

From: gary.schmitz@basf.com [gary.schmitz@basf.com]
Sent: 10/12/2012 3:50:34 AM
To: rick.chamblee@basf.com
Subject: Top gun

Rick,

Brady Kappler is my nominee for Top Gun. Currently, he is \$778k below budget which is pretty good considering the drought year. The next closest rep is -\$7M.

The University meeting I would rate as neutral. They left still believing that Engenia volatilizes. We discussed other possibilities such as treated soil particle movement. I think overall the meeting reinforced relationships and we will move forward with additional research projects for next year.

Let me know if you need anything else.

Thanks,
Gary

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