

It's Time to Grow!

OHP biosolutions debuts in 2017

"Oh, the times they are a changing..."

— Bob Dylan, 1963

That was true when Bob Dylan wrote that song in 1963 and it's true in the ornamentals market in 2017. Pest control is changing.

The evidence is visible across the U.S. horticulture market. The use of biological pesticides and softer chemistries as tools on food crops and ornamentals in the greenhouse and nursery is rapidly expanding.

To help meet the demand for softer products, OHP has formed "OHP biosolutions" to better serve this growing segment.

The new focus of OHP features products that are specifically designed to address the expanding segment of growers who utilize biological products exclusively or a combination of biological and conventional products.

"We see the steady evolution of our industry from one where conventional products were dominant to one where growers are using all available options," notes Dan Stahl, OHP vice president and general manager.

"Most products are reduced risk and most are compatible with pollinators"

With biosolutions, OHP has broadened its portfolio to include non-conventional products that fit for the variety of growers we see today.

OHP is adding insecticides, fungicides, and specialty products that are mostly compatible with ornamental food crops and herbs

grown in media or in hydroponic situations. Most are reduced risk products, are compatible with beneficial insects and pollinators, carry short Restricted Entry Intervals (REI) of 4 hours or less, and require minimal Personal Protective Equipment (PPE).

The OHP biosolutions line-up:

- Ancora®**
Microbial Insecticide
- Azatin® O**
Biological Insecticide
- Kopa™**
Insecticidal Soap
- Thuricide® N/G**
Biological Insecticide
- Triact® 70**
Fungicide/Insecticide/Miticide
- Triathlon® BA**
Fungicide/Bactericide

We are not discontinuing our emphasis on synthetic products. Biosolutions represents a broadening of our product portfolio.

More information on these products, and others coming soon, is available inside this newsletter. ■

On the inside:

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OHP has new booth design in new floor layout at Cultivate

We are pleased to debut our new OHP booth (shown above) at the 2017 Cultivate Show July 15-18 in Columbus.

Designed by Ryan Boehm, OHP marketing services manager, the new booth features a fresh, welcoming, and modern look with plenty of space for our friends and customers.

There's plenty of room for our much-requested literature for attendees.

In addition, the floor layout of the biggest, most important show in horticulture has changed. We are now located in space #2747, in a 20' by 20' island.

It may take a minute for attendees to get their bearings with the new show floor design. Just look for the overhead "OHP" sign. Once you find it, you'll recognize the familiar faces from the best team in the horticulture.

On the educational side, Dr. Carlos Bográn, OHP manager of technical services, will be on the program on Saturday, July 15 at 11:30 a.m. Carlos' topic: "Save the good bugs! Conserving beneficial insects."

Carlos is highly experienced in the world of beneficial insects and how to use for maximum effectiveness.

Please stop by and say "hello." We'll have some cool giveaways and we love to visit with our industry friends and customers. ■

Using growth disruptors to optimize efficacy of biological products

By Dr. Carlos Bográn,
OHP manager of technical services

Plant pests and the ways to control them more ‘naturally’ continue to be in the minds of many growers.

Biological products, including microbial and biochemical pesticides, beneficial organisms, and biostimulants have become widely accepted as elements of the toolbox approach to pest and disease management.

Successful products provide the benefit of relative safety and relative low cost to the ease of use and consistent efficacy of conventional pesticides.

Regardless of the approach a basic understanding of the target organism and the complementary modes of action of biological and conventional products facilitates their optimization into effective pest management programs.

Many new and some ‘old’ compounds that are known to disrupt the growth and development of immature life stages of the pests have very narrow targets. When used properly these selective compounds may enhance the effectiveness of microbial and biochemical pesticides.

Azadirachtin (active ingredient in Azatin® O) for example, a botanical insect growth regular from the Neem tree, is known to have positive effects on pest mortality by entomopathogenic bacteria and fungi including *Bacillus thuringiensis* (Thuricide® N/G) against several caterpillar pests and *Beauveria bassiana* against various species.

Effective integration of growth disruptors (regulators) and microbial products may be achieved through rotations where each product is applied separately based on the status (age structure) of the pest population or by mixing two or more products in a single application.

In a study published in the *Journal of Pesticide Science* in 2013 the application of the entomopathogenic fungus *Beauveria bassiana* in combination with or 48 hours before diflubenzuron (active ingredient in Adept®) resulted in higher mortality of locust (85-100%) than either product alone (30-80%) but applying the insect growth regulator 48 hours before the entomopathogen resulted in only intermediate mortality levels (35-60%).

This suggests that the order in the rotation

between a biological and a conventional product may influence the outcome of the pest control programs; detection and monitoring is critical in matching the right product with the right pest.



Carlos Bográn, PhD
Manager Technical Services

Another study published in the *Journal of Insect Science* in 2014 found that while novaluron (active ingredient in Pedestal®) is highly effective on 2nd to 4th instar *Lygus* bugs, the entomopathogen *Beauveria bassiana* was equally effective on 3rd and 4th instars *Lygus* bugs and much more effective than novaluron on 5th instars and adults.

This suggest the combination of the two products will lead to better control of *Lygus* bugs due to their complementary activity in all life stages of the pest, immatures and adults.

A similar trend was found in own my previous work to enhance the biological activity of entomopathogenic fungi. The addition of Novaluron improved efficacy of *B. bassiana* on western flower thrips. (Figure 1.)

Continued work in collaboration with University and independent researchers will evaluate other biological and conventional product combinations and application strategies to optimize utilization and address the new challenges of growers who utilize biological products exclusively or in combination with conventional products.

Insect growth disruptors include a variety of new and old products; their selectivity on their target pest species and life stage and their relative safety can be used to complement and enhance the activity of biological products. ■

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Treatment-induced mortality

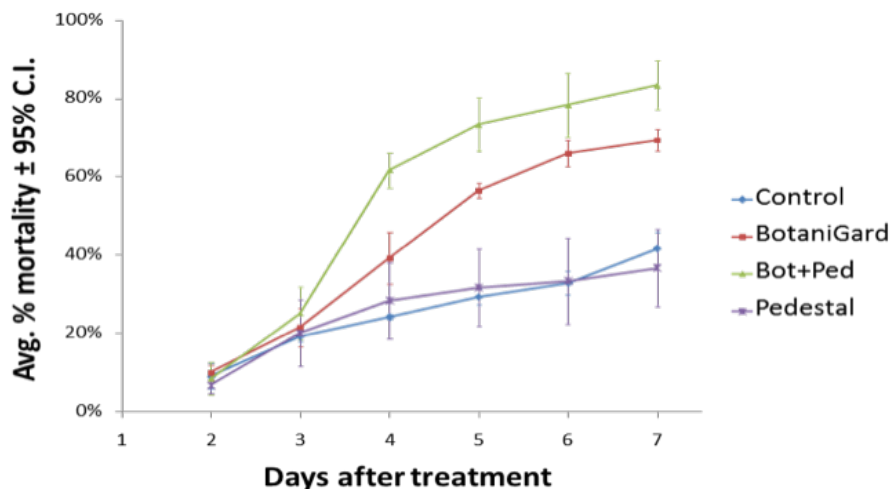


Figure 1. Average mortality data for three replicates of n=20

Effects of Novaluron on western flower thrips mortality by Beauveria bassiana insecticides (Moshman, Chow, Heinz, Bogran 2010)

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Biosolutions offer growers softer options

Following are descriptions of several of our biosolutions, the new segment of OHP that features non-traditional means of pest control.

There will be several others joining our portfolio in the near future. You'll hear about those in the coming weeks and months.

Please contact your OHP regional sales manager for more information. ■

OHP adds Ancora® to biosolutions portfolio

We're thrilled to add Ancora® Microbial Insecticide to our portfolio of biosolutions! The official launch will be sometime later this summer but we're excited to give our growers a sneak peek.

Ancora is based on a naturally-occurring fungus that infects both foliar and soil-dwelling pests such as whiteflies, thrips, aphids, leafminers, spider mites, grubs, and other pests.

Ancora is one of the latest additions to the OHP biosolutions segment of new tools and proven solutions for greenhouse and nursery growers, including those who grow vegetables and herbs.

It is a great rotational tool for an insect and mite control program, whether biological or conventional.

Because the active ingredient consists of a highly-virulent and effective strain of fungus (*Isaria fumosorosea* Apopka 97 strain), Ancora provides fast broad-spectrum activity on both foliar and soil insects in the greenhouse, nursery, and landscape markets.

Dr. Carlos Bográn, OHP manager of technical services, notes the formulation contains blastospores which provide faster germination and kill than resting spores of other fungal products.

"When Ancora is applied, the blastospores attach and germinate on the insect or mite cuticle, followed by penetration which causes death within one-to-three days," says Dr. Bográn.

Dr. Bográn notes Ancora should be used at the first sign of pest infestations for optimal results and in a rotation with products from different classes with different modes of action.

Ancora carries a 4-hour Restricted Entry Interval (REI) and Caution signal word and is classified as a reduced risk product by U.S. EPA. ■

Ancora is a registered trademark of OHP, Inc.

AZATIN® O

The first and most popular azadirachtin-based product continues to gain market share as a member of OHP biosolutions.

We made some changes when we switched from Azatin®XL to Azatin®O and growers took notice. Among the changes:

- OMRI (Organic Materials Review Institute) labeling – may be used in organic production with a 0-day pre-harvest interval;
- Highest concentration of azadirachtin available;
- Rate flexibility compared to competitive products

Azatin O, with its 4-hour REI, may be used on ornamentals plus fruits, vegetables, and herbs and spices for control of myriad pests including thrips, whiteflies, aphids, scales, lepidoptera, etc. Azatin O is compatible with beneficial insects. ■

Azatin is registered trademark of Certis USA LLC.

KOPA™

Another OHP biosolution is Kopa™ Insecticidal Soap. Kopa is a potassium salt of fatty acid soap that controls insects, mites, and powdery mildew.

Available in a 2.5 gal. size, Kopa is approved for organic production, is labeled for use on vegetables and herbs, and carries a 0-day preharvest interval (PHI).

Kopa is gentle on beneficial insects and is an ideal rotational tool with other biopesticides.

It may be tank mixed for additional activity.

We anticipate OMRI listing sometime later this year. ■

Kopa is a trademark of W. Neudorff GmbH KG.

THURICIDE® N/G

OHP will launch Thuricide®N/G *Bacillus Thuringiensis* insecticide later in 2017.

Thuricide is labelled for larval control of gypsy moths and some caterpillars and some loopers. It carries a 4-hour REI and is labeled for use on food crops.

In addition, Thuricide has a 0-day pre-harvest interval (PHI).

Stay tuned for more details on Thuricide. ■

Thuricide is a registered trademark of Certis USA LLC.

TRIACT® 70

Another member of the biosolutions portfolio is our versatile Triact®70 Fungicide/Insecticide/Miticide.

Triact 70 can be used against a number of diseases, insects, and mites and is OMRI certified with a 4-hour REI.



A neem oil-based product, Triact 70 can be used on ornamentals, fruits, vegetables, and herbs grown in the greenhouse and nursery. It may also be used in landscape settings.

A pure form of horticultural oil, Triact 70 can be tank mixed with commonly used fungicides and insecticides/miticides for added efficacy. ■

Triact is a registered trademark of Certis USA LLC.

Uses for Triathlon® BA continue to expand

Our new biofungicide/bactericide Triathlon® BA (*Bacillus Amylo-liquefaciens*) become a staple for many disease-prevention rotations among vegetable and herb growers since its introduction in late 2015.

Of late, we're seeing more non-vegetable and non-herb growers using Triathlon BA, especially early, sometimes on plugs. Head Grower Mike Maran of Lieven's Brothers Greenhouse in Petersburg, MI, has used Triathlon BA for prevention of damping-off on hard-to-establish crops like vinca, celosia, alyssum, coleus, and others.

"Even on snapdragons, I've seen a big difference," says Maran. "I use the 16 fl. oz. per 100 gal. rate as a drench with Triathlon BA and it's making a big difference in crop quality."

Maran makes his first Triathlon BA application at the early germination stage, when plants are just surfacing.

"The quicker I can get it on, the better. If you can start the plugs off healthy, you have a better chance to keep them healthy," says Maran.

Other growers are using Triathlon BA as a foliar biofungicide for prevention of a wide-variety of diseases such as botrytis, powdery mildew, rusts, leaf spots, alternaria, rhizoctonia, fusarium, and bacterial spot on fruits, vegetables, and herbs and spices.

Triathlon BA colonizes plant root hair, preventing establishment of disease-causing fungi and bacteria, notes Dr. Carlos Bográn, OHP manager of technical services.

Users should apply Triathlon BA as a spray or drench at 3-14 day intervals. Triathlon BA should be applied more frequently under environmental conditions that are conducive to disease development.

Triathlon BA is formulated in an aqueous suspension solution and carries a 4 hour REI. It is OMRI certified and may be used in organic production.

Labels and SDS are available at ohp.com or call your local OHP regional manager. ■

Triathlon is a registered trademark of OHP, Inc.

Updated PGR calc app available

OHP's new and improved PGR (Plant Growth Regulator) calculator app is now available as a free download for iPhone® and iPad® from the Apple App Store.

The new app has been redesigned from the ground up to take advantage of the latest iOS enhancements. The app functions quicker, uses less memory and integrates across all platforms running iOS 8.0 or greater, according to the developer Ryan Boehm, OHP manager of marketing services.

"Growers who use the app comment on the convenience and accuracy it provides them in the field. It's a simple tool that gives them confidence when applying PGRs," says Boehm.

"Anytime we can make a growers' time more efficient it's a positive. The PGR Calculator solves that problem by allowing the grower to get the job done faster with the proper rates."

Using the app is simple. Choose the desired PPM, plug in the length and width of the area (or total pots and volume if drenching) to treat, and the app calculates the amount to PGR to put into the amount of water required to treat the area.

Since its introduction in 2010, several thousand people from throughout the world have downloaded the app, according to Boehm.

To download the free app search for "PGR Calc" on the Apple App Store. ■

iPhone and iPad, are registered trademarks of Apple, Inc. B-Nine and Paczol are registered trademarks of McDermid Agricultural Solutions, Inc. Cycocel is a registered trademark of BASF Corp.



Areca® Fungicide makes 2017 debut

We successfully launched Areca® Fungicide in January, 2017, providing another tool for growers in their battle against the troublesome water molds.

Areca provides preventative control of pythium, phytophthora, and downy mildew on ornamentals in the greenhouse, nursery, and in the landscape.

With the active ingredient fosetyl-al and up-and-down systemic activity, Areca provides up to 30 days protection from one application.

A convenient wettable dispersible granule (WDG) formulation, Areca is available in resealable 5 lbs. containers. ■

Areca is a registered trademark of OHP, Inc.

Applause™ latest addition to OHP mite control solutions

Our mite control portfolio got stronger with another addition earlier this year.

Already the leader in mite control, we added Applause™ Ovicide/Miticide to give users an excellent choice for control of eggs and immature stages of two spotted spider mites.

With active ingredient clofentezine, Applause used at 2 fl. oz. per 100 gal. provides 30 days and beyond of prevention and control.

It's also a great fit in a rotational strategy with our other miticides such as Shuttle®O, Floramite®, and Sirocco®.

Growers should apply when the first signs of spider mites or egg laying activity occur, or when conditions favor quick reproduction. ■

Applause is a trademark of OHP, Inc. Shuttle is a registered trademark of Arysta LifeScience North America, LLC. Floramite is a registered trademark of MacDermid Agricultural Solutions, Inc. Sirocco is a registered trademark of OHP, Inc.

Spring Trials a big success for OHP

OHP's Senior Technical Manager Dave Barcel has become a fixture at the California Spring Trials. This year was no exception.

The industry veteran, along with OHP sales managers Dennis Kern and Ken Kuhajda, participated at his 23rd Spring Trial event as he showcased OHP research and development activities at American Takii in Salinas. Our partner American Takii, located near the scenic central California coast, has been kind enough to allow OHP some space for demonstrations purposes.

Barcel started his displays when he was with Uniroyal Chemical back in the 90s and continued the tradition when OHP acquired the Chemtura (formerly known as Uniroyal) product rights in 2007.

We demonstrated the effects of our PGRs B-Nine®, Cycocel®, and Paczol®, plus B-Nine and Florel® on Takii plant material such as Black Velvet geraniums and African Sunset petunias.

The petunias responded positively to the combination of B-Nine and Florel at 2500 and 500 PPM, respectively. The geraniums were very responsive to Cycocel sprays at 750 and 1500 PPM.

"Attendees get to touch, see, and feel the plant material and the results," says Barcel. "Nothing compares to actually seeing the results up close."

We also exhibited weed control with three OHP experimental herbicides in development.

"We have two combination granular herbicides plus one proprietary sprayable product we are researching," says Barcel. "All three have demonstrated the efficacy and the non-phytotoxic response you need in a herbicide."



Top, OHP Senior Technical Manager Dave Barcel examines the effects on OHP PGRs on American Takii geraniums. Middle, results of OHP experimental herbicides application to flats sown with weed seed. Bottom, visual demonstration of the effect of PGRs on geraniums. Above right, effects of OHP's Paczol at 4 PPM drench on African Sunset Petunias, a Takii variety.

On another bench, we exhibited OHP biosolutions™, products that are or will be labeled for use on vegetables and herbs. The grow-



ing OHP segment focuses on non-traditional pest control products such as bioinsecticides and biofungicides.

"It was great seeing many familiar faces plus some new ones this year," says Barcel. "I hope to continue to see more growers, researchers, and sales personnel in the coming years." ■

B-Nine and Paczol are registered trademarks of MacDermid Agricultural Solutions Inc. Cycocel is a registered trademark of BASF. Biosolutions is a trademark of OHP, Inc. Florel is a trademark of Bayer AG.

New literature available on-line, at Cultivate '17

We hope to see you at the premier trade show in the horticulture industry, Cultivate '17, at the Columbus Convention Center July 15-18.

Please stop by our booth (#2747) and pick up the latest copies of OHP literature, including our popular Chemical Class Chart, volume 19.

We provide outstanding, well-researched literature that is of value and not just a commercial.

We will feature all new editions of everything at Cultivate '17 including our Product Guide and all Solutions Guides.

In addition, we are creating and updating support literature for OHP biosolutions.

You can download copies off our website at ohp.com. See you in Columbus! ■

OHP's Don Hanson retires to Texas

We bid farewell to a key OHP sales manager at the end of 2016.

Longtime employee Don Hanson decided to retire after over 25 years with the company. Well-respected and well-liked by both co-workers and customers, Don always brought a smile and kind word to everyone

he met.

We'll miss him but hopefully we'll be able to see him periodically at industry events. He and wife Martha have retired to South Texas, in Don's home state.

Best of luck and enjoy your retirement Don!

OHP set to launch Astun™ Fungicide

There's a lot of promising products coming from OHP, including one that will soon be among the industry standards for botrytis control.

OHP is expecting registration of Astun™ Fungicide in mid-2017, followed by our launch soon thereafter. Astun will be available in most states for the spring 2018 growing season.

The active ingredient in Astun, isofetamid, was discovered and developed by Ishihara Sangyo Kaisha, LTD (ISK), a leading Japanese chemical manufacturer. ISK BioSciences will formulate and supply Astun to OHP.

"We are very excited to add Astun to our product portfolio," says Dan Stahl, OHP vice president and general manager. "It features many characteristics that will make it a great tool for botrytis control and control of other diseases as well."

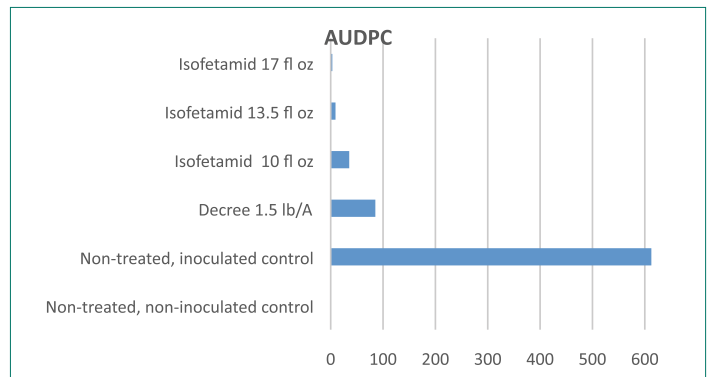
Isofetamid is a 4th generation member of the SDHI class of chemistry (Mode of Action group 7) and works on key diseases such as botrytis by disrupting mitochondrial transport.

As an added bonus, Astun shows rainfast superiority compared to other fungicides and provides extended residual control, notes OHP Manager of Technical Services Dr. Carlos Bográn.

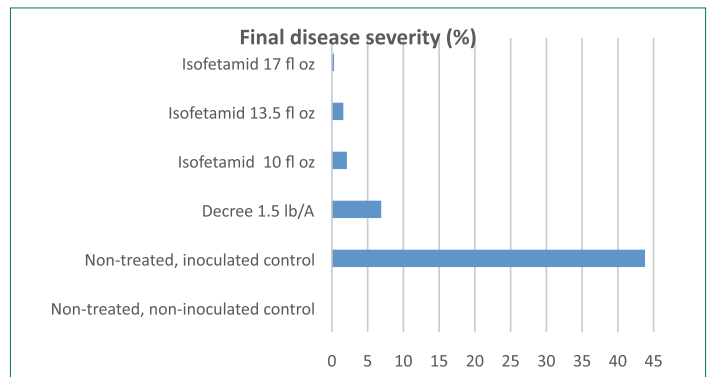
Astun, an SC formulation, will be labeled for use in both nurseries and greenhouses. It has been tested on over 100 flowering and woody ornamental plants in the last year and shows no phytotoxicity. Testing has continued into 2017 by researchers throughout the U.S.

OHP will showcase an Astun technical review at Cultivate 2017 in Columbus. More information will be available then. ■

Astun is a trademark of OHP, Inc.



Area under disease progress curve (AUDPC) and disease severity for botrytis, treated and untreated hydrangeas, three spray applications, 10 d. apart. Below, final disease severity assessed as % damaged foliage at 35 d. after first application.



Fulya Baysal-Gurel, PhD. Tennessee State University; 2016.

Floramite® SC/LS available in 8 fl. oz. size for landscapers

It's worth repeating because Floramite® SC/LS is an industry standard for two-spotted spider mite control: landscapers can now take advantage of a smaller package size recently introduced by OHP.

Floramite® SC/LS Miticide is available in a smaller, convenient 8 oz. package that is ideal for many landscapers.

The product carries a different EPA registration number than the

one quart size of Floramite SC. The EPA registration number is 400-509.

The leading miticide in the ornamental market, Floramite offers fast and thorough control of many types of mites including two-spotted spider mites, spruce spider mites, and Lewis mites. It is extremely soft on beneficial and predatory insects. ■

Floramite is a registered trademark of McDermid Agricultural Solutions, Inc.

See you this summer!

Summer and early fall are very busy times for growers, kicking off with Cultivate '17 July 15-18 in Columbus, OH (booth #2747). We're excited about the chance to meet and greet our grower partners.

If we don't see you at Cultivate, we'll be at some other shows later this summer including:

- TNLA in Dallas, Aug. 9-11 Booth 1610;
- FarWest in Portland, OR, Aug. 23-25, Booths 14015, 15016;

In addition, we'll be at some of the summer and early fall distributor shows. Please stop by and say hello. We look forward to seeing you sometime in the next few months! ■

We welcome comments, suggestions on OHP

We are always looking for ways to make our newsletter more informative for our grower and distributor partners.

If you have a suggestion or comment, please contact our editor Ken Kuhajda at kkuhajda@ohp.com.

In addition, if you are not currently receiving this newsletter and wish to be added to the mailing list, please send a note to the email address above. If you wish to discontinue receiving, please notify us as well.

We look forward to hearing from you! ■

OHP News

Biathlon® pre-emergent herbicide offers no dust, no odor

If you're tired of nasty dust and odor from your pre-emergence granular herbicide, you might want to check out OHP's Biathlon®.

Biathlon offers consistent control of both broadleaf and grassy weeds, including many hard-to-control varieties, on a granule that is user-friendly.

Biathlon is formulated on the Verge® granule technology, which is great news for users. Dust and odor are virtually non-existent for the applicator and equipment.

In addition, each granule is engineered to a uniform size and shape, resulting in a more consistent, dependable barrier of protection.

A combination of the active ingredients oxyfluorfen and prodiamine, Biathlon requires minimal personal protective equipment (PPE) in-

cluding no protective suits or respirators.

On a performance level, Biathlon controls many hard-to-control broadleaf and grassy weeds, including crabgrass, bittercress, oxalis, spurge, and many others.

The recommended rate is 100 lbs. per acre. Nurserymen should not exceed two applications of Biathlon per acre, per year, or 200 lbs. per acre, per year. Growers can re-apply Biathlon at 3 month intervals.

Biathlon should be watered-in with at least ½-inch of water or applied within 24 hours of when rain is expected.

The Biathlon specimen label, SDS, and Product Information Bulletin (PIB) are available at ohp.com.

Biathlon is a registered trademark of OHP, Inc. Verge is a registered trademark of Oil-Dri Corp.

Fulcrum® outstanding IGR choice for scale, fungus gnats, other pests

Our Fulcrum® Insect Growth Regulator (IGR) has become a staple of many pest control programs since its introduction in 2014.

With the active ingredient pyriproxyfen, Fulcrum is an effective tool for control of tough pests such as fungus gnat larvae, mealybugs, scales, whiteflies, and other pests.

Among the scale pests affected with Fulcrum is the crape myrtle bark scale, a huge pest issue in Southern landscapes. With proper timing targeted at the crawler stage, Fulcrum has shown good control in university research when used in conjunction with systemic insecticides.

Fulcrum is both a contact and ingestion insecticide. It controls the larval stage and while it does not control adults, Fulcrum negatively affects development of viable eggs.

Fulcrum is packaged in quart (32 fl. oz.) bottles, four to a case. The product carries a Caution signal word and 12-hour REI.

Fulcrum, a member of MOA group 7C, joins OHP's leading stable of IGRs that includes Azatin®O (MOA Unknown), Adept® and Dimilin® (both MOA 15), and Pedestal® (MOA 15).

Fulcrum is a registered trademark of OHP, Inc. Azatin is a registered trademark of Certis USA LLC. Adept, Dimilin, and Pedestal are registered trademarks of McDermaid Agricultural Solutions Inc.

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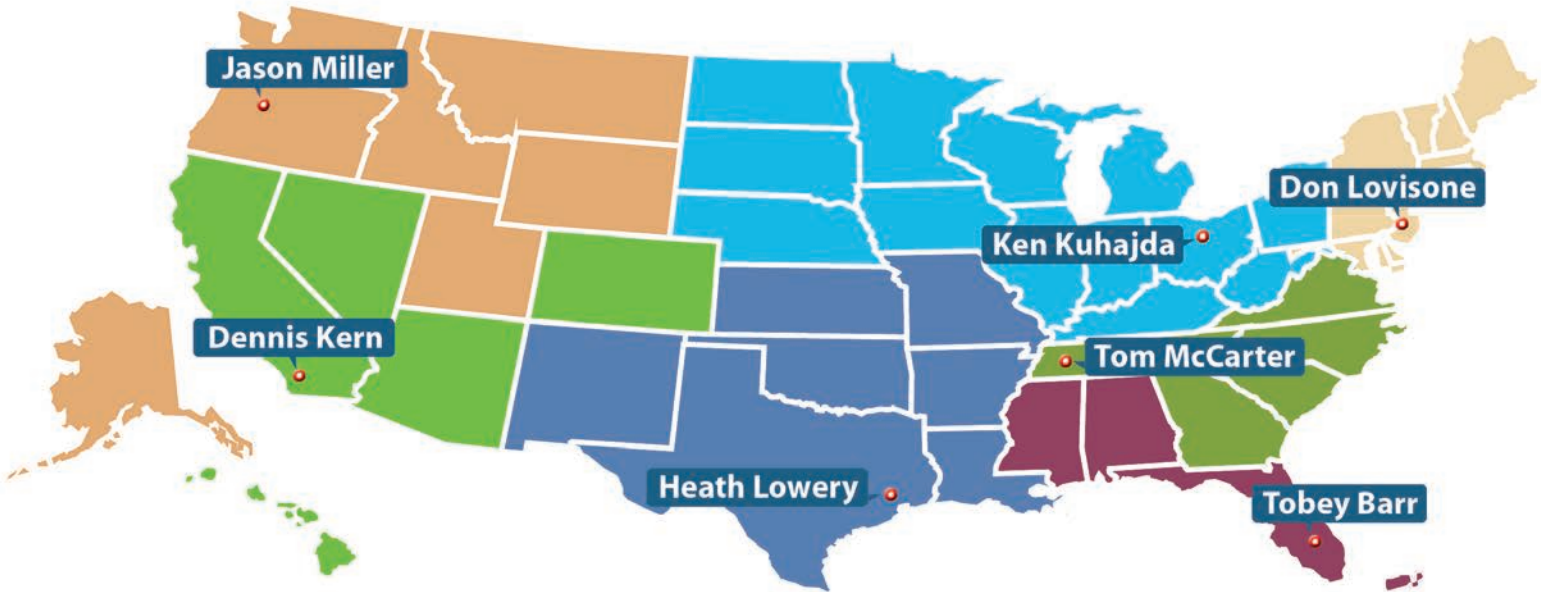
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