

# WINTER SALE!

## *Super Savings!*

***We're having a Winter Sale. All the details are inside.***

We had a Winter Sale last year, and everyone loved the great deals. This year, the sale prices are even lower and the savings are even better. You can save up to 22% off our already pretty sharp prices.

The sale runs until 31st August. After that, we'll announce our Spring prices for the new season, starting September.

And as a matter of fact, we don't yet know what those new season prices are going to be. Raw materials costs are rising very fast at the moment... for example, the cost of the major raw material in Glyphosate has risen by 27% in the past three months!

So if you take that percentage increase, and multiply by the Trade Weighted Index, and then subtract the quarterly change in the NASDAQ, adjust for the NZ\$ / US\$ exchange rate, and finally factor in the total length of all the limousines at the next OPEC conference, it's clear that costs of imported materials will rise. Or not. Or both at once.

Who knows? I certainly don't... it takes years of intensive university training before you can be totally and consistently wrong about economic forecasts, and I just couldn't afford it. The best I can do is to be completely wrong about the weather.

And that's why we are having a sale. We simply don't have enough information not to.

In the meantime, we wish all our customers a bearable Winter, and offer you this optimistic guarantee; Spring is coming, and Summer right after that. Probably. Well, almost certainly. And you can count on it!



Director

Rainbow & Brown



### **ALSO IN THIS ISSUE:**

#### ***Winter Sale:***

More madness from  
Rainbow & Brown

#### ***Product Information:***

Glyphosate, MSF600 and Wetters

#### ***ERMA, HSNO, ACVM:***

And other mysterious  
bits of the alphabet

#### ***Back Page:***

All sorts of bits & bobs,  
plus Sports Analysis

# WINTER SALE PRICES

<i>Product</i>	<i>Pack Size</i>	<i>Number Ordered</i>	<i>Old Price</i>	<i>Sale Price</i>	<i>Your Saving</i>	
<b>Glyphosate</b>	5 Lt	any	\$60	<b>\$55</b>	\$5	8%
	10 Lt	any	\$90	<b>\$80</b>	\$10	11%
	20 Lt	1 – 3	\$165	<b>\$145</b>	\$20	12%
	20 Lt	4 – 9	\$155	<b>\$135</b>	\$20	13%
	20 Lt	10 plus	\$145	<b>\$130</b>	\$15	10%
	200 Lt	any	\$1290	<b>\$1180</b>	<b>\$110</b>	<b>9%</b>
<b>MSF600</b>	200g	1 – 2	\$100	<b>\$80</b>	\$20	20%
	200g	3 – 5	\$90	<b>\$70</b>	\$20	22%
	200g	6 – 9	\$80	<b>\$65</b>	\$15	19%
	200g	10 plus	\$75	<b>\$60</b>	<b>\$15</b>	<b>20%</b>
<b>SuperWetter</b>	2 Lt	any	\$60	\$55	\$5	8%
	5 Lt	1 – 3	\$135	<b>\$125</b>	\$10	7%
	5 Lt	4 plus	\$135	<b>\$120</b>	<b>\$15</b>	<b>11%</b>
<b>SprayWetter</b>	5 Lt	1 – 3	\$60	<b>\$55</b>	\$5	8%
	5 Lt	4 plus	\$60	<b>\$50</b>	<b>\$10</b>	<b>17%</b>

**RULES:** The sale starts on the day we mail this Newsletter, and finishes on 31st August 2004 (or sooner if present stocks sell out). All prices **include** GST and delivery (see back page for delivery details). There's no limit per customer, and the sale prices are also available to your friends and neighbours, so feel free to tell them. We cannot back-date the sale discounts to orders processed before the start of the sale. No exceptions. Sorry!

# Glyphosate

The world's most popular herbicide. Safe to use, fast-acting, non-toxic, and economical. No residual effect in the soil. Only two days withholding period for grazing and for drilling new seed. Contains 360g/litre active glyphosate. Use at 1L per 100L for general spraying, and at 3 – 5L per hectare for most pasture renewal situations.



# MSF600

The No 1 choice for gorse and brushweeds. Contains 600g/kg of metsulfuron-methyl in the form of a water soluble granule. 200g pack makes up 1000 litres of gorse spray. Works by preventing new growth, slowly killing the plant over several months, after which it can be burnt, crushed or simply left to disintegrate on its own. Safe to humans and animals, but can kill or suppress clover and some grasses (some species cannot be resown in sprayed areas for up to three months after spraying).



## **Aerial spraying per hectare:**

Gorse – 500g MSF600 + 2L SuperWetter + 400L water.

Blackberry – 300g MSF600 + 500ml SuperWetter + 250L water.

Manuka – 300g MSF600 + 2L SuperWetter + 400L water.

# SuperWetter

Organosilicone wetter, essential when spraying gorse and some other brushweeds with MSF600 or glyphosate. Boosts penetration, improves uptake, and reduces rain risk period. Used at 100ml per 100L for groundspraying.



# SprayWetter

General purpose wetter for pasture spraying and general weed spraying. Aids uptake, improves herbicide performance against hard-to kill species, and reduces rain risk. Used at 50ml per 100L for groundspraying.



# What the Hell is HSNO and ERMA?

One is the Hazardous Substances and New Organisms Act. It contains about a gazillion pages of rules, controls and regulations. The other one is the Environmental Risk Management Authority. It contains mostly hot air.

The second one (the one with the air) administers the first one (the one with the rules).

For a herbicide manufacturer, such as us, it means we now have to apply twice to register a new product or to change an old one; once to the ACVM Group in Wellington (the old Pesticides Board), and now a second time to ERMA. As you can imagine, our cup runneth over.

But the real question is, does it affect *you*? And the answer is, alas, yes indeed.

How? Well, it doesn't replace or diminish your health & safety in the workplace obligations, but it does establish some new requirements you will need to know about. The most important of these is that most agricultural chemicals may need to be used by, or under the supervision of, an Approved Handler, at least in certain situations. So you'll probably have to become one. The good news is that, if you have used such chemicals for at least two years, and complied with all old rules & regulations, you are deemed to be approved for two years beginning from 1st January 2005.

Before that two years' grace expires, you will then need to obtain an Approved Handler's certificate. Only problem is, there are no Test Certifiers yet (the dudes who check you out and issue the certificates). No doubt the situation will become clearer over the next few months.

So for the time being, you will see no significant changes, at least as far as common herbicides are concerned. If you continue to comply with labelling and product documentation, you should be fine. We will summarise all relevant developments regarding the Approved Handler requirements, and any other new rules, in our next Newsletter.

# The Back Page

## • Coming Soon

We are presently working on some new products, which we hope to have available for this Spring. These include a spray marker dye, and a new grass-friendly herbicide. Plus a couple of other ideas far too secret to mention in advance. If you have a product idea you'd like to see us develop, you're welcome to contact us anytime to make your suggestion.

## • Delivery

We send your order within 24 hours. Delivery will usually take between 1 and 4 days. If it hasn't arrived after that time, call us so we can track it down for you. Delivery of orders of 60 litres or less will be to your door, including rural delivery addresses. However, delivery of larger orders will be to the nearby depot or drop-off point we will arrange with you when you place your order.

## • Payment

We send your invoice by mail, the same day we send your order, so you'll know when it was shipped. Payment is due on 20th following month, and you can send a cheque or use direct payment to a/c No: 123155-0066374-00. The bank account number is also on both your invoice and your statement. We send statements out in the first week of each month.

## • Referrals

If you recommend our products to a friend or neighbour, and they mention you when they first order from us, we will apply a \$10 discount to *your* next order for \$150 or more. Word-of-mouth recommendation is the best form of advertising, and we want to show our appreciation of your faith in us.

## • Ordering

You can order anytime by phone, fax, e-mail or letter. If you call us on the freephone number, you may at times get an answering machine. We will not employ someone just to answer the phone, and sometimes we'll be doing something else. Plus we've only got two phone lines, and sometimes they're both in use. So don't be alarmed, just leave your name and number, and we'll soon call you back. Or if we've already got all your details, just leave your order (*with your name and phone number*) on the machine.

## • Sports

As we go to press, the world's greatest sporting event, the Tour de France, is about to begin. We predict that Lance Armstrong will win for an unprecedented sixth straight time. In Rugby terms, that's the equivalent of ... of ... ah, let's see ... actually, there's no Rugby equivalent of that.



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