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**From:** [Redacted]  
**Sent:** 8/24/2009 5:13:09 PM  
**To:** HEYDENS, WILLIAM F [Redacted]  
**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

Bill,  
Some months ago, [Redacted] and I discussed that to get business required a direct link with \$. We had been struggling some time to do this but [Redacted] came up with this survey at precisely the right time. And wow it's hit the email circuit and getting the attention we need. Thanks for bringing me into the discussion.

WE had intended to talk around this on 16 Sept and to include [Redacted] at the meeting – I discussed with him this morning and he planned to fly in. However, [Redacted] has just arranged his first leadership team meeting on 15-16<sup>th</sup> (the 2 days I said I couldn't make!). So [Redacted] will almost certainly not join us, and I won't join the leadership team meeting. Not ideal! I'll talk to [Redacted] more tomorrow.

Regards

[Redacted]

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**From:** HEYDENS, WILLIAM F [Redacted]  
**Sent:** 24 August 2009 19:04  
**To:** [Redacted]  
**Subject:** FW: 09E065 - Roundup purchase intents - FTO.ppt

As follow-up, expect a meeting invite from Susan Palmer

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**From:** ADAMS, TOM H [Redacted]  
**Sent:** Monday, August 24, 2009 11:59 AM  
**To:** HEYDENS, WILLIAM F [Redacted]; GRAHAM, JEFF A CROP [Redacted]; HAUPFEAR, ERIC A [Redacted]  
**Cc:** PALMER, SUSAN T [Redacted]  
**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

Excellent – Susan, could you work to set something up. Preferably before the European meetings [Redacted] mentions

tom

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**From:** HEYDENS, WILLIAM F [Redacted]  
**Sent:** Monday, August 24, 2009 11:45 AM  
**To:** ADAMS, TOM H [Redacted]; GRAHAM, JEFF A CROP [Redacted]; HAUPFEAR, ERIC A [Redacted]  
**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

Tom,

OK, that's fine. So 'Round 1' would be the 4 of us, and as I suggested, I think we should have [Redacted] call in. Do you want to have Susan set this 1<sup>st</sup> meeting up, or do you want me to have my Admin do so? I'm thinking 90 minutes would be good – what's your thought? I will work with [Redacted] to get things ready.

Be aware that I am going to be in Brussels for a Glyphosate EU Re-registration Task Force Board meeting on September 15. [Redacted] intends to hold Monsanto meetings all day on the 16<sup>th</sup> to discuss where we stand on exactly all these issues – I believe he was going to try and involve Business folks in some of those meetings, but I don't know where that stands right now.

Bill

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**From:** ADAMS, TOM H [Redacted]  
**Sent:** Sunday, August 23, 2009 12:30 PM  
**To:** HEYDENS, WILLIAM F [Redacted] GRAHAM, JEFF A CROP [Redacted] HAUPFEAR, ERIC A [Redacted]  
**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

My sense from tracking the last few months and talking with Jeff is that people generally are on top of the issues but they are probably not broadly understood. My thinking was to get this group and whomever else you think necessary together mostly to take an inventory of what is going on relative and what the long term plan is – then update Ibrahim and team as well as Diego, Mike, etc. Reading [Redacted] note seems like there is a bit of panic and I would just like to make sure that is not necessary. Does this makes sense?

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**From:** HEYDENS, WILLIAM F [Redacted]  
**Sent:** Saturday, August 22, 2009 4:55 PM  
**To:** GRAHAM, JEFF A CROP [Redacted] ADAMS, TOM H [Redacted] HAUPFEAR, ERIC A [Redacted]  
**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

Tom,

I would be happy to coordinate an Europe FTO strategy update for you, but I need to know a little more about what you are looking for. If you just want a quick update among the 4 of us, that's fine - Jeff knows the whole surfactant/formulation angle. If you want to know the complete picture, I suggest we include [Redacted] (EU Chemistry Registration Manager) on the phone – I know 90+% of what's going on there, but his participation would allow a complete picture for you. Let me know.

FYI I leave for DC Monday and won't be back until Thursday.

Bill

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**From:** GRAHAM, JEFF A CROP [Redacted]  
**Sent:** Friday, August 21, 2009 8:20 AM  
**To:** ADAMS, TOM H [Redacted] HEYDENS, WILLIAM F [Redacted] HAUPFEAR, ERIC A [Redacted]  
**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

Tom – there seems to be information missing from this communication.

My Team has been working with the EU Team for the last 2+ years on the development and registration of "Zanussi" which is a low eco-tox formulation and a K-Salt.

There are recent developments (in the last 6+ Months) in Germany regarding certain types of surfactants used in our and other companies glyphosate herbicide products that are being dealt with by [Redacted] [Redacted] and his Regulatory Team in the EU.

Jeff Graham

Global Formulations Technology/Chemistry

Redacted

Office: Redacted

Mobile: Redacted

Fax: Redacted

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**From:** ADAMS, TOM H Redacted

**Sent:** Friday, August 21, 2009 8:12 AM

**To:** GRAHAM, JEFF A CROP Redacted; HEYDENS, WILLIAM F Redacted; HAUPFEAR, ERIC A Redacted

**Cc:** Redacted

**Subject:** FW: 09E065 - Roundup purchase intents - FTO.ppt

Bill – could you coordinate an update for me on the FTO strategy for Europe – what all the issues and actions are. I would like to understand well enough that the various efforts to know that we are doing everything we can. I think we should then target some time with Ibrahim’s team to make sure all the pieces are in place.

Does that make sense Redacted?

Tom

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**From:** Redacted

**Sent:** Friday, August 21, 2009 8:03 AM

**To:** ADAMS, TOM H Redacted

**Cc:** ANGELO, DIEGO Redacted; BUITRAGO, J C Redacted; FRANK, MICHAEL J Redacted

**Subject:** FW: 09E065 - Roundup purchase intents - FTO.ppt

Tom,

Please see here the answer of Redacted which I agree with as well. So formulations with clean label is a key need for Europe, which puts most of our K-salts out of the picture.

Best Regards

Redacted

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**From:** Redacted

**Sent:** Friday, August 21, 2009 7:53 AM

**To:** Redacted

Redacted

Redacted

Redacted

**Cc:** Redacted

**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

Thanks for sharing Redacted I’ve discussed this with Redacted end of July when he got the preliminary results: these are very bad, and are quantifying what the sales team was reporting already for weeks. To answer your statement, Redacted not there is no (clear) FTO strategy for Rup, and we are always in the reactive mode believing a good article or a ‘droit de réponse’ in the newspaper will make it: this will

NOT make it, I can tell you. Having said that several actions have been done and are in the works (eg creation of a scientific network in france), Regulatory approaches in Brussels, etc...but not a comprehensive strategy.

My personal view, as briefly discussed with [Redacted] is to have a comprehensive approach to the issue, with a multifunctional EU team. As part of the redesign, I plan to have a dedicated CA person for Roundup to coordinate and lead the EU Rup FTO Team ( if agreeable to the EMEA Rup LT); I can already tell you that this person will not do all the work alone as this is not just a CA issue again. However this appointment may/will help to drive the various angles we should attack this issue.. As an example the tox issue raised in France is not related to gly AI but to the surfactants (which drove the classification of Rup as dead tree, dead fish). One (the Rup FTO team) should investigate the portfolio option to get rid of the pb and keep the business: offer gvt to withdraw these formulations and ask the gvt to make it a regulation ( to have a leveled playing field) and (re)launch clean formulations (G3?). this is just the kind of ideas which need to be discussed as a team as of course these have multiple implications, while potentially changing the FTO ground for Rup in one go.

Don't want to fix the pb on email, but just give some perspective where I am. Can be assured that I will do my best to actively participate in the first Rup FTO team meeting, alongside with the newly appointed Rup FTO project lead. By the way if you have candidate names, feel free to share them with me.  
phc

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**From:** [Redacted]  
**Sent:** Friday, August 21, 2009 1:00 PM  
**To:** [Redacted] [Redacted] [Redacted]  
[Redacted]  
**Cc:** [Redacted]  
**Subject:** RE: 09E065 - Roundup purchase intents - FTO.ppt

Very clear cut results, I assume we have an FTO plan in place, we need to review with the team as we plan 2010.

Best regards,

[Redacted]

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**From:** [Redacted]  
**Sent:** venerdì 21 agosto 2009 11.46  
**To:** [Redacted] [Redacted]  
[Redacted]  
**Cc:** [Redacted] [Redacted]  
**Subject:** 09E065 - Roundup purchase intents - FTO.ppt

[Redacted]

Here's an excerpt from a recent piece of French Roundup market research. Internally on either side of the Atlantic we ask ourselves often if the FTO challenges that are being talked about mainly in France are actually impacting the business.

Since a few months, there have been negative pieces on Roundup in the French media almost on a weekly basis. The majority of growers (66%) have seen this on TV and the messages they play back in this research (slide 6) are exactly what is on these shows: 53% think Roundup is bad for the environment and 43% believe it's carcinogenic. As a reaction, 37% say they will use less Roundup in the future, that's more than half of the growers that have seen something on TV! Thank goodness only 6% think generics are better.

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If nothing else, I think this highlights the need for our continued involvement in Roundup FTO in Europe and warrants some dedicated investments in France: If 37% of the growers would have used half as much Roundup in 2009, the financial impact would have been greater than \$10m GM. I'm ready to declare that we running the risk of getting financially impacted by the Roundup FTO debate in France.

**Redacted**