

**From:** gary.schmitz@basf.com [gary.schmitz@basf.com]  
**Sent:** 12/16/2012 8:12:59 PM  
**To:** luke.l.bozeman@basf.com  
**Subject:** Re: Volatility slide

Luke,

I hope you understand that this is a credibility issue. When we launched Clarity (and Distinct and Status) we told our customers that it did not volatilize or at least volatilization was insignificant. We have continued to preach that message until the present day. We will have no credibility with many customers if we now show them that Clarity did volatilize however, Engenia fixes that. The bottom line is that Engenia is less volatile than Clarity but both are insignificant. This is what we need to convey in the slide.

Thanks,  
Gary

**Gary L Schmitz**

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Luke L Bozeman—12/16/2012 10:36:10 AM—I will redo slide. Should not leave the impression that the rate is constant over time. Luke L. Boz

**From:** Luke L Bozeman/NA/BASF  
**To:** Gary L Schmitz/NVA/RTP/BASF-CORP/BASF@BASF  
**Date:** 12/16/2012 10:36 AM  
**Subject:** Re: Volatility slide

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I will redo slide. Should not leave the impression that the rate is constant over time.

**Luke L. Bozeman**  
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Gary L. Schmitz—12/06/2012 05:11:46 PM—Just a note. I am concerned about the dicamba volatility slide you used. Clarity lost 1.9 % per day

**From:** Gary L Schmitz/NVA/RTP/BASF-CORP/BASF  
**To:** Luke L Bozeman/NA/BASF  
**Date:** 12/06/2012 05:11 PM  
**Subject:** Volatility slide

Just a note. I am concerned about the dicamba volatility slide you used. Clarity lost 1.9 % per day over 8 days. My math shows that we lost 15.2% of the Clarity through volatility. We have been telling customers for years that it is nonvolatile. This data indicates differently.

Gary Schmitz