

## Schlein, Paul B

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**From:** Hicks, Lebelles  
**Sent:** Thursday, December 08, 2011 7:26 AM  
**To:** Schlein, Paul B  
**Subject:** FW: December Maine Board of Pesticides Control meeting about urgency of AM/AMX discussion

**Categories:** Red Category

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**From:** Rood, Tracy [mailto:tracy.rood@pioneer.com]  
**Sent:** Wednesday, December 07, 2011 5:03 PM  
**To:** 'jennings.henry@maine.gov'  
**Cc:** Hicks, Lebelles  
**Subject:** December Maine Board of Pesticides Control meeting about urgency of AM/AMX discussion

Henry,

I understand from Lebelles that a discussion of Pioneer's AM and AMX applications will be on the agenda for the Dec. 16<sup>th</sup> Board of Pesticides Control meeting. She mentioned that if other issues are pressing or time consuming, the discussion of our applications might be tabled until a January meeting (since we are still several months from planting season).

I wanted to make you aware of Pioneer's business cycle and the urgency in the Board discussing these applications at the December meeting. Pioneer's sales season starts September 1 each year. By this time of year, our sales reps have typically invoiced 90-95% of the seed they will sell for the following growing season. Growers want to lock in their orders well ahead of planting so they will be assured of getting the products they want; in addition there are financial incentives for purchasing seed in the fall.

For these reasons, it is imperative for growers in Maine that the Board discuss the AM and AMX applications right away while there is still a small window of time for them to purchase the newest products Pioneer has available (assuming they are approved by the Board). Tabled the discussion until January or later may mean AM and AMX products are sold out in the maturities and hybrids appropriate for Maine.

Thanks much,

Tracy

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