



December 18, 2006

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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.

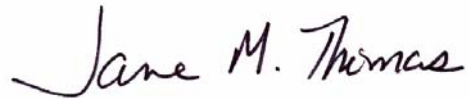
Alternately, the wholesale cost for iron phosphate (Sluggo) is \$1.40 per pound and growers use 1# per 1000 square feet. One acre = 43,560 square feet so 1000 ft² equals 0.023A. The cost for using iron phosphate is \$1.40/# X 1#/0.023A or \$61/A.

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,

A handwritten signature in black ink that reads "Jane M. Thomas". The signature is written in a cursive, flowing style.

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