

## Message

**From:** SCHULZ, DANIEL R [AG/1000] [/O=MONSANTO/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=DRSCHU096]  
**Sent:** 6/13/2017 9:49:21 PM  
**To:** RUBISCHKO, RYAN [AG/1000] [ryan.rubischko@monsanto.com]  
**Subject:** RE: Xtendimax question on waiving surcharges to match Engenia in marketplace

Thank you Ryan for closing the loop and bringing closure on this. My gut is similar to yours. Not sure that a surcharge is impacting our business right now. They are waiting till the last minute and shouldn't be upset about a modest charge. I will forward you some interesting market research I received from Purdue today. Interesting assessment that much of the Xtend acreage was planted to protect themselves from neighbors who might be using dicamba? Gotta admit I would not have expected this in a market research document.

**From:** RUBISCHKO, RYAN [AG/1000]  
**Sent:** Monday, June 12, 2017 3:36 PM  
**To:** HALLERAN, AMY M [AG/1000] <amy.m.halleran@monsanto.com>; SCHULZ, DANIEL R [AG/1000] <daniel.r.schulz@monsanto.com>  
**Cc:** LEONE, HEATHER R [AG/1000] <heather.r.leone@monsanto.com>; VAN DER WALT, COBUS 1 [AG/1000] <cobus.1.van.der.walt@monsanto.com>; KEEL, SIMONE M [AG/1000] <simone.m.keel@monsanto.com>; MUDD, KIM M [AG/1000] <kim.m.mudd@monsanto.com>; FRENCH JR, JAMES E [AG/1000] <james.e.french.jr@monsanto.com>  
**Subject:** RE: Xtendimax question on waiving surcharges to match Engenia in marketplace

Heather/Amy,

Based on feedback from a few SAMs and Jim there is not support for waiving surcharge at this point. We can revisit if we hear additional feedback.

Ryan

**Ryan Rubischko**  
*North America Dicamba Portfolio Lead*



**Mobile:** 651-338-4567  
**Office:** 314-694-2467  
**Email:** [ryan.rubischko@monsanto.com](mailto:ryan.rubischko@monsanto.com)

**From:** RUBISCHKO, RYAN [AG/1000]  
**Sent:** Monday, June 12, 2017 2:21 PM  
**To:** HALLERAN, AMY M [AG/1000] <amy.m.halleran@monsanto.com>; VAN DER WALT, COBUS 1 [AG/1000] <cobus.1.van.der.walt@monsanto.com>; LEONE, HEATHER R [AG/1000] <heather.r.leone@monsanto.com>  
**Cc:** MUDD, KIM M [AG/1000] <kim.m.mudd@monsanto.com>; SCHULZ, DANIEL R [AG/1000] <daniel.r.schulz@monsanto.com>; KEEL, SIMONE M [AG/1000] <simone.m.keel@monsanto.com>  
**Subject:** RE: Xtendimax question on waiving surcharges to match Engenia in marketplace

All,

I spoke with Heather and would like to gain more feedback before making a change since to date this is the first I've heard of this issue. We do incur additional costs and reason for us having surcharge in first place. I will check with a few SAMs to see if this is issue worth addressing and will provide feedback.

Highly Confidential

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RR

**Ryan Rubischko**

*North America Dicamba Portfolio Lead*



**Mobile:** 651-338-4567  
**Office:** 314-694-2467  
**Email:** [ryan.rubischko@monsanto.com](mailto:ryan.rubischko@monsanto.com)

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**From:** HALLERAN, AMY M [AG/1000]  
**Sent:** Monday, June 12, 2017 2:03 PM  
**To:** VAN DER WALT, COBUS 1 [AG/1000]; LEONE, HEATHER R [AG/1000]  
**Cc:** MUDD, KIM M [AG/1000]; RUBISCHKO, RYAN [AG/1000]; SCHULZ, DANIEL R [AG/1000]; KEEL, SIMONE M [AG/1000]; HALLERAN, AMY M [AG/1000]  
**Subject:** RE: Xtendimax question on waiving surcharges to match Engenia in marketplace

I agree. Also per logistics surcharge process, Heather has the DOA to waive these.

Simone – what are your thoughts?

Heather – I say waive them case by case but before making a statement in the bulletin about waiving all of them, we need to ensure Ryan is on board.

Thanks,  
Amy

**From:** VAN DER WALT, COBUS 1 [AG/1000]  
**Sent:** Monday, June 12, 2017 1:06 PM  
**To:** LEONE, HEATHER R [AG/1000] <[heather.r.leone@monsanto.com](mailto:heather.r.leone@monsanto.com)>  
**Cc:** HALLERAN, AMY M [AG/1000] <[amy.m.halleran@monsanto.com](mailto:amy.m.halleran@monsanto.com)>; MUDD, KIM M [AG/1000] <[kim.m.mudd@monsanto.com](mailto:kim.m.mudd@monsanto.com)>; RUBISCHKO, RYAN [AG/1000] <[ryan.rubischko@monsanto.com](mailto:ryan.rubischko@monsanto.com)>; SCHULZ, DANIEL R [AG/1000] <[daniel.r.schulz@monsanto.com](mailto:daniel.r.schulz@monsanto.com)>; KEEL, SIMONE M [AG/1000] <[simone.m.keel@monsanto.com](mailto:simone.m.keel@monsanto.com)>  
**Subject:** Re: Xtendimax question on waiving surcharges to match Engenia in marketplace

All,

Given where we are and we want to move more volume, if this will help us to do so, my thinking is that we should wave it.

Cobus

On Jun 12, 2017, at 12:41, LEONE, HEATHER R [AG/1000] <[heather.r.leone@monsanto.com](mailto:heather.r.leone@monsanto.com)> wrote:

Hi,

I was just checking to see if a decision has been made on waiving the logistics surcharge? There are many orders on invoice hold due to being below the minimum shipping requirement so I am looking for direction on whether to have the surcharge applied or not to avoid any credit and rebills. Just to clarify, the minimum orders are shipping to customers, just not invoicing.

Thanks,  
Heather

Highly Confidential

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Pltfs-0190.0002

**From:** HALLERAN, AMY M [AG/1000]  
**Sent:** Friday, June 09, 2017 1:53 PM  
**To:** MUDD, KIM M [AG/1000] <[kim.m.mudd@monsanto.com](mailto:kim.m.mudd@monsanto.com)>; RUBISCHKO, RYAN [AG/1000] <[ryan.rubischko@monsanto.com](mailto:ryan.rubischko@monsanto.com)>; VAN DER WALT, COBUS 1 [AG/1000] <[cobus.1.van.der.walt@monsanto.com](mailto:cobus.1.van.der.walt@monsanto.com)>  
**Cc:** LEONE, HEATHER R [AG/1000] <[heather.r.leone@monsanto.com](mailto:heather.r.leone@monsanto.com)>; SCHULZ, DANIEL R [AG/1000] <[daniel.r.schulz@monsanto.com](mailto:daniel.r.schulz@monsanto.com)>; HALLERAN, AMY M [AG/1000] <[amy.m.halleran@monsanto.com](mailto:amy.m.halleran@monsanto.com)>; KEEL, SIMONE M [AG/1000] <[simone.m.keel@monsanto.com](mailto:simone.m.keel@monsanto.com)>  
**Subject:** RE: Xtendimax question on waiving surcharges to match Engenia in marketplace

Ryan –  
Please let us know your thoughts on this.

Thanks,  
Amy

**From:** MUDD, KIM M [AG/1000]  
**Sent:** Friday, June 09, 2017 1:13 PM  
**To:** RUBISCHKO, RYAN [AG/1000] <[ryan.rubischko@monsanto.com](mailto:ryan.rubischko@monsanto.com)>; VAN DER WALT, COBUS 1 [AG/1000] <[cobus.1.van.der.walt@monsanto.com](mailto:cobus.1.van.der.walt@monsanto.com)>  
**Cc:** HALLERAN, AMY M [AG/1000] <[amy.m.halleran@monsanto.com](mailto:amy.m.halleran@monsanto.com)>; LEONE, HEATHER R [AG/1000] <[heather.r.leone@monsanto.com](mailto:heather.r.leone@monsanto.com)>; MUDD, KIM M [AG/1000] <[kim.m.mudd@monsanto.com](mailto:kim.m.mudd@monsanto.com)>  
**Subject:** Xtendimax question on waiving surcharges to match Engenia in marketplace

All,  
CPS South Purchasing called me to give me a “heads up” on BASF allowing Engenia product to ship without a surcharge.

BASF is allowing 1 pallet, 1 cube and 500 g bulk orders to ship without a surcharge.

Purchasing feels that this will hurt us in the marketplace and business will move to BASF.

I wanted to pass on the information and see if we would waive surcharges on below minimum Xtendimax orders.

Thank you,

*Kim Mudd  
National Account Specialist  
Crop Protection Division  
Direct: 314-694-2131  
1-800-325-1224 ext 2131  
e-mail: [kim.m.mudd@monsanto.com](mailto:kim.m.mudd@monsanto.com)*