

Message

From: MAGIN, KIMBERLY M [AG/1000] [/O=MONSANTO/OU=NA-1000-01/CN=RECIPIENTS/CN=38671]
Sent: 12/10/2012 1:49:51 PM
To: PIERSON, PAULETTE [AG/1000] [paulette.pierson@monsanto.com]
CC: MAGIN, KIMBERLY M [AG/1000] [kimberly.m.magin@monsanto.com]
Subject: RE: Highlights for BOD letter

Monsanto-SOCC Meeting

Monsanto representatives met with Save Our Crops Coalition (SOCC) lead Steve Smith, staff and a Red Gold grower to discuss Roundup Ready Xtend soybeans and recent progress for this dicamba tolerant trait. A high level update was provided to this group featuring label driven application practices, restrictions on formulations, tank clean out advancements and commitment to establish minor crop tolerances. Smith emphasized he wants to facilitate a reasonable outcome and prevent off target movement from tank contamination, volatility and drift, his number one concern. Throughout our conversation, we heard three consistent objections.

1. Objected to use of Clarity because of volatility. He said he" saw it as his job to prevent us from allowing the use of Clarity and making a mistake. You can put lipstick on a pig, but it is still a pig".
2. No distance is acceptable when the wind is blowing in the direction of a sensitive crop, regardless of how applied or formulation.
3. Fear that exceptions to the rule will hurt sensitive crops, e.g., concern when application requirements are not followed. "Farmer applicators will get sloppy and not follow the rules"

Redgold has 53 tomato growers in IN and OH, with an average crop value of 10 K per acre. David Howell, the Red Gold grower we met with, who grows tomatoes, corn and beans, offered that he would be comfortable to spray dicamba on his farm next to his tomatoes if the wind was blowing away from them. At the conclusion of our meeting, Smith reiterated he wants an open and continued dialogue and this after understanding we did not intent to negotiate an agreement similar to Dow's. At our next encounter with Smith a few weeks later however, Smith downplayed our meeting and spoke poorly of Monsanto's progress. (Magin, Tobin and Hauf)

Monsanto Speaks with Specialty Crop Processors

Monsanto representatives met with key processors (Seneca, Del Monte, and Lakeside) as well as influential academics at the Midwest Food Processors Association (MWFPA) Meeting to discuss Roundup Ready Xtend soybean cropping system recently during their annual meeting to provide an update on our commercial plans. Important highlights included restrictions to be made to available over the top formulations, commitment to establish minor crop tolerances by 2015, label driven application practices and progress toward lower volatility formulations for system use. Feedback and processor reaction was favorable and requested continued outreach and discussion. (Hauf and Magin)

office: 314-694-6761
 mobile: 314-409-2935

From: PIERSON, PAULETTE [AG/1000]
Sent: Monday, December 10, 2012 8:47 AM
To: WHITTLE, MELINDA C [AG/1000]; STANTON, MARSHA A [AG/1000]; JOEHL, STEVE E [AG/1000];
 MAGIN, KIMBERLY M [AG/1000]
Cc: TOBIN, JIM P [AG/1000]
Subject: Highlights for BOD letter
Importance: High

Good Morning Team,

Our key accomplishments for the month are due today for the board of directors' letter. Please get me your highlights by noon today. Thank you.

Paulette
 Paulette Pierson, Ph.D.

Director, Vegetable Industry Affairs
Monsanto Company
Mail Zone A2N
800 North Lindbergh Blvd.
St. Louis, MO 63167
Phone: (314) 694-5620
Mobile: (314) 780-7420
Fax: (314) 694-4228