

Glossary

Acetic phenoxy herbicides	MCPA (2-methyl-4-chlorophenoxyacetic acid) and 2,4-D (2,4-Dichlorophenoxyacetic acid).
AIC	Agricultural Industries Confederation.
AICC	Association of Independent Crop Consultants.
ALS inhibitors	Acetolactate Synthase inhibitors. Method by which herbicides such as sulfonylureas work. These herbicides slowly starve affected plants of required amino acids.
Benzoic acid	Type of herbicide which acts in a similar way to phenoxyes and pyridines and which can be used in both grassland and cereal . The main example of a benzoic acid is Dicamba.
Butyric phenoxy herbicides	MCPB (4-(4-chloro-o-tolyloxy)butyric acid) and 2,4-DB (4-(2,4-dichlorophenoxy) butyric acid).
Buyer power	Buyer power refers to the ability of a purchaser to negotiate lower prices from a supplier. Where this involves offsetting the market power of large suppliers, it is often referred to as 'countervailing' buyer power.
Cereals	Farmland used to grow arable crops.
Five Batch Analysis	Five production batches of an active substance from a source of manufacture that must be analysed in order to establish its technical specification is equivalent to an active substance that is already registered under Annex I.
Formulated product	The final herbicide product at the level of concentration which can be sold by distributors and retailers direct to farmers.
Grassland	Farmland normally used for intensive or rough grazing.
HBNs	Hydroxybezonitriles. Introduced in the 1960s, HBNs inhibit photosynthesis. HBNs are used for controlling broadleaf weeds in cereal .
Intensive/short-term grassland	Grassland used in up to five-year rotations.
Manufacturing concentrate (or strong stock solution)	Manufacturing concentrates have two main forms—'esters', which are produced by reacting the technical acid with alcohol, and 'aqueous solutions', which are produced by reacting the technical acid with an alkali. Manufacturing concentrates are stored in the most concentrated form in which they can remain in solution. Manufacturing concentrates and formulated products are essentially the same product at different levels of concentration.
'Mixed' product	Product based on two or more active ingredients (technical acids /manufacturing concentrates). Mixed products can include phenoxyes and non-phenoxyes.

NFU	National Farmers Union.
OFT	Office of Fair Trading.
Optical propionics	A type of propionic phenoxy herbicide . They are manufactured using a purified form of the propionic phenoxy herbicide known as the optical isomer. Optical propionics are manufactured to produce selectively more of the active input. Optical propionics have largely replaced the non-optical (or racemic) versions in most developed countries for environmental reasons. MCPP-p is the optical version of MCPP and 2,4-DP-p is the optical version of 2,4-DP.
Phenoxy herbicide	Range of well-established hormone-based herbicide used in the treatment of broadleaf weeds. Phenoxyes work by mimicking natural plant growth regulators. Phenoxyes can be categorized as acetic, butyric and propionic.
Propionic phenoxy herbicides	MCPP (1-(3-Chlorophenyl)piperazine (or meta-chlorophenyl-piperazine)) and 2,4-DP (2-(2,4-dichlorophenoxy) propionic acid).
Pyridines	Developed by Dow Agrosiences. Pyridines mimic natural plant growth regulators and are mainly used in grassland .
Racemic propionics	Non-optical versions of propionic phenoxy herbicides (MCPP and 2,4-DP). Racemic propionics require a higher concentration and therefore can be considered less environmentally friendly.
Rough grazing grassland	Uncultivated grassland mainly used for upland sheep.
SLC	Substantial lessening of competition.
SSNIP	Small but significant non-transitory increase in price. Usually considered to be permanent 5 per cent price increase.
SSNIP test	A test (also known as the hypothetical monopolist test) used to help identify the relevant market definition for the purposes of the competitive assessment. It involves considering whether a hypothetical monopolist of a certain product or set of products, which might constitute a market, could profitably impose a SSNIP (see Part 2 of the Guidelines).
'Straight' product	Product based on a single active ingredient (technical acid / manufacturing concentrate).
Sulfonamides	Similar to SUs .
SUs	Sulfonylureas. Launched in 1982 by DuPont. SUs are ALS inhibitors and are also used to treat broadleaf weeds, but have different weed spectrum, efficacy rates and price levels to phenoxyes.
SDA	Super developed area. SDA data on land sprayed by herbicides takes account of areas sprayed more than once.

Tank mixing	Mixing of herbicides, pesticides, fungicides etc conducted by the farmer directly on to the field.
Technical acid	The technical acid is the active ingredient of the herbicide product. It is produced through a process of chemical synthesis. The technical acid can be produced as a flake (which is then packaged and sold) or a molten liquid (which is used internally to make manufacturing concentrates).
Toll manufacturing agreement	An agreement to manufacture a product for another company on a cost-plus basis.