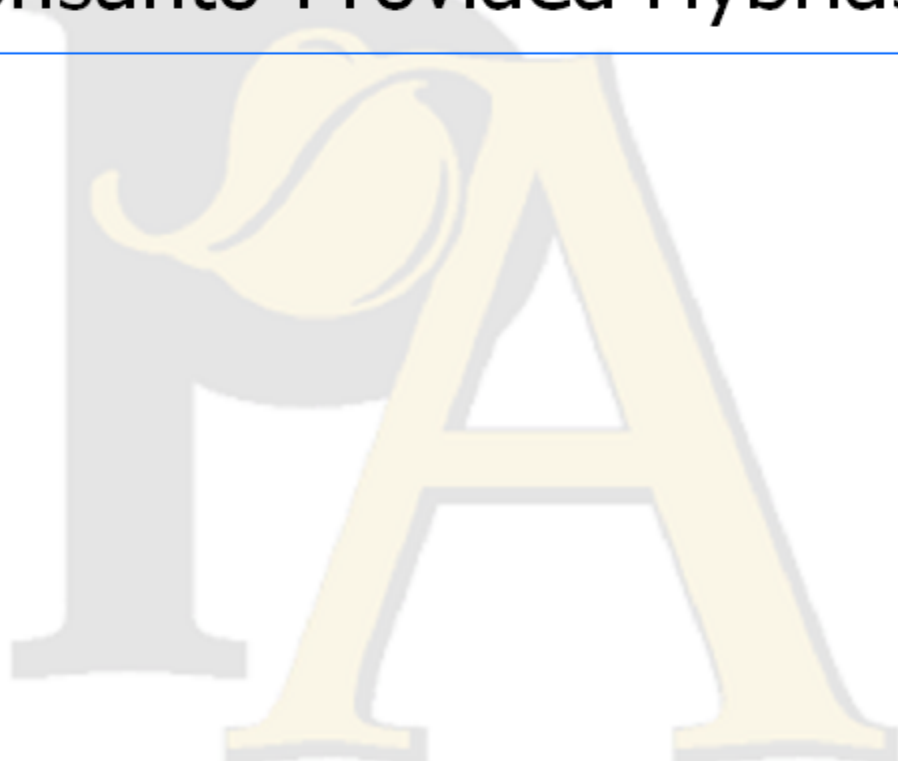




# BYE Announcement — Monsanto-Provided Hybrids

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## THE PAST, PRESENT AND FUTURE OF AGRICULTURAL RISK MANAGEMENT<sup>SM</sup>

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# BYE Announcement – Monsanto-Provided Hybrids

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## RMA Introduction

The Biotech Yield Endorsement (BYE), section 3(f), provides that on or before the acreage reporting date the insured must submit a completed and signed BYE Seed Dealer Certification Statement and copies of purchase and return seed invoices that correspond to the BYE Seed Dealer Certification Statement. These requirements are also provided in the Pilot BYE Insurance Standards Handbook.

The BYE Seed Dealer Certification Statement was designed to provide certain information relevant to determining an insured's eligibility for the Pilot BYE based on supporting purchase and return invoices. In addition, it provides a certification from the seed dealer from which the insured obtained the qualifying hybrid(s).

It has been brought to our attention that in a limited number of cases insureds were provided qualifying hybrids at no charge as compensation for the insured planting trial plots containing Monsanto Company (Monsanto) technology. The qualifying hybrids were provided to the insured for planting and harvesting in the 2008 crop year, and may have been provided by a Monsanto representative or a representative of a given seed company.

In these cases, there is no seed invoice(s) provided to the insured for the qualifying hybrids provided at no charge. However, the insured may wish to use the acreage planted with the qualifying hybrids to qualify for the Pilot BYE premium rate reduction.

Because the BYE Seed Dealer Certification Statement was designed to be, in part, a certification from the seed dealer, and the information provided on it is to be supported by purchase and return invoices, the BYE Seed Dealer Certification Statement does not provide the appropriate means necessary to capture qualifying hybrids which are provided to an insured at no charge by Monsanto or seed company representatives.

Therefore, **Monsanto and RMA have developed a BYE Supplemental Seed Documentation Form that will be used to accurately identify qualifying hybrids which are provided to an insured at no charge as compensation for the insured planting trial plots containing Monsanto technology.** The BYE Supplemental Seed Documentation Form shall be used in lieu of seed invoices in these limited cases. Accordingly, just as with the BYE Seed Dealer Certification Statement and seed purchase/return invoices, the insured must submit the BYE Supplemental Seed Documentation Form on or before the acreage reporting deadline.

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## BYE Announcement – Monsanto-Provided Hybrids, Continued

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### **BYE Supplemental Seed Documentation**

Monsanto will provide the BYE Supplemental Seed Documentation Form only to Monsanto and seed company representatives who indicate they have provided qualifying hybrids to an insured at no charge as compensation for the insured planting trial plots containing Monsanto technology. Monsanto will also provide the applicable representatives with a cover letter indicating when the BYE Supplemental Seed Documentation Form is to be used and how the representative is to complete the form.

The form will not be available online and will not be provided to all Monsanto and/or seed company representatives. The form and cover letter will be printed on Monsanto letterhead. A copy of the BYE Supplemental Seed Documentation Form and cover letter are attached so that you will be able to identify the documents.

**Do NOT reproduce either document or provide either document to any producer/insured.**

The BYE Supplemental Seed Documentation Form is for the 2008 crop year only. The BYE Seed Dealer Certification Statement will be modified in the future to address these limited situations in future crop years.

It is the responsibility of Monsanto to produce and provide these documents to the applicable Monsanto or seed company representatives. The Monsanto/seed company representative who provided the qualifying hybrids to a producer at no charge is responsible for completing the BYE Supplemental Seed Documentation Form.

If an agent receives a completed BYE Supplemental Seed Documentation Form from an insured, they must use the information provided on the form plus the information on the BYE Seed Dealer Certification Statement provided by the insured to determine (1) whether the hybrids obtained are qualifying hybrids; and (2) whether the insured obtained a sufficient quantity of qualifying hybrids.

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## BYE Announcement – Monsanto-Provided Hybrids, Continued

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### Example of New Process

Insured A timely submits the following:

1. A completed and signed BYE Seed Dealer Certification Statement indicating 20 units (bags) of seed hybrid AAA was purchased from the XYZ seed company with copies of the seed purchase invoices attached.
2. A completed BYE Supplemental Seed Documentation Form indicating 4 units (bags) of seed hybrid BBB from the ABC seed company was provided to the insured at no charge as compensation for the insured planting trial plots containing Monsanto technology.

The AIP must determine both the following:

1. Whether the AAA and BBB seed hybrids are listed as qualifying hybrids using the Monsanto website, [www.biotechyieldendorsement.com](http://www.biotechyieldendorsement.com), as provided in the Pilot BYE Insurance Standards Handbook, subparagraph 21A.
2. Whether the insured obtained a sufficient quantity of qualifying hybrids to meet the Pilot BYE planting requirements by summing the amount of qualifying hybrids indicated on the BYE Seed Dealer Certification Statement and the BYE Supplemental Seed Documentation Form. In this example, the total amount of qualifying hybrids is 24 units (bags) (20 units on the BYE Seed Dealer Certification Statement + 4 units on the BYE Supplemental Seed Documentation Form). See the Pilot BYE Insurance Standards Handbook, subparagraph 21B, for procedure on determining sufficient quantity of qualifying hybrids.

The BYE Supplemental Seed Documentation Form, just as purchase and return seed invoices, may be used as part of a spot check or review to verify compliance with the Pilot BYE terms and conditions.

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# BYE Announcement – Monsanto-Provided Hybrids, Continued

Copy of  
Monsanto  
Cover Letter



**MONSANTO COMPANY**  
800 NORTH LINDBERGH BLVD  
ST. LOUIS, MISSOURI 63167  
PHONE (314) 694-1000  
<http://www.monsanto.com>

The attached "Biotech Yield Endorsement Supplemental Seed Documentation Form" shall be used when qualifying hybrids are provided to a grower at no charge as compensation for planting trial plots containing Monsanto Technology.

A qualifying hybrid is a corn hybrid which contains a combination of ALL three of the following proprietary biotech traits developed and licensed by the Monsanto Company: YieldGard® Corn Borer, YieldGard® Rootworm, and Roundup Ready® Corn 2.

Growers that obtain qualifying hybrids at no charge as compensation for planting trial plots containing Monsanto Technology may wish to use such seed to qualify for the Pilot BYE premium rate reduction.

Such growers must provide a completed Biotech Yield Endorsement Supplemental Seed Documentation Form identifying the hybrid(s) and amount received to their insurance provider on or before the acreage reporting date. The Biotech Yield Endorsement Supplemental Seed Documentation Form will be used by the grower and their insurance provider in lieu of a seed purchase invoice(s). The form is NOT a replacement for the BYE Seed Dealer Certification Statement. An insured must provide both the Biotech Yield Endorsement Supplemental Seed Documentation Form and the BYE Seed Dealer Certification Statement to their insurance provider.

The representative that provided the qualifying hybrids to the grower at no charge must complete all entries on the Biotech Yield Endorsement Supplemental Seed Documentation Form. When completing the form, list only the qualifying hybrids provided to the grower at no charge for planting and harvesting in the 2008 crop year. **Do NOT include any corn hybrids sold to the grower or any hybrids that are not qualifying hybrids. Further, do NOT include any hybrids the grower returned.**

The following table provides instructions for completing the form.

Item Number	Instruction
1A	Print your name (name of representative that provided the qualifying hybrids to the grower at no charge as compensation for planting trial plots containing Monsanto Technology).
1B	Enter the mailing address of the representative listed in item 1.
1C	Enter the phone number of the representative listed in item 1.
2	In the first blank, enter the name of the representative listed in item 1.  In the second blank, enter the name of the seed brand/company the representative represents.
2A	In the first blank, enter the full name (first and last) of the grower to whom you provided the qualifying hybrids at no charge as compensation for planting trial plots containing Monsanto Technology.  In the second blank, enter the grower's Monsanto Technology Stewardship Agreement License number.
2D	Enter the number of units of qualifying hybrid seed provided to the grower at no charge, by seed company and seed hybrid name.  Enter the total number of units of qualifying hybrids provided to the grower at no charge in the lower right hand corner of the table in item 2D.

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# About This Document

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<b>About This Document</b>	
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Document Users	ProAg Underwriting, Field Reps, Agents
Publication Location	Team Site, PORTAL, ProAg.com
Updating this Document	Every effort has been made to ensure that the information included in this document is current and accurate. However, there are times when changes occur and we do not realize that our document is no longer correct. If you feel that there is an element of this document that needs to be updated, please contact us at <a href="mailto:trainingteam@proag.com">trainingteam@proag.com</a>

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