

## Who Do You Trust?

by Paul Martin, Director, Rainbow & Brown



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When Boutros Boutros-Clark (She Who Must Be Obeyed) recently uttered those words I nearly choked on my cornflakes. And I wasn't alone ... I heard choking noises from every point of the compass. Or maybe it was just gagging noises.

I've been backing-off on the political commentary lately (I've found that the supporters of She have very little sense of humour, and of course the Greens supporters have none at all). But this was just too good to miss: "*We're having an election ... Who do you trust?*"

Was this some kind of mad joke? Some kind of ghastly sequel to that excruciatingly bad Labour Party conference song by Ruth Dyson & The Rhode Island Reds? Was She Who Must Be Obeyed perhaps preparing to do a Richard Nixon impression about not being a crook?

But no, it soon became apparent that She was actually serious. So naturally I immediately began planning this Newsletter column. I started making a list using post-it notes, each detailing an issue involving She's trustworthiness. The plagiarised painting she signed. The speeding rugby convoy she didn't notice. The hit-and-run bingle in Ponsonby. Winston Peters. Winston Peters again. Another Winston.

But I gave it up. First because my desk was beginning to disappear under the growing blizzard of post-it notes, and second because it's really all old news. You know it all already. *Everyone* knows it all already.

And that started me thinking about something. About how those who tell us how

we must live our lives so often turn out to apply quite different standards to their own behaviour. And about how when they are exposed they just brazen it out.

They know that they have done wrong. They know that *we* know they've done wrong. And they even know that *we* know that *they* know (if you know what I mean). And yet they still insist that what would be disgraceful and even criminal behaviour in anyone else is perfectly reasonable in their particular case, and that *we* are just a bunch of ignorant muckrakers for suggesting otherwise.

Consider Winston and the parliamentary privileges committee. He knows the truth. He knows that *we* know the truth (indeed that everyone including my dog knows the truth). And he knows that *we* know that he knows *we* know! And She Who Must Be Obeyed not only knows, but she's known for months! And she knows that *we* know that, too.

My point is that these people have nothing but contempt for us, and it really cheeses me off. Imagine if it wasn't Winston, but was instead YOU. Now imagine it wasn't the privileges committee you were fronting, but it was instead an IRD audit team. If you were as blatantly economical with the truth in dealing with the IRD as Winston was in dealing with parliament (and thus with us), do you imagine that you would merely be "censured"? Yeah, right! IRD would have your house, your car, your goldfish and your dog, and you'd go directly to gaol.

I'm not always sure who I do trust, but I am damn sure who I don't trust.

# NEW & IMPROVED

# ***Buckshot Herbicide***

## **Now with added smallness!**

BuckShot is the granular herbicide used for direct spot application onto thistles, ragwort and other weeds in pasture. Carry some BuckShot on the bike, tractor or ute to hit targets of opportunity anytime you spot them around the farm. It's applied as a dry granule, directly to the plant or to the soil closely surrounding it. BuckShot comes in a handy 5kg wide-mouth jar, but most people put some into a plastic bottle, a pogo stick gadget or a special applicator bottle to carry and use. But some of the granules in our original formulation were a bit too big to flow smoothly when used in the applicator ... the product could jam up and not dispense freely.

### **Smaller Granules**

So we have changed the formulation procedure to achieve a smaller and more uniform particle size. We've had the new formulation field tested in NZ and it now works perfectly in the applicator devices.

The other benefit of the smaller particle size is that you get better coverage when applied to larger weeds. That's because there are more granules for a given weight of product, so it's more evenly dispersed around the base of the plant. So it works better, and you'll also probably use less product per weed.

### **What BuckShot Kills**

The active ingredient has of course not changed at all; it's still 20g/kg active picloram. It's very effective against ragwort, nodding thistle, gorse, broom, blackberry, inkweed, docks, sweet brier, woolly nightshade and several other pesky weeds.

### **Introductory Offer**

The new BuckShot is available from mid-October, and we have a special introductory offer for October only:

<b>SIZE</b>	<b>NORMAL PRICE</b>	<b>OCTOBER SPECIAL</b>
5Kg	\$65	<b>\$60 (save \$5)</b>
10kg	\$110	<b>\$100 (save \$10)</b>
20kg	\$200	<b>\$180 (save \$20)</b>

These prices include both GST & delivery.



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

# SPRING SALE EXTENDED INTO OCTOBER

*During September we announced a Spring Sale, with great savings on four of our most popular herbicides.*

We still have a bit of sale stock left, so we're able to continue the same sale into October.

*Here's what's available:*

Product	Purpose	Normally	SALE PRICE
<b>GrassMate</b> 	Grass-friendly spray for brushweeds and broadleaf weeds in pasture. 10L/Ha for gorse, 2L/Ha thistles etc.	5L...\$245 20L...\$795	<b>\$220 (save \$25)</b> <b>\$745 (save \$50)</b>
<b>MSF600</b> 	Gorse & Brushweed spray. 500g/Ha for gorse. Also great for spot spraying thistles & ragwort at low rates.	1kg...\$125	<b>\$110 (save \$15)</b>
<b>Cobber</b> 	Control hard-to-kill thistles incl Calis in pasture. Mix MCPA or 2,4-D or use alone. Use just 1-2L/Ha.	2L...\$185 5L...\$370 20L...\$1320	<b>\$175 (save \$10)</b> <b>\$350 (save \$20)</b> <b>\$1270 (save \$50)</b>
<b>Ranger</b> 	Controls buttercups & docks in pasture, wheat, barley & oats. Use just 20g/ha.	100g...\$95 1kg...\$855	<b>\$65 (save \$30)</b> <b>\$600 (save \$255)</b>

The rules of the sale are: 1. There's no limit per customer on any product. 2. Sale ends on an item when sale stocks of that item are sold out. 3. You must pay within 7 Days of receiving the goods.

## Price Rise – Triclo Herbicide

We have to have a smallish (4%) price rise on our Triclo herbicide, starting now. The price of the active ingredient has been increasing for a while now, and it's reached the 'Bugger' point.

So alas, the new prices incl GST & delivery must be:

2L ... was \$120 ... now **\$125**

5L ... was \$225 ... now **\$235**

10L ... was \$385 ... now **\$405**

20L ... was \$675 ... now **\$705**



# Glyphosate Report

In recent issues of this esteemed Newsletter we've tried to keep you up to date with the price of glyphosate, which has just about doubled over the past 12 months or so.

This is of course not just affecting us in NZ ... it's a world-wide phenomenon. For example, the retail price *tripled* in Australia (the bastards have pipped us again!)

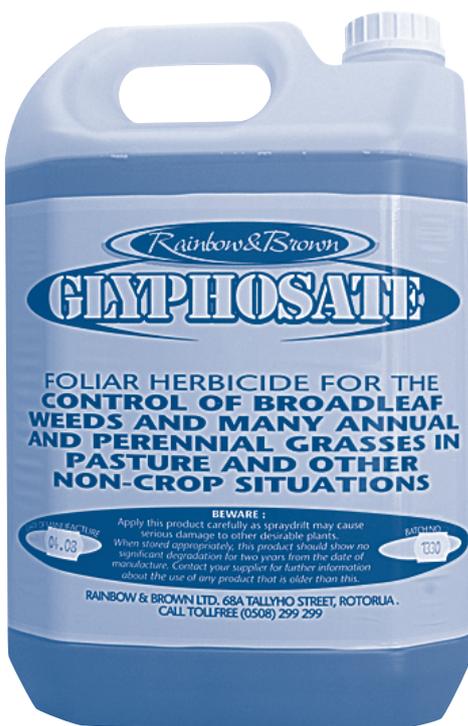
There are lots of factors having an influence: a huge spike in demand due to biofuel cropping, the crazy price of oil, the global financial chaos, the Olympic Games, changes in export subsidies in China, the diurnal position of Mars, and a partridge in a pear tree. It's been impossible to predict accurately, and we've sometimes told you rather more than we knew.

However, the position is clarifying at last, and some of the major influences on glyphosate prices have finally settled down enough to be roped, rubbed down with a wet blanket and tied up in the stable. So we now think we may *really* know what to expect over the next wee while. Or not, of course.

Glyphosate raw materials prices have stopped increasing, and have even eased a bit just lately. However, I am referring to US\$ prices of course (which is what the materials are traded in), and our own currency's recent losses against the US\$ have ... well, you can imagine what that's done, I suppose. It's had a proctological impact upon us, let's say.

As for the effect on NZ retail prices, we reckon that the increases are over. In fact by early 2009 we see the NZ price beginning to ease a bit. If nothing else goes wrong with Wall Street, OPEC or the NZ dollar. Or Mars.

So that's it ... no change likely for around 3-4 months, then hopefully a modest price reduction. But one thing we are pretty sure of is that the price won't ever fall back to where it was a year ago, or even close. Does it ease your pain to know that the NZ retail price of glyphosate right now is still only about where it was ten years ago? No, I thought not.



# Aerial Spray Costs

MSF600 contains metsulfuron-methyl, the best and most cost-effective spray available for gorse and other brushweeds. It's come down in price enormously in recent years. When there was just one brand available, it cost around \$440 a kg. Now we sell it for \$125 a kg, which is more than a 70% reduction!

And right at the moment (early October) we've got it on special for just \$110 a kg. So we thought it might be a good moment to look at the cost per hectare for spraying by air (excluding the aircraft cost).



So here's what you'd need to spray common brushweeds:

TARGET	RATE/HA	COST/HA
<b>GORSE</b>	400L of water with:	
	500g MSF600 herbicide	\$55
	2L SuperWetter penetrant	\$47
		<b>\$102</b>
<b>BLACKBERRY</b>	250L of water with:	
	300g MSF600 herbicide	\$33
	500ml SuperWetter penetrant	\$12
		<b>\$45</b>
<b>MANUKA</b>	400L of water with:	
	300g MSF600 herbicide	\$33
	2L SuperWetter penetrant	\$47
		<b>\$80</b>
<b>MATAGOURI</b>	250L of water with:	
	170g MSF600 herbicide	\$19
	1L SuperWetter penetrant	\$24
		<b>\$43</b>
<b>BRACKEN</b>	300L of water with:	
	170g MSF600 herbicide	\$19
	1.5L SuperWetter penetrant	\$35
		<b>\$54</b>



Costs include GST and delivery, and assume that you buy SuperWetter at the regular 20L price as well as MSF600 at the early October special price of \$110/kg.

PRODUCT	COMMENTS	SIZES & PRICES
<p><b>GLYPHOSATE 360</b></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"> <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.....\$85</p> <p>10L.....\$145</p> <p>20L.....\$235</p> <p>100L.....\$1110</p> <p>200L.....\$2150</p>
<p><b>GLYPHOSATE 450</b></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"> <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>• Use 800ml/100L (hand) or 2.4-4L/ha (pasture).</li> <li>• Add SprayWetter penetrant for best results.</li> </ul>	<p>5L.....\$100</p> <p>10L.....\$175</p> <p>20L.....\$285</p> <p>100L.....\$1355</p> <p>200L.....\$2570</p>
<p><b>MSF600 Gorse &amp; Brush Spray</b></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"> <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 .....\$55</p> <p>500g .....\$78</p> <p>1kg .....\$125</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>ACVM No P7417</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>• Add SuperWetter penetrant year-round.</li> <li>• 10-12L/ha for brush species, and 250-300ml/100L handgun (gorse rate)</li> </ul>	<p>2L.....\$130</p> <p>5L.....\$245</p> <p>10L.....\$450</p> <p>20L.....\$795</p> <p>100L.....\$3650</p>
<p><b>COBBER</b></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"> <li>• Kills Californian, nodding, winged and variegated thistles incl large rosette and multicrown plants.</li> <li>• Mix with 2,4-D or MCPA where thistles resistant to those herbicides exist.</li> <li>• Also useful in cereal, Brassica and maize crops, plus forestry, orchards and shelter belts..</li> <li>• Use 1-2L/ha by boom or 100-200ml/100L spot spraying. Also good for wiper application.</li> </ul>	<p>2L.....\$185</p> <p>5L.....\$370</p> <p>10L.....\$710</p> <p>20L.....\$1320</p>

**SALE**

October only

Check Sale Prices on page 3

**SALE**

October only

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**SALE**

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Check Sale Prices on page 3

**SALE**

October only

Check Sale Price  
on page 2

PRODUCT	COMMENTS	SIZES & PRICES
<p><b>BUCKSHOT</b></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"> <li>• Controls ragwort, nodding thistle, gorse, inkweed, broom, docks, hemlock, sweet brier, woolly nightshade, tutsan, blackberry.</li> <li>• Convenient and safe; apply by hand, by pogo stick applicator, or by applicator bottle.</li> <li>• Carry Buckshot on the bike, tractor or ute for opportunistic spot weed control.</li> <li>• Use 2g per plant or 30-55g/sq.m</li> </ul>	<p>5kg .....\$65</p> <p>10kg .....\$110</p> <p>20kg .....\$200</p>
<p><b>RANGER</b></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"> <li>• Controls buttercups (annual, creeping and giant) and docks.</li> <li>• Scoop and measuring cylinder included.</li> <li>• Use at 20g/Ha, so 100g pack will treat 5 hectares.</li> </ul>	<p>100g .....\$95</p> <p>1kg .....\$855</p>
<p><b>TRICLO</b></p> <p>600g/L TRICLOPYR AS THE BUTOXYETHYL ESTER</p>  <p>ACVM No P7189</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>• 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 200ml/100L.</li> </ul>	<p>2L.....\$125</p> <p>5L.....\$235</p> <p>10L.....\$405</p> <p>20L.....\$705</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>• Use at 100ml/100L, or 500ml-2L/ha depending on species.</li> </ul>	<p>2L.....\$60</p> <p>5L.....\$125</p> <p>20L.....\$470</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>• 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.....\$65</p> <p>10L.....\$115</p> <p>20L.....\$215</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](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.

## • Referral Rewards

Word-of-mouth is the best advertising, so if you recommend us to someone who then becomes a new Rainbow & Brown customer and mentions your name, we'll thank you with a \$10 discount off each different product in your next order. So if you order four different items, you now get a \$40 discount (previously \$10).  
SMALL PRINT: The discount doesn't apply to products on special.

## • Website

Check out our website for full details and labels of all our products, plus Safety Data Sheets, and a small library of useful reference articles.  
It's at [www.rainbowbrown.co.nz](http://www.rainbowbrown.co.nz)

## • Approved Handler Certificates (ERMA)

You do NOT need an Approved Handler certificate to purchase any current Rainbow & Brown product except for Cobber herbicide. To apply MSF600, GrassMate, 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), you DO need an Approved Handler certificate to apply it, but you DO NOT need a certificate to buy it. You need an Approved Handler certificate to buy Cobber herbicide or to apply it in any circumstances.



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