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**Subject:** Re: responses for why new dicamba formulation? upcoming meetings

Hi Scott:

While MON may have been the driving factor, we cannot indicate this to the public as it is considered part of our confidential agreement.

Better rationales would be:

1. Clarity has come off patent, so a new formulation provides a better business position.
2. Ensuring continual product stewardship which includes formulation improvement.

Cheers,

**Susanne Lingard**  
 Global Regulatory Product Manager - Herbicides

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Scott H Jackson---01/06/2012 10:47:10 AM---Hi Wendy You mentioned you were asked at the last state meeting - if there is no issue with dicamba,

**From:** Scott H Jackson/NVA/RTP/BASF-CORP/BASF  
**To:** Wendy Bair Johnson@BASF, Jeffrey H Birk/APN/RTP/BASF-CORP/BASF@BASF, Susanne Lingard/APN/RTP/BASF-CORP/BASF@BASF, Andrew J Goetz/NVA/RTP/BASF-CORP/BASF@BASF  
**Date:** 01/06/2012 10:47 AM  
**Subject:** responses for why new dicamba formulation? upcoming meetings

Hi Wendy

You mentioned you were asked at the last state meeting - if there is no issue with dicamba, why new formulations? After thinking about this a bit, the answer seemed direct for me - because our business partner asked us to develop a new one. On a deeper look, we could say it was a condition of the business partnership. Reasons stem from tank mix compatibility to others such as what Monsanto needed for their new formulation(s).

So if I get asked depending on the question asker, my responses will be:

- A) Our business partner asked us to do this (best large audience answer)
- B) Our business partner asked us to do this, and it was a condition of the partnership (probably best answer to a regulator)
- C) If more questions are asked (why) - Reasons stem from tank mix compatibility to others such as what Monsanto needed for their new formulation(s)

That will be my story - and I'll do my best to stick to it !

Scott

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