

Winds of Change Blow Hot & Cold

by Paul Martin, Director, Rainbow & Brown

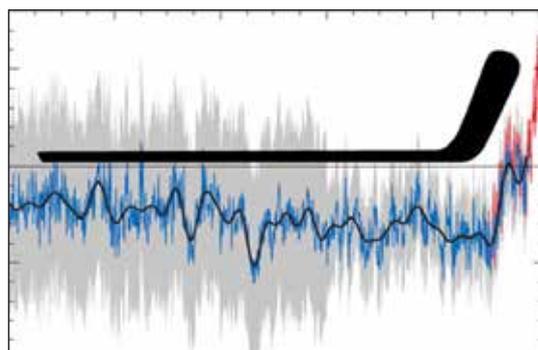


Some years ago I used to write the occasional column here about Global Warming, or as it was renamed after the warming was found to have apparently stopped; Climate Change.

Back then I'd just seen global blowhard Al Gore's movie *An Incontinent Truth*. I think that was what it was called; it certainly sent me to the lavatory pretty fast. Very scary!

I stopped writing about it when I realized that I was well out of my depth with the science side. But I've since concluded that everyone is out of their depth with the science side, including the scientists. Because it hasn't worked out quite as was forecast. In fact it doesn't even seem close, so far.

Al Gore's predictions of imminent catastrophe were based on the famous 'hockey stick' global temperature graphs produced by scientist Dr Mike Mann. Remember those terrifying graphs? Everything headed abruptly upwards and off the scale by about 2010 or so.



But it didn't happen as predicted. For example Gore said in December 2008 that the entire northern polar ice cap (which was then 12.5 million sq km) would be 'gone in five years'. So that's by end of 2013. But in December 2013 the northern polar ice cap actually measured ... 12.5 million sq km. Oops.

Dr Mann's authority was a wee bit undermined too, when a hacker got into

emails between Mann and other climate scientists, one of whom in the UK was revealed to have said in an email to his colleagues regarding global temperatures that he had used 'Mike's Nature trick ... to hide the decline'. To be fair, the scientists involved claimed that unflattering quote was taken out of context, but it's difficult to imagine a context in which the remark wouldn't look pretty suspect to the rest of us.

When it was eventually disclosed that global temperatures had in fact stopped warming and begun cooling again from around 2001, the UN's Intergovernmental Panel on Climate Change (IPCC) - which is the agency that drives global policy-making on the issue - dismissed it by saying that 'trends are only meaningful if they lasted 30 years'. Which seems to have a touch of the double standard about it given that the IPCC had been perfectly satisfied to make their original dire 'Global Warming' conclusions based on a warming trend of just 10 years.

Now as I said, I'm out of my depth with climate science stuff. But much of what I have read about it seems like the blokes in the white coats are saying, 'Trust us; we know what we're doing.' And I am indeed naturally inclined to trust scientists. But when they're claiming that Climate Change is clearly evidenced by higher temperatures, and also by lower temperatures, and also by no change in temperatures at all, it does seem to a layman like me that they are playing with a pretty conclusively stacked deck.

If *everything* is clear scientific evidence of Climate Change, then the scientists and the IPCC are unquestionably right about one claim that they've repeatedly made: 'The science is settled'.

But I just can't help feeling a little bit unsettled about that.

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Autumn brushweed targets

Autumn is the best time to spray some species of brushweeds.



Blackberry responds best to herbicide between December and March. Good herbicides are MSF600, GrassMate and Triclo. We recommend not using a penetrant on blackberry.



Bracken is best sprayed from February to April, when the fern fronds have unfurled, but prior to frost time. MSF600 is very effective.



Broom is most vulnerable to sprays from spring to mid-autumn, while it still has full leaf cover. GrassMate is most effective. Use Triclo if you have clover to protect.



Buddleia is best treated between February and April. GrassMate is effective, as is MSF600. Glyphosate and Granny work well if grass damage isn't a factor.



Gorse can be sprayed all through the year, but autumn can be a very good time as long as it's growing fairly well. MSF600 is best for large gorse, and GrassMate is ideal for smaller gorse in pastures (though it will damage clover).



Inkweed can be treated until early autumn, while still actively growing. GrassMate is the best choice.



Old Man's Beard should be sprayed before the end of March, using GrassMate, MSF600 or Cobber.

We recommend the addition of an organosilicone penetrant - SuperWetter or AirWet - to all tank mixes for these species with the exception of blackberry (though not every authority agrees with the blackberry exception).

The importance of follow-through

After the cost and time involved in spraying out large areas of dense brushweeds, it's very important to use some follow up, via both herbicide re-treatment and pasture establishment. No follow up work can mean that your initial investment is devalued or even wasted.

Let's say you have aerial sprayed an area infested with mature gorse or broom, for example, using the most cost-effective herbicide: MSF600.

It'll take a long time to die, and during that time brushweed seedling growth can simply replace the dying mature plants with a new generation. Most of the brushweed species are prolific seeders, and so the soil seed bank, which is unaffected by the initial spraying, is a problem that must be anticipated and dealt with.

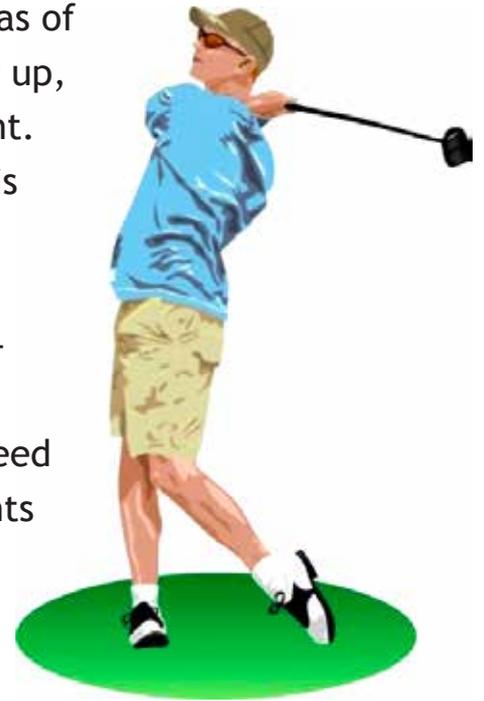
There are two steps involved.

First is to get some new grass growing among the slowly dying mature brushweeds. Once the canopy has opened up enough, you should consider over sowing the area with a robust grass seed. This will do two things; it will reduce the germination opportunity for the brushweed seeds, and it will give stock some incentive to push into the area for grazing, thus trampling the dying mature bushes and opening up the block still further.

The second step is to deal with those new brushweed seedlings that inevitably do still appear, and to deal with the few mature bushes that will often manage to survive the initial treatment.

An excellent product for that follow-up spraying is GrassMate, which is very effective against all the brushweeds at the seedling stage and against mature scattered survivors, while not damaging the establishing grass. GrassMate is not clover friendly, but all the common exotic and native grass species handle it quite well. And at the same time, and for no additional cost, the GrassMate follow-up spraying will take out any new broadleaf weeds including thistles that are likely to have also appeared among your new grass.

P.S. We're sometimes asked if burning off dense stands of treated and dying brushweeds is a good idea. True, it will open up the canopy faster, and enable earlier stock access. But on the negative side it will also guarantee a much higher rate of fresh brushweed seedling germination. On balance, we think it's not a good idea to burn.



Both Barrels!

This is a reprint of an earlier newsletter article, but it's worth a second blast because BuckShot is a brilliant weapon for the late summer and early autumn.



BuckShot is applied as a dry granule, directly to the middle of a flat weed or to the soil closely surrounding a larger and more erect target. Carry some BuckShot on the bike, tractor or ute to hit targets of opportunity anytime you spot them around the farm. It's the ideal product to deal on the spot with any mature individual weeds that have sneaked through your spring spraying programme.

It works by slowly penetrating into the soil around the roots, killing the target weed from below. BuckShot does no lasting harm to grasses, so as the weed dies off the pasture grass species will move in to naturally fill the gap. However, clovers will likely take a few months to reappear on the treated spot.

BuckShot comes in a handy 5kg wide-mouth jar, but most people put some into a plastic milk bottle or into a special applicator, to carry and use their BuckShot more conveniently.

Granules

The size and consistency of the granules makes BuckShot easy to use no matter how you choose to dispense it. And because you're applying it dry, you can keep the treated site as small as possible, thus avoiding the 'overspray' damage that's inevitable from spot spraying with a liquid. But the key advantage of the ready-to-use granules is that there's no mixing, so if you spot a few weeds you don't have to go back to the shed to prepare anything, and you never have any waste left over as happens with mixed liquids. You use exactly what you need, every time.

What BuckShot Kills

BuckShot contains 20g/kg active picloram. It's very effective against ragwort, thistles, gorse, broom, blackberry, inkweed, docks, sweet brier, woolly nightshade and several other pesky weeds.

Great Value

BuckShot goes a long way, and handles a lot of different weeds with a minimum of fuss. Prices, including both GST and delivery, are:

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



A time to die

How long should it take stuff to die, after you've sprayed it?



It depends on three things.

First is the species of weed involved.

Fast growing species, especially annuals, will die pretty quickly because the herbicide is transported right through their smaller and simpler structures very quickly.

Second is the growing conditions.

The better a target weed is growing at application, the faster it will succumb to the herbicide. If the weed is near dormant, it can stave off the worst effects of the chemical for longer, and sometimes entirely.

Third is the herbicide used.

Herbicides have very different modes of action. Some simply work faster than others, as a necessary by-product of how they do their job.

Here are a few examples.

Glyphosate and **Granny** are fast acting, and are generally used against the faster-growing plants. Most grasses and broadleaf weed species will be looking pretty crook within 3-5 days, and will be dead within 5-10 days.

GrassMate and **Triclo** are a little slower acting, and are often used against species that are slow growers such as brushweeds, and against the larger erect pasture weeds. Visible signs of distress usually take 7-14 days, and complete desiccation can take up to a month in some species.

MSF600 has a very slow mode of action, because all it does is prevent the plant from producing a substance that it requires for new growth. Many plants, especially slow growers, can tolerate that for quite a while before they become visibly distressed, and even then they can cling to life for a very long time. Gorse, for example, can take many weeks before the spine tips start to yellow, and many months - even as much as 18-24 months - before the plant fully dies off and disintegrates altogether.

No-mess measuring



A very useful tip from a Rainbow & Brown customer for measuring small amounts of liquid herbicide when dispensing to 5L hand sprayers, etc.

Here's his tip, in his own words:

"After years of pfaing around with medicine measures and subsequent messy waste of product (long-term) through dribbling, and not-completely-empty measurers left upside down to drain, I hit upon the solution in the laundry one day. Liquid clothes wash comes in containers equipped with non-dribble lids that return residual detergent to the bottle. Eureka moment!

It was a simple exercise to measure the volume of liquid in each lid full then calculate how many lidsful of 360 or whatever, are needed for the 5L hand sprayer. Quick and easy to refill, too. The originals from The Warehouse are as cheap as chips, and work brilliantly. No more accidental skin contact, either. Regards, Peter."

WEED FILE:

BONESEED



DESCRIPTION

Boneseed : *Chrysanthemoides monilifera*

Boneseed is another pesky import, originally as a garden plant, but now a growing pest especially in coastal sites. It is originally from the Cape Province of South Africa.

It's a bushy shrub with many branches, and reaches between 2 and 3 metres in height. Once established on a site, boneseed will form very dense thickets that displace native vegetation, and also make human access very difficult.

Flowers are bright yellow, daisy-like and the flowers heavily cover the bush in the September to February period.

The fruit is spherical, about 8mm in diameter, and is initially green. It becomes black and more rounded as it develops. The outer fruit covering flakes away as it ripens, exposing a single whitish seed that is very hard (hence the name boneseed).

The seed is spread by birds, water and soil movement. A mature bush produces many thousands of viable seeds annually, and the seeds can remain dormant for 10 years before germinating. This means that complete eradication will be a multi-year project.

Leaves are green, smooth and leathery, and oval in shape. They're about 7cm long by 3.5cm wide, with bluntish pointed tips.

Stems are ribbed and tough, and become smooth with maturity.

Boneseed prefers coastal sites, roadsides, native scrubland and waste areas. It does not tolerate well sites that are shaded or soils that are wet.

Distribution is throughout coastal North Island, and the north and east margins

of the South Island.

Boneseed is subject to Pest Plant Management Strategies in several regions of NZ, and its sale or propagation is prohibited throughout the country.

HERBICIDE CONTROL

Stump Swabbing

Cut the stems as close as possible to the ground and remove all cut material from the stump. Swab the freshly cut surface and sides of each stump using a hand sprayer or a paintbrush. Herbicide choices are:

- **Glyphosate 360** at 1 part to 4 parts water, or **Granny** at 1 part to 6 parts water.
- **GrassMate** at 1 part to 20 parts water (i.e. 50ml/L)
- **MSF600** at 5g/L of water plus **SuperWetter** at 10ml/L.

Spraying

This is most suitable for smaller plants where reasonable access for overall spraying is available.

- **Glyphosate** at 100ml/10L water, or **Granny** at 45g/10L water, in both cases with **SuperWetter** at 20ml/10L water.
- **MSF600** at 5g/10L water plus 20ml **SuperWetter**.
- **GrassMate** at 60ml/10L water plus 20ml **SuperWetter**.

Once boneseed is initially treated and controlled successfully on a site, some follow up treatments will be necessary. Subsequently, the planting of dense and shady natives on the site will minimise future boneseed germination from the soil seed bank.



WEED FILE:

BUDDLEIA



DESCRIPTION

Buddleia : *Buddleia davidii*

Buddleia is another of those pretty and exotic garden plants that have escaped to become a serious pest weed in large parts of NZ. It's originally from China.

It's a perennial shrub growing quite quickly up to about 3 metres tall. It forms dense thickets once established.

It flowers in summer, producing slender cone-shaped clusters up to 30cm long of purple to mauve flowers that are individually about 5mm in diameter. The flowers are orange inside and are densely packed on the cluster.

Flowering is followed by production of cylindrical seed capsules up to 10mm long. The seeds are spread by water, wind and dumped vegetation.

Leaves are slender and willow shaped, and up to 20cm long by 8cm wide.

They have a pointed tip, and are finely toothed. The leaves are green and hairless on top, and white-grey beneath with a hairy covering.

Buddleia is a multi-stemmed plant. Young shoots on the stems are bluntly angled off the main stem and clad in soft woolly hairs that are easily rubbed off.

The preferred habitat is roadsides, forests (including forestry blocks), riverbeds and riverbanks, and waste areas. It establishes quickly and is extremely tolerant of soil types, temperature range, moisture range and light conditions. Dense stands of buddleia can block waterways and alter water flow, resulting in silting and flooding.

Distribution is NZ-wide, and it is especially common in the North Island and upper half of the South Island. In

some regions, buddleia is subject to Pest Plant Management Strategies.

PHYSICAL CONTROL

Small plants can be dug out by hand, but once buddleia reaches maturity it's rarely a practical, nor tolerable, proposition to dig it out.

HERBICIDE CONTROL

Stump Cutting

Cut stems low to the ground with a horizontal cut. Apply 1 part **Glyphosate 360** in 3 parts water (or 1 part **Granny** in 5 parts water) direct to the fresh cut surface.

Stem Drilling

In large specimens, drill downward-angled holes into the sapwood low on the stems and fill with **Glyphosate** or **Granny** mixed as above, or with **GrassMate** undiluted.

The same mixtures can be applied to angled cuts made with axe or machete into the sapwood, low on the stems, ensuring that the plant is not totally ringbarked.

Spraying (best results Feb – Apr)

- **Glyphosate 360** at 100ml/10L water, or **Granny** at 45g/10L water. In both cases add **SprayWetter** at 10ml/10L water.
- **GrassMate** at 90ml/15L water by knapsack, or 250ml/100L water by handgun. Add **SprayWetter** at 10ml/10L water.
- **MSF600** at 5g/10L water, plus **SprayWetter** at 10ml/10L water.

Buddleia will re-establish itself readily from the seed bank in the soil. Permanent control by any method will need to be followed-up twice a year for several years to achieve lasting success.





WEED FILE:

SAFFRON THISTLE

DESCRIPTION

Saffron thistle : *Carthamus lanatus*

This is an annual or sometimes biennial thistle, not as widely distributed as some of the more common thistles. It's an upright thistle, with a typical woody, many-branched stem, and lots of sharp spines.

The flowers appear singly, atop flower stems reaching 50cm in height.

They're bright yellow with some purple veins, and are surrounded by small, leaf-like bracts that turn downwards from the flower. The saffron thistle flowers from Jan–Apr.

Leaves are glossy green, alternately placed on the stem, and have sharp spines perpendicular to the leaf edges. They're 7-8cm long and about 3cm wide at the base. Rosette leaves have multiple spiny teeth.

The seeds are each topped with silk-like hairs. They're spread by wind and water, and also transported to fresh sites by animals and farm machinery. Where this thistle is present, the seeds will readily contaminate wool.

The root system is a typical thistle taproot.

The saffron thistle can form very dense stands, impenetrable to stock. Pasture productivity is badly compromised by these thistle stands.

Preferred habitat is any arable area, roadsides and waste areas, and pastures with less than optimum cover. It does well in semi-arid conditions, especially where soil fertility is low.

The saffron thistle is distributed occasionally through the eastern parts of the North Island, and the upper and eastern parts of the South Island.

PHYSICAL CONTROL

The best non-chemical defence is to maintain a vigorous and dense pasture cover, and optimum soil fertility. Individual thistles and small infestations can be successfully grubbed out.

HERBICIDE CONTROL

Spot Treatment

- **GrassMate** at 60ml/10L water is an effective treatment for crowned plants.
- **BuckShot** dry granules applied direct to the centre of rosettes, or around the base of crowned plants.

Boom Spraying

- **Glyphosate 360** at 4L/Ha, or **Granny** at 1.8kg/Ha, sprayed onto seedling-infested pasture over late autumn-winter. This is not a pasture-friendly solution, but is effective where pasture damage is not a concern.
- **GrassMate** at 2L/Ha will control seedlings without grass damage, though it will damage clover if present. Higher rates of **GrassMate** used for controlling brushweeds in pastures will also control the thistles at all growth stages.
- **2,4-D** will control seedlings and rosettes well, with no damage to pasture grasses. Clover damage is minimised where clover is largely dormant, or has been hard grazed shortly before spraying. Watch for a new Rainbow & Brown 2,4-D coming soon.



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. 9kg is equal to 20L of G360.
- 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 GIBBERELIC 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 \$5.77/Ha, simple to apply with any spray gear.

45g\$42.55
270g\$198.95

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

AIRWET LF 100% ORGANOSILICONE WETTER-PENETRANT



Low foam formulation optimised for aerial spraying

- Assists penetration, boosts translocation within the plant
- Reduces rain risk, normally to under an hour
- Much less foaming than typical competitive wetters, with no loss of performance
- Available in 20L jerrycans or 20L cartons (4 x 5L), and 1000L IBC tanks

20L.....\$414.00
1000L.....Call for quote

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 herbicide. 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 herbicide or to apply it in any circumstances.



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