

DO THE MATH

COMPARISON SHOPPING FOR ROSE CARE PRODUCTS

By Marty Hammond

The purpose of comparison shopping is to keep the expenses of products down, and to help you choose products. How much you feel you can afford or want to spend on rose care products, means you need to know how to calculate the cost per application of different products. A product purchased in larger volume usually is cheaper, but not always. Products also vary in price by suppliers and they are cheaper when on sale, so buy for future use. Shop around, and do the math.

LIQUID MEASUREMENTS: The intent is to determine how much each application will cost. If you have just a few roses, you may want to prepare an application of only 5 gallons, or in my case, a 7 gallon application for spraying, or 32 gallon application for soil drench.

Step 1: Determine the number of teaspoons (t) or part teaspoons or Tablespoons (T) for 1 gallon water, times the gallons you intend to make for one application.
(3 teaspoons = 1 Tablespoon; 4 T = $\frac{1}{4}$ C; 2 Tablespoons = 1 ounce.)

Example: Product calls for 1T of product per 1 gallon of water.

For 5 gallons of water, use $\frac{1}{4}$ cup plus 1 T of product. (5 T or 2 $\frac{1}{2}$ oz)

For 7 gallons of water, use $\frac{1}{4}$ cup plus 3T of product. (7 T or 3 $\frac{1}{2}$ oz.)

For 32 gallons of water, use 32 T of product. (32 T = 2 cups or 16 oz.)

Step 2: Take the total cost of product and determine what the cost is per ounce.

Example: If product costs \$16.00 per pint (16 oz), then it costs \$1.00 per ounce.

Step 3: Take the product cost per ounce, times the number of ounces of product being used per application.

Example: If the Product cost \$1.00 per ounce. For an application of 32 gallons, (32 T or 16 oz), cost of application is \$16.00.

DRY MEASUREMENTS: Again the intent is to determine how much each application will cost. This is a little more involved, because you are dealing with dry weight, rather than the liquid "a pint's a pound". One pound of dry mix varies by product, so use the following steps to calculate the cost per application.

Step 1: Determine the number of teaspoons (t) or part teaspoons or Tablespoons (T) for 1 gallon water per application.

Step 2: Measure out into a small plastic bag, the amount of product you will use per application.

Step 3: Using an ounce scale, determine how many ounces are used per application.

Example: **7 Gallon spray application** of 'Stature DM' for Downey mildew at 1-2t per gallon of water (2t for calculation) equates to 14t or 4 $\frac{2}{3}$ T, which **weights .65 ounces.**

Step 4: Determine the cost of product per ounce.

Example: 'Stature DM' costs \$159.00 for 1 pound of dry product. Since 1 lb. is 16 ounces, then divide \$159.00 by 16, which equates to **\$ 9.94. per oz.**

Step 5: Take the cost per ounce of dry product, times the number of ounces per application.

Example: Since 'Stature DM' costs \$159.00 for 16 ounces and weight per application was .65 ounces, then \$159.00 times .65 equates to **\$6.46 per 7 gallon application.**

NOTE: Dry weights in large bags, say 20 pounds of 'Bandini Rose' where I scatter a hand-full per large bush instead of a precise measure in Tablespoons, you estimate cost. My handful holds about 2 T of product. I've found one 20 pound bag of 'Bandini Rose' or 'Balanced 16-16-16' will feed approximately 150 large rose bushes.

EXAMPLE OF COMPARISON SHOPPING FOR FUNGICIDE SPRAY PRODUCT

'IMMUNOX': Liquid available at a local nursery, costs approximately \$15.00 per pint container.
The pint equals 16 ounces or 32 Tablespoons of product.

Step 1: The use of this product is **2T per gallon of water**. I use a 7 gallon capacity sprayer, so I will use 14T or 3/4C plus 2T of product per application.

Step 2: Determine how much 1T costs by dividing 32T into the total cost of \$15.00.
This equates to a **cost of \$.47 per Tablespoon** of product.

Step 3: Take the total number of Tablespoons used per application times the cost per Tablespoon.
14 times \$.47 equates to **\$ 6.58 per 7 gallon application**.

'BANNER MAX': Liquid available from 'Rosemania.com' for approximately \$70.00 a pint container.
A pint equals 16 ounces or 32 Tablespoons of product.

Step 1: The use of this product is **1/3 - 2/3t per gallon of water**. I will use 2/3t if I am spraying for prevention, and 1/3t if I am spraying for maintenance.
For comparison purposes, I used **1/2t of product per gallon of water** for calculation.

Step 2: Determine how much 1 T costs by dividing 32T into the total cost of \$70.00.
This gives you a **cost of \$ 2.19 per Tablespoon** or **\$.73 per teaspoon** of product.

Step 3: Take the total number of Tablespoons used per application times the cost per Tablespoon.
For 7 gallons per application - 7 times 1/2t equates to 3 1/2 teaspoons, or 1 T plus 1/2t.
Cost is 1T=\$2.19 plus 1/2t=\$.37 for a total of **\$ 2.56 per 7 gallon application**.

'COMPASS': Granular product available from 'Rosemania.com' for \$ 219.00 per 8 ounce.

Step 1: The use of this product is **1/4 - 1/2t per gallon of water**. I use 1/2 t for prevention, and 1/4 t for maintenance. For comparison I used **1/2t per gallon of water** for calculation.

Step 2: Determine how much 1 ounce of product costs by dividing \$219.00 by 8 ounces.
This gives you a **cost of \$ 27.38 per ounce** of product.

Step 3: Measure out the amount of product to be used per application into a small plastic bag.
7 gallon capacity sprayer would be 7 times 1/2t of product which is 3 1/2t or 1T plus 1/2t.

Step 4: Weigh this on an ounce scale. 1T plus 1/2t of this product weighs **.45 ounces**.

Step 5: Take the cost per ounce of product (\$ 27.38) times the weight per application (.45) to determine the cost per application.
\$ 27.38 times .45 equates to **\$12.32 per 7 gallon application**.

NOW COMPARE:

'IMMUNOX'	\$ 6.58	FOR 7 GALLON APPLICATION
'BANNER MAXX'	\$ 2.56	FOR 7 GALLON APPLICATION
'COMPASS'	\$ 12.32	FOR 7 GALLON APPLICATION

I use all three of these products, rotating them so each product is used probably no more than 3 times a year. Hopefully the fungus will not become immune to these products.