

Message

From: MORGAN, RANCE E [AG/1000] [/O=MONSANTO/OU=NA-1000-01/CN=RECIPIENTS/CN=REMORGE]
Sent: 11/9/2016 9:09:24 AM
To: Giles, William [GilesW@helenachemical.com]
CC: STARLING, GREGORY [AG/1000] [gregory.starling@monsanto.com]; OBannon, James (Bubba) [OBannonJ@helenachemical.com]; Webber, Joseph [WebberJ@helenachemical.com]; Milholland, Robert [MilhollandR@helenachemical.com]; Brock, Chad [BrockC@helenachemical.com]
Subject: RE: Xtend soybean supply
Attachments: Soybean 2016 MD Harvest Yield Disease.xlsx; 2016- UofA Xtend vs Liberty Comparison.xlsx

Tripp,

For our discussion this morning, please note there are two attachments, the first one is a nice summary comparison of all our Asgrow Xtend varieties for Northeast AR, and Southeast boot heel. (make sure to scroll all the way to the right) this is important because it indicates high consistent performance from our varieties AG47X6 and AG46X7 and we are depending mainly on 47X6 because it is the largest variety by volume that we have for the delta's. This is the one we are filling most of the gaps with.

The second attachment is the U of A Xtend vs. Liberty, in this university trial we also had other Xtend varieties like Ag45X6 show good potential for heavy ground especially on poorly drained soils mainly for AR. It is important for us to remember, and I have to remind myself and the DSM's regularly that our Xtend beans are competing against Liberty Link varieties (not themselves) Now this is a general statement but in the past the LL varieties have not been as consistently high yielding as our RR2's now we have Xtend varieties that are beating our RR2's. I think the Xtend technology will drive demand (we should have announcement on label approval this week) and that will help people make their minds up that are on the fence between technologies.

I will call shortly and we can discuss the specifics around Ag46X6 and as always we will work to fill your needs but I think it is important for my guys to sell the mix of Xtend that we have. Not every variety can be the best variety but when we remember that we are displacing the Liberty acre. There are many good choices in our mix and we need your help to sell them all. Even think of the possibilities with double crop acres behind wheat that we have totally lost out on to LL over the past years. Varieties like Ag49x6 will be perfect for that. We have more potential this year than I have seen since 09 to blow it out.

Go TRUMP!!!

Rance

From: Giles, William [mailto:GilesW@helenachemical.com]
Sent: Tuesday, November 08, 2016 9:57 AM
To: MORGAN, RANCE E [AG/1000]
Cc: STARLING, GREGORY [AG/1000]; OBannon, James (Bubba)
Subject: RE: Xtend soybean supply

Thanks, Im with you 100% on that. Just knew you were a busy man and wanted to start the conversation via email. Look forward to talking to you Rance!

From: MORGAN, RANCE E [AG/1000] [mailto:rance.e.morgan@monsanto.com]
Sent: Tuesday, November 08, 2016 9:50 AM
To: Giles, William
Cc: STARLING, GREGORY [AG/1000]; OBannon, James (Bubba); Brock, Chad
Subject: RE: Xtend soybean supply

Tripp,

I will call you in a little while – much rather have a conversation, I can talk better than I type.

From: Giles, William [<mailto:GilesW@helenachemical.com>]
Sent: Tuesday, November 08, 2016 9:39 AM
To: MORGAN, RANCE E [AG/1000]
Cc: STARLING, GREGORY [AG/1000]; OBannon, James (Bubba); Brock, Chad
Subject: Xtend soybean supply

Rance,

Greg and I are in need of your help on some Asgrow 46X6 soybeans for 2017. We had a grower, Matt Musgraves, that we sold 800 bags of 46X6 too this spring. Monsanto was able to contract 300 to 400 acres of these from Matt for seed bean production. I am asking for your consideration on supply of 46X6 that Matt will sell to Monsanto for seed production. (Estimated 18,000 bu of un-cleaned seed) At this point 1000 units is all we have on our order at Clarkton for 46X6 per Greg. With all the dicamba drift complains that our growers incurred this year, we are forecasting all our growers will convert to Xtend soybeans for 2017. In saying this, it is very crucial to our business that we are able to source at least what we forecasted a month or so ago. If you don't have our early forecast, I will be glad to resend it to you. Please let me know what your thoughts are for all Xtend soybeans, most specially the 46X6 that we sold and supported you guys with on Matt Musgraves back in the spring. Thanks,

Tripp Giles Branch Manager Hayti
34085 State HWY 25
Clarkton, MO. 63837
Business (573) 448-5357
Cell (731) 445-5309
Email gilesw@helenachemical.com



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