

Deltapine® Bollgard® Transition 2010

What is the Bollgard Transition?

The U.S. registration for Monsanto's first generation Bollgard trait will expire on 9/30/2009. A proposal to allow some sales for 2010 planting is still under review by the EPA, and Monsanto should receive a response in August 2009.

Deltapine is the only brand that will have Bollgard products to sell for 2010. The following information is contained within the EPA proposal, but **HAS NOT BEEN APPROVED by the agency.**

Allocation Process

- Initial supply estimates have been announced and communicated the week of July 22nd 2009 and final supply quantities will be announced on or around August 20th, 2009, subject to later quality testing.
- Allocations will only be made to the **2008** Approved Distributor group.

Monsanto sells its Bollgard cotton seed products through only a system of pre-approved distributors.

Ordering

- Distributor Headquarters will manage allocations and submit orders to Monsanto by 9-16-09 (on the order form provided by Monsanto), as seed must be purchased and invoiced from Monsanto prior to September 30th 2009.
- If orders are called into Monsanto by independent retailers, distributor locations, grower and/or Monsanto field sales personnel they will be directed to the Distributor HQ and will not be accepted by Monsanto.
- Seed treatment options will be limited to Standard, Cruiser®, and AVICTA® Complete Cotton.
- Seed will be offered in 250K bags only.
- Credits will **NOT** be issued on returned bags.
- **All accepted orders are considered as final sale.**

Invoicing

- Seed (germplasm) will be invoiced by Monsanto at \$25.00/unit on or before 9/30/09 based on the orders placed by 9/16/09 (allowing distributor/retailer 7 business days to invoice grower). The balance of cost will be invoiced through the Agency/Tech Fee in 2010.
- All sales of Bollgard cotton seed must be made to the grower by 9/30/09 by authorized cotton technology dealers.
- Invoices for seed will carry the usual 80/20 terms (80% due June 25; 20% due August 25, 2010).
- Agency/Tech Fees on BG units sold will include the balance of the price and be collected from authorized cotton technology dealers in July 2010.



**DEDICATED TO COTTON.
COMMITTED TO YOU.®**

- Monsanto will provide the Agency/Tech Fee statement between February and April showing all grower invoices as they were reported via GPOS for the 2010 planting season.

GPOS Reporting

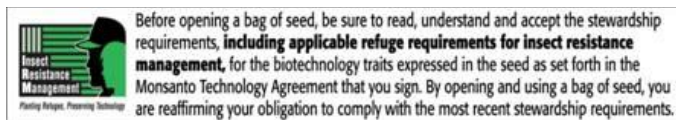
- All sales of Bollgard seed for 2010 planting must be reported by October 15th 2009.
- Sales not reported by October 15th will not be accepted, and no seed for late orders will be shipped.
- Monsanto Distributors will provide a spreadsheet of all units sold, wholesale and retail, including the purchaser's name, license number, invoice number, Deltapine product, and quantity.
- The Cotton Traits Operations Team will reconcile the GPOS against order information.

Delivery

- All Bollgard cotton seed will be shipped by February 28th, 2010 to distributor/dealer locations direct from Monsanto based on sales invoiced by September 30th, 2009 and reported via GPOS by October 15th, 2009.
- All seed shipped or available for shipment meets Monsanto and industry standards. We are unable to accommodate any special requests including seed size, bag weight, and or germ.

Licensing/Replant

- Farmers purchasing Bollgard cotton seed for a 2010 planting will receive an amendment to their limited-use license stating: 1) Bollgard cotton seed can only be planted in 2010; 2) Bollgard cotton seed will not be available for replants in 2010, and 3) any remaining bags of Bollgard cotton seed not planted must be returned to the retailer/seed company for final disposition.
- Any growers replanting with Deltapine brand Genuity™ Bollgard II / Roundup Ready® Flex Cottonseed will not be charged any incremental cost of trait or seed. Any seed treatment claims should be made with appropriate vendor.
- Growers may qualify for Roundup Rewards to cover other replant claims.
- The license for using Bollgard cotton seed for 2010 planting season will also require growers to purchase refuge qualifying products of seed in time for planting their refuge acres in 2010.



Pending approval by the EPA, Monsanto and its personnel will not have any influence on the amounts of Bollgard® seed ultimately allocated to retail locations and/or farmers.

Growers/Retailers should immediately contact their distributor/retailer for availability of 2010 Deltapine Bollgard Products.

Monsanto Company is a member of Excellence Through Stewardship(SM) (ETS). This product has been commercialized in compliance with the ETS Product Launch Stewardship Guidance and the Monsanto Product Launch Stewardship policy, after meeting applicable regulatory requirements in key export markets with functioning regulatory systems. Any crop or material produced from this product can only be exported to, or used, processed or sold in countries where all necessary regulatory approvals have been granted. It is a violation of national and international law to move material containing biotech traits across boundaries into nations where import is not permitted. Growers should talk to their grain handler or product purchaser to confirm their buying position for this product. Excellence Through Stewardship(SM) is a service mark of Biotechnology Industry Organization. **Cottonseed containing Monsanto traits may not be exported for the purpose of planting without a license from Monsanto.**

Growers may utilize the natural refuge option for varieties containing the Bollgard II® trait in the following states: AL, AR, FL, GA, KS, KY, LA, MD, MS, MO, NC, OK, SC, TN, VA, and most of Texas (excluding the Texas counties of Brewster, Crane, Crockett, Culberson, El Paso, Hudspeth, Jeff Davis, Loving, Pecos, Presidio, Reeves, Terrell, Val Verde, Ward and Winkler). The natural refuge option does not apply to **Bollgard II** cotton grown in areas where pink bollworm is a pest, including CA, AZ, NM, and the above listed Texas counties. It also remains the case that **Bollgard® and Bollgard II** cotton cannot be planted south of Highway 60 in Florida, and that **Bollgard** cotton cannot be planted in certain other counties in the Texas panhandle. Refer to the Technology Use Guide and IRM Guide for additional information regarding Bollgard II, Bollgard, natural refuge and EPA-mandated geographical restrictions on the planting of Bt cotton. **ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS.** Roundup Ready® crops contain genes that confer tolerance to glyphosate, the active ingredient in Roundup® brand agricultural herbicides. Roundup® brand agricultural herbicides will kill crops that are not tolerant to glyphosate. Bollgard®, Bollgard II®, Farming Advanced™, Genuity™, Genuity and Design™, Genuity Icons, Respect the Refuge and Cotton Design®, Roundup®, and Roundup Ready® are trademarks of Monsanto Technology LLC. Dedicated to Cotton. Committed to You.® and Deltapine® are registered trademarks of D&PL Technology Holding Company, LLC. ©2009 Monsanto Company. AVICTA® Complete Cotton and Cruiser® are trademarks of a Syngenta Group Company.