

MONSANTO



Cotton Choices™

YOU'RE IN CONTROL.



PRODUCT GUIDE 2011/12

Cotton Choices™

Cotton Choices™ is returning for the 2011/12 cotton season, continuing to provide you with flexibility in managing your cash flow and production risks.

By planting Bollgard II® stacked with Roundup Ready Flex® you are eligible to participate in the Cotton Choices™ program, where you make the choice on how and when you pay for your crop technology fees.

Cotton Choices™ offers eligible growers the choice between opting for a **Price Discount** on crop technology fees; selecting the added value of **Late Crop Removal (LCR) & Extended Terms**; or paying an **End Point Royalty (EPR)** per bale.

The Cotton Choices™ program applies to Bollgard II stacked with Roundup Ready Flex as well as any associated Roundup Ready Flex unsprayed refuge crops.

Only one Cotton Choices™ selection is permitted per farm unit. Your Cotton Choices™ selection must be nominated to your Technology Service Provider (TSP) by December 8th 2011.

Cotton Choices™ I: Price discount

Growers of Bollgard II stacked with Roundup Ready Flex can select a discount on their technology fees. *The discount applies to all Bollgard II stacked with Roundup Ready Flex on a selected farm unit.*



Product	Price (excl GST)	Payment date
Bollgard II stacked with Roundup Ready Flex	\$370 SAVE \$24/ha	28th Feb 2012
10% Roundup Ready Flex (unsprayed refuge)	\$75 SAVE \$4/ha	28th Feb 2012

Price discount - the fine print

- This discount only applies to Bollgard II stacked with Roundup Ready Flex and any associated Roundup Ready Flex unsprayed refuge, which is equal to 10% of the Bollgard II area as nominated in the planting audit.
- Late Crop Removal (LCR) is not available under this offer.

Cotton Choices™

2: Late Crop Removal (LCR) & Extended Terms

Growers of Bollgard II stacked with Roundup Ready Flex are entitled to the added value of Late Crop Removal (LCR) and extended payment terms until July 2012. LCR entitles you to receive a full refund on your technology fee if your crop is removed due to hail, drought or other adverse conditions or events.



New in 2011/12. Extended terms until the end of July 2012.

Product	Price (excl GST)	Grower Payment date
Bollgard II stacked with Roundup Ready Flex	\$401	31st July 2012
10% Roundup Ready Flex (unsprayed refuge)	\$79	31st July 2012

LCR - the fine print

- If for any reason your crop fails (hail, flood, sand storm, drought, herbicide drift etc) and is removed on or before April 20th 2012, Monsanto will refund you 100% of the technology fee on the hectares affected.
- This offer only applies to Bollgard II stacked with Roundup Ready Flex and any associated Roundup Ready Flex unsprayed refuge, which is equal to 10% of the Bollgard II area as nominated in the planting audit.

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3: End Point Royalty for cotton

Growers of Bollgard II with Roundup Ready Flex are able to pay their technology fee after they have ginned their cotton, via a set End Point Royalty (EPR) per bale.



Product	Price (excl GST)
Bollgard II stacked with Roundup Ready Flex	\$ 50 per bale of ginned lint*
Roundup Ready Flex (unsprayed refuge)	\$ 50 per bale of ginned lint*

Please note: The area based cap has been removed for 2011/12

EPR - the fine print

- All cotton on a farm unit must be placed under Cotton Choices™ 3: End Point Royalty for cotton – this includes both dryland and irrigated cotton.
- Farms cannot be split into separate farm units. If growers have questions they should contact their Monsanto Regional Business Manager to discuss.
*This refers to a standard 227kg bale of cotton lint.

Not Eligible for Cotton Choices™?

Standard Technology Fees for the 2011/12 season

Product	Price (excl GST)	Grower Payment date
Roundup Ready Flex	\$79	28th Feb 2012
Bollgard II	\$315	28th Feb 2012

What should I do next?

To find out more information contact your local Technology Service Provider (TSP) or visit www.cottonchoices.com.au

Do you still have questions?



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Please refer to the 2011/12 Bollgard II and Roundup Ready Flex Technology User Agreement Terms and Conditions before you plant for full details on the Cotton Choices program and on growing Monsanto's cotton traits in the 2011/12 season. Cotton Choices only applies to farms located south of the 22° parallel.

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