

Second Time Around

By Paul Martin, Director, Rainbow & Brown

If you are a regular reader (and you may as well admit to it; I know who both of my regular readers are, and where they live), you'll perhaps be sitting back with a cuppa at this moment and wondering what that fool has written about in this issue.

I'm not taking my usual pot-shot at Boutros Boutros-Clark, our future UN Secretary-General. Nor am I lampooning Earth-Mother Jeanette (described by Jim Hopkins as the Green Leader of the Joint Party). And I'm sure you're sick of me gibbering on about the climate change industry, and all the hand-wringing phonies making a buck out of that. So this issue I thought I'd do something different. It's a story and, in the spirit of the self-absorbed baby boom generation of which I am a member, it's all about me. And I warn you now, it has no point to it ... unless something occurs to me before I get to the end of this page, there is no punch line.

About 10 years ago I decided to satisfy an unfulfilled childhood ambition and learn to fly (in a plane, not like a seagull). I learned at Ardmore, near Auckland. After a few lessons involving lurching about under the guidance of a deceptively calm instructor, he (the instructor) interrupted a routine session of circuits with a request to taxi over to the hangar after the next landing. I assumed he'd been caught short, but when we got there he jumped out and said, "Go and do a couple more circuits and meet me back here." Then he walked away, without even a second glance. I was alone. Actually, solo is the technical term. There seemed no option, so I did as he asked, and was amazed to find that it was all too easy. After a few immaculate circuits I taxied over to the hangar, switched off, and looked in patronising fashion at a couple of new students on the verandah as I sauntered into the flight office; an intrepid solo pilot!

I could hardly wait for the next lesson, at which the instructor made one apparently disinterested circuit as my passenger

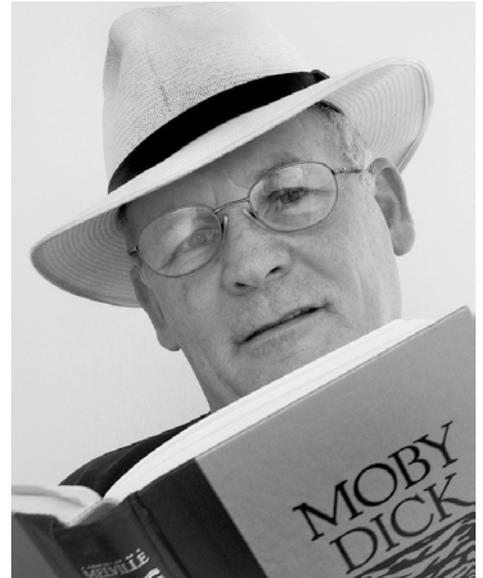
before leaving for some more pressing engagement. And there I was, alone, and going round and round the airfield. Land, accelerate, take-off, couple of turns, land, accelerate, take-off, turns; the excitement never stopped! But I had, in my excitement, failed to notice a massive blue-black storm cloud steadily approaching from the direction of the Tasman. And by the time I did see it, it was less than fifteen minutes away. No problem, I concluded; a circuit takes under ten minutes – I'll be on the ground before it gets here.

I did, however, fly a little faster than normal, which carried me further from the airfield on the downwind leg. So when I did finally turn back towards the runway, some cheeky bugger arriving from the north took the opportunity to enter the circuit ahead of me (I assumed he had permission, but in my anxiety I hadn't heard it). Now, at my higher speed, I found myself getting rather too close to him as we both approached the runway, so the tower came up on the radio and sent me around (i.e. do another circuit and try again).

This was not welcome news. The fifteen minutes had now become about seven. I gave the little Cessna full power and rocketed around the circuit as fast and as close as I dared. But when I turned back to the airfield, I could barely see it through the heavy rain and the gloom. And I was way too high and way too fast; not the ideal combination for the situation. Sweat literally sprang from my every pore and I wondered if I, too, was about to be caught short.

As you may have guessed, I landed. I won't say safely, but I will claim successfully. The rain was intense, and I was very pleased that the hopeless visibility had obscured the unconventional nature of my landing from both instructor and tower.

Afterwards someone from the tower came to our hangar to see me. He apologised for sending me around, saying had he known



I was a student he would never have done so. It seems that my years in the military had given me such a familiarity with radio that I had sounded terribly competent and experienced. So he'd sent me round, assuming I could handle it. Nothing could have been further from the truth ... I was a sheep in wolf's clothing.

Now, the punch line. I haven't really thought of one, except this: they say that the first step is the hardest, but isn't it odd that some things are actually more difficult the second time around?



IN THIS ISSUE:

SALE!

**Save up to 25%
during winter.
Details inside.**

SALE!

It's our annual Winter Sale.

Sale starts: Now!

Sale ends: 31st August (unless sold out earlier)

Here's the savings: (all prices include GST & delivery)

Product	Size	Old Price	New Price	Saving
Glyphosate 360g/L	5L	\$60	\$55	\$5 (8%)
	10L	\$90	\$82	\$8 (9%)
	20L	\$149	\$135	\$14 (9%)
	100L	\$695	\$635	\$60 (9%)
	200L	\$1210	\$1130	\$80 (7%)
Glyphosate 450g/L	5L	\$70	\$62	\$8 (11%)
	10L	\$105	\$92	\$13 (12%)
	20L	\$175	\$158	\$17 (10%)
	100L	\$795	\$730	\$65 (8%)
	200L	\$1395	\$1300	\$95 (7%)
MSF600 Gorse and Brushweed Spray	200g	\$85	\$85	\$0 (0)
	500g	\$150	\$120	\$30 (25%)
	1kg	\$275	\$220	\$55 (20%)
	2kg	\$500	\$400	\$100 (20%)
	4kg	\$900	\$720	\$180 (20%)
	8kg	\$1600	\$1280	\$320 (20%)
	12kg +		Call us.	Plenty!
CropMate Crop Spray	500g	\$143	\$115	\$28 (20%)
	1kg	\$275	\$210	\$65 (24%)
	2kg	\$500	\$380	\$120 (24%)
	4kg	\$920	\$690	\$230 (25%)
Triclo Herbicide	2L	\$125	\$120	\$5 (4%)
	5L	\$240	\$225	\$15 (6%)
	10L	\$410	\$385	\$25 (6%)
	20L	\$720	\$675	\$45 (6%)
SprayWetter	5L	\$55	\$50	\$5 (9%)
	10L	\$105	\$90	\$15 (14%)
	20L	\$200	\$165	\$35 (18%)
SuperWetter	2L	\$60	\$55	\$5 (8%)
	5L	\$125	\$115	\$10 (8%)
	20L	\$475	\$425	\$50 (11%)

Sale Rules:

1. When current stocks on any item are sold out, the sale ends for that item. First in best dressed.
2. The sale ends anyway on 31st August 2006.
3. If you have recently purchased an item from us at a higher price, alas it's tough luck ... the sale has to start sometime and that time is the moment we mailed this newsletter.

Glyphosate 360g/L

The traditional concentration of 360g/L continues to offer all the benefits that have made glyphosate the world's most popular herbicide.

It's safe to use, fast-acting, non-toxic and economical. There's no residual effect in the soil; you can drill new seed within two days and the stock withholding period is also just two days.

Use Glyphosate 360g/L at 1L per 100L for general hand spraying, or at 3-5L/Ha for most pasture spraying situations. We also recommend adding SprayWetter penetrant for maximum cost-effectiveness.



Glyphosate 450g/L

This high-strength formulation contains 450g/L of glyphosate. That's 25% more than the standard 360g/L product.

It does exactly the same job; it just goes 25% further. So a 20L pack of this product does the same area as 25L of the regular 360g/L product.

The benefit to you is that, because the 450g/L costs the same as the 360g/L to package and ship to you, we can sell it a bit cheaper per unit of active. So you save about 17% on average. Use 800ml/100L for general hand spraying, or 2.4-4L/Ha for pasture spraying. Add SprayWetter to maximise performance.



MSF600

This is the lowest-cost gorse and brushweed spray, especially now that we have been able to drop prices even further for this season.

MSF600 contains 600g/kg of metsulfuron-methyl, which is the No 1 choice for gorse & brushweeds. It's a water dispersible granule; safe to handle, easily soluble, non-toxic to humans and animals, and a proven performer in NZ over many years.

Typical rates are:

Gorse – Handgun 20g/100L – Aerial 500g/Ha
Matagouri – Handgun 25g/100L – Aerial 170g/Ha
Manuka – Handgun 30g/100L – Aerial 300g/Ha
Blackberry – Handgun 35g/100L – Aerial 300g/Ha
Bracken – Handgun 35g/100L – Aerial 170g/Ha
Ragwort & Thistles – Handgun 5g/100L

Full application details are available on our website.



Triclo Herbicide

Controls broadleaf and brush weeds without pasture damage.

Contains 600g/L triclopyr as the active ingredient.

Effective against Blackberry, Broom, Gorse, Lupin, Tutus, Fennel, Sweet Brier and Old Mans Beard, plus most broadleaf weeds in pasture.

For best results with Triclo:

- Ensure spray coverage of all visible parts of the plant is essential.
 - Always add 100ml/100L SprayWetter penetrant to the spray tank.
 - Apply in the warmer months during good, active growing conditions.
 - Spray bushes only where stems are less than 30mm in diameter.
- For most common brush weeds use 10L/Ha, or up to 300ml/100L for spot spraying. For broadleaf weeds in pasture, use 2L/Ha or 20ml/100L.

For full details see our website at www.rainbowbrown.co.nz



CropMate Cereal Herbicide

CropMate controls broadleaf weeds in wheat, barley and oats.

It contains 750g/kg chlorsulfuron in the form of a water dispersible granule.

CropMate is safe to use (non-toxic to humans and animals), and easy to handle and dissolve. It's also very economical, typically costing only \$5 per Ha on average.

The product controls more than 20 of the most common problem broadleaf weeds in crops. Full details are available on our website.

Apply 20g/Ha after the crop is at the 2 leaf stage, but before boot, and before the crop canopy closes. Always use with SprayWetter non-ionic wetter/penetrant for best results.



SprayWetter

SprayWetter is a non-ionic surfactant type wetter/penetrant for adding to your spray tank to maximise herbicide performance.

It assists penetration, especially into stressed or dusty plants.

It reduces the rain risk period, usually to less than an hour.

It improves herbicide performance, especially against the harder-to-kill species.

Use SprayWetter with virtually all herbicides, at 50-100ml/100L of spray, or 1-2L/Ha for boom/aerial spraying.



SuperWetter

SuperWetter is an organosilicone-type wetter/penetrant, essential when spraying gorse and several other woody-stemmed brush weeds.

Added to the spray tank with herbicides, especially MSF600, It allows the spray to thoroughly penetrate into the stems and leaves of the target plant.

It also reduces the rain risk period, and boosts the performance of the herbicide, resulting in a more even and complete kill.

Consult the herbicide directions (available on the Rainbow & Brown website) to confirm which species require the use of SuperWetter organosilicone wetter/penetrant. Note that if an organosilicone is NOT specified, then using the regular SprayWetter type instead will be more cost-effective.



Approved Handler Qualifications

- You do **NOT** need an Approved Handler Certificate to **buy** any of our products.
- You do **NOT** need an Approved Handler Certificate to **apply** Glyphosate in **any** circumstances.
- You do **NOT** need an Approved Handler Certificate to **apply** MSF600, CropMate or Triclo **unless** you are a commercial contractor, or you are applying it over a wide area by aerial or boom spray, or you are applying it over water.

However, it's pretty clear that every farmer will need an Approved Handler qualification sometime, and if you are going to need one you must have it by 1st January 2007. Here's what looks like an excellent course offered by FarmSafe:

http://www.rd1.com/rd1web/text/HSNO/FARMSAFE_web.pdf
(If you don't have Internet, call us and we'll print it and mail it to you)

The FarmSafe Approved Handler course is free if you've done the FarmSafe awareness course, otherwise it's just \$50. The qualification will last for 5 years.

The Back Page

• Rainbow & Brown

Rainbow & Brown Ltd is a NZ owned company. Our factory and office is in Rotorua. We're now in our 8th year of operation, and have been growing strongly every year. We have customers all over New Zealand, including farmers, horticulturalists, spray contractors, nurseries, commercial and private gardeners, and many other businesses. Our products are sold direct, with no retailers, agents or middlemen involved, which is why our prices are so attractive ... it is effectively the "wholesale" price, direct from the manufacturer.

• People

The directors of Rainbow & Brown are Paul & Chris Martin, who've both been involved in the NZ agricultural chemicals business for over 18 years. Both are actively involved in running and building the business. If you phone us, your most likely contact will be Rachael, our office manager. If you call in at the factory, you'll also meet Clinton, the factory manager. We're just a small family, but a happy one.

• Ordering

You can order anytime by phone, online at rainbowbrown.co.nz, or by fax, e-mail or by letter. If you call on the freephone number, you may at times get an answering machine. That means we're already on the phone, or doing something else. Or it may be after office hours (see below). Please 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.

• 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 immediately so we can track it down for you. Delivery of orders of 60 litres or less will normally be to your door, including rural delivery addresses. However, delivery of larger orders will be to the nearby freight depot or drop-off point we will arrange with you when you place your order.

• Factory & Office Hours

If you want to collect your order from our Rotorua factory, you're welcome. It's at 68A Tallyho Street. Open hours are 8.30 to 4.30, Monday to Friday. *Note: May, June & July hours are 9:00 am to 4:00 pm.*

• Payment

We send your invoice by mail, the 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, 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.

• Website

Our website is at www.rainbowbrown.co.nz

There you'll find full details of all our products, as well as labels, Material Safety Data Sheets (MSDS), and a small library of useful reference articles about things like Chemical Safety, Calculating Application Rates, Comparing Prices, etc. You can use the website to order direct from us, or to send us a message. Please take a look and if you have any suggestions for improvement let us know.



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