

## *The Man from Snowy River*

by Paul Martin, Director, Rainbow & Brown



I ENJOY WRITING THIS PAGE. SOMETIMES I write about current events, sometimes to air my erratic philosophical views, and sometimes to take a free shot at some twit politician (such as *She Who Must Be Obeyed*, our future UN Secretary-General). But sometimes I like to just tell a story. This one's a story.

I grew up on a high country farm in Australia, down the Snowy River way. One of my earliest clear memories of that time came back to me this morning, while my dog was walking me. It was a stock sale; cattle mainly, but also a few horses (that was pretty normal at that time). I must have been about seven years old, so it was mid-to-late 1950's.

At these saleyards the auctioneer and buyers stayed in one place, at the sale pen, while the stock were moved through a series of small yards until they passed into that pen and found a new home. The horses were always last, and as a typical boy of that place and time I was pretty interested in them. There was a beautiful but very wild young stallion up for sale; just the thing to fire up my fantasies. But he was not co-operating with the young blokes who shifted the stock through the yards. His snorting and squealing could be heard well before we could see him, and he was raising a good cloud of yellow-grey dust all on his own as he tried to resist the efforts of the yard hands to control him.

These couple of yard hands were probably just pimply teenagers, although they seemed like Gods to me in their Cuban-heeled riding boots and wide cowboy hats, plus of course silver belt buckles the size of car registration plates. I guess they were embarrassed that this horse was getting the better of them in front of all the local cockies, and their approach became ever more desperate, involving plenty of shouting, arms-and-hat-waving, and eventually wild whirling of ropes.

As they were trying vainly to get the terrified animal through the last gate into the sale pen, one of them managed to hurl his rope around its neck. This proved to be unwise. The horse panicked, leaped abruptly backwards and pulled the poor kid right off his feet and flat onto his face in the dust and cowshit. He sprang up, face crimson and shirt brown, and with his mate tried to pin the horse into the corner of the yard so they could catch the now trailing rope.

The horse went crazy, stamping and snorting, foam spraying from his nostrils and eyes rolling in terror. He kicked, reared into the fence, and lurched away from his assailants.

"Get out of it!" This command, delivered in a quiet voice, nevertheless stopped the two yard hands in their tracks. It was Charlie Ferguson, an old bloke I vaguely knew (I went to school with his grandson). He stepped down from his perch on the fence and ushered the two young blokes away through the gate.

Charlie seemed ancient to me (although I think now he was probably only about sixty or so), and he was a noted horseman. He didn't care for the trend of that time to dress like you were headed for the OK Corral. No wide cowpoke hat or flash boots for Charlie; he wore dark trousers, a white shirt without a collar, and a waistcoat. His shoes were shiny black leather, and his hat looked like Humphrey Bogart's.

He walked closer to the horse, then stopped and held eye contact with it for a moment or two. Everyone watched in silence ... I remember the quiet, when all you could hear was the horse's heaving breath. And then some nearly inaudible muttering from Charlie as he slowly walked right up to the horse, which was trembling with uncertainty, but nevertheless now standing still.

Charlie stopped beside the stallion and touched its sodden mane. It flinched a bit, and its eye widened in alarm, but it allowed Charlie to rest his hand on its muzzle, fingers splayed over the nostrils. Now every breath it took contained Charlie's scent. And he was still muttering some nonsense to it as well. After a moment, the horse stopped trembling. Now it looked more curious than afraid. Charlie slowly reached up and removed the rope, which he dropped to the ground. Then he slid his arm up under its head and gently led it through into the sale pen. And then he shut the gate and climbed back up to his seat on the fence. There was no applause of course. Everyone acted as if this was something they saw every day. But I'll bet nobody who was there has ever forgotten it.

Forty years later, a bloke named Nicholas Evans wrote a book called *The Horse Whisperer*. I wonder if he'd ever heard about Charlie Ferguson?

### IN THIS ISSUE:

#### **THE GREAT SUMMER UPSIDE-DOWN SALE:**

Huge savings on  
5 litre sizes ONLY!

#### **HINTS & TIPS:**

- Spray drift
- MSDS & labels
- Life of tank mixes
- Using wetters
- and more!

#### **FULL PRODUCT RANGE:**

Details, sizes & prices

AMAZING  
SAVINGS!

# Weedspray 5L Pack Sale

**Sale ends 28th Feb 2007**

**We're having a 5L pack sale.**

**Most sales offer discounts on larger quantities, but we're doing it all backwards (or is that upside-down?)... these sale discounts apply to the small 5L packs *only*.**

You'll save as much as 33% off the regular 5L price (e.g. Glyphosate 360g/L), or as much as \$40 (e.g. GrassMate). And that's off *our* regular 5L prices, which are already a lot lower than other equivalent brands.

The sale ends on 28th Feb 2007. There's no limit; you can buy any number of 5L packs of any (or all) of the six sale products.

The sale includes:

- Both strengths of Glyphosate; the traditional 360g/L and the economical 450g/L.
- Two pasture-friendly weed sprays to control brushweeds, thistles and ragwort without damage to valuable grass; Grassmate and Triclo.
- Two wetter/penetrants to boost herbicide performance against hard-to-kill weed species; SprayWetter and SuperWetter.

So if you need just a small quantity of a product, here's way to avoid that usual small-pack price penalty. Or if you'd like to try something you haven't used before, this is your chance to do it at minimal cost.

Here's the sale prices, including GST and delivery:



PRODUCT	REGULAR PRICE	SALE PRICE	YOU SAVE
5L Glyphosate 360g/L	\$60	<b>\$40</b>	\$20
5L Glyphosate 450g/L	\$70	<b>\$50</b>	\$20
5L GrassMate	\$275	<b>\$235</b>	\$40
5L Triclo	\$225	<b>\$195</b>	\$30
5L SprayWetter	\$55	<b>\$45</b>	\$10
5L SuperWetter	\$125	<b>\$110</b>	\$15

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

# Using Wetters for Maximum Effectiveness

Added wetters provide several benefits:

- improved penetration and uptake
- boosted herbicide performance
- reduced rain risk period after spraying

We have two types:

The organosilicone **SuperWetter** is essential when spraying woody-stemmed plants, especially gorse. However, it is NOT the best product to use for pasture and general weed spraying. Use SuperWetter only when it is specified in the directions for your target species.

The general-purpose **SprayWetter** is better for all other situations where SuperWetter is not specified. In particular, for pasture

and general weed spraying, SprayWetter is less expensive and actually performs better in those circumstances as well. It's just not suitable for the woody brushweeds. SprayWetter is particularly useful where there are a few hard-to-kill species present, or when growing conditions are not ideal. In both those situations, it can boost herbicide performance without your having to dramatically increase application rates of the herbicide. For example, say you have a paddock to spray out ... mostly old pasture but with some flatweeds and rubbish species. The old grass may need 3L/Ha but the rubbish could require 5L/Ha. Far better (i.e.



cheaper) to stick with 3L/Ha and add a bit of SprayWetter to boost performance against the weeds, then to use 5L/Ha unnecessarily against the lot.

## MSDS for Rainbow & Brown Products

You can get the Materials Safety Data Sheet (MSDS) for any of our products direct from our website. Or if you prefer, ask us and we'll send you a copy by mail.

On the website you'll also find downloadable copies of the Directions Leaflets for our products as well, so if you've lost yours, or if you want to check the application recommendations of a product you haven't used yet, that's also the place to go ... [www.rainbowbrown.co.nz](http://www.rainbowbrown.co.nz)



## Weed Fact Sheets

The list of Fact Sheets available from Rainbow & Brown now includes:

- **Gorse** • **Blackberry** • **Wandering Jew** • **Deadly Nightshade** • **Ragwort** • **Privet**

The sheets include a description of the weed and options for control (including non-chemical management where applicable).

Call or email us anytime to request titles you'd like, or to suggest other titles you think we should produce.



# SPRAY DRIFT

*You are responsible to spray herbicides safely, including doing all you can to minimise spray drift. Here's a few facts that may help you to understand it better.*

## **Types of Drift:**

- 1. Droplet Drift** Sprayed whole droplets of herbicide are carried off target by air turbulence or gravity. Normally travels only a short distance off target (e.g. next paddock).
- 2. Particle Drift** The water component of the spray evaporates from the sprayed droplet, leaving a tiny particle of concentrated herbicide. Particles can travel several kilometres off site under some conditions.
- 3. Vapour Drift** Volatile herbicides (especially esters) can form vapours that drift directly from the spray or even by evaporation of herbicide from just-sprayed surfaces. This can result in herbicide being transported many kilometres by updrafts before being deposited off site.

## **Sensitivity**

Some crops are highly susceptible to certain herbicides, and can be damaged by concentrations as much as 10,000 times lower than "normal" application rates. In particular, tomatoes, grapes and many horticultural species are highly sensitive to volatile herbicides like 2,4-D ester.

## **Factors Affecting Drift Risk**

- Volatility of the herbicide. Esters are riskier than amines, salts and acids.
- Proximity to susceptible crops, and their stage of growth.
- Method of application – air, ground, mist blower, etc.
- Size of target area and application rate of herbicide.
- Droplet capture efficiency of target – leafy crops are less risky than bare ground, pasture, fallow paddocks & seedling crops.
- Weather conditions during and shortly after application.

## **How to Minimise Spray Drift**

- Check first for sensitive crops & sites in the area. Notify neighbours.
- Choose non-volatile formulations when possible.
- Don't spray when temperature is over 28°C.
- Never spray under temperature inversion conditions.
- Avoid excessive wind, but also avoid dead calm. 7-10 km/hr is ideal.
- Maintain a downwind buffer zone (e.g. boom's width from downwind edge).
- Minimise spray release height (e.g. boom height).
- Use the largest droplet size that will give adequate spray coverage.
- If sensitive crops are nearby, choose the least damaging herbicide.
- Maintain a log of dates, times, herbicides, rates, wind & temperature.
- If favourable conditions change, stop spraying.

## **Approved Handler Certificates**

***You don't need an Approved Handler certificate to purchase any current Rainbow & Brown product.***

If you are going to apply MSF600, CropMate, Grassmate or Triclo in a "wide dispersive manner" (i.e. by boom spray), or apply it commercially (i.e. you're a contractor) you do need an Approved Handler certificate to apply it, but not to buy it.

If you need any further advice, give us a call or email anytime and we'll tell you what you need to know to comply with the rules under the HSNO Act.

***But ... one more time ... you DO NOT need the certificate to buy our current products under any circumstances.***

## **Tank Life of Spray Mixtures**

Made up spray mixtures of herbicides that contain added SuperWetter penetrant should be used within 24 hours. That's because the organosilicone wetters such as SprayWetter will begin to break down in water if stored mixed for more than one day.

If you are caught out with a mixed tank for longer than a day or so, it's advisable to add more SuperWetter penetrant before using it.

# *How to compare metsulfuron:*

## **600g/kg active versus 200g/kg active**

It's a regular question: Can you compare the cost of Rainbow & Brown's MSF600 with another metsulfuron-methyl product like Answer®?

MSF600 contains 600g/kg of metsulfuron-methyl. Answer® contains 200g/kg of the same active ingredient. So it's a 3 to 1 comparison. For example, for gorse you use 500g/Ha of MSF600 versus 1500g/Ha of Answer®... this applies the same amount of the same active ingredient.

Here's a cost comparison of the amount of each product required to spray 6Ha of gorse, based on Jan 2007 Rotorua retail prices incl GST (Note: So you'd need 9kg of the 200g product, or 3kg of the 600g product):

<b>• 2 x 4.5kg packs of Answer @ \$956.58 ea...</b>	<b>\$1913.16</b>
<b><i>versus</i></b>	
<b>• 3kg of MSF600 @ \$145/kg...</b>	<b>\$435.00</b>
	<b>MSF600 saves you: \$1478.16</b>
<b><i>This is not a misprint.</i></b>	

® Answer® is a registered trademark of E.I. du Pont Nemours and Company

## ***Comparing Glyphosate Strengths***

We offer glyphosate in two strengths, 360g/L and 450g/L. Many people have asked us how to compare them. Here's how.

First thing to understand is that the application rate will vary according to the strength of the product you use. For example:

The 360g/L product is used at 1L per 100L water

The 450g/L version is used at just 800ml per 100L water

Each rate would apply the same amount of glyphosate active ingredient and therefore the results would be effectively the same. In the above example:

$360 \times 1 = 360\text{g active per 100 litres}$

$450 \times 0.8 = 360\text{g active per 100 litres (i.e. the same!)}$

So, to accurately compare the cost of the two choices:

Multiply the cost of the 360g/L by 1.0

Multiply the cost of the 450g/L by 0.8

At current prices:

20L of the 360 version is  $\$149 \times 1 = \$149$

20L of the 450 version is  $\$175 \times 0.8 = \$140$

And therefore the 450g/L version is actually a bit cheaper to use.

PRODUCT	COMMENTS	SIZES & PRICES
<p><b>GLYPHOSATE 360</b></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"> <li>• Safe to use, fast acting, non-toxic &amp; economical.</li> <li>• No residual effect in soil; drill new seed in 2 days.</li> <li>• Withhold stock 2 days to allow penetration through plant.</li> <li>• Use 1L/100L (hand) or 3-5L/ha (pasture).</li> <li>• Add SprayWetter penetrant for best results.</li> </ul>	<p>5L.....\$60</p> <p>10L.....\$90</p> <p>20L.....\$149</p> <p>100L.....\$695</p> <p>200L.....\$1210</p>
<p><b>GLYPHOSATE 450</b></p> <p>450g/L GLYPHOSATE AS THE ISOPROPYLAMINE SALT</p> 	<p>More concentrated for maximum economy</p> <ul style="list-style-type: none"> <li>• Same user-friendly benefits as Glyphosate 360 (above).</li> <li>• 25% stronger so goes 25% further (20L = 25L of the 360g/L product).</li> <li>• But it's NOT 25% dearer: you save around 17%.</li> <li>• Use 800ml/100L (hand) or 2.4-4L/ha (pasture).</li> <li>• Add SprayWetter penetrant for best results.</li> </ul>	<p>5L.....\$70</p> <p>10L.....\$105</p> <p>20L.....\$175</p> <p>100L.....\$795</p> <p>200L.....\$1395</p>
<p><b>MSF600 Gorse &amp; Brush Spray</b></p> <p>600g/kg METSULFURON-METHYL</p> 	<p>The low-cost, proven choice for gorse and brushweeds.</p> <ul style="list-style-type: none"> <li>• Water-dispersible granule, easily soluble.</li> <li>• Safe to handle, non-toxic to humans and animals.</li> <li>• Gorse, blackberry, manuka, scrub, bracken, ragwort &amp; thistles.</li> <li>• For gorse use 20g/100L (hand), 500g/ha (aerial).</li> <li>• Add SuperWetter penetrant for best results.</li> </ul>	<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><b>GRASSMATE</b></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"> <li>• Kills gorse, broom, blackberry, tutus, sweet briar, matagouri &amp; lupins.</li> <li>• Also controls broadleaf weeds, including ragwort, thistles, fennel, nettle and inkweed.</li> <li>• Does not harm common pasture grasses.</li> <li>• Stump swab barberry, Old Man's Beard, woolly nightshade, wattle, willow.</li> <li>• Add SuperWetter penetrant for year-round spraying.</li> <li>• 10-12L/ha for brush species, and 250-300ml handgun (gorse rate)</li> </ul>	<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><b>CROPMATE</b></p> <p>750g/kg CHLORSULFURON</p> 	<p>Controls over 20 broadleaf weeds in wheat, barley and oats.</p> <ul style="list-style-type: none"> <li>• Water-dispersible granule, easily soluble.</li> <li>• Safe to handle, non-toxic to humans and animals.</li> <li>• Very economical; typically under \$5/ha.</li> <li>• Apply 20g/ha after 2-leaf stage, before boot.</li> <li>• Add SprayWetter penetrant for best results.</li> </ul>	<p>500g ..... \$115</p> <p>1kg ..... \$210</p> <p>2kg ..... \$380</p> <p>4kg ..... \$690</p>
<p><b>TRICLO</b></p> <p>600g/L TRICLOPYR AS THE BUTOXYETHYL ESTER</p> 	<p>Controls broadleaf &amp; brush weeds without pasture damage.</p> <ul style="list-style-type: none"> <li>• Blackberry, broom, gorse, lupin, tutus, fennel, sweet brier, Old Man's Beard, plus most broadleaf weeds in pasture.</li> <li>• Apply in warmer months during active growing conditions.</li> <li>• Ensure coverage of all visible parts of the plant.</li> <li>• Add SuperWetter for gorse and all woody species.</li> <li>• Brush weeds use 10L/ha or up to 300ml/100L by hand.</li> <li>• Broadleaf weeds in pasture use 2L/ha or 20ml/100L.</li> </ul>	<p>2L..... \$120</p> <p>5L..... \$225</p> <p>10L..... \$385</p> <p>20L..... \$675</p>
<p><b>SUPERWETTER</b></p> <p>100% ORGANOSILICONE WETTER-PENETRANT</p> 	<p>Boost spray performance on woody &amp; hard-to-kill species</p> <ul style="list-style-type: none"> <li>• Assists penetration, especially into stressed and dusty plants.</li> <li>• Reduces rain risk period, normally to under an hour.</li> <li>• Boosts herbicide performance by aiding in translocation.</li> <li>• Consult herbicide directions for species requiring SuperWetter.</li> <li>• Use at 100ml/100L, or 500ml-2L/ha depending on species.</li> </ul>	<p>2L..... \$60</p> <p>5L..... \$125</p> <p>20L..... \$475</p>
<p><b>SPRAYWETTER</b></p> <p>100% NON-IONIC SURFACTANT WETTER-PENETRANT</p> 	<p>Maximises herbicide performance in all situations</p> <ul style="list-style-type: none"> <li>• Permits faster &amp; more thorough penetration into plant.</li> <li>• Reduces rain risk period, normally to under an hour.</li> <li>• Boosts herbicide performance for more even, complete kill.</li> <li>• Use when herbicide directions do NOT specify a SuperWetter.</li> <li>• Use at 100ml/100L, or 500ml-2L/ha depending on species.</li> </ul>	<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](http://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

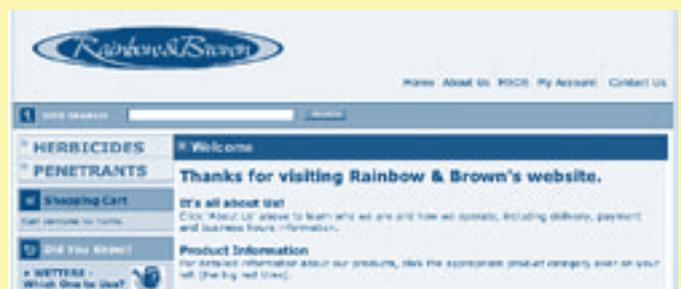
We send your invoice by mail, the day we send your order, so you'll know when it was shipped. Payment is due on 20th following month, and you can send a cheque or use direct payment to a/c No: 123155-0066374-00. The bank account number is also on both your invoice and your statement. We send statements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