



Cotton Seed Distributors Ltd.

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## GROWER AGREEMENT FAQ

### **What is the 2017 Grower Agreement and why do I need one?**

The terms and conditions associated with the Grower Agreement are a requirement of the licensing agreements that we have executed with third parties, and offers protection of CSD's technologies, germplasm and seed chemistry from exploitation.

Prior to 2016, terms and conditions were implied when the grower opened the bag of seed. The Grower Agreement process makes this more transparent.

### **How is the 2017 Grower Agreement different to the 2016 Grower Agreement?**

In response to grower feedback, we have simplified the CSD Cotton Planting Seed Agreement (Grower Agreement) for the 2017 season. It is now an annual agreement and sets out the rights and responsibilities of both parties in respect to the supply and stewardship of our products. It will be presented electronically enabling CSD's Agency Network and growers to complete the process on farm.

It is necessary for growers to have an effective Grower Agreement in place prior to arranging for the supply of any CSD cotton planting seed and it covers all CSD commercial cultivars.

### **Is there a benefit to me, the grower?**

The amendments will enable us to identify trends and needs earlier, meet grower demands, improve responsiveness and encourage or develop new technologies for the benefit of the grower.

The confidential information collected through the Grower Agreement will be used to assist us to get to know growers better. This information will enhance our ability to extend not only production information, but also industry research through the Extension & Development (E&D) and CottonInfo teams. These changes provide us with more scope to offer unique deals for the benefit for the cotton grower and the industry. We will not share your confidential information with anyone else without your specific approval.

### **How is a Grower Agreement different to how I have been traditionally buying seed?**

In practice, there is little change to the physical process of ordering and receiving seed through your reseller, however the main difference is that the reseller, who is now a CSD agent, will not buy the seed from CSD and sell to you, but rather facilitate the sale direct from CSD.

### **Does this change where I buy planting seed?**

No, our cotton planting seed is available through the CSD Agency Network which is made up of 21 suppliers at over 90 locations who have been providing cotton planting seed to growers for many years.

### **When does the transfer of title on the planting seed occur under the new agreement?**

The transfer of title of the seed occurs directly between you and us following the full payment of monies owed and when all the obligations between us have been met.

### **Does signing this agreement prevent me from buying cotton planting seed from other Cotton Seed Companies?**

Simply, no. The agreement only relates to cotton seed purchased from CSD.

### **Who do I talk to if I want to understand more about this agreement?**

CSD Marketing, Extension and Development Lead, James Quinn (0428 950028).

The 2017 Grower Information Guide also provides detailed information for growers and is a useful reference. It is available from CSD, our website and the CSD Agency Network.