

# TRAIT STEWARDSHIP POLICIES FOR SEED COMPANY/DEALER

Market research confirms that growers respect their seed dealers and retailers when it comes to stewardship compliance. Dealers can promote the importance of proper seed and trait stewardship by developing and reinforcing a policy on stewardship-related issues, and clearly communicating that policy to their employees, especially those who manage seed and customer seed sales.

## **Company/Dealer Stewardship Responsibilities:**

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### **REINFORCE SAVED SEED PROHIBITIONS**

Proactively remind users that saving seed is prohibited. Messages to discourage saved seed can include the legal risks, the performance value that new varieties bring, as well as the ability to qualify for certain programs (e.g., Roundup Rewards<sup>®</sup> and seed company replant protection).

### **MONSANTO TECHNOLOGY/STEWARDSHIP AGREEMENT (MTSA) ENFORCEMENT\***

Seed containing patented traits cannot be sold to anyone who is not properly licensed.

- Ensure that all sales of corn, cotton, canola, soybean and sugarbeet seed containing any Roundup Ready<sup>®</sup>, YieldGard<sup>®</sup> or Bollgard<sup>®</sup> trait (including Genuity<sup>™</sup> Roundup Ready 2 Yield<sup>™</sup> and Genuity<sup>™</sup> VT Triple PRO<sup>™</sup>), are sold ONLY to growers who have previously signed an MTSA (2009 or earlier). Regularly check the "Grower License Lookup List" and the "Do Not License or Do Not Sell Monsanto Patented Traits" list posted on [www.corn-states.com](http://www.corn-states.com) as this list can change daily. If a grower is not yet licensed, assist the grower by encouraging them to call 1-800-ROUNDUP (1-800-768-6387), Option #3 to obtain a license.

**2009-2010 Growing Season:** To purchase any seed with Monsanto Technologies, **ALL GROWERS WILL BE REQUIRED TO RENEW THEIR GROWER LICENSING AGREEMENT.** This agreement will be available early in June 2009, and **must be completed** by March 2011 in order to purchase seed with Monsanto Technologies. To facilitate this process, growers will have three options for relicensing:

- a. Call 1-800-768-6387, Option #3, then
  1. Utilize an electronic signature process (eMTSA) via email.
  2. Complete and mail a paper MTSA form mailed to them from the Grower Licensing Team.
  3. Complete and fax a 2010 MTSA form. (Download the form from [www.corn-states.com](http://www.corn-states.com))
- b. Grower Portal Licensing Option. This option is anticipated to be available in September, 2009. Look for news on [www.corn-states.com](http://www.corn-states.com)

Stock and provide to growers a Technology Use Guide (TUG), if they have not previously received one.

\*Dealers may be exposed to significant financial and administrative costs as well as risk the ability to sell Monsanto's current and future traits if it is determined that a dealer's employee signed an MTSA on a grower's behalf.

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## INTERIM GRAIN MARKETING LANGUAGE

The language below must be included when you print any traits including Genuity™ Roundup Ready 2 Yield™ soybeans, promotional materials, seed bags tags, etc. (Note: this language replaces the Market Choices® Language used for corn traits in the past(which was suspended by the American Seed Trade Association fall 2008). This language can be downloaded from [www.corn-states.com](http://www.corn-states.com).

Monsanto Company is a member of BIO's Excellence Through Stewardship™ (ETS) Initiative. This product has been commercialized in compliance with the ETS and Monsanto Product Launch Stewardship policies, 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. Monsanto encourages growers to talk to their grain handler to confirm their buying position for this product. Excellence Through Stewardship™ is a service mark of Biotechnology Industry Organization.

**B.t. products** may not yet be registered in all states. Check with your Monsanto representative for the registration status in your state.

## SEED USE AGREEMENT

In 2009, YieldGard VT Triple PRO™ seed is only available as part of a commercial demonstration program that includes grain marketing stewardship requirements. A Seed Use Agreement (SUA) must be signed by the grower prior to shipment or delivery of this seed. The Monsanto Stewardship Team will audit dealers to ensure 100% submission compliance based upon sales reports. The SUA can be downloaded from [www.corn-states.com](http://www.corn-states.com) and faxed to 314-213-1685.

## INSECT RESISTANCE MANAGEMENT

- To preserve the benefits and insect protection of these technology crops, Insect Resistance Management (IRM) must be part of long-term and short-term planning by the seed industry and growers alike. Insect Resistance Management is a requirement when purchasing insect-protected crops.
- This requirement applies to the following Technology Crops:



(2010 and beyond)



(incl. stacked traits)



stacked traits)



stacked traits)



(incl. stacked traits)



stacked traits)



Before opening a bag of seed, be sure to read and understand the stewardship requirements, **including applicable refuge requirements for insect resistance management**, for the biotechnology traits expressed in the seed as set forth in the Monsanto Technology Agreement that you sign. By opening and using a bag of seed, you are reaffirming your obligation to comply with those stewardship requirements.



- Two versions of the logo are available for use by the seed industry at [www.corn-states.com](http://www.corn-states.com). They should be used on all communications including:
  - Bag Tags
  - Grower Communications
- Report IRM non-compliance to 1-800-ROUNDUP (1-800-768-6387)

## GUIDELINES FOR MANAGING SEED PIRACY MATTERS

- Dealer employees are not to overlook seed piracy.

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- Employees are NOT to participate in seed piracy acts or cover-ups. This includes:
  - Issuing invoices to cover the use of saved seed or sales followed by “returns” for the same purpose.
  - Employees shall cooperate with seed piracy verification and investigations by the patent holders.
  - Use seed piracy literature to educate customers about the benefits of new seed and risks associated with seed piracy.
  - Report Seed Piracy issues anonymously to 1-800-ROUNDUP (1-800-768-6387)

## **EMPLOYEES ARE NOT TO SIGN GROWER AGREEMENTS, U.C.C. CREDIT/DOCUMENTATION OR REBATE SUBMISSIONS ON BEHALF OF GROWERS.**

### **ENDANGERED SPECIES ACT COMPLIANCE**

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 web 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.

### **WHERE TO SEND COMPLETED AGREEMENTS:**

#### **Monsanto Technology/Stewardship Agreements (MTSA's)**

Monsanto Grower Licensing  
622 Emerson Rd STE 150  
St Louis, MO 63141-9529

### **WHERE TO GET ADDITIONAL INFORMATION, FORMS AND TRACK YOUR PROGRESS:**

#### **Grower License Lookup Status (Licensed and Do Not License/Do Not Sell Monsanto Patented Traits):**

1-800-ROUNDUP (1-800-768-6387), Option 3 or [www.corn-states.com/](http://www.corn-states.com/)

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## **WHERE TO GET MORE INFORMATION ON TRAIT STEWARDSHIP AND IRM**

Stewardship Training Modules:

[www.corn-states.com](http://www.corn-states.com) under Trait Stewardship/Stewardship Documentation/Trait License Compliance

## **IRM INFORMATION**

**CORN** - [NCGA Insect Resistance Management](http://www.ncga.com) KNOW BEFORE YOU GROW

<http://www.ncga.com/>

**GENERAL** - [http://www.sites.monsanto.com/monsanto/us\\_ag/layout/tools\\_dir/irm.asp](http://www.sites.monsanto.com/monsanto/us_ag/layout/tools_dir/irm.asp)

[www.corn-states.com](http://www.corn-states.com)

## **SEED PIRACY**

Seed Piracy Educational Testimonials: [www.corn-states.com](http://www.corn-states.com) under Trait Stewardship/Seed Piracy