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Subject:  Amended Response for Metaldehyde/Iron Phosphate Cost Comparison

The following is an amended response from the Western Integrated Pest Management Center to
your December 12, 2006 request regarding the cost difference between using metaldehyde versus
iron phosphate for slug and snail control.  This response is for the six-state Pacific Northwest
(PNW) region, comprised of Alaska, Idaho, Oregon, Montana, Utah, and Washington.

I again spoke to Janet Poncelete, Territory Manager for UAP Professional Products (503-663-0164, janet.poncelet@uap.com) and she provided the following corrected information regarding
the cost in the nursery/ornamentals industry for metaldehyde and iron phosphate:

The wholesale price for metaldehyde varies depending upon the formulation. The cost for
Deadline Bullets is $1.25/# while the cost for Deadline MP $1.10/# with growers preferring
to use Deadline MP. In Oregon’s ornamentals industry, growers apply metaldehyde at
40#/A; therefore, the wholesale cost for Deadline MP is 40#/A X $1.10/# or $44/A.

Alternately, the wholesale cost for iron phosphate (Sluggo) is $1.40 per pound and growers
use 1#/ per 1000 square feet. One acre = 43,560 square feet so 1000 ft² equals 0.023A. The
cost for using iron phosphate is $1.40/# X 1#/0.023A or $61/A.

There is a markup of between 15% and 20% on these types of baits. Assuming a 20%
markup, the cost to growers for Deadline MP is approximately $53/A while the cost for
Sluggo is $73/A
I apologize for the inconvenience cause by having to send this amended response. In the first calculations for cost comparison that I had submitted I had used an incorrect, and much too low, value for the application rate for metaldehyde.

I hope that you find this information useful.

Sincerely,

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