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2014 Pesticide Safety: Generics

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Generics?

Save Money, Lose Efficacy?

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Pesticide Safety Meeting April 15, 2014

Generics vs Branded

- Companies like [Bayer](#), [Dow Chemical](#), and [Syngenta®](#) invest millions of dollars and years testing, researching and formulating the active ingredients found in [branded pesticides](#).
- Once an active ingredient (AI) is patented, the company has **17 to 20 years of exclusivity**.
- However, when the patent expires, companies can purchase the rights to the AI and create their own generic pesticide.
- Because they did not pay the cost of developing and maintaining the original AI in the branded pesticide, the generic company is able to sell the generic pesticide at a cheaper price.

Generics

- Both generic and branded pesticides have the same active ingredient.
- Therefore, generic and brand name pesticides **should technically** deliver the same results.

Generics

- Some key differences to consider when deciding to purchase one over the other.
- **Quality and reliability:** a consistent, optimized formula and quality from batch to batch.
- **Customer and product support:** while the products, formulations and results might be similar between branded and generic pesticides, the service is often very different.
- **Continued product innovation:** once a new formulation is developed, the work doesn't stop.
- **Industry support:** Manufacturers have the best interest of the industry's future. Manufacturers invest time and money to build strong foundations for the future.
- **Investment in safety and sustainability:** brand manufacturers invest time and money to promote best practices to each industry.

- A generic pesticide is as one which is manufactured by a company other than the original manufacturer
- In 1996, patent-protected active substances accounted for 47% of the total global agrochemical market.
- Up to 60% of the herbicide market is now generics.

- The biggest generic producer is the Israeli company Makhteshim-Agan.
 - In the top 20 agrochemical companies world-wide
 - Sales rising faster than any other R&D company
- MANA is Makhteshim Agan of North America, Inc., a North American subsidiary of [Makhteshim Agan Industries, Ltd.](#)

Acephate 97 UP (Acephate - Orthene)
 Alias 2F and 4F (Imidacloprid - Admire)

Chlorpyrifos 4E AG (chlorpyrifos - Lorsban)
 Vulcan (chlorpyrifos - Lorsban)

Diazinon 50W (only producer of Diazinon)
 Diazinon AG500

Mana Arrow 2EC (clethodim - Select)

Equus 500 ZN (Chlorothalonil - Bravo)
 Equus 720 SST (Chlorothalonil - Bravo)
 Equus DF (Chlorothalonil - Bravo)

Glyphogan (glyphosate – Roundup Original)
 Glyphogan Plus (glyphosate – Roundup Max)

3 kinds of 2-4 D
 Quinclorac (but not for cranberry)
 Diamond (Novaluron - Rimon)
 Current IR-4 project compound is from MANA

Generics

- Some are cheaper, some are the same!
- Ag Suppliers carry some, not all!
- Compare cost per acre
- Sevin XLR \$25-26/A Carbaryl 4L \$22-24/A
- Orthene 97 \$7/A Acephate 97UP \$7-8/A

Generics

- Some are cheaper, some are the same!

- Compare cost per acre

- Sevin XLR \$25-26/A Carbaryl 4L \$22-24/A
-

- Orthene 97 \$7/A Acephate 97UP \$7-8/A
-

- Bravo Ultrex \$28-30/A

- Bravo Weather Stik \$23-24/A

- Chloronil 720 \$23/A

- Initiate 720 \$23/A

Generics

- Some are cheaper, some are the same!

- Sevin XLR \$25-26/A Carbaryl 4L \$22-24/A

- Orthene 97 \$7/A Acephate 97UP \$7-8/A

- Bravo Ultrex \$28-30/A

- Bravo Weather Stik \$23-24/A

- Chloronil 720 \$23/A

- Initiate 720 \$23/A

Compare cost
per acre

- Dithane F-45 Rainshield (37% ai) **\$36-37/A**

- Manzate Flowable (37% ai) **\$38-40/A**

at 4.8 qts/A
= 4.8 lb AI

- Manzate Pro-Stick (75% ai) **\$21-22/A**

- Roper DF Rainshield (75% ai) **\$21-22/A**

at 6 lb/A
= 4.5 lb AI

Generics

- Roundup vs glyphosate generics
 - When comparing check equivalent AI and percent AI
 - Not Home Depot, 1% or 18% vs. 49% AI
 - Bullseye has no sticker
- Roundup PowerMax (48.7% AI) **\$31-34/gallon**
- Roundup WeatherMax (48.8% AI) **\$38-40/gallon**
- Generics range
 - Mirage, Clearout, Makaze
 - (41% AI) **\$22-25/gallon**

Copper Generics

- Copper Oxychloride 16.8%
- Copper Hydroxide 15.4%
- Badge SC (7 pts) \$22/A OMRI (organic certified)
- Copper Oxychloride 23.8%
- Copper Hydroxide 21.5%
- Badge X2 (3.5 lb) \$30/A OMRI
- Copper Hydroxide 37.5% AI
- Champ Formula 2 Flowable (5.33 pt) \$25-27/A
- Copper Hydroxide 57.6% AI
- Champ DP Dry Prill (5.3 lb) \$30-32/A
- Copper Hydroxide 46.1% AI
- Kocide 3000 (3.5 lb) \$33-36/A OMRI

Admire vs imidacloprid generics

Price per acre



	Rate Range	High Rate	actual	Comparative	
INSECTICIDES	Per Acre	Per Acre	\$\$\$	Cost Rating	Efficacy
Admire Pro (imidacloprid)	7-14 fl oz	14 fl oz	32-34	\$\$	2
Alias 2F (imidacloprid)	16-32 fl oz	32 fl oz	11-12	\$	2
Nuprid (imidacloprid)	16-32 fl oz	32 fl oz	25	\$\$	2
Wrangler (imidacloprid)	8-16 fl oz	16 fl oz	18-24	\$	2

Clethodim Generics

- Select vs Intensity vs MANA Arrow 2EC
- Select Max (37% ai) **\$100/gallon = \$12/A**
- Intensity One (37% ai) **\$85/gallon = \$10/A**
- MANA Arrow 2EC (75% ai) **\$??/gallon**

Phytophthora root rot

FOLIAR

Aliette (\$70)

Phosphites

Fosphite Fungi-Phite

Helena ProPhyt

K-Phite 7LP AG

Phostrol (\$20)

Rampart (\$12)

SOIL APP

Mefenoxam

Ridomil Gold SL(\$175)

Ridomil Gold GR(\$175)

Ultraflourish (\$126)

Metalaxyl

Old Ridomil (10 yrs ago)

Metastar 2EC

Two year-old Crimson Queen bed

Generics

- MANA making many generics but not supporting new cranberry pesticide registrations
 - Only registrant of Diazinon though!
 - And supporting new IR-4 compound
- Dow, Bayer, Syngenta and Dupont charge more for product but are paying to register new products
 - New compounds coming down the pike?

Generics

- Save Money
- Manzate ProStick or Roper cheaper than Manzate Flowable or Dithane
- Imidacloprid for grubs in late July, big price differential
- Save \$20/gallon on generic glyphosate
- Phosphites far cheaper than Aliette/Ridomil options for Phythophthora