

It's Just Not Cricket!

by Paul Martin, Director, Rainbow & Brown



IN THIS ISSUE:

- **GLYPHOSATE GOES BALLISTIC**

New prices and predictions

- **NEW PRODUCT: Cobber herbicide for difficult thistles**

- **SALE – FEB ONLY: Save 10%–25% on most products**

- **FULL PRODUCT RANGE: Details, sizes & prices**

Summer. The best thing about summer is cricket. And the best thing about cricket is Test cricket.

Before we move on to discussion of the best thing about Test cricket, let me just pause here to reassure my lady readers that they're welcome to continue reading, even though it's about cricket. I know many of the fairer sex look to my columns primarily for grooming advice, for recipes, for the latest news about Angelina Jolie, and for guidance on what to buy your man for his birthday (the answer is power tools, by the way; he can never have too many ... in fact, if you really love him, you'll request power tools for your own birthday as well!) Anyway ladies, please pop open a cold one and read on with my blessing.

OK, the best thing about Test cricket is of course its absurdity. Five interminable days' play, yet it's still perfectly likely to end in a draw. The players slide and skid about on lush green grass, so of course the ideal uniform is deemed to be pure white trousers and long-sleeved white shirts. The ball is deliberately designed to deteriorate during play. And so is the playing surface itself; they actually pay expert groundsmen to make it do so!

The players occupy positions on the field apparently named by Monty Python; short backward square leg, silly point, deep extra cover, and the ludicrously inexplicable gully (remember, this is on a perfectly flat field). A thin man can nevertheless be wide, while a stout fellow can be fine, and in fact often is.

Should a batsman become unexpectedly lame during play, he is allowed to ask someone else to do his running for him ... just imagine if this wildly generous concession was adopted by other sports; say rugby, or tennis, or horse racing!

Yes, it's an insane game, but it's all glued together by certain conventions and traditions, and of course that's why I love it. It's why any right-thinking bloke loves it. And a few ladies, too, although they are strictly speaking considered to be honorary blokes for the duration of a Test. Want proof? Look at the Sydney Cricket Ground: there's a stand at the SCG actually called The

Ladies Stand ... and it's full of blokes!

Anyway, as I write, there's a very controversial Test series in Australia. The touring Indians have come within a whisker of abandoning the tour and going home in high dudgeon. Harsh words have been exchanged and at times it's been lawyers at five paces. By the time you read this, it'll be all over (one way or the other), but whatever the outcome, it was never really about one bloke calling another one a monkey, or another bloke calling someone else a bastard. It was about ethical behaviour ... that very glue that is the essence of cricket.

Now, I must make a disclaimer here. I am actually a fan of Australian cricket. Two reasons: first, I'm an Australian myself; and second it's a lot easier than being a fan of NZ cricket, which is of course an excruciating exercise in masochism, with or without Renee Chignall.

The nub of the current issue in Australia is one of sportsmanship, or the lack of it. Consider the question of "walking". Some players, when they know they are out, simply walk off. Adam Gilchrist is a well-known example. But many players, in fact most players from every cricketing country, do not walk; they wait for the umpire's decision. A good many of them do this even when they know they were out, and they justify it by saying that it makes up for all the bad decisions that have gone against them. This is of course total nonsense and ethically disgraceful. Like a shoplifter who gets caught and then claims that he was just getting even for all the times he's been overcharged in the past. If you're uncertain, then by all means wait for the decision, but when you know that you've nicked it, you're out.

In the SCG Test, two Australian batsmen nicked it, knew it, waited anyway, were given not out, and went on to make big scores. And Australia subsequently won the Test. Alas.

So, in my view it's time to abandon this indefensible and unattractive "tradition" of not walking when you know very well that you're out, if for no other reason than the fact that it doesn't always stand up too well to the unflattering gaze of the slow-motion replay.

Ahhhh. It's a very sad summer when even the cricket is just not cricket!

Glyphosate Goes Ballistic!

Glyphosate prices are rising fast. And in NZ, we haven't seen the worst of it yet. But every indication is that we will, in the coming months. So if you're planning on using glyphosate anytime soon, we recommend that you have a very close look at this newsletter.

We've explained it before, but in case you weren't paying attention or were dozing through the cricket on TV, here's what's happening. There's been a massively increased worldwide demand for glyphosate during the past 12 months, mainly caused by much bigger maize plantings in North America for ethanol (biofuel) production. At least 12 million acres ... extra!

This created a world-wide shortage of glyphosate acid, the active ingredient of the herbicide. Naturally prices have risen, and availability has declined, as herbicide manufacturers have competed for the limited supplies of active ingredient. The situation has not been helped by some Chinese factories having to reduce production of various commodity chemicals, apparently due to environmental measures associated with the Beijing Olympics. And on top of all that, the Chinese government removed some export subsidies they'd been paying to their chemical industry, who of course responded by banging their prices straight up to recover that lost income.

So short of a meteor shower from outer space miraculously landing on all the earthly glyphosate factories, we've had about all the negative factors we require for the moment.

What's The Damage?

In New Zealand, glyphosate prices have been rising for the past few months. For example, a national agricultural retailer's "house" brand, which was selling at \$125 for 20 litres just three months ago, is now \$180 ... that's a 44% increase! And they're saying it is likely to rise again in the near future.

That seems inevitable, as far as we can see. The current NZ\$ price for imported glyphosate acid is now exactly 100% more than it was just five months ago!

In Australia, which always seems to be a bit "ahead" of us in these matters, the situation is already much worse than it is in NZ. A national farm supplies retailer was selling a well-known brand at AU\$160 for 20L just four months ago. Now it's AU\$300!

So based on current indications, NZ prices could well go up by another 40-50% in the near future. It's hoped, but certainly not guaranteed, that the international supply/price situation will stabilise by late 2008. But note I said "stabilise", and not go back down. I think what will happen is that prices will stop rising, and will stabilise at or near that higher level. And we'll be back where we were a few years ago, when 20L of glyphosate cost around \$200-\$250.

The Bad News

We must have a price rise, effective immediately. Not too bad yet ... just over 15% on average so far. And we should be OK at that level for at least another 3 months or so. Here's the new prices, incl GST and delivery:

	5L	10L	20L	100L	200L
Glyphosate 360g/L	\$65	\$95	\$170	\$795	\$1475
Glyphosate 450g/L	\$75	\$120	\$195	\$925	\$1750

The Good News

We try to never have a price rise without warning, **so we're extending the old prices for one more month only**, as part of our February Sale ... see pages 4 & 5 of this newsletter.

So for one more month you can save 15% off our new regular prices listed above, and around 20% or more off the current prices of other national brands.



Cobber Herbicide



Controls all the Hard-to-Kill thistles!

Cobber is a new herbicide that contains 300g/L clopyralid (that's the same active ingredient and concentration as Versatill*).

It's used in pasture as well as in cropping. It's also useful in forestry, horticulture, shelter blocks and in turf.

Thistles

Cobber will control the difficult-to-kill thistles, including Californian thistles, nodding and winged thistles, and large rosette and multicrown variegated and nodding thistles.

As well as being used alone, Cobber can be added to 2,4-D or MCPA, at as little as 100-200ml per hectare, to extend thistle control to include those that are becoming increasingly resistant to those herbicides; that's the slender winged thistles and nodding thistles including the multicrown buggers, and Californian thistles.

In addition to thistles, Cobber will control a range of broadleaf and other weeds, including Barhurst bur, daisy, dandelion, medics, Onehunga weed, oxeye daisy, yarrow, ragwort, cape daisy, and others.

Wiper

Cobber is also an excellent choice for use in a weed wiper for control of erect thistles in pasture, especially Californian thistles. This is particularly useful where you need to minimise clover damage (when sprayed on, Cobber does not harm pasture grasses, but it does suppress clover). Use 250ml/10L in carpet wipers.

Crops

Cobber can be used alone, or in combination with many other herbicides for various specific purposes.

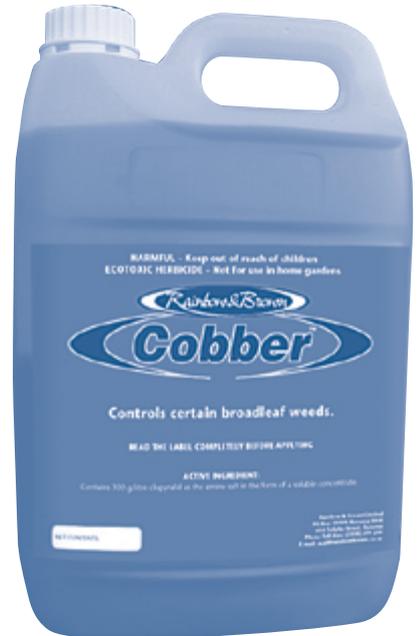
For example, it can be added to glyphosate for spraying out old pasture prior to planting cereal, fodder brassica or maize crops. This provides added muscle against species not well controlled by glyphosate alone.

A number of herbicides used for spraying over standing cereal, brassica and maize crops can be combined with Cobber for improved control of certain weeds, maintaining crop yields and improving subsequent pasture quality when the paddocks are rotated back to pasture.

Use Rates

Normal use rate for broadcast spraying with Cobber alone is 1-2L in 100-200L water per hectare, or 100-200ml per 100L for spot spraying. In most cases the ideal application time is when the target weeds are actively growing. Californian thistles are best treated from rosette to early flowering.

There's no stock withholding period after spraying Cobber, but you must not use mown grass or clippings treated with Cobber for making compost, because the residues in clippings will persist and prevent proper composting microbial activity. For that reason, Cobber (and all clopyralid herbicides) must be under the control of an approved handler after August 2008, and Cobber must not be used in home gardens nor anywhere that clippings will be composted or sent to a green waste recycling centre. Note that you do NOT need to be an approved handler to buy or use Cobber until after August 2008.



Prices for Cobber, including GST and delivery, are:

2L...\$185 5L...\$370 10L...\$710 \$20L...\$1320

STOP PRESS! INTRODUCTORY OFFER! For February only, you can buy Cobber as part of the February Sale (see next page), and save up to 11% off those prices.

* Versatill is a trademark of Dow AgroSciences.

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

SALE

February 2008 only!

We're having a sale on some of the products you'll need for your late-summer and autumn spraying.

We had a similar sale at the same time last year, and it was the most popular sale we've ever had. "Do it again!" you insisted. Well, perhaps not you personally, but a surprising number of your fellows did exclaim in those or similar terms.

So, encouraged by that popularity, and also prompted by the Great Glyphosate Gold Rush (see page 2), we're doing it again. If you happen to have skipped that page about the glyphosate price situation, do yourself a favour and flick back and read it now. It's not exactly a Stephen King thriller, but if you'll just plough through it you may well thank me later, I assure you!

In this February Sale you'll save between 10% and 25% on some of our most prominent herbicide products. We've also decided to include this month's new product, Cobber herbicide (see page 3), as a sort of "introductory bargain" offer.

Other particular features of the sale are a fantastic saving on bulk quantities of MSF600 gorse spray, and an astonishing 25% off the new Ranger herbicide launched last spring.



Rules of the Sale:

1. You must pay within 7 days of receiving the goods and invoice.
2. There's no limit per customer; it's strictly first in – first served.
3. The sale ends on 29th February or earlier on any item if sale stocks are sold out.

And you're welcome to draw the attention of friends and neighbours to this sale. We see no reason to keep it a secret. Don't forget, if you recommend us to someone new, and they mention your name when they order, you'll get \$10 off your next order!

PRODUCT & SIZE	REGULAR PRICE	SALE PRICE	YOUR SAVING
Glyphosate 360			
5L	\$65	\$60	\$5 (8%)
10L	\$110	\$90	\$20 (18%)
20L	\$170	\$138	\$32 (19%)
100L	\$795	\$680	\$115 (14%)
200L	\$1475	\$1250	\$225 (15%)
Glyphosate 450			
5L	\$75	\$65	\$10 (13%)
10L	\$120	\$95	\$25 (21%)
20L	\$195	\$165	\$30 (15%)
100L	\$925	\$770	\$155 (17%)
200L	\$1750	\$1380	\$370 (21%)
MSF600			
8kg minimum	\$125/kg	\$100/kg	\$25/kg (20%)
Cobber (NEW)			
2L	\$185	\$165	\$20 (11%)
5L	\$370	\$340	\$30 (8%)
10L	\$710	\$665	\$45 (6%)
20L	\$1320	\$1245	\$75 (6%)
GrassMate			
5L	\$245	\$220	\$25 (10%)
20L	\$795	\$765	\$30 (4%)
Ranger			
100g	\$95	\$70	\$25 (26%)
1kg	\$855	\$650	\$205 (24%)
BuckShot			
5kg	\$65	\$60	\$5 (8%)
20kg	\$200	\$180	\$20 (10%)

Hot Tip...

How to kill Agapanthus

Surprisingly, one of the most common questions we're asked is how to kill agapanthus. Seems that the idea you'd first think of (glyphosate) doesn't work. Nor does the idea you'd have after that (MSF600). What does work, according to one of our professional spray contractor customers, is Triclo used at the gorse rate of 300ml/100L water, with 100ml SprayWetter per 100L added to the tank.



SALE
Feb only
See page 5
for sale prices

SALE
Feb only
See page 5
for sale prices

SALE
Feb only
See page 5
for sale prices

SALE
Feb only
See page 5
for sale prices

SALE
Feb only
See page 5
for sale prices

PRODUCT	COMMENTS	SIZES & PRICES
<p>GLYPHOSATE 360</p> <p>360g/L GLYPHOSATE AS THE ISOPROPYLAMINE SALT</p>  <p>ACVM No P5441</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.....\$65</p> <p>10L.....\$110</p> <p>20L.....\$170</p> <p>100L.....\$795</p> <p>200L.....\$1475</p>
<p>GLYPHOSATE 450</p> <p>450g/L GLYPHOSATE AS THE ISOPROPYLAMINE SALT</p>  <p>ACVM No P7223</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). • Use 800ml/100L (hand) or 2.4-4L/ha (pasture). • Add SprayWetter penetrant for best results. 	<p>5L.....\$75</p> <p>10L.....\$120</p> <p>20L.....\$195</p> <p>100L.....\$925</p> <p>200L.....\$1750</p>
<p>MSF600 Gorse & Brush Spray</p> <p>600g/kg METSULFURON-METHYL</p>  <p>ACVM No P7027</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\$55</p> <p>500g\$78</p> <p>1kg\$125</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>ACVM No P7417</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. • Add SuperWetter penetrant year-round. • 10-12L/ha for brush species, and 250-300ml/100L handgun (gorse rate) 	<p>2L.....\$130</p> <p>5L.....\$245</p> <p>10L.....\$450</p> <p>20L.....\$795</p> <p>100L.....\$3650</p>
<p>COBBER</p> <p>300g/L CLOPYRALID as the amine salt.</p>  <p>ACVM No P7790</p>	<p>Controls hard-to-kill thistles in pasture.</p> <ul style="list-style-type: none"> • Kills Californian, nodding, winged and variegated thistles incl large rosette and multicrown plants. • Mix with 2,4-D or MCPA where thistles resistant to those herbicides exist. • Also useful in cereal, Brassica and maize crops, plus forestry, orchards and shelter belts.. • Use 1-2L/Ha by boom or 100-200ml/100L spot spraying. Also good for wiper application. 	<p>2L.....\$185</p> <p>5L.....\$370</p> <p>10L.....\$710</p> <p>20L.....\$1320</p>

SALE
Feb only
See page 5
for sale prices

SALE
Feb only
See page 5
for sale prices

PRODUCT	COMMENTS	SIZES & PRICES
<p>BUCKSHOT</p> <p>20g/kg PICLORAM GRANULES</p>  <p>ACVM No 7717</p>	<p>Granular herbicide for direct spot application.</p> <ul style="list-style-type: none"> • Controls ragwort, nodding thistle, gorse, inkweed, broom, docks, hemlock, sweet brier, woolly nightshade, tutsan, blackberry. • Convenient and safe; apply by hand, by pogo stick applicator, or by applicator bottle. • Carry Buckshot on the bike, tractor or ute for opportunistic spot weed control. • Use 2g per plant or 30-55g/sq.m 	<p>5kg \$65</p> <p>10kg \$110</p> <p>20kg \$200</p>
<p>RANGER</p> <p>750g/kg THIFENSULFURON-METHYL GRANULES</p>  <p>ACVM No 7668</p>	<p>Selective herbicide for use in pasture, wheat barley and oats.</p> <ul style="list-style-type: none"> • Controls buttercups (annual, creeping and giant) and docks. • Scoop and measuring cylinder included. • Use at 20g/Ha, so 100g pack will treat 5 hectares. 	<p>100g \$95</p> <p>1kg \$855</p>
<p>TRICLO</p> <p>600g/L TRICLOPYR AS THE BUTOXYETHYL ESTER</p>  <p>ACVM No P7189</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. • 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 200ml/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. • Use at 100ml/100L, or 500ml-2L/ha depending on species. 	<p>2L..... \$55</p> <p>5L..... \$115</p> <p>20L..... \$450</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. • 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 privately-owned NZ company. Our factory and office is in Rotorua. We're now in our 9th 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 nearly 20 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.

• Website

Our website is at www.rainbowbrown.co.nz. There you'll find full details of all our products, as well as labels, Safety Data Sheets (SDS), 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.



• Approved Handler Certificates (ERMA)

You DO NOT need an Approved Handler certificate to purchase ANY current Rainbow & Brown product. To apply MSF600, CropMate, Grassmate, Cobber, Ranger or Triclo in a "wide dispersive manner" (i.e. by boom spray), or apply it commercially (i.e. you're a contractor), or over water (i.e. you're a dickhead), then you DO need an Approved Handler certificate to apply it, but you DO NOT need a certificate to buy it. After August 2008 you will need an Approved Handler certificate to buy or apply Cobber herbicide.



PO Box 10049, Mail Centre, Rotorua 3046

E-mail: mail@rainbowbrown.co.nz

Freephone: (0508) 299 299

Fax: (07) 350 2008

www.rainbowbrown.co.nz