Guard, James 2018-09-14 Final Played in Court

Guard, James 09-13-2018 Guard, James 09-14-2018

Total Time 00:37:20



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6:2 - 6:4	Guard, James 09-13-2018 (00:00:05)	Guard.1
0.2 0.1	6:2	
	6:3 The witness, JAMES GUARD, first having been duly	
	6:4 sworn, testified as follows:	
6:6 - 6:6	Guard, James 09-13-2018 (00:00:01)	Guard.2
	6:6 Q. Mr. Guard, good morning again. I	
6:24 - 7:4	Guard, James 09-13-2018 (00:00:11)	Guard.3
	6:24 Q. You have been designated as a corporate	
	7:1 representative of Monsanto on a number of different	
	7:2 topics involving sales, marketing, advertising, and	
	7:3 labeling. Do you understand that?	
	7:4 A. I do.	
32:4 - 32:6	Guard, James 09-13-2018 (00:00:07)	Guard.4
	32:4 Q. (By Mr. Jerry Kristal) Did you have any	
	32:5 information or training as to the chronic toxicity	
	32:6 testing of glyphosate?	
32:8 - 32:11	Guard, James 09-13-2018 (00:00:09)	Guard.5
	32:8 A. What do you mean when you say chronic?	
	32:9 Q. (By Mr. Jerry Kristal) I don't know.	
	32:10 You're the global lawn and garden lead. Have you ever	
	32:11 heard of the term chronic toxicity?	
32:14 - 32:14	Guard, James 09-13-2018 (00:00:01)	Guard.6
	32:14 A. No.	
32:15 - 32:17	Guard, James 09-13-2018 (00:00:01)	Guard.7
	32:15 Q. (By Mr. Jerry Kristal) Never heard of	
	32:16 that?	
	32:17 A. No.	
41:23 - 43:8	Guard, James 09-13-2018 (00:01:19)	Guard.8
	41:23 As the global lawn and garden lead, your job duties	
	41:24 included United States media and advertising; correct?	
	42:1 A. That is correct.	
	42:2 Q. It included long-range planning and	
	42:3 budgeting; correct?	
	42:4 A. Correct.	
	42:5 Q. It included development of the annual	
	42:6 business plan and strategy?	
	42:7 A. Yes.	
	42:8 Q. It involved at times conflict resolution?	
	42:9 A. Yes.	
	42:10 Q. It involved project management and product	

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	42:11 development; correct?	
	42:12 A. Correct.	
	42:13 Q. It included managing the advertising media	
	42:14 and product development for Canada?	
	42:15 A. Yes.	
	42:16 Q. It involved managing the expansion of	
	42:17 Monsanto lawn and garden products into Mexico?	
	42:18 A. Correct.	
	42:19 Q. It involved oversight of the international	
	42:20 and United States business; correct?	
	42:21 A. Correct.	
	42:22 Q. It involved what are called brand	
	42:23 extension projects; correct?	
	42:24 A. Correct.	
	43:1 Q. It involved managing various licensing	
	43:2 agreements to different entities?	
	43:3 A. Yes.	
	43:4 Q. And it also involved what was called	
	43:5 obsolete inventory management; correct?	
	43:6 A. Correct. All within the scope of the lawn	
	43:7 and garden space. That's right.	
	43:8 Q. That's right. Okay.	
75:13 - 75:14	Guard, James 09-13-2018 (00:00:06)	Guard.9
	75:13 it. You certainly agree as Monsanto's representative	
	75:14 that consumers have a freedom of choice; correct?	
75:17 - 75:21	Guard, James 09-13-2018 (00:00:12)	Guard.10
	75:17 A. I believe in the free market and consumers	
	75:18 can go to a shelf and buy what products they like.	
	75:19 Q. (By Mr. Jerry Kristal) Okay. And part of	
	75:20 making an informed decision is having knowledge about	
	75:21 the hazards of the product; correct?	
75:24 - 76:1	Guard, James 09-13-2018 (00:00:05)	Guard.11
	75:24 A. That could be that is a consideration	
	76:1 that consumers likely would factor in.	
88:5 - 88:9	Guard, James 09-13-2018 (00:00:15)	Guard.12
	88:5 Q. (By Mr. Jerry Kristal) Sure. Let's mark	GJ2.1
	88:6 as Exhibit 2 what we're the safety data sheet that	
	88:7 you brought in this morning that you reviewed for	
	88:8 Roundup Ready-to-Use Weed and Grass Killer III dated	GJ2.1.1
	88:9 October 15th of 2015. Thank you. Now, let's start	

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88:9 - 89:2	Guard, James 09-13-2018 (00:00:48)	Guard.13
00.0 00.2	88:9 October 15th of 2015. Thank you. Now, let's start	
	88:10 very generally. Safety data sheets get updated	
	88:11 periodically. You're aware of that; correct?	
	88:12 [Exhibit 2 marked for identification.]	
	88:13 A. Yes.	
	88:14 Q. And this particular safety data sheet is	
	88:15 after the International Agency for Research on Cancer	
	88:16 determined that glyphosate was a probable carcinogen;	
	88:17 correct?	
	88:18 A. Correct.	
	88:19 Q. And you know that a company is required to	
	88:20 put an IARC finding of probable carcinogenicity on	
	88:21 their safety data sheets for a product; correct?	
	88:22 A. That's right. OSHA requires that	
	88:23 administratively.	clear
	88:24 Q. Do you know why OSHA requires companies to	
	89:1 list a finding by the International Agency for Research	
	89:2 on Cancer?	
89:5 - 89:11	Guard, James 09-13-2018 (00:00:16)	Guard.14
	89:5 A. I don't know why.	
	89:6 Q. (By Mr. Jerry Kristal) As Monsanto's	
	89:7 representative, is it your understanding that OSHA must	
	89:8 at least give credence to the findings of the	
	89:9 International Agency for Research on Cancer if they	
	89:10 require companies to put their findings in safety data	
	89:11 sheets?	
89:14 - 89:23	Guard, James 09-13-2018 (00:00:17)	Guard.15
	89:14 A. I don't know. I don't know what	
	89:15 there's others within the company that would have a	
	89:16 deeper understanding of that.	
	89:17 Q. (By Mr. Jerry Kristal) Okay. And OSHA is	
	89:18 the Occupational Safety and Health Administration;	
	89:19 correct?	
	89:20 A. Yes.	
	89:21 Q. And OSHA was established in the early	
	89:22 1970s for worker protection; correct?	
	89:23 A. I don't know.	
89:24 - 89:24	Guard, James 09-13-2018 (00:00:01)	Guard.16
	89:24 Q. What's your understanding of what OSHA is?	

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90:3 - 90:15	Guard, James 09-13-2018 (00:00:45)	Guard.17
	90:3 A. Very high level. I know what it stands	
	90:4 for. I know their job is to ensure the safety of	
	90:5 workers in the United States.	
	90:6 Q. (By Mr. Jerry Kristal) Okay. And in	
	90:7 following their responsibilities to ensure the safety	
	90:8 of workers in the United States, you know that they	
	90:9 require a company to put a statement about IARC's	
	90:10 finding if IARC finds a substance to be a probable	
	90:11 carcinogen; correct?	
	90:12 A. Right. If my understanding is OSHA has	
	90:13 regulations that require if IARC finds that I don't	
	90:14 believe OSHA does any kind of evaluation of that data	
	90:15 themselves.	
92:3 - 92:7	Guard, James 09-13-2018 (00:00:10)	Guard.18
	92:3 Q. (By Mr. Jerry Kristal) Okay. And so if	
	92:4 OSHA is requiring something, Monsanto wouldn't not	
	92:5 provide that information; correct?	
	92:6 A. Monsanto will follow the requirements of	
	92:7 OSHA.	
92:16 - 92:19	Guard, James 09-13-2018 (00:00:08)	Guard.19
	92:16 Q. (By Mr. Jerry Kristal) Right. So you put	GJ2.6.1
	92:17 what was required by the Occupational Safety and Health	
	92:18 Administration and then you basically said we disagree	
	92:19 with that; correct?	
92:22 - 92:22	Guard, James 09-13-2018 (00:00:01)	Guard.20
00.4 00.7	92:22 A. Yeah, that's correct.	Cuand 04
93:4 - 93:7	Guard, James 09-13-2018 (00:00:09)	Guard.21
	93:4 Q. And there are various precautionary	
	93:5 measures that are listed in a safety data sheet;	
	93:6 correct?	
96:12 - 96:15	93:7 A. Yes.	Guard.22
90.12 - 90.15	Guard, James 09-13-2018 (00:00:12)	clear -
	96:12 Q. Okay. So there's lots of precautionary	GJ203.1.1
	96:13 information in the safety data sheet for the exact same	
	96:14 product which is not on the label that the consumer	
	96:15 would be reading; correct?	
96:19 - 97:5	Guard, James 09-13-2018 (00:00:25)	Guard.23
	96:19 A. There's different texts describing the	
	96:20 warnings or precautions.	

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	96:21 Q. Okay. Is there anything in the label that 96:22 says avoid strike that. I'm going to read from the 96:23 safety data sheet, Exhibit 2, and then I'm going to ask 96:24 you if that statement is in the label that the consumer 97:1 would see. Okay? 97:2 A. Okay. 97:3 Q. All right. Is there anything in the label 97:4 that says quote "avoid breathing vapor or	
	97:5 mist" end quote?	
97:6 - 97:14	Guard, James 09-13-2018 (00:00:26)	Guard.24
	97:6 A. No, there isn't. 97:7 Q. Okay. Quote "wash hands" strike 97:8 that. Quote "when using, do not eat, drink, or 97:9 smoke" end quote. That's on the safety data sheet, 97:10 Exhibit 2. Is that in the label? 97:11 A. No.	
	97:12 Q. Quote "wash hands thoroughly after	
	97:13 handling or contact" end quote. That's in the	
	97:14 safety data sheet. Is that in the label?	
97:18 - 97:18	Guard, James 09-13-2018 (00:00:01)	Guard.25
	97:18 A. No.	
97:19 - 98:18	Guard, James 09-13-2018 (00:01:11)	Guard.26
	97:19 Q. From the safety data sheet quote 97:20 "wash contaminated clothing before reuse" end quote. 97:21 That statement is not in the label; correct? 97:22 A. There's a statement that says wash 97:23 thoroughly with soap and water after handling. That's 97:24 referring to your hands, but not the clothing. Well, 98:1 no, that is referring to both eyes and clothing. 98:2 Q. Where is that statement? It says avoid 98:3 contact with eyes or clothes in the label. Wash 98:4 thoroughly with soap and water after handling. 98:5 A. Right. That's a required statement by the 98:6 EPA that's on there. Yes. 98:7 Q. But the wash contaminated clothing before 98:8 reuse is not on the label; correct? 98:9 A. Correct. 98:10 Q. There's no statement about thoroughly 98:11 cleaning equipment after use correct which is in 98:12 the safety data sheet no such statement on the	

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	98:13 label?	
	98:14 A. No.	
	98:15 Q. Nothing about not the SDS, the safety	
	98:16 data sheet, says do not contaminate drains, sewers, or	
	98:17 waterways when disposing of equipment. Rinse water,	
98:19 - 99:16	98:18 end quote. That's not on the label; correct?	Guard.27
90.19 - 99.10	Guard, James 09-13-2018 (00:00:49)	Guara.27
	98:19 A. No.	GJ203.1.2
	98:20 Q. On the safety data sheet, Section 8	G0200.1.2
	98:21 references exposure controls and personal protection.	
	98:22 Do you see that?	
	98:23 A. Section 8?	
	98:24 Q. Yes. On the safety data sheet.	
	99:1 A. Okay. What about Section 8?	
	99:2 Q. It's entitled exposure controls/personal	
	99:3 protection; correct?	
	99:4 A. Correct.	
	99:5 Q. And then there's a Section 8.3 that	
	99:6 says quote "recommendations for personal	
	99:7 protective equipment" end quote. Do you see that?	
	99:8 A. Yes.	
	99:9 Q. Section 8.3.1 is entitled eye protection;	
	99:10 correct?	
	99:11 A. Yes.	
	99:12 Q. Quote "if there is significant	
	99:13 potential for contact, wear chemical goggles" end	
	99:14 quote. Do you see that?	
	99:15 A. Yes.	
99:17 - 100:2	99:16 Q. No such statement on the label; right?	Guard.28
99.17 - 100.2	Guard, James 09-13-2018 (00:00:24)	Guara.20
	99:17 A. Correct. No statement to wear goggles.	
	99:18 Q. Section 8.3.2 is entitled skin protection;	
	99:19 correct?	
	99:20 A. Yes.	
	99:21 Q. And it reads quote the safety data	
	99:22 sheet reads quote "no special requirement when	
	99:23 used as recommended. If repeated or prolonged contact,	
	99:24 wear chemical-resistant gloves" end quote. That's	
	100:1 not on the label; correct?	clear
	100:2 A. Correct.	olcai

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104:19 - 104:23	Guard, James 09-13-2018 (00:00:13)	Guard.29
101110 101120	104:19 Q. (By Mr. Jerry Kristal) Okay. Would you	5
	104:19 Q. (By Mr. Jerry Kristar) Okay. Would you 104:20 want to know if an herbicide that you go into a Home	
	104:21 Depot, for example, to purchase could get into your	
	104:22 bloodstream? Would you want to know that fact before	
105:2 - 105:3	104:23 making a purchasing decision? Guard, James 09-13-2018 (00:00:01)	Guard.30
100.2 100.0	•	Gian aloo
	105:2 A. Yeah. Yeah. I mean, you're asking me to	
116:20 - 116:23	105:3 speculate. Guard, James 09-13-2018 (00:00:09)	Guard.31
110.20	•	
	116:20 Q. But the safety data sheets are not	
	116:21 provided with Roundup lawn and garden products to the	
	116:22 consumer purchasing them; correct?	
116:24 - 117:3	116:23 A. Correct.	Guard.32
110.24 - 117.0	Guard, James 09-13-2018 (00:00:23)	GJ4.1
	116:24 Q. I want to mark as Exhibit 4 a safety data	GJ4.1.1
	117:1 sheet dated December 15th, 2010, for the Monsanto	004.1.1
	117:2 Company lawn and garden product Roundup Weed and Grass	
117:8 - 117:9	117:3 Killer Super Concentrate, and the Bates number is	Guard.33
117.0 117.0	Guard, James 09-13-2018 (00:00:01)	Guara.co
	117:8 Q. (By Mr. Jerry Kristal) Have you ever seen 117:9 this before?	
117:10 - 117:10	Guard, James 09-13-2018 (00:00:01)	Guard.34
	117:10 A. I don't recall.	
117:11 - 117:21	Guard, James 09-13-2018 (00:00:28)	Guard.35
117.11	,	Gian aloo
	117:11 Q. Roundup Weed and Grass Killer Super	
	117:12 Concentrate was one of the Roundup	
	117:13 glyphosate-containing products that you were	
	117:14 responsible for; correct?	
	117:15 A. Yes.	
	117:16 Q. And when a product is designated as a	
	117:17 concentrate or a Super Concentrate, that means that it	
	117:18 comes in a concentrated form in a container that the	
	117:19 consumer has to take a portion of and then mix with	
	117:20 water; correct?	
117:22 - 118:7	117:21 A. Correct.	Guard.36
117.22 - 110.7	Guard, James 09-13-2018 (00:00:26)	Gaara.oo
	117:22 Q. And there have been marketing studies	
	117:24 Concentrate a part of the demographics of these	
	117:24 Concentrate sort of the demographics of those	

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	110:1 concumers, correct?	
	118:1 consumers; correct? 118:2 A. Correct.	
	118:3 Q. And those are generally, in terms of who	
	118:4 purchases Super Concentrate, individuals who are heavy	
	118:5 users of Roundup; correct?	
	118:6 A. Generally speaking, correct.	
118:8 - 118:21	118:7 Q. And on the safety data sheet, on the first	Guard.37
110.0 - 110.21	Guard, James 09-13-2018 (00:00:28)	GJ4.1.2
	118:8 page, Section 2 is entitled hazards identification;	G04.1.2
	118:9 correct?	
	118:10 A. Yes.	
	118:11 Q. And it reads quote "caution,	
	118:12 exclamation point, causes moderate, but temporary eye	
	118:13 irritation, causes skin irritation. Harmful if	
	118:14 inhaled" end quote. Do you see that?	
	118:15 A. I do.	
	118:16 Q. And that's all in capital letters;	
	118:17 correct?	
	118:18 A. Correct.	
	118:19 Q. And your understanding of that is that	
	118:20 that is done to draw somebody's attention to it;	
	118:21 correct?	
118:24 - 118:24	Guard, James 09-13-2018 (00:00:02)	Guard.38
	118:24 A. I don't know why it's capitalized.	
119:1 - 119:5	Guard, James 09-13-2018 (00:00:10)	Guard.39
	119:1 Q. (By Mr. Jerry Kristal) As Monsanto's	clear
	119:2 representative on safety data sheet process and	
	119:3 labeling, you have no idea why Monsanto was	
	119:4 capitalizing certain information in the safety data	
	119:5 sheet?	
119:8 - 119:15	Guard, James 09-13-2018 (00:00:23)	Guard.40
	119:8 A. What I know is we have experts who follow	
	119:9 the guidelines as required by OSHA in preparing these,	
	119:10 and I relied on those experts to prepare these	
	119:11 according to that requirement.	
	119:12 Q. (By Mr. Jerry Kristal) I'm not asking you	
	119:13 about that. I'm asking you whether it's your sworn	
	119:14 testimony that you have no understanding as to why that	
	119:15 section is capitalized	
119:17 - 119:18	Guard, James 09-13-2018 (00:00:02)	Guard.41
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	440.47 O (Du Ma Jama Kristal)	
	119:17 Q. (By Mr. Jerry Kristal) as Monsanto's	
119:21 - 120:3	119:18 representative.	Guard.42
119.21 - 120.0	Guard, James 09-13-2018 (00:00:16)	Guara.42
	119:21 A. I know we have people that have the	
	119:22 detailed knowledge. I personally don't have the	
	119:23 knowledge of why that's capitalized.	
	119:24 Q. (By Mr. Jerry Kristal) Do you have a	
	120:1 general understanding as to why somebody would	
	120:2 capitalize something in a safety data sheet as opposed	
100:6 100:04	120:3 to not capitalizing the words?	Guard.43
120:6 - 120:24	Guard, James 09-13-2018 (00:00:50)	Guard.43
	120:6 A. Yeah, I don't know why.	
	120:7 Q. (By Mr. Jerry Kristal) The Exhibit 4, the	
	120:8 Super Concentrate Roundup safety data sheet in that	0.14.4.0
	120:9 same section then has a section titled quote	GJ4.1.3
	120:10 "potential health effects" end quote. Do you see	
	120:11 that?	
	120:12 A. Yes.	
	120:13 Q. And under that, it says likely routes of	
	120:14 exposure eye contact, skin contact, inhalation, end	
	120:15 quote. Do you see that?	
	120:16 A. Yes.	
	120:17 Q. And that's your understanding of three	
	120:18 different ways that an individual handling Roundup	
	120:19 Super Concentrate could be exposed to it; correct?	
	120:20 A. Correct.	
	120:21 Q. Do you have an understanding that all	
	120:22 three of those could lead to absorption and then into	
	120:23 the bloodstream of a person, or as Monsanto's	
	120:24 representative you have no idea?	
121:3 - 121:9	Guard, James 09-13-2018 (00:00:19)	Guard.44
	121:3 A. Yeah, I can't speak for Monsanto, and I	
	121:4 don't know personally.	
	121:5 Q. (By Mr. Jerry Kristal) Under that it	
	121:6 says quote "eye contact short-term causes	
	121:7 moderate but temporary eye irritation" end quote.	
	121:8 Do you know whether they're talking about glyphosate or	
	121:9 Roundup here?	
121:10 - 121:15	Guard, James 09-13-2018 (00:00:15)	Guard.45
	121:10 A. Again, I don't have the detailed knowledge	
	_	

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	121:11 of what they're referring to on this. I know we have	
	121:12 experts that do have that detailed knowledge.	alaan
	121:13 Q. Okay. So as Monsanto's designated expert	clear
	121:14 on the subject of safety data sheets, you don't have	
	121:15 that knowledge?	0 140
121:18 - 121:21	Guard, James 09-13-2018 (00:00:07)	Guard.46
	121:18 A. I know the process that we follow.	
	121:19 Q. (By Mr. Jerry Kristal) Okay. Well, I	
	121:20 thought you just told me you didn't know the process,	
	121:21 other than you believed it was rigorous.	
121:24 - 122:5	Guard, James 09-13-2018 (00:00:10)	Guard.47
	121:24 Q. (By Mr. Jerry Kristal) Do you know the	
	122:1 process?	
	122:2 A. I know at a high level the process.	
	122:3 Q. And at the high level, other than your	
	122:4 belief that the process is rigorous, do you have any	
	122:5 other knowledge of the process?	
122:8 - 122:13	Guard, James 09-13-2018 (00:00:18)	Guard.48
	122:8 A. That we collect information from various	
	122:9 groups within Monsanto to prepare this in accordance	
	122:10 with OSHA.	
	122:11 Q. (By Mr. Jerry Kristal) You certainly know	
	122:12 that companies can add information, particularly safety	
	122:13 information, into a safety data sheet; correct?	
122:15 - 122:16	Guard, James 09-13-2018 (00:00:02)	Guard.49
	122:15 Q. (By Mr. Jerry Kristal) That may not be	
	122:16 required by OSHA; right?	
122:17 - 123:7	Guard, James 09-13-2018 (00:00:42)	Guard.50
	122:17 A. I don't know the rules of OSHA's	
	122:18 requirements on an SDS.	
	122:19 Q. So as Monsanto's representative on the	
	122:20 process of developing safety data sheets, you don't	
	122:21 know what the requirements are or are not?	
	122:22 A. I know the process of us collecting the	
	122:23 data, the information that we want to appear on there.	
	122:24 Whether it's elective data or not, I don't know what	
	123:1 the exact requirements are of OSHA on placement of	
	123:2 additional data.	
	123:3 Q. Do you know enough, as Monsanto's	
	123:4 representative designated to talk about the process of	

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123:10 - 123:14	123:5 safety data sheets, that there is elective, as you used 123:6 the term, information that can be put into a safety 123:7 data sheet by a company? Guard, James 09-13-2018 (00:00:13) 123:10 A. Yeah, I don't know. 123:11 Q. (By Mr. Jerry Kristal) Can you think of 123:12 any reason that OSHA would not allow a manufacturer to 123:13 put additional safety information that the manufacturer	Guard.51
123:16 - 123:17	123:14 is aware of that's not required by OSHA? Guard, James 09-13-2018 (00:00:01) 123:16 Q. (By Mr. Jerry Kristal) Can you think of	Guard.52
123:21 - 124:1	123:17 any reason why they wouldn't allow that? Guard, James 09-13-2018 (00:00:10) 123:21 A. I don't know.	Guard.53
124:3 - 124:12	123:22 Q. (By Mr. Jerry Kristal) You certainly know 123:23 that on the label that goes on the bottle to the 123:24 consumer, Monsanto can put lots of information that's 124:1 not required; correct? Guard, James 09-13-2018 (00:00:24) 124:3 A. They can, but it is reviewed by the EPA. 124:4 Q. (By Mr. Jerry Kristal) And you would 124:5 agree that Monsanto uses its labels on the consumer 124:6 products of Roundup to actually market the product; 124:7 correct? 124:8 A. Yes. 124:9 Q. And that information is certainly not 124:10 required, the marketing information in the label;	Guard.54
124:13 - 124:19	124:11 right? 124:12 A. That's correct. Guard, James 09-13-2018 (00:00:20) 124:13 Q. On the Exhibit 4, the 2010 Super 124:14 Concentrate safety data sheet, it continues under 124:15 potential health effects quote "skin contact 124:16 short-term may cause skin irritation. Inhalation 124:17 short-term, harmful by inhalation" end quote. Do	Guard.55 GJ4.1 GJ4.1.4
128:12 - 128:18	124:18 you see that? 124:19 A. Yes. Guard, James 09-13-2018 (00:00:21) 128:12 Q. And you know there are Roundup lawn and 128:13 garden ads that depict a user wearing short sleeves and	Guard.56 clear

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	128:14 shorts applying Roundup; correct?	
	128:15 A. Yes.	
	128:16 Q. Not wearing any sort of goggles or face	
	128:17 protection; correct? 128:18 A. Correct.	
137:17 - 137:23	Guard, James 09-13-2018 (00:00:20)	Guard.57
107.17	137:17 Q. (By Mr. Jerry Kristal) When did you first	
	137:17 Q. (By Mr. Jerry Kristar) When did you list 137:18 find out that the label for Super Concentrate and the	
	137:19 label for Weed and Grass Killer Number Three had less	
	137:20 safety information for the consumer than the safety	
	137:22 Managers and Scottics, When did you first find that	
	137:22 Monsanto and Scott's? When did you first find that 137:23 out?	
138:3 - 138:11	Guard, James 09-13-2018 (00:00:19)	Guard.58
100.0 100.11	138:3 A. That's been I've known that since prior	
	138:4 to joining Monsanto, that there's different information	
	138:5 on the two documents.	
	138:6 Q. (By Mr. Jerry Kristal) I'm not asking you	
	138:7 generically. I'm asking you specifically to these two	
	138:8 products. Did you know before today that there was in	
	138:9 fact a difference about the safety information Monsanto	
	138:10 was providing?	
	138:11 A. I	
138:14 - 138:14	Guard, James 09-13-2018 (00:00:03)	Guard.59
	138:14 A. Yeah, I have known that for a long time.	
138:15 - 138:19	Guard, James 09-13-2018 (00:00:14)	Guard.60
	138:15 Q. (By Mr. Jerry Kristal) Did you ever speak	
	138:16 to anybody about, hey, why are we not telling consumers	
	138:17 buying Super Concentrate, or Roundup Weed and Grass	
	138:18 Killer Number Three, that they should follow what's on	
	138:19 the SDS? Did you ever ask anybody?	
138:22 - 138:22	Guard, James 09-13-2018 (00:00:01)	Guard.61
	138:22 A. I don't recall.	
139:22 - 140:3	Guard, James 09-13-2018 (00:00:22)	Guard.62
	139:22 Q. (By Mr. Jerry Kristal) Sure. In any	
	139:23 means of communications that you can think of, did you	
	139:24 ever ask anyone at Monsanto, as the Monsanto lawn and	
	140:1 garden lead for the entire earth, why don't we provide	
	140:2 the safety information to a consumer purchasing our	
	140:3 Roundup product that we're providing to our employees?	
	the state of the s	

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140:6 - 140:6	Guard, James 09-13-2018 (00:00:03)	Guard.63
	140:6 A. Yeah, I don't recall I don't recall.	
146:20 - 146:24	Guard, James 09-13-2018 (00:00:12)	Guard.64
	146:20 Q. (By Mr. Jerry Kristal) And what are the	
	146:21 procedures on the label with respect to whether a	
	146:22 consumer who has saturated their clothing should take	
	146:23 off the contaminated clothing? Where does it say that	
	146:24 on the label?	
147:3 - 147:3	Guard, James 09-13-2018 (00:00:02)	Guard.65
	147:3 A. It doesn't say that on the label.	
158:10 - 158:16	Guard, James 09-13-2018 (00:00:27)	Guard.66
	158:10 strike that. Has any ad for Roundup lawn and garden	
	158:11 products television ad, or radio ad, print ad, a	
	158:12 brochure any kind of communication to the consumer	
	158:13 designed for marketing purposes by Monsanto ever	
	158:14 told lawn and garden Roundup users to wear chemical	
	158:15 goggles if there's a potential for contact with their	
	158:16 eyes?	
158:19 - 158:19	Guard, James 09-13-2018 (00:00:01)	Guard.67
	158:19 A. Not that I'm aware of.	
159:21 - 160:1	Guard, James 09-13-2018 (00:00:13)	Guard.68
	159:21 A. The personal protection gloves in this	
	159:22 case is we follow what is on the EPA label.	
	159:23 Q. (By Mr. Jerry Kristal) It's not the EPA	
	159:24 label. Monsanto proposes a label. Do you know that	
100.1 100.15	160:1 much?	Overed CO
160:4 - 160:15	Guard, James 09-13-2018 (00:00:28)	Guard.69
	160:4 that. As Monsanto's representative about the process	
	160:5 involved in labeling Roundup lawn and garden products,	
	160:6 you certainly know that the proposed label comes from	
	160:7 Monsanto to the EPA; correct?	
	160:8 A. Part of it does. That's correct.	
	160:9 Q. Well, when you say part of it, is there	
	160:10 certain things that have to be on there; correct?	
	160:11 A. Correct.	
	160:12 Q. And that is usually less than five percent	
	160:13 of what's on the label, correct, the required	
	160:14 information?	
100.7 100.0	160:15 A. I don't know the percentage.	Guard.70
193:7 - 193:8	Guard, James 09-13-2018 (00:00:02)	Guard./0

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	103-7 O (Ry Mr. Jorny Kristal) I'm going to mark	GJ8.1
	193:7 Q. (By Mr. Jerry Kristal) I'm going to mark 193:8 as Exhibit 8 this is an e-mail with an attachment.	
193:8 - 193:14	Guard, James 09-13-2018 (00:00:34)	Guard.71
	193:8 as Exhibit 8 this is an e-mail with an attachment.	-
	193:9 The e-mail is from Martin Voss V-O-S-S to a	GJ8.1.1
	193:10 number of different people. It's dated February 12th,	
	193:11 2009. This was produced by Monsanto. The Bates number	
	193:12 is 03400272, and the attachment is a February 12th,	
	193:13 2009, Roundup FTO growth initiative. And that's a	
197:24 - 198:5	193:14 PowerPoint. Do you see that? And the	Guard.72
197.24 - 190.0	Guard, James 09-13-2018 (00:00:23)	Guaru., z
	197:24 Q. And this is the e-mail says from Mr.	GJ8.1.2
	198:1 Voss, dear all, attached for your reference is the	GJ0.1.2
	198:2 Roundup FTO deck. We didn't get to go through today.	
	198:3 Looking forward to presenting this to you during a	
	198:4 telco soon. So let's untangle that a little bit. FTO	
	198:5 means freedom to operate; correct?	C1 70
198:8 - 198:8	Guard, James 09-13-2018 (00:00:01)	Guard.73
	198:8 A. Yes.	5 474
208:5 - 208:8	Guard, James 09-13-2018 (00:00:09)	Guard.74
	208:5 Q. (By Mr. Jerry Kristal) Would you agree	
	208:6 that any alleged hazard could affect Monsanto's freedom	
	208:7 to operate with respect to Roundup if it was an alleged	
	208:8 hazard of Roundup?	
208:11 - 208:11	Guard, James 09-13-2018 (00:00:01)	Guard.75
	208:11 A. Yes.	
221:16 - 221:17	Guard, James 09-13-2018 (00:00:05)	Guard.76
	221:16 Q. (By Mr. Jerry Kristal) And if you turn to	GJ8.25
	221:17 Roundup on the media screen/consequences page. On that	
221:17 - 222:2	Guard, James 09-13-2018 (00:00:28)	Guard.77
	221:17 Roundup on the media screen/consequences page. On that	
	221:18 PowerPoint it says quote "for Roundup,	GJ8.25.1
	221:19 restrictions could directly impact our business. Uses	
	221:20 the more at risk: Vineyard/around the	
	221:21 farm/amenity/L&G" end quote. Do you see that?	
	221:22 A. Yes.	
	221:23 Q. So before you got there, there was concern	
	221:24 at Monsanto that restrictions on Roundup could impact	
	222:1 the lawn and garden business, among other things;	
	222:2 correct?	
		1

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222:5 - 222:6	0 1 1 00 40 0040 (00 00 00)	Guard.78
222:0 - 222:0	Guard, James 09-13-2018 (00:00:02)	Guaru.76
	222:5 A. Yes, I would assume so based on that	
222:7 - 222:9	222:6 sentence.	Guard.79
222.1 - 222.9	Guard, James 09-13-2018 (00:00:06)	Guara.73
	222:7 Q. (By Mr. Jerry Kristal) If you turn to the	GJ8.30
	222:8 page what do we do, stewardship technical teams. Do	G00.00
222:9 - 222:11	222:9 you see that page? The middle bullet point says	Guard.80
222.0 222.11	Guard, James 09-13-2018 (00:00:10)	Guara.oo
	222:9 you see that page? The middle bullet point says	GJ8.30.1
	222:10 quote "glyphosate and Roundup tox allegation.	400.00.1
222:12 - 222:12	222:11 Defend glyphosate and Roundup against all toxicological Guard, James 09-13-2018 (00:00:03)	Guard.81
222.12 222.12	222:12 allegations, (Belli/Seralini studies) by asking to the	o.uu.u.o.
222:12 - 222:12	Guard, James 09-13-2018 (00:00:04)	Guard.82
	222:12 allegations, (Belli/Seralini studies) by asking to the	5.44.4.52
222:13 - 222:16	Guard, James 09-13-2018 (00:00:08)	Guard.83
222.10 222.10	222:13 officials or independent experts to write reports,	S.u.u. u.oo
	222:13 officials of independent experts to write reports, 222:14 publications, refuting their conclusions" end quote.	
	222:14 publications, relating their conclusions end quote.	
	222:16 A. Yes.	
222:17 - 222:19	Guard, James 09-13-2018 (00:00:09)	Guard.84
	222:17 Q. Okay. So Monsanto is going to defend	
	222:18 Roundup and glyphosate against all toxicological	
	222:19 allegations without even knowing what they are; right?	
222:22 - 223:1	Guard, James 09-13-2018 (00:00:08)	Guard.85
	222:22 A. I don't know.	
	222:23 Q. (By Mr. Jerry Kristal) Well, that's what	
	222:24 it says; right? Defend glyphosate and Roundup against	
	223:1 all toxicological allegations; right?	
223:4 - 223:8	Guard, James 09-13-2018 (00:00:12)	Guard.86
	223:4 A. Yes, those are the words on this page.	
	223:5 Q. (By Mr. Jerry Kristal) And in fact,	
	223:6 that's what Monsanto did for years and years. If	
	223:7 something negative came up about Roundup regarding	
	223:8 toxicology, it would push back against it; correct?	
223:11 - 223:15	Guard, James 09-13-2018 (00:00:11)	Guard.87
	223:11 A. If there was an allegation against the tox	
	223:12 profile of glyphosate and Roundup, we would investigate	
	223:13 it.	
	223:14 Q. (By Mr. Jerry Kristal) It doesn't say	

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000.40 000.40	223:15 investigate toxicological allegations here, does it?	Cuand 00
223:18 - 223:18	Guard, James 09-13-2018 (00:00:01)	Guard.88
000.4 000.0	223:18 A. That word isn't on the page.	clear
260:1 - 260:2	Guard, James 09-13-2018 (00:00:11)	Guard.89
	260:1 Monsanto was spending for many years on average about	
000-5 000-0	260:2 \$10 million a year advertising Roundup?	Cuand 00
260:5 - 260:6	Guard, James 09-13-2018 (00:00:02)	Guard.90
	260:5 A. For Roundup lawn and garden in the United	
000.7 000.40	260:6 States, yes, that's right.	Overed 04
260:7 - 260:10	Guard, James 09-13-2018 (00:00:07)	Guard.91
	260:7 Q. (By Mr. Jerry Kristal) And you were	
	260:8 responsible for the budget and the long-range planning,	
	260:9 so you would know that; right?	
	260:10 A. That's correct.	0
262:3 - 262:6	Guard, James 09-13-2018 (00:00:16)	Guard.92
	262:3 Q. (By Mr. Jerry Kristal) Do you have an	
	262:4 understanding that a single year's lawn and garden	
	262:5 Roundup advertising expenditure was greater than all of	
000.0 000.40	262:6 the toxicity testing spending for Roundup?	Overed 00
262:9 - 262:10	Guard, James 09-13-2018 (00:00:03)	Guard.93
	262:9 A. I don't know the money that was how	
040.04 040.00	262:10 much was spent on tox studies.	0
313:21 - 313:22	Guard, James 09-13-2018 (00:00:04)	Guard.94
	313:21 Q. (By Mr. Jerry Kristal) And if you turn to	GJ11.4
040.00 044.0	313:22 Page 4 of Exhibit 11, the top says quote "Roundup	GJ11.4.1
313:22 - 314:3	Guard, James 09-13-2018 (00:00:20)	Guard.95
	313:22 Page 4 of Exhibit 11, the top says quote "Roundup	
	313:23 dollar sales have increased at a CAGR of 12.6 percent	
	313:24 from 1996 to 1999 and are projected to increase another	
	314:1 12.5 percent in the year 2000" end quote. Do you	
	314:2 see that?	
	314:3 A. Yes.	0
314:21 - 314:23	Guard, James 09-13-2018 (00:00:08)	Guard.96
	314:21 Q. (By Mr. Jerry Kristal) And if I'm reading	
	314:22 this graph correctly, the dollar sales of Roundup in	
045.44 0.5.5	314:23 1996 were about \$130 million?	0 107
315:11 - 315:12	Guard, James 09-13-2018 (00:00:07)	Guard.97
	315:11 Q. Right. Okay. 1997, sales of Roundup for	
	315:12 lawn and garden was just shy of \$160 million?	
315:15 - 315:19	Guard, James 09-13-2018 (00:00:11)	Guard.98

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	315:15 A. That's what's written on this slide.	
	315:16 Q. (By Mr. Jerry Kristal) Do you have any	
	315:17 reason to think this is not accurate?	
	315:18 A. I don't have any reason to believe it's	
	315:19 accurate or inaccurate.	
316:14 - 316:17	Guard, James 09-13-2018 (00:00:15)	Guard.99
	316:14 Q. (By Mr. Jerry Kristal) And this was early	
	316:15 in the year 2000, but the projection was the Monsanto	
	316:16 Roundup lawn and garden dollar sales would be maybe	
	316:17 215 I'm sorry yeah, \$215 million, approximately?	
316:20 - 316:21	Guard, James 09-13-2018 (00:00:03)	Guard.100
	316:20 A. That's a reasonable assumption on this	
	316:21 what's being depicted on this chart.	clear
336:14 - 336:18	Guard, James 09-14-2018 (00:00:23)	Guard.101
	336:14 Q. In the process of Monsanto deciding what	
	336:15 to put on a label of Roundup, has there ever been	
	336:16 consideration of telling the consumers why certain	
	336:17 precautions are being recommended?	
	336:18 A. I don't know.	0 1400
336:19 - 336:24	Guard, James 09-14-2018 (00:00:19)	Guard.102
	336:19 Q. And let me give you a specific. If	
	336:20 somebody is if there is a recommendation to wash	
	336:21 hands, has there ever been a discussion as to telling	
	336:22 people why they should wash their hands would increase	
	336:23 the likelihood that they would wash their hands	
207.0 207.0	336:24 anything like that that you're aware of?	Guard.103
337:3 - 337:3	Guard, James 09-14-2018 (00:00:02)	Guaru. 103
401:17 - 401:20	337:3 A. I'm not aware of any.	Guard.104
401.17 - 401.20	Guard, James 09-14-2018 (00:00:14)	Guara.104
	401:17 answer to my question is, did anybody ever ask why the	
	401:18 formulations have not been tested for cancer in order	
	401:19 for us to determine what health and safety information	
402:11 - 402:16	401:20 to put on the label?	Guard.105
402.11 402.10	Guard, James 09-14-2018 (00:00:16) 402:11 A. I think our scientists have determined and	adara. 100
	402:12 the EPA has determined the testing that's necessary to	
	402:13 determine the safety of a product.	
	402:14 Q. (By Mr. Jerry Kristal) Well, you're not 402:15 saying that a company is limited to only doing the	
	402:16 required testing, are you?	
	TOZ. TO TEQUITED LESUING, ATE YOU!	

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402:19 - 402:21	0 1 1 00 11 0010 (00 00 00)	Guard.106
402:19 - 402:21	Guard, James 09-14-2018 (00:00:06)	Guard. 100
	402:19 A. I don't know what a company could I	
	402:20 suppose they could do additional testing if they wanted	
407:11 - 407:14	402:21 to.	Guard.107
407.11 - 407.14	Guard, James 09-14-2018 (00:00:14)	Guara. 107
	407:11 Q. Have there been discussions as to what the	
	407:12 person in the commercial is wearing in terms of a	
	407:14 seeing the ad shout the confety of the product?	
407:17 - 407:17	407:14 seeing the ad about the safety of the product?	Guard.108
407.17	Guard, James 09-14-2018 (00:00:00) 407:17 A. Yes.	5.44.4.75
407:24 - 408:5	Guard, James 09-14-2018 (00:00:20)	Guard.109
107.21 100.0		
	407:24 Q. Okay. So somebody at Monsanto for the ads 408:1 that show for the lawn and garden Roundup people	
	408:2 wearing shorts and shirt sleeves, somebody made an	
	408:3 intentional decision that that was okay to show?	
	408:4 A. That was reviewed and approved by	
	408:5 Monsanto.	
448:18 - 448:18	Guard, James 09-14-2018 (00:00:02)	Guard.110
	448:18 Q. I'm going to mark as Exhibit 18	
448:18 - 448:19	Guard, James 09-14-2018 (00:00:01)	Guard.111
	448:18 Q.	GJ18.1
	448:19 a PowerPoint	
448:19 - 448:20	Guard, James 09-14-2018 (00:00:11)	Guard.112
	448:19 entitled crop protection messaging research,	
	448:20 presentation of final results, March 23rd, 2015,	GJ18.1.1
448:22 - 449:12	Guard, James 09-14-2018 (00:00:47)	Guard.113
	448:22 Now, obviously you	
	448:23 should flip through this, but while you are doing so,	
	448:24 it appears to me that you were present during this	
	449:1 presentation?	
	449:2 A. I don't recall.	
	449:3 Q. Well, you skipped over the page when I was	
	449:4 asking that question. It says agenda, meeting	GJ18.2 -
	449:5 objectives, and March 31st agenda, and then it has	GJ18.2.1
	449:6 March 31st meeting agenda, and it has an agenda there	
	449:7 and under lawn and garden it says dash Jim comma Kim.	GJ18.2.2
	449:8 Is there a Kim in lawn and garden that you're aware of	
	449:9 in 2015?	
	449:10 A. No.	

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	449:11 Q. And Jim is there any other Jim but you?	
471:10 - 472:1	449:12 A. I don't recall any other Jims.	Guard.114
4/1.10 - 4/2.1	Guard, James 09-14-2018 (00:00:48)	Guaru.114
	471:10 Q. (By Mr. Jerry Kristal) Okay. Next page,	GJ18.12
	471:11 Page 12, is entitled residential overview. Do you see	G010.12
	471:12 that?	
	471:13 A. I do.	GJ18.13
	471:14 Q. And then on the next page, the results of	GJ18.13.1
	471:15 this messaging research reads quote "the news is	0010.10.1
	471:16 good. The safety of residential Roundup is not a 471:17 top-of-mind concern for today's consumers" end	
	471:17 top-of-mind concern for today's consumers end 471:18 quote. Do you see that?	
	471:19 A. Yes.	
	471:19 A. Tes. 471:20 Q. So this certainly involves your segment;	
	471:20 Q. 30 this certainly involves your segment; 471:21 right? Residential Roundup is your segment; right?	
	471:22 A. Yes.	
	471:23 Q. And this messaging is telling the folks at	
	471:24 Monsanto that for the residential use, safety is not a	
	472:1 top-of-the-mind concern; right?	
472:8 - 472:8	Guard, James 09-14-2018 (00:00:01)	Guard.115
	472:8 A. That's the words on this page, yes.	
601:5 - 601:13	Guard, James 09-14-2018 (00:00:32)	Guard.116
	601:5 Q. (By Mr. Jerry Kristal) Other than putting	clear
	601:6 whatever information may or may not have made its way	
	601:7 onto web about the International Agency for Research on	
	601:8 Cancer determination that glyphosate was a probable	
	601:9 carcinogen, no one discussed actually giving that	
	601:10 information to a consumer when they purchased the	
	601:11 product, like on the label, in a brochure, at a	
	601:12 point-of-purchase sign, in a TV ad, in a print ad, in	
	601:13 any other means of communication?	
601:16 - 601:18	Guard, James 09-14-2018 (00:00:08)	Guard.117
	601:16 A. I don't believe there was any	
	601:17 conversations of adding the IARC statement on the	
	601:18 packaging.	
602:1 - 602:3	Guard, James 09-14-2018 (00:00:06)	Guard.118
	602:1 Q. (By Mr. Jerry Kristal) Did you ever think	
	602:2 of that, maybe we should tell people who are buying	
000 5 555	602:3 this product what this agency found?	
602:5 - 602:7	Guard, James 09-14-2018 (00:00:05)	Guard.119

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		,
	602:5 A. I don't recall.	
	602:6 Q. (By Mr. Jerry Kristal) You don't recall	
000 40 000 40	602:7 ever thinking about that?	0
602:10 - 602:10	Guard, James 09-14-2018 (00:00:01)	Guard.120
200 5 200 0	602:10 A. That's correct.	0
668:5 - 668:8	Guard, James 09-14-2018 (00:00:12)	Guard.121
	668:5 Q. Mr. Guard, thank you very much for a time	
	668:6 you've taken over the past two days. This is Greg	
	668:7 Chernack asking questions on behalf of Monsanto. I	
000 04 000 0	668:8 just have a small number of questions for you.	0
668:21 - 669:2	Guard, James 09-14-2018 (00:00:13)	Guard.122
	668:21 Q. You had been asked some questions about	
	668:22 the safety data sheet, the material safety data sheet.	
	668:23 Do you recall that?	
	668:24 A. Yes.	
	669:1 Q. Could you look at what's been marked as	5007.4
000 0 070 0	669:2 Exhibit Number 4? Do you have that in front of you?	5937.1
669:3 - 670:3	Guard, James 09-14-2018 (00:01:25)	Guard.123
	669:3 A. Yes.	5007.0
	669:4 Q. If you could just turn to the last page of	5937.9
	669:5 that exhibit, which is a Bates number ending in 29021?	
	669:6 MR. JERRY KRISTAL: Would you kindly just	
	669:7 identify for which product this is the SDS for?	5007.0.4
	669:8 MR. CHERNACK: Certainly. This is the	5937.9.1
	669:9 Roundup Weed and Grass Killer Super Concentrate, with	
	669:10 effective date of December 15th, 2010.	
	669:11 MR. JERRY KRISTAL: Thank you.	5007.0
	669:12 Q. (By Mr. Chernack) And do you see there	5937.9
	669:13 are two large boxes at the end of this document?	
	669:14 A. Yes.	
	669:15 Q. If you could just read the first	5007.0.0
	669:16 five-and-a-half lines of the first of those two boxes.	5937.9.2
	669:17 A. This material safety data sheet (MSDS)	
	669:18 serves different purposes than and does not replace or	
	669:19 modify the EPA-approved product labeling attached to	
	669:20 and accompanying the product container.	
	669:21 This MSDS provides important health,	
	669:22 safety, and environmental information for employers,	
	669:23 employees, emergency responders, and others handling	
	669:24 large quantities of the product in the activities	

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	670:1 generally other than product use, while the labeling 670:2 provides that information specifically for product use 670:3 in the ordinary course.	
670:8 - 671:1	Guard, James 09-14-2018 (00:00:43)	Guard.124
	670:8 Q. Could you explain what lawn and garden	clear
	670:9 products are?	
	670:10 A. Those are the products that are marketed	
	670:11 and labeled for use by homeowners to use around their	
	670:12 home.	
	670:13 Q. And is there a separate division or group	
	670:14 within Monsanto that is responsible just for lawn and	
	670:15 garden products?	
	670:16 A. Yes.	
	670:17 Q. And you're part of that group; is that	
	670:18 right?	
	670:19 A. That's correct.	
	670:20 Q. Are there other groups in Monsanto	
	670:21 responsible for other types of Roundup products?	
	670:22 A. Yes.	
	670:23 Q. And what groups are those?	
	670:24 A. We have an ag group, agriculture. And we 671:1 have a group that	
671:2 - 672:19	Guard, James 09-14-2018 (00:02:07)	Guard.125
0.1.2 0.2.10	671:2 handled I T & O products.	
	671:3 Q. And starting with the ag or agriculture	
	671:4 group, could you just describe generally the uses of	
	671:5 Roundup products for the agricultural group?	
	671:6 A. Sure. Generally that's a product that's	
	671:7 used by a farmer or farmers' employees, typically	
	671:8 spread in large quantities because they have a large	
	671:9 number of acres over the top or around on crops to	
	671:10 either produce food or clothing.	
	671:11 Q. And you mentioned I T & O. What does I T	
	671:12 & O stand for?	
	671:13 A. That stands for industrial turf and	
	671:14 ornamental.	
	671:15 Q. Can you explain a little bit about what	
	671:16 industrial turf and ornamental uses of Roundup are?	
	671:17 A. That would be the groups of products that	
	671:18 are labeled and designed for people who are using it in	

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673:17 - 674:14	671:19 golf courses, roadways, people that apply pesticides 671:20 for a profession, either the guy that comes to your 671:21 home and takes care of your weeds at your yard and is 671:22 paid for that. 671:23 Q. So a landscaper? 671:24 A. A landscaper, the professional landscaper. 672:17 hings like that. It would be professional applicators 672:2 that are not agriculture and not do-it-yourself 672:3 homeowners. 672:4 Q. Now, would your group, the lawn and garden 672:5 group, would you also work in the agriculture or the I 672:6 T & O spaces? 672:7 A. No. 672:8 Q. And how are the agriculture and the I T & 672:9 O products different from the lawn and garden Roundup 672:10 products? They're all Roundup-branded glyphosate 672:11 herbicides, though; correct? 672:12 A. That's correct. 672:13 Q. But how are they different? 672:14 A. They have different formulas, different 672:15 packaging systems, different labels, use instructions. 672:16 You know, an example might be a farmer could receive a 672:17 tanker truck at their farm full of some kind of Roundup 672:18 product whereas a consumer would go to Home Depot or 672:19 Lowe's and buy a one-gallon container. Guard, James 09-14-2018 (00:00:47) 673:17 Q. Now, we've talked a lot about advertising, 673:18 or a little bit about advertising over the past two 673:20 the lawn and garden space? 673:21 A. Yes. 673:22 Q. Is there separate advertising in the 673:23 agricultural space? 673:24 A. I suspect there is. I'm again, I'm not 674:1 really involved in that area. 674:2 Q. And do you know if there is separate 674:3 advertising in the I T & O space? 674:4 A. Same answer. I suspect there is, but I 674:5 don't know. 674:6 Q. How about marketing? Is the marketing you	G	uard.12	26

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		674:7 work on limited to the lawn and garden space?	
		674:8 A. Yes.	
		674:9 Q. Do you know if there are separate	
		674:10 marketing efforts in the agricultural space?	
		674:11 A. I suspect there is; yes, there is.	
		674:12 Q. And how about in the I T & O space? Is	
		674:13 there separate marketing in the I T & O space?	
		674:14 A. Yes.	
	675:16 - 676:2	Guard, James 09-14-2018 (00:00:42)	Guard.127
		675:16 Q. Okay. Turning back to lawn and garden	
		675:17 specifically. How can users of the Roundup-branded	
		675:18 lawn and garden products obtain information about those	
		675:19 products?	
		675:20 A. They can look at the product label. They	
		675:21 can go to our Roundup.com website. They can do Google	
		675:22 searches, and there's other information out on the	
		675:23 internet. They can read the signs and brochures that	
		675:24 we may put out there. They can ask store associates,	
		676:1 their neighbors. A whole host of ways they can get	
		676:2 information.	
	676:3 - 677:15	Guard, James 09-14-2018 (00:01:36)	Guard.128
		676:3 Q. Can we take a few minutes if you can	
		676:4 look at what's been marked as Exhibit 5. It's a copy	4634.1.1
		676:5 of the Roundup Super Concentrate label. And I believe	
		676:6 Exhibit 6, if you want, is a blown-up version of that	
		676:7 same label.	
		676:8 A. Okay.	
		676:9 Q. Do you have that in front of you, Mr.	
		676:10 Guard?	
		676:11 A. Yes.	
		676:12 Q. Now, if you look through the label, it	4634.3.1
		676:13 contains several parts; is that correct?	
		676:14 A. Yes.	
		676:15 Q. Do you know why?	
		676:16 A. It's required by the EPA.	
		676:17 Q. Now, there's also a precautionary	4634.4.2
		676:18 statement. I believe you and Mr. Kristal discussed it	
		676:19 earlier.	
		676:20 A. Yeah. Yes.	
		676:21 Q. Is it required to have a precautionary	

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		676:22 statement in an herbicide label?	
		676:23 A. Yes, it is.	
		676:24 Q. And if you look at the front of the label,	4634.1.1
		677:1 the first page, there's a caution statement there. Do	4634.1.2
		677:2 you see that?	
		677:3 A. Yes.	
		677:4 Q. Now, you testified earlier about what is	
		677:5 called a signal word. Is that correct?	
		677:6 A. Yes.	
		677:7 Q. Is that the signal word?	
		677:8 A. Yes. Caution.	
		677:9 Q. And just to remind us, what are the	
		677:10 different possible signal words?	
		677:11 A. Danger, which is the most toxic. Warning.	
		677:12 And then caution.	
		677:13 Q. So caution is the least toxic of the	
		677:14 signal words; is that	
		677:15 A. That's correct.	
	677:19 - 678:1	Guard, James 09-14-2018 (00:00:14)	Guard.129
		677:19 Q. Okay. Does this entire label have to be	clear
		677:20 approved by the EPA?	
		677:21 A. Yes.	
		677:22 Q. As well as the regulatory bodies in all	
		677:23 the states?	
		677:24 A. Yes. All the states that we want to have	
		678:1 it registered in, yes.	
	678:2 - 678:15	Guard, James 09-14-2018 (00:00:30)	Guard.130
		678:2 Q. Now, you've worked at Monsanto since 2009?	
		678:3 A. Yes.	
		678:4 Q. Since you've worked with Monsanto, have	
		678:5 the glyphosate-based herbicides that Monsanto sells in	
		678:6 the lawn and garden space continually been approved for	
		678:7 use by the EPA?	
		678:8 A. Yes.	
		678:9 Q. And has the label that's been used on all	
		678:10 of those products has that label have those	
		678:11 labels been approved by the EPA?	
		678:12 A. Yes.	
		678:13 Q. And have those labels also been approved	
		678:14 by the appropriate state regulatory bodies?	

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	678:15 A. Yes.		

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GJ11

GJ18 GJ2

GJ203

GJ4

GJ8