

## White, Dylan

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**From:** Ross, Matthew  
**Sent:** Monday, March 30, 2015 1:46 PM  
**To:** Nathaniel Harmon  
**Subject:** RE: Glyphosate Study Expertise Request

Hi Nathaniel,

I'm sorry but I don't have time to participate in the meeting. However, here are a couple of important points for your client to consider:

1. The international working group, convened by the IARC/WHO, that evaluated the 'carcinogenicity', or cancer-causing properties, of glyphosate earlier this month, did not conduct a *study*; instead, it considered all peer-reviewed scientific literature and publicly available government reports in their final form on the carcinogenicity of glyphosate and other pesticides.
2. The IARC deals with *hazard identification*. After a year-long process completed by an 8-day meeting, the Working Group provides a consensus classification as to the cancer causing effects of the exposure of interest. The classification indicates the strength of the evidence that a substance can cause cancer. It does not, however, conduct a *risk assessment* (i.e. defining the level of carcinogenic risk for individuals). This remains the responsibility of regulatory bodies, national and/or international, to take appropriate action to conduct such exercises.

The distinction between hazard identification and risk assessment is an important one. I invite you to review the IARC preamble if you or your client would like more information:

<http://monographs.iarc.fr/ENG/Preamble/index.php>.

Regards,

Matt Ross, PhD  
Associate Professor  
College of Veterinary Medicine  
Mississippi State University

**From:** Nathaniel Harmon [REDACTED]  
**Sent:** Monday, March 30, 2015 11:15 AM  
**To:** Ross, Matthew  
**Subject:** Glyphosate Study Expertise Request

Dewayne Johnson v.  
Monsanto Company

Defendant's Exhibit 2412

Case No: CGC-16-550128

Matthew,

I hope this message finds you well. I work for Guidepoint, a primary research company in New York, ([www.guidepointglobal.com](http://www.guidepointglobal.com)). Currently, we have a client, who is an institutional investor, and he is performing research and due diligence to better understand the recent study on glyphosate. Specifically, he is interested in speaking with experts to get an overview of the study and what the next steps from here are. I came across your expertise online and, considering your background, thought you would be a great resource for this project. I am reaching out to you to see if you may be interested in speaking with our client as part of a one-on-one paid consulting project.

Guidepoint is an independent research firm that connects our clients with industry professionals such as you. Calls typically last 45 min – 1hr, and we would compensate you for your time, if appropriate. As a matter of policy, our clients will not be asking you to discuss your own company nor will you be asked to discuss any confidential or proprietary information.

If this is something you may be interested in, please take a moment to register in our Network of Advisors:

<https://new.guidepointglobaladvisors.com/apply/expresslead?k=3ogHKfGNgij1KMVLY1sSkbAvx3pZmoZ2oHaF5Cs&r=1>

This will allow us to arrange you on consultations with our Clients and allow you to invoice us for your time on the phone.

Please let me know if you have any questions regarding the project, the process, or my firm.

Best regards,



**Nathaniel Harmon** | Research Analyst  
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