquid Fertilizer Truckload Program

Shakopee, MN; Red Oak, IA; Middle Point, OH; Italy, TX

### Factory Wholesale Prices

<i>Full Payment Period</i>	August 1, 2007 – September 28, 2007	September 29, 2007 – December 7, 2007	December 8, 2007 – February 1, 2008	February 2, 2008 – August 31, 2008
<b>3-18-18</b> Shakopee, MN -7211 Red Oak, IA -7205 Middle Point, OH -39958 Italy, TX -041201	\$3.93	TBD	TBD	TBD
<b>9-18-9</b> Shakopee, MN -7112 Red Oak, IA -7101 Middle Point, OH -39941 Italy, TX -041210	\$3.58	TBD	TBD	TBD
<b>8-24-0*</b> Shakopee-40188 Red Oak-40195 Italy, TX -41222	\$3.43	TBD	TBD	TBD
<b>8-16-11+2S</b> Shakopee, MN -40568 Middlepoint, OH 41266	\$3.68	TBD	TBD	TBD
<b>Feast<sup>®</sup> XL 26-0-0+0.5B</b> Shakopee, MN – 8459 Italy, TX -41237	\$3.98	TBD	TBD	TBD
<b>2-15-19+3S</b> Red Oak, IA - 42630	\$3.98	TBD	TBD	TBD
<b>Side-Kick<sup>™</sup> 0-0-25+17S</b> Shakopee, MN -38737 Red Oak, IA -38707 Middle Point, OH -38740 Italy, TX -41245	\$3.70	TBD	TBD	TBD

August 1, 2007 – September 28, 2007 Pricing – Must be shipped prior to December 21, 2007.

### Introductory Prices

<i>Full Payment Period</i>	August 1, 2007 – September 28, 2007	September 29, 2007 – December 7, 2007	December 8, 2007 – February 1, 2008	February 2, 2008 – August 31, 2008
<b>3-18-18</b> Shakopee, MN -7211 Red Oak, IA -7205 Middle Point, OH -39958 Italy, TX -41201	\$4.72	TBD	TBD	TBD
<b>9-18-9</b> Shakopee, MN -7112 Red Oak, IA -7101 Middle Point, OH -39941 Italy, TX -41210	\$4.30	TBD	TBD	TBD
<b>8-24-0*</b> Shakopee, MN –40188 Red Oak, IA -40195 Italy, TX -041222	\$4.12	TBD	TBD	TBD
<b>8-16-11+2S</b> Shakopee, MN -40568 Middle Point, OH -41266	\$4.41	TBD	TBD	TBD
<b>Feast<sup>®</sup> XL 26-0-0+0.5B</b> Shakopee, MN – 8459 Italy, TX -41237	\$4.78	TBD	TBD	TBD
<b>2-15-19+3S</b> Red Oak, IA - 42630	\$4.78	TBD	TBD	TBD
<b>Side-Kick<sup>™</sup> 0-0-25+17S</b> Shakopee, MN -38737 Red Oak, IA -38707 Middle Point, OH -38740 Italy, TX -41245	\$4.42	TBD	TBD	TBD

\*Not available for shipping until February 15, 2008

\* Situations beyond Conklin's control may impact availability or pricing. Pricing may change at any time without notice.



## 2007-2008 FEAST<sup>®</sup> 55-Gallon Drum & Mini-Bulk Program

- All prices are F.O.B. Distribution Center. These sizes are considered special order items. Refer to your current Pocket Pricer for additional details.
- Those IBOs who have current Pro Ag I Training will receive an additional \$0.05 per gallon discount on 55 gallon drum and mini-bulk orders of the Feast<sup>®</sup> formulation listed; this discount is only for orders placed in the qualified IBO's own name at the time of full payment.
- The D.C. handling fee has been waived on these products and sizes.
- CONKLIN PAYS FREIGHT on full truckloads under the 40/40 Plan (40,000 pounds) or \$40,000. Conklin and the IBO split the freight cost equally under the 25/25/50 Plan on partial truckloads (25,000 pounds) or \$25,000. These plans apply only to Conklin non-bulk (packaged) products, excluding bagged lime and gypsum, shipped to destinations in the 48 U.S. contiguous states. One additional stop is allowed on the 40/40 Plan. If there is an additional stop, there will be a drop charge of \$75.00 as well as a charge for out-of-route miles to the final destination. When a multiple drop shipment is requested, the freight will be configured based on the destination zip code. The destination zip code will be based upon the shortest route. Due to rising fuel costs there will be a flat charge of \$100 for shipments that qualify under the 25/25/50 plan and \$200 for shipments that qualify under the 40/40/100 plan. This charge will assist in covering the fuel surcharge imposed by carriers for the increase in the price of diesel fuel. Conklin reserves the right to change this program at any time.
- All eligible non-bulk (packaged) division products (including liquid fertilizer in 55-gallon and mini-bulk) qualify toward weight.
- IBO PAYS FREIGHT on all other orders, including bulk (truckload) fertilizer. Carrier recommendations and shipping costs may be requested from Conklin Company. All shipments will be made F.O.B., shipping point.
- Delivery will be at time of payment or free winter storage is available until March 28, 2008.

### **Please call:**

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## 2007-2008 FEAST<sup>®</sup> 55-Gallon Drum & Mini-Bulk Program Shakopee, Minnesota

### Factory Wholesale Prices

Product	Part Number	Size	August 1, 2007 through September 28, 2007		September 29, 2007 through August 31, 2008	
			Price	Cost/Gallon	Price	Cost/Gallon
Feast <sup>®</sup> XL 26-0-0+0.5B	54601	55 gallon	\$283.25	\$5.15	TBD	TBD
	54965	275 gallon	\$1353.00	\$4.92		
9-18-9	7161	55 gallon	\$261.25	\$4.75	TBD	TBD
	7179	250 gallon	\$1130.00	\$4.52		
3-18-18	7260	55 gallon	\$277.75	\$5.05	TBD	TBD
	7288	250 gallon	\$1205.00	\$4.82		
Side-Kick <sup>™</sup> 0-0-25+17S	38711	55 gallon	\$284.35	\$5.17	TBD	TBD
	38729	220 gallon	\$1086.80	\$4.94		

### Introductory Purchase Prices

Product	Part Number	Size	August 1, 2007 through December 7, 2007		December 8, 2007 through August 31, 2008	
			Price	Cost/Gallon	Price	Cost/Gallon
Feast <sup>®</sup> XL 26-0-0+0.5B	54601	55 gallon	\$339.90	\$6.18	TBD	TBD
	54965	275 gallon	\$1623.60	\$5.90		
9-18-9	7161	55 gallon	\$313.50	\$5.70	TBD	TBD
	7179	250 gallon	\$1356.00	\$5.42		
3-18-18	7260	55 gallon	\$333.30	\$6.06	TBD	TBD
	7288	250 gallon	\$1446.00	\$5.78		
Side-Kick <sup>™</sup> 0-0-25+17S	38711	55 gallon	\$341.55	\$6.21	TBD	TBD
	38729	220 gallon	\$1304.60	\$5.93		

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## 2007 to 2008 Feast® Liquid Fertilizer Program Booking Program Option

1. A Conklin IBO must make the full \$0.50 per gallon non-refundable deposit in his or her own name. There is a 250 gallon booking minimum for each formulation and a 250 gallon booking minimum for fully paid orders in each IBO name and number in this program. If the IBO is Pro Ag trained, the deposit is still \$0.50 per gallon. The \$0.05 per gallon Pro Ag I training discount to qualified IBOs will apply at the time of full order payment. Booked gallons are *transferable into other IBO names* in the same personal organization only at the time of full order payment.
  - Booked orders must be fully paid by August 31, 2008.
  - If the deposit is not used toward a fully paid fertilizer order by August 31, 2008, then the booking will be cancelled and the deposit will become part of the general convenience account of the IBO at that time and may be used toward the purchase of any Conklin products.
  - The fertilizer credit program *may not* be used to make the \$0.50 per gallon deposit. However, qualified managers may use this program at the time of full order payment.
  - Only the formulations listed in the chart above are eligible for early booking.
  - For 2007-2008, booked orders may only be placed through the Shakopee, Minnesota distribution center.

(Deposit Period Runs from September 28, 2007 – December 7, 2007 only)

Standard Formulations	Deposit Amount	FW Base Price Per Gallon (bulk) if fully paid on or before August 31, 2008
Feast® XL 26-0-0+0.5B	\$0.50	TBD
9-18-9	\$0.50	TBD
3-18-18	\$0.50	TBD
8-24-0	\$0.50	TBD
8-16-11+2S	\$0.50	TBD
2-15-19+3S	\$0.50	TBD
Side-Kick™ 0-0-25+17S	\$0.50	TBD

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## Summary of Opportunities for Commission Active Conklin Field Managers

### 2007-2008 FEAST® FERTILIZER 55-GALLON, MINI-BULK, AND TRUCKLOAD (BULK) PROGRAM

Program Feature	Available for	Purpose	How to Utilize														
<b>Field Management Commission</b>	All Sizes; C.V. (commission value) per gallon: through September 28, 2007  <table style="margin-left: 20px; border: none;"> <tr><td>9-18-9</td><td style="text-align: right;">\$2.40</td></tr> <tr><td>3-18-18</td><td style="text-align: right;">\$2.65</td></tr> <tr><td>8-24-0</td><td style="text-align: right;">\$2.10</td></tr> <tr><td>8-16-11+2S</td><td style="text-align: right;">\$2.40</td></tr> <tr><td>26-0-0+0.5B</td><td style="text-align: right;">\$2.60</td></tr> <tr><td>2-15-19+3S</td><td style="text-align: right;">\$2.60</td></tr> <tr><td>0-0-25+17S</td><td style="text-align: right;">\$2.70</td></tr> </table>	9-18-9	\$2.40	3-18-18	\$2.65	8-24-0	\$2.10	8-16-11+2S	\$2.40	26-0-0+0.5B	\$2.60	2-15-19+3S	\$2.60	0-0-25+17S	\$2.70	Provides incentive for field managers to build an organization based on fertilizer sales.	Depending on the field management level, a manager will earn commissions (C.V. times the appropriate percentage) each cycle that fertilizer orders are placed.
9-18-9	\$2.40																
3-18-18	\$2.65																
8-24-0	\$2.10																
8-16-11+2S	\$2.40																
26-0-0+0.5B	\$2.60																
2-15-19+3S	\$2.60																
0-0-25+17S	\$2.70																
<b>Sales and Service Commission</b> \$0.45 per gallon	Mini-Bulks and Truckloads (Bulk)	Provides incentive to sell, coordinate and deliver orders of bulk and mini-bulk fertilizer products.	A Manager has the option to have this commission deducted from any single truckload (4,000 gallon minimum) order at the time of order placement.  The IBO (Team Leader and above) must specify the placement of the "Sales and Service Commission" when ordering fertilizer.														
<b>Early Shipping Rebate</b>	All purchasers of bulk fertilizer formulations involved in the fertilizer program.	Provides incentive to deliver product early in the fertilizer season.	1. Receive a \$0.20 per gallon rebate if fertilizer is shipped between August 1, 2007 and December 21, 2007. 2. Receive a \$.10 per gallon rebate if fertilizer is shipped between December 22, 2007 – February 15, 2008.  Shipping rebate applies to cash purchase, booking orders and high volume one price options.														
<b>High Volume "One" Price Option #1</b>		Offers an incentive to high volume individuals and organizations by allowing for unlimited gallons at one "best" price for the entire fertilizer season.	To qualify you must: 1. Fully pay for at least 20,000 gallons by December 7, 2007.  Once qualified: <ul style="list-style-type: none"> <li>— All additional truckloads purchased by August 31, 2008 will be priced at the second full payment period price. (see page 2 for second payment period pricing)</li> <li>— All gallons shipped between December 22, 2007 and February 15, 2008 will earn a volume incentive of \$0.15 per gallon.</li> <li>— All gallons shipped after February 16, 2008 will earn a \$0.10 volume incentive.</li> <li>— If 20,000 gallons are shipped before December 21, 2007, then a volume incentive of \$0.15 per gallon is earned on gallons shipped after February 16, 2007.</li> </ul> This rebate is in lieu of the early shipping rebate.														
<b>High Volume "One" Price Option #2</b>		To offer an incentive to high volume individuals and organizations by allowing for unlimited gallons at one "best" price for the entire fertilizer season.	To qualify you must: 1. Fully pay for at least 12,000 gallons by December 7, 2007.  Once qualified: <ul style="list-style-type: none"> <li>— All additional truckloads purchased by August 31, 2008 will be priced at the second full payment period price plus 10 cents per gallon. (see page 2 for second payment period pricing)</li> <li>— All gallons shipped between December 22, 2007 and February 15, 2008 will earn a volume incentive of \$0.10 per gallon.</li> <li>— All gallons shipped after February 16, 2008 will earn a \$0.05 volume incentive.</li> <li>— If 12,000 gallons are shipped before December 21, 2007, then a volume incentive of \$0.10 per gallon is earned on gallons shipped after February 16, 2007.</li> </ul> This rebate is in lieu of the early shipping rebate.														

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## 2007-2008 AgroVantage Division Companion Agronomic Products Programs

**All non-fertilizer (N-P-K-S) products are considered companion agronomic products and qualify for the following programs.**

The minimum purchase quantity for bulk secondary and micro nutrients is 250 gallons per container and one IBO account number.

### PRO AG 1 Discount Program

IBOs who have attended Pro Ag I Training within the past 5 years will receive an additional 3% discount on all companion ag product purchases and \$0.05 per gallon discount on 55-gallon, mini-bulk and bulk Feast<sup>®</sup> liquid fertilizers. All IBOs who have previously attended the course may renew the 3% and \$0.05 per gallon discounts by continuing their education through the auditing program.

### CCA Discount Program

An IBO who has current certification as a Certified Crop Advisor (CCA) will also receive an additional 2% discount on all companion ag product purchases. CCA certification discounts will be reviewed annually by Conklin staff.

### CASH Discount Program

When a Conklin IBO purchases companion ag products (this does not apply to fertilizer formulations in any size)) during the purchase periods described below, the cash discounts as outlined in the discount schedule will apply. These discounts are NOT in addition to discounts earned if the IBO has also attended the Lawn Pro I training program.

### **“One-Price Option” for Companion Ag Products**

Purchase \$5,000 of companion ag products by December 7, 2007 and then receive a 5% discount on companion ag products until August 31, 2008. Calcium products and fertilizer products do not apply to this companion ag product “one-price option”. This discount program applies only to purchases in the IBO’s name.

Purchase Period	Pro Ag 1 Discount	CCA Discount	Cash Discount	Total Discount Available
August 01, 2007 – September 28, 2007	3%	2%	9%	14%
September 29, 2007 – December 7, 2007	3%	2%	5%	10%
December 8, 2007 – February 1, 2008	3%	2%	3%	8%
February 2, 2008 – August 31, 2008	3%	2%	0%	5%



**Example: Feast<sup>®</sup> 9-18-9 bulk purchased by September 28 and shipped by December 21, 2007**

Base price, MN, IA, TX and Ohio locations (August 1 – September 28)	(3.58)
Shipping Rebate for shipping before Dec 21	(0.20)
Pro Ag 1 Training Discount	(0.05)
Sales and Service Commission (placed-by manager)	(0.45)
Sales Manager Field Management Commission (5% of C.V. \$2.40)	(0.12)

**Bottom Line** (2.76)  
 (does not include freight)

**Example: Feast<sup>®</sup> 8-16-11+2S bulk purchased by September 28 and shipped by December 21, 2007**

Base price, MN, IA, TX and Ohio locations (August 1 – September 28)	(3.68)
Shipping Rebate for shipping before Dec 21	(0.20)
Pro Ag 1 Training Discount	(0.05)
Sales and Service Commission (placed-by manager)	(0.45)
Sales Manager Field Management Commission (5% of C.V. \$2.40)	(0.12)

**Bottom Line** (2.86)  
 (does not include freight)

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