

Message

From: TRAVERS, JEFF N [AG/1005] [/O=MONSANTO/OU=NA-1000-01/CN=RECIPIENTS/CN=JNTRAV]
Sent: 4/13/2015 8:43:50 AM
To: SANDBRINK, JOSEPH J [AG/1000] [joseph.j.sandbrink@monsanto.com]
CC: MONTGOMERY, ROBERT F [AG/1000] [robert.f.montgomery@monsanto.com]
Subject: RE: Norsworthy visit

This plays right into the script that BASF has built...they say, "BASF is the chemical company and WE know what we are doing!"

Stupid communication, for sure.

J

From: SANDBRINK, JOSEPH J [AG/1000]
Sent: Monday, April 13, 2015 7:50 AM
To: TRAVERS, JEFF N [AG/1005]
Subject: FW: Norsworthy visit

Come on man

From: SANDBRINK, JOSEPH J [AG/1000]
Sent: Saturday, April 11, 2015 5:38 PM
To: TRAVERS, JEFF N [AG/1005]
Subject: Fwd: Norsworthy visit

Hahaha. Difficulty in producing enough product for field testing. Hahaha bullshit

Sent from my iPhone

Begin forwarded message:

From: "MONTGOMERY, ROBERT F [AG/1000]" <robert.f.montgomery@monsanto.com>
Date: April 11, 2015 at 3:47:24 PM CDT
To: "ARAUJO, JENNIFER W [AG/1000]" <jennifer.w.araujo@monsanto.com>, "COLE, RICHARD M [AG/1000]" <richard.m.cole@monsanto.com>, "BHAKTA, TINA [AG/1000]" <tina.bhakta@monsanto.com>, "VAUGHN, TY T [AG/1000]" <ty.t.vaughn@monsanto.com>, "SANDBRINK, JOSEPH J [AG/1000]" <joseph.j.sandbrink@monsanto.com>, "MAGIN, KIMBERLY M [AG/1000]" <kimberly.m.magin@monsanto.com>, "MURDOCK, SHEA W [AG/1000]" <shea.w.murdock@monsanto.com>, "EICKHOFF, THOMAS E [AG/1000]" <thomas.e.eickhoff@monsanto.com>, "CHAMBERS, JOHN A [AG/1000]" <john.a.chambers@monsanto.com>, "PARIS, MIRIAM K [AG/1000]" <miriam.k.paris@monsanto.com>, "TRAVERS, JEFF N [AG/1005]" <jeff.n.travers@monsanto.com>, "MILLS, ANTHONY [AG/1000]" <anthony.mills@monsanto.com>
Subject: Norsworthy visit

I spoke with Jason Norsworthy Friday (4/10) afternoon regarding our visit to Fayetteville AR last Friday (4/3) with R. Cole, T. Bhakta, T. Vaughn and me. His overall reaction to the visit was highly positive. He commented that it cleared up several apparent inconsistencies. He felt that other academics would benefit from and appreciate similar information.

Jason believes that EPA may be concerned with more than just height reduction as injury measure. He commented that they ask lots of questions beyond height reduction. He noted that TES is never mentioned when EPA calls. He stated that they have called weekly since last summer

up until a month ago. Calls are initiated by EPA and not him. While EPA may be focused on TES, the AR Plant Board continues to press him and his colleagues for agronomic impacts including leaf malformation, yield and seed germination affects.

He suggested that we might consider providing a few milliliters of our lead Xtend formulation for testing by academics without interfering with production in our plant. We mentioned that we were not testing formulation this year because of the difficulty in producing quantities that would allow for broader testing.

He appreciated sharing of the curves reflecting soybean injury relative to dicamba concentration. He asked if we generated the data or used BASF data. He has some questions around the 0.29 g/ha Dicamba concentration rate at 70 feet as a TES buffer. How many studies conducted? Were the values means? Variability of the data? He would have like to have spent more time on that topic. I sense that he felt it did not correlate well with work that they are doing with low rates applied at various growth stages.

Our visit precipitated calls from BASF and DuPont the following Monday to have similar discussions technology and product update. They are scheduled to visit on 20th and 21st respectively. Field BASF rep called and let Jason know that Monsanto had supplied BASF with seed and there would be no need to access it from Americot. I hope that is being communicated to other university's academics.

We discussed the MO Plant Industry investigated field that was brought up at SWSS as an example of potential volatility. I told him I had some field photos that might clear up some of his concerns over perceived volatility in that performance inquiry. I think the photos that I have are more conclusive than the report EPA provided him.

I have tried to focus on some of Jason's concerns but I reiterate that sharing information paves the way for the trust that will lead to a smoother path to success. It appears that our competitors are utilizing that approach.

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