

Never mind the quality, feel the width!

by Paul Martin, Director, Rainbow & Brown



ON A RECENT TRANS-TASMAN FLIGHT I watched Al Gore's movie, *"An Inconvenient Truth"*. Well, I was trapped inside the plane and belted into my seat. After Gore's earlier environmentalist book *"Earth in the Balance"* I was prepared for another celebration of his giddy and distant relationship with science and logic. Something I could laughingly dismiss with a wisecrack about the Spotted Owl.

However, it scared the bejeezus out of me! Gore's graphs and figures appeared totally convincing and credible. Not a single wisecrack sprang to mind. Instead I began glaring at my fellow passengers, convinced that they were emitting damaging greenhouse gases unnecessarily (and, after the Madras Curried Lamb on the in-flight lunch menu, many of them probably were).

When I arrived home I frantically searched the web for more information. I was secretly hoping for some clever dick to prove that "Weird Al" had got his figures all wrong. And actually, one did ... at the fascinating sceptic's site junkscience.com I found a detailed scientific paper shooting down almost all of Gore's facts and figures. Or at least that's what it *said* it was doing. Alas, the clever dick who wrote it was so clever by comparison with me that I couldn't understand it at all. And so, much to my alarm, Albert Gore still made more sense.

And not just to me; millions of people now held the Gore torch aloft. There were (and still are) online petitions asking you to pledge to see the movie. *Pledge!* As in allegiance to the flag. It had become a world-wide movement. A crusade. And its followers appeared as blindly devout as those of the original Crusades.

I spent the next few weeks fretting. Muttering obscenities at diesel trucks with visible exhaust emissions. Saving water, power, heat and recyclables at every opportunity. Wearing a trenchcoat and floppy hat whenever I had to furtively fill my car with petrol.

And just as I was beginning to breathe a little easier (pun intended), this damned British fellow Sir Nicholas Stern publishes his *Review on the Economics of Climate Change*. The world is stunned. Governments are scrambling to fund wind pumps or solar outhouses or pretty much anything without carbon in it. Even that unflinching Kyoto hold-out, John Howard, feels obliged to toss a few hundred millions into the renewable energy pot (although I'm not entirely sure that energy actually *is* renewable ... but I wasn't listening too closely in Science class that day).

Anyway, by now my paranoia knows no bounds. I start examining my toaster for signs of emissions, and breathing into a dampened handkerchief whenever I suspect that I might have carbon particles on my breath.

But just in time I find Professor Bob Carter, a palaeontologist and marine biologist from James Cook University in Australia. He soberly points out the many flaws in Stern's assumptions and data. He notes that global temperatures have not increased since 1998 in spite of increasing carbon dioxide levels, and that the Arctic region is no warmer now than it was in the 1930's. And much more along those lines.

Of course, I instinctively suspected Professor Carter's motives and his objectivity (it's called playing the man & not the ball ... a favourite environmentalist response to inconvenient facts), but he checked out OK. A legitimate, internationally-respected scientist. And of course he's far from the only one who's sceptical.

As it happens, I remain alarmed about climate change, and at least suspicious about man's role in it. So I do think it's worthwhile to reduce those carbon emissions. Why not do whatever we can? If Gore's right, it might save our planet. And if Carter's right, well, I guess I'll just call Al and say, *"Nyah, nyah, ny-nyah nyah!"* He won't mind; he's heard it said before.

IN THIS ISSUE:

MASSIVE SAVINGS:

**MSF600 Gorse &
Brushweed Spray**

APPROVED HANDLER CERTIFICATES

NOTHING ABOUT THE RUGBY STADIUM

MASSIVE SAVINGS

MSF600 Gorse & Brushweed Spray

Save up to 44%!

We have finally found ourselves on the right side of an unexpected raw materials price change. And it means that we can offer some amazing savings on MSF600.

Starting right now, we are slashing the price of a 1kg pack from \$260 to \$145! That's a drop of 44%.

We're also simplifying our bulk order discount structure; much lower prices are now available for smaller orders, and bigger discounts than ever for large orders. It's a fairer structure, we believe, providing discounted prices at every level and not just at the "top".

How long will these lower prices last? We don't know. We'd better say "while stocks last" until we see how our buying goes for our Autumn stock.

If you've recently bought MSF600 at a higher price, we're sorry. We didn't know that the cost prices were about to change by so much. If it's any consolation, we know exactly how you feel! Also, if you *don't* buy now, and the price does have to go back up later, we're sorry again. Alas, that's how it goes ... if we make the same saving on our next material, so do you. But if we don't, you'll be sharing our pain.



MSF600 is a water-soluble granule containing 600g/kg of metsulfuron-methyl (the same active ingredient as Escort® and Answer®, although MSF600 is three times as concentrated as Answer®).

Metsulfuron-methyl is NZ's number one choice for cost-effective control of gorse, blackberry and brushweeds. It's low-cost, easy to mix and use, and is very safe for humans and animals. You can apply it by aerial, boom or handgun methods.

It acts slowly but surely; gorse begins to yellow at the tips and die after about 6-10 weeks, and then steadily desiccates over several months until it disintegrates and collapses. It works like that because MSF600 does not actually poison the plant at all ... it just stops it from producing any new growth. After some time the plant can't tolerate not being able to grow, so it slowly but surely dies. In the meantime, native grasses are unaffected and are still growing well, and exotic grasses (e.g. ryegrass) have recovered. So by the time the bushes are becoming more sparse as they die, sufficient good feed can be present to encourage stock to smash the dead bushes down as they graze.

Escort® and Answer® are registered trademarks of DuPont or its affiliates.

New prices for MSF600 incl GST & delivery are:

• 1-4kg...\$145/kg • 5-9kg...\$135/kg • 10kg plus...\$125/kg

CALL TOLL-FREE ON (0508) 299 299 Prices incl GST & delivery

GORSE & BRUSHWEED SPRAYING:

How to Get the Maximum Savings

If you're getting some spraying done this Summer ... gorse, blackberry, scrub or brushweeds ... and you're using a contractor, make sure he calls us for a quote.

Our MSF600 has now been used with great success by both farmers and contractors for several years. It's terrific value, and the more you buy the cheaper it gets.

But your savings can be even greater if you are buying at our *maximum* discount rate, for orders over 10kg. So even if your job on its own isn't over 10kg, you may still be able to get the cheapest possible price if the contractor can combine your requirements with some other jobs. Our absolute best "*twist-my-arm-and-hope-to-die*" 10kg+ price

depends on materials prices at the time, but you can usually count on saving around 15% off the per kg price.

For example, say you were spraying 8Ha of gorse ... you'd need 4kg of MSF600. That's normally \$580 (at our new low prices). But at the 10kg+ discount rate it would cost only \$500. *You save another \$80!*

WEED FACT SHEETS

Rachael in our office has produced a series of fact sheets for some of the common weed species. Each sheet contains a description of the species and its characteristics, and your options for control methods (including non-chemical management where applicable).

Where more than one herbicide or application method can be used, the options are explained and the recommended rates are listed.

So far the list of titles available includes Ragwort, Deadly Nightshade, Gorse, Blackberry and Wandering Jew. More titles will be added in the future.

If you want any of these very useful Fact Sheets, call Rachael on (0508) 299 299, or email her at mail@rainbowbrown.co.nz

RAGWORT

Description:
Ragwort is a serious pasture weed that can spread rapidly and invade clean areas, leading to reduced pasture production and ongoing maintenance. The toxic substances contained in ragwort also cause liver damage in grazing animals. Cattle dislike ragwort and will avoid any pasture where it is present.

Ragwort is an erect biennial or perennial herb reproducing from crowns, roots and seeds. Stems are reddish/purple at the base and rise up to 60cm, branching out at the top. Bright yellow flowers form large heads at the end of each branch. The leaves are deeply divided and wrinkled, dark green on top and have a paler green, downy lining. By early winter young ragwort plants develop into a rosette standing 2 - 5 cm high and up to 15cm in diameter. Ragwort plants are easily identified at this stage, and by late winter develop into what is called the 'cabbage rosette' stage.

Control:

Grazing Management:
Maintaining a vigorous, dense pasture helps reduce the incidence of ragwort invasion. Ragwort can be controlled by sheep, grazing at 3 stock units per hectare. Mob stocking of sheep 4 times between spring and autumn can also achieve good control.

Herbicide Control:

- ♦ **Seedlings and small rosettes:**
 - ♦ **Boom spray**
 - Rainbow & Brown Grassmate 2lt /Hectare in 100-200 litres water, plus add 100ml Superwetter or Spraywetter per 100lt water.
- ♦ **Larger plants (to early flowering):**
 - ♦ **Handgun**
 - Rainbow & Brown Grassmate 200ml per 100 litres water
 - Rainbow & Brown MSF600 2.5-5g per 100litres water (apply to centre of plant only)
 - ♦ **Knapsack**
 - Rainbow & Brown Grassmate 6ml per litre water
 - Rainbow & Brown MSF600 1g per 10 litres water (apply to centre of plant only)
 - ♦ **Wiper**
 - Rainbow & Brown Grassmate 1 part to 1 part water
 - Rainbow & Brown MSF600 1g per 1 litre water
 - Rainbow & Brown Glyphosate 1 part to 2 parts water
 - ♦ **Boom spray:**
 - Rainbow & Brown Grassmate 2lt /Hectare in 100-200 litres water, plus add 100ml Superwetter or Spraywetter per 100lt water.

CAUTION: When using any herbicide read the label thoroughly and ensure that all instructions and safety requirements are followed.

For further information contact Rainbow & Brown Ltd
Freephone 0508 299 299 Email: mail@rainbowbrown.co.nz
Web: www.rainbowbrown.co.nz



Gorse, Blackberry & Brushweeds:

MSF600

versus

GrassMate

***Both products will kill gorse and blackberry (and several other brushweeds), so which one is the right choice?
Here's how they stack up:***

	RED CORNER	BLUE CORNER
<i>Name:</i>	MSF600	GrassMate
<i>Wearing:</i>	Black trunks, cap on backwards	Silver trunks, bowler hat & umbrella
<i>Best Time of Application:</i>	All year for gorse, growing months for other target species	Gorse all year (if SuperWetter added), Spring to Autumn for most other species
<i>Effect on Pasture:</i>	Suppresses rye grass, <i>murders</i> clover, but native grass unaffected	Pasture friendly but will suppress clover in Spring and Summer
<i>Withholding:</i>	None	None
<i>Soil Residual:</i>	3 months for susceptible pasture species	Several months, but for clover only
<i>Safety:</i>	Very safe to use	Very safe to use
<i>Speed of Kill:</i>	6-12 months to fully dessicate	Faster brownout; few weeks to 3 months to fully die
<i>Cost/100L: (gorse rate)</i>	\$2.90 herbicide only	\$10.62 herbicide only
<i>Cost/Hectare: (gorse rate)</i>	\$72.50 herbicide only	\$425 herbicide only
<i>Conclusion:</i>	Best choice for boom spraying when grass damage is acceptable.	Best choice for spot or boom in established valuable pasture.

So in many situations, especially for spot-spraying, GrassMate is the only choice.

But for big blocks of dense growth, where pasture damage is not an issue and speed of kill is not so important, MSF600's much lower cost is hard to ignore.

“I’m telling you for the last time!”

Approved Handler Requirements for Herbicides

It is NOT TRUE that from January 1st you will need an Approved Handler certificate to buy all herbicides. I’ll just say that again ... NOT TRUE! Here’s the situation:

- There are some very hazardous herbicides that you must have an Approved Handler certificate to buy or to use... *We do NOT have any of those herbicides.*
- There are some less hazardous herbicides that you need an Approved Handler certificate to apply in certain situations: if you are a contractor; if you are

applying in a wide dispersive manner (boom spray); if you are applying over water... *We do have some of those (MSF600, GrassMate, CropMate, Triclo).*

But you DO NOT need an Approved Handler certificate to buy those herbicides.

Here’s the direct quote off the ERMA website:

*“Pesticides Requiring Approved Handler Control When Used
“... pesticides that are required to be under the control of an Approved Handler if, and when, they are used in a wide dispersive manner, by a*

*commercial contractor or applied onto or into water. **There are no restrictions on the sale of these pesticides to people who are not Approved Handlers.** The Approved Handler control only applies at the point of use.”*

Note: If you nevertheless do need an Approved Handler certificate either because you buy some of the very hazardous herbicides or because of how you apply your herbicides, you must have that full certificate by 1st January 2007. See <http://www.ermanz.govt.nz/> for details.

Using GrassMate for control of Ragwort, Thistles & Carrot Weed.

GrassMate is primarily registered as a grass-friendly spray to control brushweeds in pasture. Things like gorse.

But if you study the label it also says that “when used at the gorse rate of 10L/Ha it will also control ragwort & thistles.” Which is good to know if you’re spraying for gorse in the first place, but what if you’re

not? 10L/Ha is pretty expensive. Is there a lower rate that will still control ragwort & thistles? A lower and therefore cheaper rate? Turns out that there is. Spraying at just 2L/Ha will nail the highly-susceptible ragwort and thistles. And we have reliable reports that the same low rate will “knock carrot weed a treat”. All without

damage to pasture grasses (although there will still be some clover damage). Best results will be achieved if you spray when the target weeds are actively growing but before flowering.

*And now here’s the
Executive Summary:
2L/Ha*

PRODUCT	COMMENTS	SIZES & PRICES
<p>GLYPHOSATE 360</p> <p>360g/L GLYPHOSATE AS THE ISOPROPYLAMINE SALT</p> 	<p>Glyphosate is the world's most popular and trusted herbicide.</p> <ul style="list-style-type: none"> • Safe to use, fast acting, non-toxic & economical. • No residual effect in soil; drill new seed in 2 days. • Withhold stock 2 days to allow penetration through plant. • Use 1L/100L (hand) or 3-5L/ha (pasture). • Add SprayWetter penetrant for best results. 	<p>5L.....\$60</p> <p>10L.....\$90</p> <p>20L.....\$149</p> <p>100L.....\$695</p> <p>200L.....\$1210</p>
<p>GLYPHOSATE 450</p> <p>450g/L GLYPHOSATE AS THE ISOPROPYLAMINE SALT</p> 	<p>More concentrated for maximum economy</p> <ul style="list-style-type: none"> • Same user-friendly benefits as Glyphosate 360 (above). • 25% stronger so goes 25% further (20L = 25L of the 360g/L product). • But it's NOT 25% dearer: you save around 17%. • Use 800ml/100L (hand) or 2.4-4L/ha (pasture). • Add SprayWetter penetrant for best results. 	<p>5L.....\$70</p> <p>10L.....\$105</p> <p>20L.....\$175</p> <p>100L.....\$795</p> <p>200L.....\$1395</p>
<p>MSF600 Gorse & Brush Spray</p> <p>600g/kg METSULFURON-METHYL</p> 	<p>The low-cost, proven choice for gorse and brushweeds.</p> <ul style="list-style-type: none"> • Water-dispersible granule, easily soluble. • Safe to handle, non-toxic to humans and animals. • Gorse, blackberry, manuka, scrub, bracken, ragwort & thistles. • For gorse use 20g/100L (hand), 500g/ha (aerial). • Add SuperWetter penetrant for best results. 	<p>200g\$60</p> <p>500g\$85</p> <p>1-4kg... \$145/kg</p> <p>5-9kg... \$135/kg</p> <p>10kg+... \$125/kg</p>
<p>GRASSMATE</p> <p>300g/L TRICLOPYR AS THE BUTOXYETHYL ESTER plus 100g/L PICLORAM AS THE AMINE SALT in the form of an emulsifiable concentrate</p> 	<p>Grass friendly control of brushweeds and broadleaf weeds in pasture.</p> <ul style="list-style-type: none"> • Kills gorse, broom, blackberry, tutus, sweet briar, matagouri & lupins. • Also controls broadleaf weeds, including ragwort, thistles, fennel, nettle and inkweed. • Does not harm common pasture grasses. • Stump swab barberry, Old Man's Beard, woolly nightshade, wattle, willow. • Add SuperWetter penetrant for year-round spraying. • 10-12L/ha for brush species, and 250-300ml handgun (gorse rate) 	<p>2L.....\$150</p> <p>5L.....\$275</p> <p>10L.....\$450</p> <p>20L.....\$850</p> <p>100L.....\$3650</p>

PRODUCT	COMMENTS	SIZES & PRICES
<p>CROPMATE</p> <p>750g/kg CHLORSULFURON</p> 	<p>Controls over 20 broadleaf weeds in wheat, barley and oats.</p> <ul style="list-style-type: none"> • Water-dispersible granule, easily soluble. • Safe to handle, non-toxic to humans and animals. • Very economical; typically under \$5/ha. • Apply 20g/ha after 2-leaf stage, before boot. • Add SprayWetter penetrant for best results. 	<p>500g \$115</p> <p>1kg \$210</p> <p>2kg \$380</p> <p>4kg \$690</p>
<p>TRICLO</p> <p>600g/L TRICLOPYR AS THE BUTOXYETHYL ESTER</p> 	<p>Controls broadleaf & brush weeds without pasture damage.</p> <ul style="list-style-type: none"> • Blackberry, broom, gorse, lupin, tutus, fennel, sweet brier, Old Man's Beard, plus most broadleaf weeds in pasture. • Apply in warmer months during active growing conditions. • Ensure coverage of all visible parts of the plant. • Add SuperWetter for gorse and all woody species. • Brush weeds use 10L/ha or up to 300ml/100L by hand. • Broadleaf weeds in pasture use 2L/ha or 20ml/100L. 	<p>2L..... \$120</p> <p>5L..... \$225</p> <p>10L..... \$385</p> <p>20L..... \$675</p>
<p>SUPERWETTER</p> <p>100% ORGANOSILICONE WETTER-PENETRANT</p> 	<p>Boost spray performance on woody & hard-to-kill species</p> <ul style="list-style-type: none"> • Assists penetration, especially into stressed and dusty plants. • Reduces rain risk period, normally to under an hour. • Boosts herbicide performance by aiding in translocation. • Consult herbicide directions for species requiring SuperWetter. • Use at 100ml/100L, or 500ml-2L/ha depending on species. 	<p>2L..... \$60</p> <p>5L..... \$125</p> <p>20L..... \$475</p>
<p>SPRAYWETTER</p> <p>100% NON-IONIC SURFACTANT WETTER-PENETRANT</p> 	<p>Maximises herbicide performance in all situations</p> <ul style="list-style-type: none"> • Permits faster & more thorough penetration into plant. • Reduces rain risk period, normally to under an hour. • Boosts herbicide performance for more even, complete kill. • Use when herbicide directions do NOT specify a SuperWetter. • Use at 100ml/100L, or 500ml-2L/ha depending on species. 	<p>5L..... \$55</p> <p>10L..... \$105</p> <p>20L..... \$200</p>

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.

• 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 \$140 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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