

Run This Up The Flagpole

by Paul Martin, Director, Rainbow & Brown



I read recently that Prince Harry, intoxicated with excitement about soon becoming an uncle, had revealed that Kate - the Duchess of Something - is expecting a boy.

I'm not sure why that was such a *faux pas* on Harry's part; possibly the British bookmakers were still taking bets on the wee bairn's gender. Surely it's not such a shocker anyway; Harry's fairly regularly intoxicated with one thing or another by all reports, which is why I like him best of the bunch. Although I suppose being the hereditary second banana does give him a bit more flexibility than his big brother, who has a compulsory life sentence without the option, the poor bugger.

Some readers will be aware that I am actually an Australian. I'm in the interesting position of having spent about half my adult life in Australia, and half in NZ. So I have an unusually privileged perspective on cultural matters, and I enjoy teasing apart the tangled skein of our two countries' national similarities and differences. I've often written about various aspects of it in this column: ANZAC; politics; sport; television; all that stuff.

But one thing that's always defeated my understanding is our mutual attitude to royalty and the British Empire.

NZ feels a lot more British, no question about that, probably because it has a more respectable imperial heritage, and retains to this day a distinctly British flavor: it's more British than contemporary Britain itself, in some respects.

Australia was originally little more than a dumping ground for British thugs, miscreants and troublemakers (my own Scottish ancestors prominent among them), and has since become a much more cosmopolitan society than has New Zealand. The majority of 21st century Australians have no British heritage at all.

Yet both countries maintain the British monarch as head of state, and both retain the British flag as a part of their own.

I can't speak for New Zealand with any authority - my passport still says Waltzing Matilda. But speaking for Australia, I just can't see any sense in it.

The monarchy part is probably pretty harmless; neither NZ nor Australia is foolish enough to allow the monarch or her local representative

any real power (though Gough Whitlam might disagree with that). But by-and-large the monarch, her progeny and her local agent don't do any lasting harm when opening our agricultural shows, waving from the back seat of big cars, presenting gongs to actors, and making vacuous speeches at our respective national day ceremonies.

But the flag part is *not* harmless. I think it does both of our countries a serious disservice to have a flag imprinted with the flag of another country. A country at the other side of the world, with which we have almost no contemporary links of any practical value.

I'm not opposed to the Commonwealth. Against all odds, it remains one of the very few international clubs worth the price of the annual subscription. Its record is vastly more honorable than the United Nations, for example. But you don't have to retain the British flag to be a member. Most members, even those we look down on as being unsophisticated and even primitive, have abandoned that foreign imperial flag in favour of something they chose for themselves.

But neither Australia nor NZ has done so. I know that some defenders of the flag will say that, "our forefathers died for that flag". But I assure you they didn't. If you could ask all of the poor buggers slaughtered in the various wars what they died for, you'd not scratch up a rugby team out of the ones who unhesitatingly declared that it was for the British flag.

So here's my offering for the new Australian flag. It's the Eureka Flag, featuring our mutually revered Southern Cross. It's not original; it first

appeared in 1854 at Ballarat, Australia, as the flag of the rebel miners opposed to (British) colonial rule, taxation and bureaucracy. And it was actually designed by a Canadian, though I can't think quite how to make that fact relevant to my argument.

So, that solves Australia's flag problem quite nicely. Now, what about New Zealand? Hmmm ... how would you feel about a plain black flag with the Eureka Flag up in the top corner?



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Fieldays Special

SAVE \$100!

1. Visit Rainbow & Brown at the Mystery Creek Fielddays;
2. Order 2 packs of Gibber pasture growth promoter at \$198.95 each; and ...
3. You'll get a third pack for just \$98.95. That's a saving of \$100.

Each 270g pack will treat 30 hectares, so this Fieldays Special triple pack is enough to spray 90 hectares, at a cost/Ha of just \$4.80 + GST. This deal is for visitors to our site ONLY. No exceptions ... you've got to order in person at our Fieldays stand to get the special.

You can specify your preferred delivery for any date up to 31st August, and payment is due by the 20th of the month following delivery.

The price includes GST & delivery. And there's no limit per customer, so if you order six packs in total you'll get two of them at \$98.95 each, and you'll save \$200.

Visit Rainbow & Brown's stand at site No PE8 in the Mystery Creek Pavilion.

Rainbow & Brown

Fieldays 12-15
June 2013



CALL TOLL-FREE ON (0508) 299 299 Prices include delivery and GST

BOOST SPRING PASTURE GROWTH

Spring is the ideal time to use Gibber growth promoter. It's economical, produces great results fast, and is a proven winner during the early season feed pinch.

What is Gibber?

It's a natural growth promoter called gibberellic acid. It's been used for many years in horticulture, but only in recent years has its use on pasture become more common.

How does it work?

By boosting cell expansion in grass and clover, resulting in faster growth as well as lusher and more substantial foliage. The boost is typically 60% or more *additional* dry matter production. Pasture sward is denser, with less bare spots and much better pugging resistance when grazed. Check the pictures below (and note the boot toes for scale).

How fast does it work?

Extra growth becomes clearly evident from about 7 days after application (leave a small area untreated to see for yourself the remarkable difference). The boost effect on pasture growth then becomes more and more pronounced until it reaches its maximum effect at about 21 days after application.

Is Gibber just for rotational grazing systems?

No, although it certainly does suit them very well because of its 3 weeks' effective growth-boost cycle. But useful additional pasture growth will be achieved under any grazing system, and customers using less intensive grazing have still achieved very pleasing and cost-effective results.

What's the ideal soil temperature range?

Gibber works best when soil temp is between 6 °C and 18 °C. And the maximum difference between treated and untreated pasture occurs when soil temp and thus 'normal' growth rate is at its lowest ... i.e. just when you need it the most!

How often can you apply Gibber?

Gibber is not a fertilizer, and you must have decent soil fertility to obtain and sustain the best results. In trials there was no discernible loss of growth response after three consecutive applications. Customers have successfully used six applications per paddock per year.

What's the ideal application method?

Boom spray or rosette spray works best. Around 100L of water per hectare will allow uniform spray coverage.

Prices and Sizes

Including both GST and delivery:

270g pack (treats 30Ha) **\$198.95**

45g trial pack (treats 5 Ha) ... **\$42.55**

But if you're ordering in person at our Fieldays stand, there's a special offer. See the opposite page for details.



UNTREATED – AFTER 20 DAYS



TREATED – AFTER 20 DAYS



Clover-friendly weed control from \$16.50/Ha!

'DECISION' is a selective herbicide for post-emergent weed control in new and established pasture, as well as in lucerne, chicory, clover and maize crops.

It's a water-dispersible granule containing 800g/kg flumetsulam. It dissolves readily, and is easy and safe to handle. It's also highly concentrated, which minimizes packaging and shipping costs (because a little goes a long way), and simplifies handling and storage on the farm.

Decision controls many species of weeds in pasture and crops, including several that are not controlled by other commonly used herbicides.

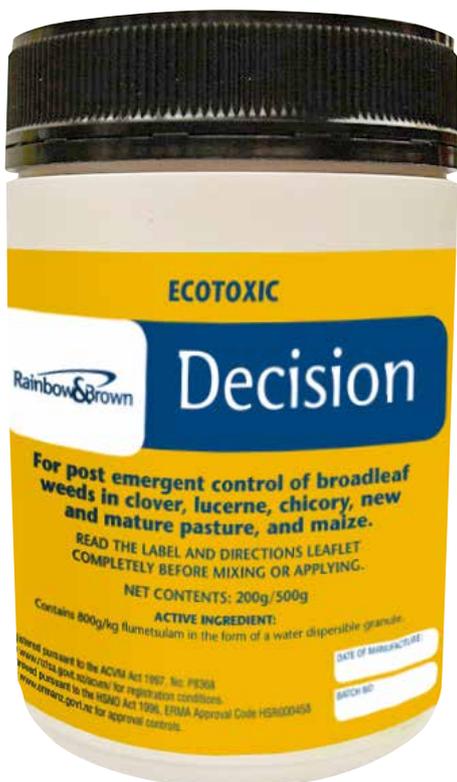
Dairy Pasture

Decision is clover-friendly, which makes it a great product to control buttercups - both annual and perennial types - in dairy pastures throughout the season. And Decision does the job at the lowest-ever cost for clover-friendly control. Buttercups may be sprayed in spring or autumn, and a single annual application of Decision will normally give full-season control.

Decision also controls many other weeds in pasture, including several that are not controlled by MCPA, MCPB and 2,4-D. Decision can be tank mixed with those herbicides if required.

Crops

Decision controls many hard-to-kill weeds in crops of lucerne, chicory, seed clover and maize. It can also be used in tank-mix combination with other herbicides to provide the optimum weed control spectrum into a single application in many cropping situations.



Use Rate	WEEDS	Cost incl GST
30g/Ha	Chickweed, Spurrey, Wild Radish, Hedge Mustard	\$16.50/Ha
50g/Ha	Amaranthus (Redroot), Cleavers, Black Nightshade, Fathen, Shepherd's Purse, Mallow, Annual Buttercup, Creeping Yellow Cress, Yellow Gromwell	\$27.50/Ha
65g/Ha	Larger weeds of above species, Stinking Mayweed, Wireweed, Sorrel, Field Pansy, Henbit, Willow Weed, Giant Buttercup, Oxeye Daisy (suppression)	\$35.75/Ha

- **500g pack...\$276**
- **200g pack...\$115**

Prices include GST and delivery to you. You also get a measuring cylinder, a scoop, and a full directions leaflet. Delivery takes 2-3 days.

Granny

*Granny is our most popular glyphosate herbicide.
It's the cheaper, stronger and smarter option.*

- *More concentrated (80% active)*
- *Less expensive (save up to 20%)*
- *Environmentally better (90% less packaging)*
- *Easy to use (free flowing, dissolves fast)*
- *Safer to store and handle (no spills, less waste)*

How Does Granny Compare?

It's more than double the concentration of a standard 360g/L liquid glyphosate. So if you'd previously used glyphosate 360 liquid at 4L/Ha, you'd use Granny at just 1.8kg/Ha to achieve exactly the same amount of active glyphosate per hectare. For spot spraying, use only 450g Granny per 100L water.



Accurate Measuring Made Easy

With the smaller packs you get a free measuring scoop calibrated for 5L of water. With 9kg or more you get both the free scoop and a free measuring jug marked with a calibrated weight scale to 500g.

Prices including GST & delivery are:

- **2.25kg jar** **\$51.75** (equals 5L of liquid 360g/L)
- **4.5kg bag**..... **\$70.15** (equals 10L of liquid 360g/L)
- **9kg (2 x bags)**..... **\$109.25** (equals 20L of liquid 360g/L)

For pricing on larger quantities, give us a call on toll-free 0508 299 299

GrassMate or Triclo: Which to Use?

These two selective herbicides do similar jobs, controlling much the same broadleaf and brush weeds in pasture, and they also cost about the same. So which product will suit your situation best?

The key is in the active ingredients:

- Triclo contains 600g/L triclopyr.
- GrassMate contains 300g/L triclopyr and 100g/L picloram.

That additional active in GrassMate (picloram) is a two-edged sword.

Picloram's **benefit** is that it extends the optimum application period by several months:

- GrassMate - with picloram - works well from September right through to May.
- Triclo - without picloram - works best only in the warmer months, from about October to March.

Picloram's **drawback** is that it damages clover:

- GrassMate is not clover-friendly, though the damage can be lessened by grazing the paddock hard to get the clover leaf off before spraying.
- Triclo, on the other hand, is grass *and* clover friendly.

So your best choice comes down to this:

If you want to protect clover in your pasture use Triclo rather than GrassMate, but in that case it had better be cricket season rather than rugby season.



www.rainbowbrown.co.nz

That's our website address, where you'll find lots of useful free resources, and you can also place orders direct with Rainbow & Brown.

- 1 Weed Files**
A library of more than 50 reference sheets on NZ weeds, with colour pictures, identification guidelines, species information and control recommendations. Click the 'Weed Files' tab.
- 2 Newsletter**
The latest issue of our regular customer newsletter to browse or download. Click on the 'Downloads' tab, and look for 'Confirmed Rumours'.
- Labels & Directions**
Check or download the label and directions for every Rainbow & Brown product, listed alphabetically under the 'Downloads' tab.
- Safety**
Safety Data Sheets and HazNotes for our products can be downloaded in PDF form. Look by product name under the 'Downloads' tab.
- 3 References**
Useful reference articles covering titles like aerial spraying, working out mixing rates, avoiding spray drift, and more... all listed in the 'Did You Know?' section on the left of each page.
- 4 Product Info & Prices**
Every product is listed in brief summary and also in more detail, including use rates, pack sizes and prices. Look under the product category tabs ('Herbicides', 'Penetrants', etc) at upper left.
- 5 Orders & Enquiries**
You can order direct from Rainbow & Brown at the 'My Account' tab, and make enquiries or ask for advice via the 'Contact Us' tab.

The screenshot shows the Rainbow & Brown website homepage. At the top left is the logo. A navigation bar contains links for Home, About Us, Downloads, Weed Files, My Account, and Contact Us. A search bar is located below the navigation bar. On the left side, there are product category tabs: Herbicides, Penetrants, Growth Promoter, and Other Products. Below these are links for Shopping Cart, Did You Know?, and a special deal for GORSE ENFORCER. The main content area features a 'Welcome' message, 'About Us' information, 'Product Information', and 'Ordering' instructions. Red circles with numbers 1 through 5 are overlaid on the page to indicate key features: 1 on Weed Files, 2 on Downloads, 3 on Did You Know?, 4 on Product Info & Prices, and 5 on My Account.

LITHOVIT – Natural CO₂ Fertiliser

See it at Fieldays!

Lithovit is a BIO-GRO certified fertiliser for horticultural and nursery use. Developed and produced in Germany, Lithovit is a natural product that works by boosting photosynthesis, primarily by greatly increasing the amount of CO₂ available to the plant. It's applied in quite low concentrations as a foliar spray and is suitable for both indoor and outdoor horticultural situations, and for many other intensive cultivation uses.



- Improves crop yields, quality & storage properties
- Accelerates growth & intensifies green colouration
- Improves frost & drought tolerance, and pest resistance
- Enhances supply of essential trace elements
- Reduces water requirement

Pack sizes available are 500g at \$39.95 and 10kg at \$299 incl GST. Application rate is 1.5 - 2.0 kg/Ha.

Lithovit has its own NZ website, so if you're interested in learning more immediately, check it at www.lithovit.co.nz

At the Fieldays we'll have some small free samples available, so you can try it and see the remarkable results for yourself.



Mint-untreated (front) and treated (back)



Treated kiwifruit



Treated mandarin



Treated silverbeet



DESCRIPTION

Oxeye daisy - *Leucanthemum vulgare*

Oxeye daisy is a perennial weed common in waste areas and roadsides, but also often found in poorer or wetter dairy pastures. It's not generally a problem in sheep pastures because sheep will readily eat it.

It's a difficult plant to control where no sheep are present, because it is not very susceptible to selective herbicides commonly used in pastures, such as MCPA and 2,4-D.

Oxeye daisy has conspicuous white flowers, up to 6cm in diameter with bright yellow centres. The plant is a rosette at the base, but grows quite tall (much taller than the regular daisy) during the main flowering period from August to May, when the flowers appear at the end of clumps of long upright leafy stems.

The leaves are dark green, nearly hairless, and are deeply lobed. The rosette leaves at the base of the flowering stems are up to 12cm long by 2cm wide and appear on stalks, while the leaves on the flowering stems are smaller, narrower and have no stalks. The root system consists of short rhizomes, which contributes to the difficulty of control.

As well as the smaller common daisy, the oxeye daisy can be confused with stinking mayweed and scentless chamomile due to the similar flowers, but both of these species have distinctly different, very finely divided leaflets.

PHYSICAL CONTROL

The only practical non-herbicide control treatment is grazing by sheep.

HERBICIDE CONTROL

Boom Spraying:

Both MCPA and MCPB are largely ineffective. 2,4-D boom spraying does give some control, but the plants often recover and regrow. The preferred time to boom spray oxeye daisy is in the spring, when the plants are actively growing. However, spraying with **Ranger** (see below) can produce good results through to the end of summer.



- **Cobber** herbicide sprayed alone at 1L/Ha, or added to 2,4-D at 100-200ml of Cobber per hectare, will control oxeye daisy, but will result in some clover damage.
- **GrassMate** sprayed at 2L/Ha is effective and grass-friendly, but will also result in some clover damage.
- **Ranger** herbicide, when sprayed at 20g/Ha in the spring to control docks and buttercups, will also control oxeye daisy, though there may be some regrowth. Spraying oxeye with **Ranger** can be also done through to late summer. Die-off will be slower than spring, and a follow-up treatment may be required.
- **Decision** sprayed at 65g/Ha will suppress oxeye daisy at seedling stage.

Spot Spraying:

There are several effective products for spot spraying, although all will do some clover damage, and one (MSF600) will also damage grass.

- **Cobber** herbicide spot sprayed at 100ml/100L using a high volume gun, or at 25ml/10L in a knapsack.
- **GrassMate** spot sprayed at 6ml/L with a knapsack.
- **MSF600** spot sprayed at 5g/100L using a handgun, or 1g/10L in a knapsack.

Wetter/Penetrant:

When spraying by boom or hand, the addition of 100ml SprayWetter penetrant will maximise herbicide performance, especially when growing conditions are not ideal.

Weed Wiping:

Where terrain allows and the oxeye plants are in their erect stage, weed wiping is an excellent solution to the problem of avoiding clover damage

- **Glyphosate** applied in a weed wiper at 1 part glyphosate to 2 parts water.
- **MSF600** applied in a weed wiper at 2-3g/L of water.

GRANNY 800g/kg GLYPHOSATE AS THE MONOAMMONIUM SALT

ACVM No 7499

Non-selective herbicide for spraying out pasture, and general weed control.

- The stronger, smarter and most economical glyphosate option.
- Water-dispersible granule, easily soluble.
- 4.5kg bag minimizes packaging disposal.
- No residual effect in soil; drill new seed in 2 days.
- Use just 425g/100L water (knapsack 65g/15L) for general spraying; 1.4-2.2kg/Ha for pasture spray-out.
- Add SprayWetter penetrant for best results.

2.25kg ...\$51.75
4.5kg\$70.15
9kg\$109.25

GLYPHOSATE 360 360g/L GLYPHOSATE AS THE ISOPROPYLAMINE SALT

ACVM No P5441

Non-selective herbicide for spraying out pasture, and general weed control.

- Glyphosate is the world's most popular and trusted herbicide.
- 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.

5L.....\$55.20
10L.....\$73.60
20L.....\$112.70
200L.....\$983.25

MSF600 Gorse & Brush Spray 600g/kg METSULFURON-METHYL

ACVM No P7027

For control of gorse and other scrub weeds in pasture, waste areas and forestry.

- The low-cost, proven choice for big and small jobs.
- 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.

200g\$33.35
500g\$44.85
1kg\$79.35

GRASSMATE 300g/L TRICLOPYR AS THE BUTOXYETHYL ESTER plus 100g/L PICLORAM AS THE AMINE SALT in the form of an emulsifiable concentrate

ACVM No P7417

For control of brushweeds, broadleaf and erect weeds in pasture.

- Kills gorse, broom, blackberry, tutus, sweet briar, matagouri & lupins.
- Also controls broadleaf weeds, including ragwort, thistles, fennel, nettle and inkweed at 2L/Ha.
- Add SuperWetter penetrant year-round.
- 10-12L/ha for brush species, and 250-300ml/100L handgun (gorse rate)

2L.....\$98.90
5L.....\$197.80
10L.....\$356.50
20L.....\$598.00
100L...\$2875.00

MCPA 750 750g/L MCPA AS THE DIMETHYLAMINE SALT

ACVM No P8173

For control of thistles and other broadleaf weeds in pasture and cereals.

- Highly concentrated water soluble solution.
- Controls thistles of all species, especially in younger growth stages.
- Grass-friendly but higher concentrations damage clover.
- Economical at just 1.5-3.0 L/Ha use rates.
- Use late autumn through to summer.
- Works well with Cobber herbicide against resistant thistles.

5L \$75.90
10L \$132.25
20L \$241.50
200L . \$2277.00

COBBER 300g/L CLOPYRALID as the amine salt.



ACVM No P7790

For control of hard-to-kill and multi-crown thistles in pasture plus certain broadleaf and brush weeds.
(Approved Handler certificate required)

- 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.

2L.....\$149.50
5L.....\$276.00
10L.....\$529.00
20L.....\$977.50

GIBBER 900 900g/kg GIBBERELLIC ACID



ACVM No P8002

Growth promoter to boost pasture production in cool weather feed shortage conditions.

- High strength powder applied at just 9g/ha dissolved in water. (9g scoop included).
- Rapid increase of dry matter (DM) production during spring and autumn feed shortfalls; increases of 30-60% can be achieved within just 3 weeks.
- Depending on underlying fertility and pasture quality, this increase can be 250kgDM/Ha extra.
- Cost effective at just \$5.80/Ha, simple to apply with any spray gear.

45g\$42.55
270g\$198.95

NEW LOW PRICES

BUCKSHOT 20g/kg PICLORAM GRANULES



ACVM No 7717

For direct spot application dry granule treatment of broadleaf, erect and brush weeds.

- 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

5kg\$74.75
10kg\$138.00
20kg\$224.25

DECISION 800g/kg FLUMETSULAM IN A WATER DISPERSIBLE GRANULE



ACVM No P8368

Control broadleaf weeds in new and established pasture, as well as for lucerne, chicory, clover and maize crops.

- Clover-friendly control of annual & perennial buttercups in pasture.
- Good for autumn and spring application.
- Also controls chickweed, cleavers, mallow, oxeye, sorrel, spurrey, stinking mayweed, willow weed and many other weeds.
- 30g-65g/Ha depending on species and growth stage. Annual buttercups 50g/Ha, giant buttercups 65g/Ha.

200g\$115.00
500g\$276.00

RANGER 750g/kg THIFENSULFURON-METHYL GRANULES

ACVM No 7668

For control of docks and buttercups in pasture and cereal crops.

- Selective herbicide for use in pasture, wheat barley and oats.
- Also controls oxeye daisy.
- Excellent added to Glyphosate when spraying out pasture.
- Apply by air or ground boom, and spot spray.
- Scoop and measuring cylinder included.
- Use at 20g/Ha, so 100g pack will treat 5 hectares.

100g\$74.75
1kg\$684.25

TRICLO 600g/L TRICLOPYR AS THE BUTOXYETHYL ESTER

ACVM No P7189

For control of brushweeds, broadleaf and erect weeds in pasture.

- Grass and clover friendly.
- 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.

2L.....\$95.45
5L.....\$195.50
10L.....\$345.00
20L.....\$569.25

REPLICATE 150g/L PICLORAM and 225g/L CLOPYRALID BOTH AS MONOETHANOLAMINE SALTS

ACVM No P8050

For control of broadleaf weeds in fodder brassica crops and in Radiata pine. (Approved Handler certificate required)

- Controls black nightshade, fathen, redroot (suppression), thornapple, woolly nightshade, fleabane, foxglove, fireweed, tree lucerne, wattles, gorse, broom.
- For brassicas apply at 350ml/Ha, by aerial, ground or CDA spray. Best results when applied to weeds at 2-8 leaf seedling stage.
- For Radiata pine use 2-2.5L Ha by air.

2L.....\$258.75
4L.....\$471.50

SUPERWETTER 100% ORGANOSILICONE WETTER-PENETRANT

Boost spray performance on woody & hard-to-kill species

- 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.

2L.....\$63.25
5L.....\$138.00
20L.....\$454.25

SPRAYWETTER 100% NON-IONIC SURFACTANT WETTER-PENETRANT

Maximises herbicide performance in all situations

- 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.

5L.....\$72.45
10L.....\$120.75
20L.....\$224.25

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 12th 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, which is why our prices are so attractive ... it is effectively the "wholesale" price, direct from the manufacturer.

• People

The directors of Rainbow & Brown have been involved in the NZ agricultural chemicals business for over 20 years. They're actively involved in the day-to-day running and building of the business. If you phone us, your most likely contact will be Rachael, our office manager (and the real heart of the company!). If you call in to see us, you'll also meet Clinton, the factory manager.

• 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 may 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 (9.00 to 4.00 May-July).

• 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. You can also download from the free Weed Files library. It's at www.rainbowbrown.co.nz

• Approved Handler Certificates (EPA)

You do NOT need an Approved Handler certificate to purchase any current Rainbow & Brown product except for Cobber and Replicate herbicides. To apply MSF600, GrassMate, MCPA, 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 and Replicate herbicides or to apply them in any circumstances.



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