

Cotton Choices™

End Point Royalty for cotton

**Important information
for 2011/12 growers**



Overview of Cotton Choices™: End Point Royalty for cotton

An End Point Royalty has been available to cotton growers through the Cotton Choices™ program for the 2010/11 and 2011/12 seasons. The End Point Royalty choice has allowed growers to pay their technology fee at ginning via a set fee per bale.

The Cotton Choices™ program was implemented in response to grower requests for more flexibility in managing cash flow and production risk. The End Point Royalty choice is especially attractive for dryland growers as the increased flexibility allows dryland growers to plant cotton in seasons where they may otherwise plant an alternate crop.

How is the End Point Royalty payment calculated?

As outlined in the Cotton Choices™ 2011/12 Product Guide, available at www.cottonchoices.com.au, growers of Bollgard II® stacked with Roundup Ready Flex® cotton are able to pay for their technology via a set per bale fee after ginning has been completed.

Bollgard II with Roundup Ready Flex cotton and associated Roundup Ready Flex refuge will be charged at \$50 per bale of ginned lint (based on a 227kg bale).

End Point Royalty Invoices

Invoices for End Point Royalties owing will be distributed by your Technology Service Provider (TSP) as your cotton is ginned.



What should I do if I expect a low cotton yield?

Due to a number of reasons, including adverse seasonal conditions, growers participating in the End Point Royalty in 2011/12 may experience lower than expected cotton yields. As part of the General Terms and Conditions of the Technology User Agreement 2011/12, clause 6.4 (e) growers need to advise Monsanto if it is his/her or his/her consultants' opinion that any crop under the EPR program is likely to yield less than **1.25 bales bales/paddock hectare** (0.5 bales/acre).



Growers should notify Monsanto of expected low yields prior to February 15th, 2012 via the **End Point Royalty Low Expected Yield Notification Form**, enclosed with this guide. Monsanto will contact growers who submit this form and arrange an inspection of the crop as necessary.

Farm units participating in the End Point Royalty program where the yield is less than 1.25 bales bales/paddock hectare (0.5 bales/acre) and an End Point Royalty Low Expected Yield Notification Form has not been received by Monsanto may be subject to further auditing at Monsanto's discretion.

What should I do if I have cotton area that will not be harvested?





In addition to low yields, effects of current adverse seasonal conditions may affect cotton area harvested in the 2011/12 season. Any cotton area planted that will not be taken through to harvest needs to be reported to Monsanto via the **Late Planting Adjustment Form** prior to April 21st, 2012.

The Late Planting Adjustment Form is available through all Technology Service Provider (TSP) branches and should be completed with your Technology Service Provider (TSP) contact, as outlined in the General Terms and Conditions of the Technology User Agreement 2011/12.

Do you still have questions?

All questions should be directed to your Regional Business Manager (RBM)

Key Contacts

	Mick Fing Regional Business Manager Emerald, Dawson-Callide, Darling Downs	0417 305 717 michael.fing@monsanto.com
	Tom Luff Regional Business Manager MacIntyre, St George, Dirranbandi, Mungindi, Gwydir	0400 491 902 thomas.bernard.luff@monsanto.com
	Paul Brady Regional Business Manager Namoi, Walgett	0409 935 513 paul.t.brady@monsanto.com
	Luke Sampson Regional Business Manager Bourke, Macquarie, Lachlan, Murrumbidgee	0427 701 986 luke.sampson@monsanto.com

Monsanto Customer Operations: macca.help@monsanto.com

www.monsanto.com.au

Monsanto Australia

Head Office: 12/600 St Kilda Road, Melbourne, VIC 3004

Post: PO Box 6051, St Kilda Road Central, VIC 8008

Phone: 1800 069 569 **Fax:** 03 9522 6122

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