

How do they make it so cheap?

by Paul Martin, Director, Rainbow & Brown



I once knew a bloke who, when he took a first sip of an ice-cold beer, used to always look up in wide-eyed mock amazement and ask, "How do they make it so cheap?" What he meant was that something that tasted so good was a bargain at any price.

Just like those adverts we used to see (are they still going?) where the typical story went something like this:

Buying a pony: \$3,000

Saddle & equipment: \$1,000

Monthly stable fees: \$300

Seeing your daughter win her first pony club ribbon: Priceless!

I like that attitude, and I must admit that I stole the line: "How do they make it so cheap?" I now say it myself in the same circumstances, every time. I've actually forgotten who the bloke was that said it first, but I've never forgotten his philosophy about the price-versus-value of cold beer. It's not just beer of course. Ordinary blended whiskies are expensive. But Islay single malts, at three or four times the price, are not. In fact the temptation would again be, on sipping a Lagavulin for the first time, to exclaim, "How do they make it so cheap" - were it not for the fact that I can't personally afford Islay single malts, so the words would turn to ashes in my mouth. Oh well, that's what Duty Free is for isn't it? And speaking of Duty Free, let's consider the price of airline seats: Economy versus Business. Years ago I worked for a company where management (into which category I somehow scraped) travelled Business Class. I reckoned it was great value, but only because I wasn't paying. Now that I'm paying the fare myself, I've come to see that Economy is by far the better deal. Why? It's obvious, really. Imagine you're buying a shirt. It's \$40. But the sales person says, "Let me add a tie worth four bucks, and you can have the whole package, the

shirt plus the tie, for just \$80!" That's the Business Class deal: 10% extra benefit for 100% extra cost. It only makes sense to people who aren't paying for it themselves. And that brings me to my intended destination, which was to tell you about an unintended consequence of an airline's promotion of its First Class section. It's a major American airline, though I don't recall which one.

Figuring that people who could afford First Class might pay a preposterous amount for the right to travel up at the pointy end anytime they liked for as long as they lived, the airline offered lifetime First Class tickets for two, usable at any time on any route, for a mere \$800,000 (or some similar absurd amount). And quite a few well-heeled folks immediately wrote the cheque. The airline was happy because they got a nice pile of cash up front, for no extra outlay whatsoever: the seats were there already, and First Class is rarely fully subscribed anyway.

But what they neglected to do was prohibit the lifetime ticket owners from on-selling the seats. And in the story as I heard it, a German bloke invested in one of these lifetime double tickets, and now makes a very nice full-time living by selling them over and over again, several times every week, for something like 60% discount off the First Class list price.

I'll bet when the people using his tickets go from VIP Check-In to Platinum Lounge to those big leather reclining seats right at the front, and receive their welcome-aboard glass of Bollinger, they look at each other in amazement and whisper, "How in the world do they make it so cheap?"



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Sizes & Prices

SMALL PACK

Choose any two and Save!

Here's an unusual sale offer. Instead of offering a discount for buying bulk quantities, we're offering a discount for buying *smaller* quantities!

Most companies charge a premium for smaller pack sizes (actually it's usually worse than a premium; 'rip-off' might be a more accurate term). We've seen some brands in the farm supply stores where a 5L will cost you twice as much on a per litre basis as a 20L of the same stuff!

Our policy has always been to keep the smaller pack prices much more reasonable than that, but here is your chance to save even more.

It's a great opportunity to try a product you haven't used before, and to grab that spray that you need for a small job, while avoiding the usual small-pack price penalty.

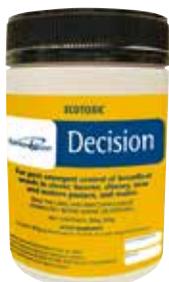
You choose **any two** (or more) from the following list, and count your savings. No limit per customer, and the small pack sale ends on 30th September.

Prices include both GST and delivery.



Product	Regular Price	Sale Price	You Save
Granny 2.25kg	\$59.80	\$53.82	\$5.98
Glyphosate360 5L	\$66.70	\$59.80	\$6.90
MSF600 200g	\$33.35	\$30.13	\$3.22
GrassMate 5L	\$197.80	\$178.25	\$19.55
MCPA750 5L	\$75.90	\$69.00	\$6.90
Ranger 100g	\$74.75	\$67.85	\$6.90
Triclo 5L	\$195.50	\$175.95	\$19.55
Gibber900 45g	\$42.55	\$39.10	\$3.45
BuckShot 5kg	\$74.75	\$67.85	\$6.90
Decision 200g	\$115.00	\$103.50	\$11.50
SuperWetter 5L	\$138.00	\$124.20	\$13.80
SprayWetter 5L	\$72.45	\$65.55	\$6.90

SALE



Spraying seedling gorse in pasture

A customer who does lots of spraying gave us a very good tip based on his experience with seedling gorse control in pasture. He used GrassMate at just 2L/Ha plus SuperWetter at 100ml/100L water. The gorse was around 20-30cm high, and growing in quite newish grass/clover pasture.

The gorse had browned off within a week of spraying, leaving the grass undamaged and with only minor and short-lived clover damage. He was very pleased with this excellent result at such a low application, especially as it is highly cost-effective. It also deals at the same time to quite a lot of flat weed species at that rate.

Do not mow until after you have sprayed. Mowing beforehand just seems to encourage the gorse to harden up, and become less easy to kill with the low-rate spray.



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 up to 60% *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 best of all because of its 3 weeks' effective growth-boost cycle. But useful additional pasture growth can be achieved under any grazing system, and customers using less intensive grazing have still achieved very pleasing and cost-effective results. The ideal,

however, is to apply Gibber within a few days of fairly hard grazing.

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 fertiliser, 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 or four 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.

Cost per Hectare Lower than ever before!

Our latest price is the lowest ever, and makes the cost per hectare just \$5.77 plus GST per treatment.

Prices and Sizes

Including both GST and delivery:

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

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



UNTREATED – AFTER 20 DAYS



TREATED – AFTER 20 DAYS



Special Package Deal:

The Gorse Enforcer

Save on Spring Gorse control with this special Combo Pack.

You get a pack sufficient for aerial spraying of four hectares at the full 'mature gorse' rate of 500g MSF + 2L SuperWetter per hectare (and you'll still have 2L of SuperWetter left over for other spraying jobs).

- **2kg of MSF600 herbicide**
- **2 x 5L of SuperWetter organosilicone**

... all for just \$395 incl GST & delivery.

That's under \$100 per hectare, for herbicide AND penetrant!

No limit per customer. Call Rainbow & Brown now to order your 'Gorse Enforcer' special for Spring.



Glyphosate Price Rise

Alas, we have to increase glyphosate prices. This affects both the liquid Glyphosate 360 and the granular Granny versions.

The active ingredient raw materials cost on glyphosate has gone up again. It fluctuates more than any other chemical we buy. Why? It's partly a seasonal thing, when northern hemisphere countries sometimes gobble up all available stocks during their summer/autumn months. And the major producers of the active, who are all in China, seem to have one crisis of production after another; mostly to do with their government regulations changing with bewildering frequency, which reduces their production capacity, and thus increases demand (and therefore price). The active ingredient has been rising in cost for a few months, and it's now gone well past our ability to absorb it. Our prices have to rise.

Effective immediately, our new prices,

including both GST and delivery, are:

- ***Glyphosate 360g/L liquid:***

5L..... \$66.70

10L \$92.00

20L\$155.25

200L ... \$1380.00

- ***Granny 800g/kg granules:***

2.25kg ... \$59.80

4.5kg \$82.80

9kg\$138.00

The rise has affected liquid 360g/L more than Granny 800g/kg granules so far, but that won't last long. For now, Granny is even more the better buy than usual.

If the raw materials cost price comes down, we'll also adjust downwards again. But present indications are that will be some months away now. It may well even get worse before it gets better. Glyphosate prices could be heading back up to where they were 10-15 years ago!.

Weed Wipers

Several visitors to our Fieldays site asked us for advice about situations where it turned out that a weed wiper would be the most cost-effective solution. So we're reprinting this article first published in a (much) earlier newsletter.

Don't automatically think of spraying in every pasture weed control situation. In some cases, weed wiping offers real advantages in performance as well as cost.

A weed wiper is a device that applies herbicide to erect weeds while passing safely above your valuable pasture. Some wipers are towed, some are tractor-mounted. Some have a series of small wiping arms, and some have a large single roller. But whatever the design, the general principles, and the advantages, are similar.

Advantages of Weed Wiping

Weed wiping, in the right situation, can be any or even all of these:

- Cheaper
- Safer
- Better

Cheaper

With wipers you can safely use certain herbicides that would normally be damaging to pasture if sprayed on. These are generally cheaper, often a great deal cheaper, and in some cases are also safer to handle.

An excellent example of that is wiping thistles & ragwort with MSF600, which is actually a heavy-duty brushweed spray. MSF600 happens to be also very effective against thistles and ragwort, but isn't normally used against them as a spray because it also kills

pasture species. But when used in a wiper MSF600 doesn't contact the pasture at all. And it kills the erect weeds well and often at very low concentrations. It's been shown in Australia (where native pasture species are not susceptible to this chemical) that spraying with MSF600 at just 30g/Ha will control significant infestations of thistles and ragwort. Apply that sort of amount with a wiper and you'll get similar results, for under \$3 a hectare herbicide cost!



Photograph courtesy of C-Dax Systems.

Safer

You can safely apply herbicide very close to adjacent sites that would be sensitive to drift if you sprayed. This might be your own ornamental or shelter trees, or a neighbouring orchard or crop. And you can do it even during unfavourable (windy) conditions.



In some locations, regulations prohibit the spraying of some herbicides at some times of the year. But those regulations don't apply if you're using a weed wiper.

Better

Weed wiping may be the *only* practical way that the most suitable herbicide for a particular weed species can be applied. Consider rushes, which are a grass-type species. The only herbicides that really work against them are therefore the ones that will kill grass (in particular, glyphosate). So you can't spray them without killing your grass. But a weed wiper will kill the taller rushes while skimming carefree above the grass, which will be unscathed.

Limitations

Obviously, weed wiping only works on erect weed species that stand clear above the pasture level. Ideally, you want to wipe at least half of the height of the weed to get adequate coverage. Hard grazing just before wiping will help to lower the pasture height, allowing you to set the wiper as low as possible. Another limitation is terrain; very steep country may not permit safe wiper operation.

Advanced Trickery

Weed wipers can also allow you to do some very tricky tricks. Say you've got a paddock with grass and immature thistles all standing at about the same height, and clover down below that. So the wiper is going to have to contact the grass as well as the thistles, but will be above the clover. You can therefore use GrassMate herbicide, which is grass-friendly but not clover-friendly. It kills the thistles, doesn't harm the grass it touches, and doesn't contact the clover at all.

Technique

The best operating speed, the ratio of herbicide to water, and coverage per tank of herbicide solution will all vary a bit from one brand of weed wiper to another. But after reading the instructions and doing a bit of trial and error, you will quickly be getting very pleasing results. And Rainbow & Brown can help you sort out specific mix rates for using our products with your particular wiper.

There are also a couple of obvious tips, like slowing down when passing over a very thick patch of weeds to deliver more chemical, and always doing double passes in opposing directions to obtain better contact. And if your weed wiper should drip a wee bit (and don't we all, after a few years), remember to park it on a race or gateway to avoid unintended pasture damage.

Weed wiping certainly can't completely replace spraying, but there are times and opportunities when it can make a lot of sense.

WANDERING JEW



DESCRIPTION

Wandering Jew - (*Tradescantia fluminensis*). Also called Wandering Willie.

Originally from South America, it was imported into New Zealand as a popular ornamental groundcover and hanging basket plant. But careless disposals of home garden stock, combined with NZ's ideal growing conditions, have seen it become a serious and persistent pest in much of the country.

It has shiny oval leaves (3-6cm long) with very short stems. It flowers during Spring, producing clusters of small white flowers with three petals. It grows as a dense, green, succulent carpet up to 50cm thick and can quickly choke out a large area if left unchecked.

Wandering Jew prefers damp, shady locations such as stream banks, lowland forests and native bush, as well as sheltered spots on the margins of pastures and other farmland. It is also a particular problem in large gardens and reserves.

Wandering Jew does not normally seed in New Zealand, but instead grows easily (*very* easily) from the node fragments of the succulent stems. If Wandering Jew is pulled out and dumped, the discarded material is almost certain to take root and grow rapidly in the new location. It is therefore easily spread by mowers and other machinery, especially along roadways. In native bushland, broken fragments are washed downstream by floodwaters, and can thus re-establish over a large area.

MANUAL REMOVAL

Manual removal of small areas of Wandering Jew is quite easy, in that the plant is not deeply-rooted and so comes away from the soil readily, especially in times of dry weather. The process can be assisted, and the back eased, by using a rake.

The problem is that even very small fragments can regrow. That means that every bit of the removed material has to be taken from the site, or reinfestation is nearly certain. It also means that disposal of the removed material must be thorough and thoughtful, or the problem will just be transferred somewhere else. The best disposal method is to bury all of the removed material deeply (30-50cm at least), to prevent regrowth. The waste vegetation can also be burnt, but being a wet, succulent plant it will need to be dried out before it will burn

successfully, and this obviously raises the question of finding a safe location from which the drying vegetation cannot 'escape'.

Do not attempt to mulch or compost any removed Wandering Jew material, because the stem nodes can survive the composting process as well as prolonged exposure to the sun, so once the contaminated compost is re-used, the Wandering Jew will probably appear at that new site.

HERBICIDE CONTROL

Spraying

Spraying is the preferred method of controlling larger infestations of Wandering Jew, beyond the size that can reasonably be hand-removed. There are three effective spraying options, each with advantages for certain situations:

- **Triclo** at 60ml + 10ml **SuperWetter** organosilicone penetrant per 10 litres of water. **This is the preferred option.** It's the most effective and gives a very fast brownout. However it is best when applied in the warmer months (say Oct-Mar).
- **Glyphosate** 360g/L at 200ml + 10ml **SuperWetter** organosilicone penetrant per 10 litres of water. (Note: If using **Granny**, then use 100g instead.)

This is the best option when you don't want any soil residues, and when you are spraying close to waterways (say 5 metres). Don't spray directly onto the waterway.

- **MSF600** at 5g + **Glyphosate** at 100ml + 10ml **SuperWetter** organosilicone penetrant per 10 litres of water. This is a more effective option than glyphosate alone, and results in less regrowth. Don't use this one very close to water as the MSF600 will damage aquatic plants even at low (i.e. overspray) concentrations.

Combining the Triclo and Glyphosate recommendations into a single spray has also worked extremely well according to customer reports.

In all cases, it will be likely necessary to do one or more repeat applications to eradicate any surviving/regrowing plants.



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 ...\$59.80
4.5kg\$82.80
9kg\$138.00

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.....\$66.70
10L.....\$92.00
20L.....\$155.25
200L...\$1380.00

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

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 13th 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.



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