



# COTTON CHOICES<sup>®</sup>

## FLEXIBILITY IN EVERY FIELD

CENTRAL QUEENSLAND 2021/22


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Cotton  
Choices<sup>®</sup>

Bollgard<sup>3</sup>

Roundup  
Ready FLEX<sup>®</sup>  
COTTON



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

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In 2021/22, the Cotton Choices program continues to provide you with consistency and flexibility in how you pay for your technology fees. Key features of the program are:

1. Three unique choices that allow you to opt for an upfront discount, manage risk through late crop removal and payment terms, or pay on a per-bale basis after picking.
2. Choose one of the Cotton Choices across your farm, or a different one for each field.
3. Can't decide? You can delay your decision, with the ability to switch between Cotton Choices 2 and Cotton Choices 3 until 15 March for early-sown cotton and 15 April for later sown cotton.

The Cotton Choices calculator can help you determine the best choice for your fields. Compare the choices today at

[cottonchoices.com.au](https://cottonchoices.com.au)




# SELECT THE BEST COTTON CHOICE FOR YOUR FIELDS

## 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 **15 March 2022** for early crops or **15 April 2022** 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 <sup>†</sup> (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. <sup>^</sup>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). <sup>†</sup> 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 2021. 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 2021. 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**. 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**. 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 not eligible for Cotton Choices selections; standard technology fees and payment terms apply.
- Fully sprayed Roundup Ready Flex refuges are also 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](http://cottonchoices.com.au)**

## NEED MORE INFORMATION?

- Visit [cottonchoices.com.au](https://cottonchoices.com.au)
- Scan the QR code using your smartphone to try the Cotton Choices calculator.
- Contact your Technology Service Provider or Bayer Territory Business Manager.



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Front cover: Jack Sharp, Bayer; Andrew and James Pursehouse, Pursehouse Farms Pty Ltd  
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Please refer to the 2021/22 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 2021/22 season.

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

**Cotton  
Choices**

**Bollgard<sub>3</sub>**

**Roundup  
Ready FLEX**  
COTTON



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