

# BIG COB HYBRIDS

## Seed Dealer Stewardship Policy

Seed dealers who are authorized to sell seed containing Monsanto patented technologies are responsible to clearly communicate Monsanto's stewardship policies to employees, especially those who manage seed and customer seed sales. Market research confirms that **growers listen to their seed dealers and retailers when it comes to stewardship**. Dealers are integral in communicating not just the importance of proper stewardship but also educating employees and customers on Monsanto Stewardship Policies.

Monsanto's Stewardship Policies are concentrated in the following key areas:

1. Grower Licensing - Monsanto Technology/Stewardship Agreement
2. Integrated Pest Management
3. Insect Resistance Management
4. Weed Resistance Management
5. Intellectual Property Protection and Seed Patent Infringement
6. Commodity Marketing Stewardship
7. Glyphosate Endangered Species Initiative

### 1. Grower Licensing: Monsanto Technology/Stewardship Agreement (MTSA)

- Seed containing Monsanto patented technologies can be sold only to growers who are properly licensed. Alfalfa, corn, cotton, canola, soybean, sugarbeets, sweet corn seed containing DroughtGard®, HarvXtra®, Performance Series®, Roundup Ready®, Roundup Ready Xtend®, or XtendFlex® traits can only be sold to growers who have a current, active, signed MTSA.
- The MTSA is a limited use license that allows growers to access Monsanto patented traits and germplasm.
- IT IS **RECOMMENDED** THAT THE DEALER/RETAILER ENSURE THAT THE GROWER IS PROPERLY LICENSED AT THE TIME OF PLACING THE SEED ORDER, AND IT IS **REQUIRED** THAT THE DEALER/RETAILER ENSURES THE GROWER IS PROPERLY LICENSED PRIOR TO DELIVERY OF SEED. Regularly check the "Grower License Lookup List" and the "Do Not License or Do Not Sell Monsanto Patented Traits" list posted on [www.mymonsanto.com](http://www.mymonsanto.com) and [www.corn-states.com](http://www.corn-states.com), as this list can change daily.
- Dealer/Retailer should check grower agronomic zone assignment at the time of order to minimize invoicing errors.

#### How to Obtain an MTSA:

Monsanto uses the AgCelerate Stewardship platform for grower licensing. AgCelerate is an industry wide licensing solution to assist our dealers/retailers in serving our current and growing MTSA licensing demands. AgCelerate enables the grower to take ownership of their licensing requirements removing some of your administrative responsibilities.

Let AgCelerate start helping you today by enrolling at [www.AgCelerate.com](http://www.AgCelerate.com). Once enrolled, AgCelerate provides up to date license and demographic information for all of your growers. AgCelerate also provides daily awareness of updates and changes to those growers recognized as "Do Not License or Do Not Sell Monsanto Patented Traits." AgCelerate provides multiple options for dealer/retailers to ensure growers are properly licensed, which will greatly improve the speed, transparency, and accuracy associated with the processing of an MTSA.

Visit [www.AgCelerate.com](http://www.AgCelerate.com) for information or call the AgCelerate Support Team at 866-784-4630. You may continue to visit [www.mymonsanto.com](http://www.mymonsanto.com) and [www.corn-states.com](http://www.corn-states.com) for license status inquiries.

Please note: Paper MTSA's will still be an option for growers even though use of the AgCelerate website is encouraged. If a dealer or grower would like a paper copy(s) of the MTSA form, please contact the AgCelerate Support Team at 866-784-4630.

Each fall, Monsanto provides each licensed grower with a letter reminding them of their MTSA obligations and a website link to the current Technology Use Guide (TUG) that also contains the new Terms and Conditions of the MTSA, <http://tug.monsanto.com/>.

## 2. Integrated Pest Management

Encourage growers to follow recommended Integrated Pest Management (IPM) practices, including proper crop rotation, multiple modes of action, scouting, and soil management practices. Sustainable IPM programs use current, comprehensive information on the life cycles of pests and their interaction with the environment. Additional information about IPM is available in the current Technology Use Guide (TUG) and [www.monsanto.com](http://www.monsanto.com). IPM programs include a combination of best management practices and prevention through the use of products, seeding rates, and planting technologies appropriate for each specific crop and geographical area. Some of these practices include:

- The use of proper crop rotation practices and multiple modes of action to control pests and make it more difficult for pests to adapt.
- Employment of appropriate scouting techniques and treatment decisions to preserve beneficial insects that can provide additional insect pest control.
- Destruction of crop residue immediately after harvest to avoid regrowth and minimize selection for resistance in late-season infestations.
- Use soil management practices that encourage destruction of over-wintering pests.

## 3. Insect Resistance Management

- The best way to preserve the benefits of insect protection through the use of biotechnology is to develop and implement an Insect Resistance Management (IRM) plan. It is the dealer's responsibility to make growers aware that IRM is a requirement when purchasing insect-protected seed.
- The EPA requires that Monsanto implement, and that growers who purchase insect-protected products follow, an IRM plan. IRM programs for B.t. traits are based upon an assessment of the biology of the major target pests, grower needs and practices, and appropriate pest management practices. These mandatory regulatory programs have been developed and updated in cooperation with grower and consultant organizations, including the National Corn Growers Association and the National Cotton Council, extension specialists, academic scientists, and regulatory agencies.
- These programs contain several important elements. One key component is a refuge. A refuge is simply a portion of the relevant crop (corn or cotton) that does not contain a B.t. technology for the insect pests targeted by the planted biotechnologies. The lack of exposure to B.t. proteins allows susceptible insects emerging from the refuge to mate with the rare resistant insects that may emerge from the B.t. crop. Susceptibility to the B.t. technology would then be passed onto their offspring, helping to preserve the long-term effectiveness of that and possibly other B.t. technologies.
- Growers who purchase seeds containing B.t. technology must plant a refuge.\* Refuge size, configuration and management are described in detail in the current IRM Grower Guide and in the Corn and Cotton sections of this Technology Use Guide.
- There are several sources of information available to help dealers and growers fully understand the IRM requirements for corn and cotton B.t. traits:
  - The IRM Grower Guide for B.t. corn products is located on the seed bag tag or can be accessed online by growers at [www.mymonsanto.com](http://www.mymonsanto.com), [www.corn-states.com](http://www.corn-states.com) and [www.genuity.com](http://www.genuity.com).
  - The Cotton IRM Guide is available for download from [www.mymonsanto.com](http://www.mymonsanto.com), [www.cotton-states.com](http://www.cotton-states.com), and [www.genuity.com](http://www.genuity.com).
  - Printed copies of the Cotton IRM Guide can also be obtained by calling 1-800-768-6387.
  - Dealers can obtain electronic copies of the Cotton IRM Guide at [www.mymonsanto.com](http://www.mymonsanto.com), [www.corn-states.com](http://www.corn-states.com), or on the agDealers app accessible from <https://mon.force.com/agDealers>.
  - The IRM Calculator is a corn refuge calculator app that can be downloaded from <http://www.ncga.com/irm-calculator>.
- Specific IRM requirements apply to products containing the following Monsanto Technologies (including where stacked with other traits):

# TRAIT STEWARDSHIP POLICIES FOR SEED COMPANY/DEALER

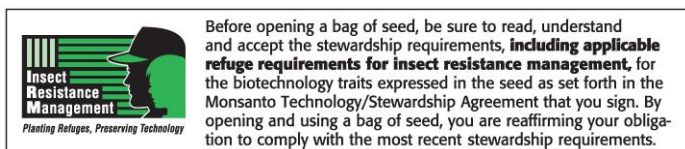
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Roundup Ready® Corn 2  
DroughtGard® Hybrids with Roundup Ready® Corn 2  
DroughtGard® Hybrids with VT Double PRO® Corn  
VT Double PRO® Corn  
VT Double PRO® RIB Complete® Corn Blend  
DroughtGard® Hybrids with VT Double PRO®  
RIB Complete® Corn Blend  
Genuity® VT Triple PRO® Corn  
DroughtGard® Hybrids with Genuity® VT Triple PRO® Corn  
Genuity® VT Triple PRO® RIB Complete® Corn Blend  
DroughtGard® Hybrids with Genuity® VT Triple PRO®  
RIB Complete® Corn Blend  
Trecepta™ Corn  
Trecepta™ RIB Complete® Corn Blend  
SmartStax® Corn  
SmartStax® RIB Complete® Corn Blend  
Performance Series® Sweet Corn  
Cotton Products  
Genuity® Bollgard II® Cotton  
Genuity® Bollgard II® with Roundup Ready® Flex Cotton  
Genuity® Roundup Ready® Flex Cotton  
Bollgard II® XtendFlex® Cotton  
Bollgard® 3 XtendFlex® Cotton  
XtendFlex® Cotton

- RIB Complete® corn includes a refuge that is interspersed within the field by planting a licensed seed-mixture containing *B.t.* seed mixed with non-*B.t.* seed within a single lot of seed. This product satisfies the refuge requirements in all regions other than in the Cotton-Growing Area. RIB Complete® corn does not require the planting of a structured refuge except in the Cotton-Growing Area where corn earworm is a significant pest.
- Never deliver seed with these traits without proper bag tags or other product information.
- IRM logos are available for use by the seed industry at [www.mymonsanto.com](http://www.mymonsanto.com). They should be used on all communications related to crops containing Monsanto's insect-protection traits including:

Bag Tags

Grower Communications



- Ensure seed dealer employees are aware they must report IRM non-compliance to 1-800-768-6387.
- Dealers are required to support and assist Monsanto's EPA-mandated annual Grower IRM Compliance Assessment Program.
- Corn Rootworm (CRW) Best Management Practices include planting the required refuge, crop rotation, trait rotation, planting products with multiple CRW *B.t.* traits, and insecticide application. These best practices are also listed under product stewardship resources at <https://monsanto.com/products/product-stewardship>.

## 4. Weed Resistance Management

- Proactively implementing diversified weed control strategies to help minimize selection for weed populations resistant to one or more herbicides is recommended. A diversified weed management program may include the use of multiple herbicides with different mechanisms of action and overlapping weed spectrum with or without mechanical operations (e.g. tillage) and/or other cultural practices. Research has demonstrated that using the labeled rate of the herbicide and following label use directions are important steps that help delay the selection for herbicide resistance in weeds. Scouting after a herbicide application is important because it can facilitate the early identification of weed shifts and/or possible herbicide-resistant weeds and thus provide direction on future weed management practices. One of the best ways to manage resistant populations is to implement measures to avoid allowing weeds to reproduce by seed or to proliferate vegetatively. Cleaning equipment between sites and avoiding movement of plant material between sites will greatly aid in retarding the spread of resistant weed seed.
- Visit RoundupReadyPLUS.com for practical, best practices-based information on reducing the risk for development of dicamba- or glyphosate-resistant weeds and for managing the risk on a field-by-field basis. In addition, visit the Weed Science Society of America at [www.wssa.net/](http://www.wssa.net/) to access herbicide resistance training and [www.iwilltakeaction.com/](http://www.iwilltakeaction.com/) for additional stewardship program resources.
- Seed dealers should assist growers in proactively implementing diversified weed control strategies to help minimize selection for weed populations resistant to one or more herbicides. Additional information can be found in Monsanto's Technology Use Guide at <http://tug.monsanto.com/>. Recommendations should include the following:
  - Start with a clean field, free of weeds.
  - Use a diverse set of weed control tools, including residual herbicides that use a different mechanism of action that are effective on the target weeds.
  - Add other herbicide products, at the right rate and timing for postemergence weed control as allowed by the product label.
  - Control weed escapes and remove weeds before they set seed.

## 5. Intellectual Property and Seed Patent Infringement Matters

- Patents provide inventors exclusive, time-limited rights to their inventions and are recognized as an incentive to foster the development of new innovations. In agriculture, plant varieties and seeds with enhanced biotech traits may be patent protected whether soybean, vegetable, or other crop. Monsanto is one of many seed companies that patent their innovations and enforce its patent rights. Doing so enables the company to bring new innovations to market, such as Genuity® Roundup Ready 2 Yield® and Roundup Ready 2 Xtend™ soybeans, as well as help ensure a level playing field for the vast majority of honest growers who abide by their agreements by discouraging the use of unpaid technology to gain an unfair advantage.
- Monsanto makes every effort to resolve patent violations without resorting to litigation, and we treat every matter with respect and integrity. Grower education is an important and effective means to ensure our intellectual property (IP) protection whereas litigation is Monsanto's last line of defense. Monsanto uses a variety of professionals and consultants in its efforts to enforce its patents. Most attempts to settle IP infringement are successful; however, Monsanto continues to stand firm in its commitment to litigate cases when necessary. Additionally, Monsanto pursues cases of illegal transfer or use of seed containing its patented traits and cooperates with seed companies who wish to sue for Plant Variety Protection Act remedies.
- Whether the farmer settles quickly or the case settles during or through trial, proceeds are returned to rural America and regional communities, including through programs that support Ag Youth initiatives and programs that benefit those who live and work in rural communities. Spanning nearly two decades, Monsanto has given millions of dollars to Ag Youth initiatives such as national FFA, 4-H and other groups, as well as to the development of university programs and scholarships to benefit farm youth pursuing an education and career in agriculture.

# TRAIT STEWARDSHIP POLICIES FOR SEED COMPANY/DEALER

## The Dealer's Role in Helping Curb Seed Patent Infringement

- Dealers play an important role in protecting the value of Monsanto's germplasm and technologies. Educating your employees is the first step in curbing seed patent infringement. As dealers, it is imperative that your employees do not overlook seed patent infringement. Employees are NOT to participate in seed patent infringement acts or cover-ups.
- Below are some important guidelines to share with your employees:
  - Do Not issue invoices to cover the use of saved seed or sales followed by "returns" for the same purpose;
  - Do Not participate in fraudulent activities;
  - Do Not allow employees to sign MTSA's, U.C.C. Credit/Documentation or Rebate Submissions on a grower's behalf;
  - Do Not improperly report Grower Point of Sale (GPOS) information;
  - Cooperate with seed patent infringement verification and investigations by the patent holders;
  - Know that they can report seed patent infringement issues anonymously by calling 1-800-768-6387, Prompt #2.
- More information can be found at [www.monsanto.com](http://www.monsanto.com) under "Commitments/Product Stewardship/Seed Patent Protection." Additionally, a list of Monsanto patents can be found at [www.monsantotechnology.com](http://www.monsantotechnology.com)
- Monsanto understands the reluctance of agricultural industry professionals to involve themselves in the reporting of seed patent infringement. It is important to know that Monsanto has put in place policies and procedures that help protect the privacy and dignity of growers, dealers, and others in the reporting, investigation, and resolution of all allegations of actions against our mutual interests. Therefore, it is important to observe those policies and procedures in a way that allows Monsanto to legally and ethically provide the desired protection.
  - **"Confidential"** reporting results when a person reports information to Monsanto in such a way that the reporting person's identity is known to Monsanto. Every effort will be made to protect a person's identity, but it is important to understand that a court may order Monsanto to reveal the identity of people who are "known" to have supplied relevant information.
  - **"Anonymous"** reporting results when a person reports information to Monsanto in such a way that the identity of the person reporting the information cannot be identified. This kind of reporting includes telephone calls requesting anonymity in the report and unsigned letters. Anonymous calls can be made to 1-800-768-6387, Prompt #2. Anonymous letters may be sent to: Monsanto Intellectual Property Stewardship, 800 N. Lindbergh Boulevard, E3NA, St. Louis, MO 63167.
- For those seed dealers that condition seed, a "Seed Indemnification" form can be downloaded from [www.mymonsanto.com](http://www.mymonsanto.com) for your use with growers and to help protect your operation.

## Beyond The Seed

To help inform and educate growers, dealers and others in the agricultural community, the American Seed Trade Association (ASTA) has developed a program to demonstrate the importance intellectual property protection plays in bringing new products to market. The program is designed to provide an array of tools, easily accessed through registration on the website [www.beyondtheseed.org](http://www.beyondtheseed.org). A logo (shown below) serves as the cornerstone of the Beyond the Seed program, highlighting the seed industry's commitment to innovation and bringing performance to the farm. The logo can be used on seed or related products that provide information on technology or scientific research and development related to agricultural seeds and the seed industry. Registration and guidelines for use of the logo can be found at [www.beyondtheseed.org](http://www.beyondtheseed.org).



## 6. Commodity Marketing Stewardship

Monsanto is committed to ensuring the appropriate regulatory approvals are in place prior to the full launch of products. This commitment is conveyed on any and all printed materials including promotions, marketing materials, and packaging, etc. containing Monsanto trait technology as follows:

# TRAIT STEWARDSHIP POLICIES FOR SEED COMPANY/DEALER

*Monsanto Company is a member of Excellence Through Stewardship® (ETS). Monsanto products are commercialized in accordance with ETS Product Launch Stewardship Guidance, and in compliance with Monsanto's Policy for Commercialization of Biotechnology-Derived Plant Products in Commodity Crops. This product has been approved for import into 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® is a registered trademark of Biotechnology Industry Organization.*

Periodically, as we are acquiring remaining import approvals for new products, these products may be sold with associated enhanced stewardship plans to ensure commodities are channeled to markets that have approved the product. The five products that are listed below have modified Product Marketing Statements based on the import approvals that are in place.

## **HarvXtra™ Alfalfa with Roundup Ready® Technology**

For the 2018 growing season, this product is available for planting in a limited geography and growers must direct any product produced from HarvXtra Alfalfa with Roundup Ready Technology seed or crops (including hay and hay products) only to US domestic use. 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 product purchaser to confirm their buying position for this product.

## **Roundup Ready® Alfalfa**

Grower must lawfully plant Roundup Ready Alfalfa, direct any product produced from Roundup Ready Alfalfa seed or crops (including hay and hay products) only to those countries where regulatory approvals have been granted, and grow and manage Roundup Ready Alfalfa in accordance with the information found in the 2018 Monsanto Technology Use Guide. Pending import approvals in China, do not export Roundup Ready Alfalfa seed or crops (including hay and hay products) to China. In addition, due to the unique cropping practices do not plant Roundup Ready Alfalfa in Imperial County, California, pending import approval in China and until Monsanto grants expressed permission for such planting. It is a violation of national and international laws to move material containing biotech traits across boundaries into nations where import is not permitted.

## **7. Glyphosate Endangered Species Initiative**

- Before making applications of glyphosate-based herbicide products, licensed growers of crops containing Roundup Ready® technology must access the website [www.pre-serve.org](http://www.pre-serve.org) to determine whether any mitigation requirements apply to the planned application to those crops, and must follow all applicable requirements. The mitigation measures described on the website are appropriate for all applications of glyphosate-based herbicides to all crop lands.
- Growers making only ground applications to crop land with a use rate of less than 3.5 lbs of glyphosate a.e./acre are not required to access the website. If a grower does not have internet access, the seed dealer can access the website on behalf of the grower to determine the applicable requirements, or the grower can call 1-800-332-3111 for assistance.

ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Roundup Ready® crops contain genes that confer tolerance to glyphosate. Bollgard® 3 XtendFlex® Cotton, Bollgard II® XtendFlex® Cotton and XtendFlex® Cotton contain genes that confer tolerance to glyphosate, dicamba, and glufosinate. Roundup Ready 2 Xtend®

Soybeans contain genes that confer tolerance to glyphosate and dicamba. Glyphosate herbicides will kill crops that are not tolerant to glyphosate. Dicamba will kill crops that are not tolerant to dicamba. Glufosinate will kill crops that are not tolerant to glufosinate.

Bollgard II®, Bollgard II® XtendFlex®, Bollgard® 3, DroughtGard®, Genuity®, Performance Series® RIB Complete®, Roundup Ready 2 Technology®, Roundup Ready 2 Xtend®, Roundup Ready 2 Yield®, Roundup Ready®, Roundup Ready PLUS®, Roundup®, SmartStax®, Trecepta™, Vistive®, VT Double PRO®, VT Triple PRO®, XtendFlex®.

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