



COTTON CHOICES™

MATCH YOUR YIELD BY FIELD

CENTRAL QUEENSLAND 2019/2020



Cotton
Choices™

Bollgard₃

Roundup
Ready FLEX
COTTON

A close-up photograph of cotton bolls on a branch, showing the white, fluffy cotton fibers and the brown, dried husks. The background is a soft-focus field of cotton plants under a clear blue sky.

SELECT THE BEST COTTON CHOICES™ TO MAXIMISE YOUR PROFITABILITY

Cotton Choices™ give you the flexibility to choose how to pay your technology fees based on what's likely to give you the best return.

You can opt for a flat, up-front discount or delay your decision until you have a better understanding of your expected yields and pay on a per-hectare or per-bale basis. Cotton Choices™ also provides the flexibility to select different options for different fields and the ability to switch between Cotton Choices™ 2: Late Crop Removal and Extended Terms and Cotton Choices™ 3: End Point Royalty up until 16 March for early sown cotton and 16 April for later sown cotton.

To make the decision easier, the Cotton Choices™ calculator at www.cottonchoices.com.au helps you compare the technology fees and associated payment dates with the different choices available.

MAKE CHOICES TO BEST SUIT YOUR NEEDS

COTTON CHOICES™ 1: PRICE DISCOUNT

You can choose an upfront price discount on technology fees for your selected fields or refuge crops.

The applicable payment date for Cotton Choices™ 1: Price Discount and technology fees after discount are shown below.

Product	Price/Hectare (ex. GST)	Payment Date
Bollgard® 3 / Roundup Ready Flex®	\$390	
Bollgard II® / Roundup Ready Flex	\$370	
Bollgard II	\$315	
Roundup Ready Flex	\$75	

Notes: Price excludes GST. Discount does not apply to Roundup Ready Flex unsprayed cotton refuges over 10% of the Bollgard II area or 5% of the Bollgard 3 area or 10% of the Bollgard 3 area if planted after 1 November (as per trait's RMP requirements), or sprayed Roundup Ready Flex, as nominated in the planting audit. Late Crop Removal is not available under this offer.

COTTON CHOICES™ 2 - LATE CROP REMOVAL AND EXTENDED TERMS

By selecting Late Crop Removal (LCR) and Extended Terms, your technology fee is waived if your crop is removed due to hail, drought, or other adverse conditions or events. Extended payment terms are until the end of July.

Product	Price/Hectare (ex. GST)	Payment Date
Bollgard 3 / Roundup Ready Flex	\$420	
Bollgard II / Roundup Ready Flex	\$401	
Bollgard II	\$332	
Roundup Ready Flex	\$79	

Notes: Price excludes GST. If for any reason your crop fails (hail, flood, sand storm, drought, herbicide drift etc) and is removed on or before **16 March 2020** for early crops or **16 April 2020** for late crops Bayer will waive 100% of the technology fee on the affected hectares. This offer does not apply to Roundup Ready Flex unsprayed cotton refuges over 10% of the Bollgard II planting area or 5% of the Bollgard 3 area or 10% of the Bollgard 3 area if planted after 1 November (as per the trait's RMP requirements), or sprayed Roundup Ready Flex, as nominated in the planting audit.

COTTON CHOICES™ 3 - END POINT ROYALTY

You can choose to pay an End Point Royalty (EPR) per bale after ginning to assist in managing production and cashflow risk.

Product	Price/Bale† (ex. GST)	Payment Date
Bollgard 3 / Roundup Ready Flex	\$52.50	
Bollgard II / Roundup Ready Flex		
Bollgard II	\$50	
Roundup Ready Flex		

Notes: Price excludes GST. ^Payment date is 30 days after the end of the month of the invoice date (ie. the date on the invoice given to your TSP). † Standard 227 kg bale of cotton lint. This offer does not apply to Roundup Ready Flex unsprayed cotton refuges over 10% of the Bollgard II planting area or 5% of the Bollgard 3 area or 10% of the Bollgard 3 area if planted after 1 November (as per the trait's RMP requirements), or sprayed Roundup Ready Flex, as nominated in the planting audit. Bales determined via reconciliation of ginning reports received by Bayer.

WHAT ARE THE KEY DATES TO REMEMBER?



MTrack opens



1st Planting Audit – Cotton Choices™ to be selected

Applies to cotton planted between 1 August – 31 October 2019. Growers must nominate a Cotton Choice™ for each field. Planting Audit must be entered into MTrack and signed by the grower and TSP via DocuSign®.



Early Mid-Season Survey Due



2nd Planting Audit – Cotton Choices™ to be selected

Applies to cotton planted between 1 November – 31 December 2019. Growers must nominate a Cotton Choice™ for each field. Planting Audit must be entered into MTrack and signed by the grower and TSP via DocuSign®.



Late Mid-Season Survey Due



1st Planting Window - Cotton Choices™ 2: LCR and Cotton Choices™ 3: EPR Confirmation

Growers who have previously nominated Choice 2 or 3 are able to change their Cotton Choice™, and must report **any crop loss**, by 16 March. Choice changes must be entered into MTrack and signed by the grower and TSP via DocuSign®.



2nd Planting Window - Cotton Choices™ 2: LCR and Cotton Choices™ 3: EPR Confirmation

Growers who have previously nominated Choice 2 or 3 are able to change their Cotton Choice™, and must report **any crop loss**, by 16 April. Choice changes must be entered into MTrack and signed by the grower and TSP via DocuSign®.



End of Season Survey Due

PAYMENT DATES

**Cotton Choices™ 1:
Price Discount**



**Cotton Choices™ 2:
LCR**



**Cotton Choices™ 3:
EPR**



^Payment date is 30 days after the end of the month of the invoice date (ie. the date on the invoice given to your TSP).

FREQUENTLY ASKED QUESTIONS

Am I eligible for Cotton Choices™?


The Cotton Choices™ program applies to:

- Bollgard 3 / Roundup Ready Flex
- Bollgard II / Roundup Ready Flex
- Bollgard II
- Associated Roundup Ready Flex unsprayed refuge crops (equal to 10% of Bollgard II area, 5% of Bollgard 3 area or 10% of Bollgard 3 area planted after 1 November as per the trait's RMP requirements).

What about my refuge crops?

- You can select a Cotton Choices™ option for your Roundup Ready Flex unsprayed refuge crops (equal to 10% of Bollgard II area, 5% of Bollgard 3 area or 10% of Bollgard 3 area planted after 1 November as per the trait's RMP requirements).
- Roundup Ready Flex crops that are not planted as part of a refuge, or are over 10% of the Bollgard II area, 5% of the Bollgard 3 area or 10% of the Bollgard 3 area if planted after 1 November are also not eligible for Cotton Choices™ selections; standard technology fees and payment terms apply.
- Fully sprayed Roundup Ready Flex refuges are not eligible for Cotton Choices™ selections; standard technology fees and payment terms apply.

What are the standard technology fees?

Product	Price/Hectare (Ex. GST)	Payment Date
Bollgard 3 / Roundup Ready Flex	\$420	
Bollgard II / Roundup Ready Flex	\$401	
Bollgard II	\$332	
Roundup Ready Flex	\$79	

SIGN YOUR TECHNOLOGY USER AGREEMENT ONLINE

Your TSP will send you your annual Technology User Agreement (TUA) and Planting Audit to sign online through DocuSign®.

For more information visit cottonchoices.com.au

NEED MORE INFORMATION?

- Visit www.cottonchoices.com.au
- Scan the QR code using your smartphone to try the Cotton Choices™ calculator.
- Contact your Technology Service Provider or Bayer Regional Business Manager.



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FRONT COVER IMAGE - Brett Corish from 'Mundine' Goondiwindi.

Please refer to the 2019/20 Bollgard 3, Bollgard II and Roundup Ready Flex Technology User Agreement General Terms and Conditions before you plant for full details on the Cotton Choices™ program and on growing Bayer cotton traits in the 2019/20 season.

The term 'price' refers to the TUA Fee(s) as defined in the Technology User Agreement General Terms and Conditions document.



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