

Being a Dung Beetle

by Paul Martin, Director, Rainbow & Brown



This front-page column is normally reserved for important issues like taking the mickey out of pompous politicians, or complaining about loud music, or sticking a pin into that prominent global gasbag Al Gore. Subjects of business significance, in other words.

But sometimes we all need a break from business matters, and what better diversion than an African wildlife documentary? So that's what we have for you this month.

However, we're eschewing the usual lions, leopards and elephants. Instead we're looking at the exciting world of the African Dung Beetle (*Scarabaeus zambesianus*), a truly astonishing creature.

They live on ... well, on crap. They eat it, they use it as a sort of romance-aid, they lay their eggs in it, and their young incubate, hatch, feed and develop into adult form in it.

For the adult female dung beetle, a ball of elephant or rhino dung is a pantry, maternity ward and nursery. But for the male dung beetle that ball of dung is the equivalent of a '67 Mustang convertible.

Let's assume you're a male dung beetle. Here's how the system works: First find an elephant or rhino. Look down behind it. There's your target! But there will be lots of competition for the choice bits, so you've got to work fast.

You select the most appealing fragment you can find. Roll it into a smallish ball, and take it out for a test drive. Roll it with your hind feet, while facing backwards. You proceed ball-first, in other words.

If all's well so far, add some more dung. Keep doing that until you have a perfect sphere several times bigger than yourself, and up to about 50 times your own bodyweight. You're ready for romance!

Now you release a pheromone; something



that smells a little more enticing than sun-warmed elephant dung. This will attract a female dung beetle looking for a good time.

Strap her into the passenger seat, and take her out for a few laps of Main Street; see the sights together. If you're doing it right, this will lead to an invitation back to her place.

I'm not kidding; the female climbs aboard the ball of dung and clings on, while the bloke continues to roll it (and her) cross-country over some astonishing distances.

He rolls the ball of crap, while she presumably gives him unsolicited driving advice, until they have located a spot suitable for raising a family. There they dig a hole together and roll the dung ball into the bottom. They climb in, mate, and she lays fertilized eggs inside the ball. Then they bury it. Their young incubate, hatch and feed, all inside the dung ball and underground. Then out they come, and off they go to establish their own dung-themed love nest. And there you have it: *Days of Our Lives* for dung beetles.

I told you all that not because I want to be the next David Attenborough, but because I happened to see that Landcare Research had applied for permission to import 11 species of dung beetle into NZ, with the potential benefits of improving soil structure by distributing farm animal dung and also reducing certain dung-related greenhouse gases.

That was about three years ago, and I thought nothing had come of it. But just today I saw a report that dung beetles had been released at Gore and Wairarapa late last year.

So I'm thinking that an application to release elephants and rhinos into NZ would be the next logical move. Mark my words; there could be big money in this!

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2,4-D Granules for thistle control

- **'DECISION'**
Winter Special

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- Variegated thistle
- Winged thistle

UPDATED

- Cali thistle
- Scotch thistle
- Saffron thistle
- Nodding thistle

- **FULL PRODUCT LIST:**
Sizes & Prices

NEW

2,4-D Granules

The new Rainbow & Brown 2,4-D Granules product controls broadleaf weeds in new and established pasture, and in cereals.

We announced the product as 'coming soon' in our last newsletter, and finally it's here and available. So we're going over the new product's features and benefits one more time now, because right now is a very good time to be planning to use it on autumn germinated weed seedlings. Especially thistles.

Concentrated & Convenient

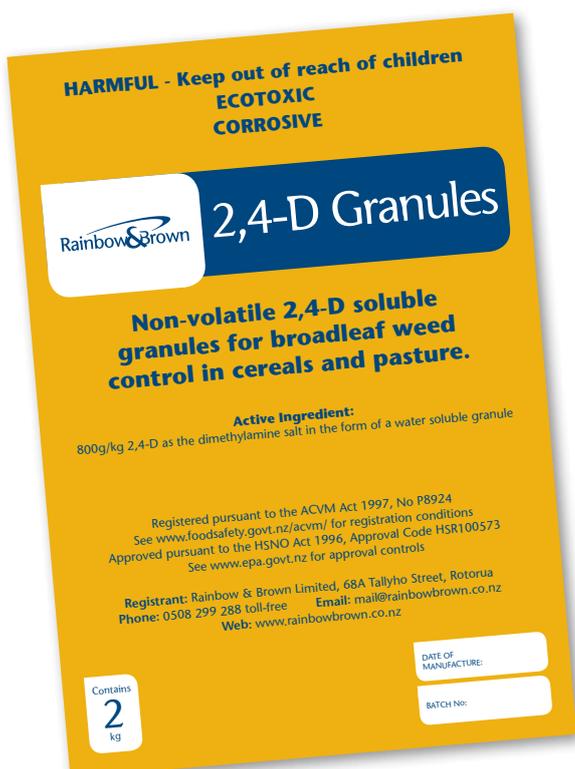
2,4-D Granules is a concentrated 800g/kg amine formulation and the granules dissolve quickly and completely in water.

The product is available in one pack size: a 10kg carton that actually contains 5 individual 2kg foil bags, making handling and dispensing easy and accurate.

Because the normal application rates are in the range of 1kg to 3kg/Ha (depending on target species and growth stage), using multiples of 2kg bags makes it practical to prepare spray tank mixes without weighing or measuring; in most cases it's just going to be a question of 'so many full bags per tank'.

Amine not Ester

Being an amine formulation, this new product provides you with three big advantages over the commonly available liquid esters. First, it's not volatile, meaning that when sprayed it does not form a lighter-than-air vapour that can unexpectedly drift off-site. Second, it does not have the pungent odour that makes handling the ester liquids an unpleasant experience. And third, the use period of made-up spray mixes is longer than the esters.



Minimal Clover Damage

This amine form of 2,4-D provides a better level of clover safety than other kinds of 2,4-D formulations. This makes it a great product for early removal of broadleaf weeds from new pastures.

Granule Efficiency and Safety

Being a granule, this product is more concentrated (80% active) than liquids, easier and safer to handle, and is more convenient to accurately measure and dispense. It's also less prone to spills, and much easier to clean up if it does spill.

Packaging and Freight

The packaging is more environmentally friendly, being an outer carton that is readily crushable and degradable, plus the inner foil bags that when empty have only a tiny fraction of the volume and mass of a typical liquid product's plastic 20L jerry can. The carton & bags packaging is also much less expensive, and because of the high concentration the freight cost is far lower per unit of active ingredient. So less of your purchase price is being 'wasted' on packaging and freight. You're buying active product, not plastic and water.

What's Controlled?

2,4-D Granules controls thistles, ragwort and many other broadleaf weeds. It should be applied when the target weeds are at the seedling and rosette stage. However, it can be also tank mixed with flumetsulam ('Decision') and clopyralid ('Cobber') for control of mature, multi-crown and hard-to-kill weeds in one application.

You can see the full list of weeds controlled, with application rates, on the label and directions leaflet available under 'Downloads' on our website at www.rainbowbrown.co.nz

Ragwort

2,4-D Granules is the ideal product for spraying ragwort in the May to July period, when the plant is at its most susceptible, and when clover damage will be minimized due to less clover leaf being present in pastures.

Thistles

Boom spraying in late autumn and early winter with 2,4-D Granules will control autumn germinating thistles at their most vulnerable seedling stage. Early spring is also effective, as long as the thistles are still seedlings or small rosettes.

Spring Germinating Weeds

2,4-D Granules sprayed in spring gives excellent control of those broadleaf weed species that can't be dealt with by the autumn/winter boom spraying because they germinate too late. That is, dandelion, storksbill, pennyroyal, and many other spring germinating weeds.

10kg Carton
(contains 5 x 2kg foil bags)
\$120 incl GST & delivery



Clover-friendly weed control from \$14/hectare!

WINTER SPECIAL

Save 15% on 1kg of DECISION - This Month Only.

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.

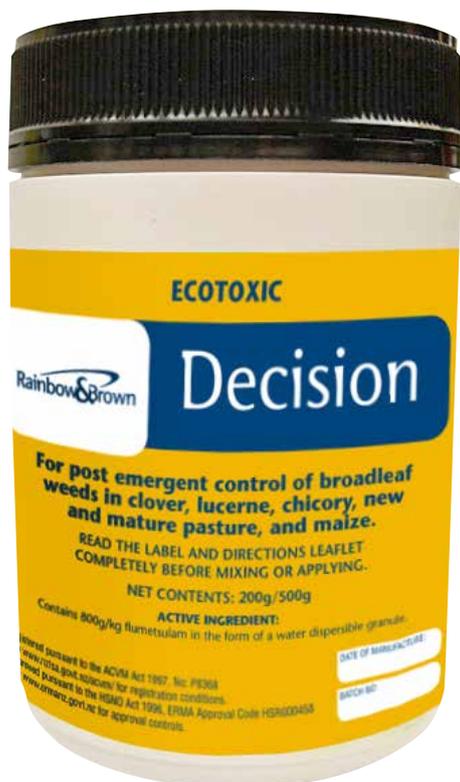
Dairy Pasture

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.



**1kg Winter Special ... \$469.20 (normally \$552.00)
You Save \$82.80 (15%)**

*Special offer ends 4:30pm on Monday 30th June.
No limit per customer while stocks last.*

Use Rate	WEEDS	WINTER SPECIAL Cost incl GST
30g/Ha	Chickweed, Spurrey, Wild Radish, Hedge Mustard	\$14/Ha
50g/Ha	Amaranthus (Redroot), Cleavers, Black Nightshade, Fathen, Shepherd's Purse, Mallow, Annual Buttercup, Creeping Yellow Cress, Yellow Gromwell	\$23/Ha
65g/Ha	Larger weeds of above species, Stinking Mayweed, Wireweed, Sorrel, Field Pansy, Henbit, Willow Weed, Giant Buttercup, Oxeye Daisy (suppression)	\$28/Ha

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.

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

WEED FILE:

VARIEGATED THISTLE



DESCRIPTION

Variegated Thistle – *Silybum marianum*

This is a large annual thistle, with flower stalks extending to over 2 metres tall, rising from a massive rosette that can reach 2 metres in diameter.

The leaves are large, lance-shaped, shiny and variegated with prominent white veins and blotches. The edges are tipped with sharp yellow 1 cm spines.

The flowers are large and purple, growing singly on tall and bare stems, and are surrounded by large and sharp yellow-tipped spines.

Each flower can produce 200 brown seeds of 6mm x 3mm carried by a thistle down 'parachute' of about 15mm length. The seed is spread by wind, hay, water, mud on vehicles and by animals.

Seeds mainly germinate in autumn producing small rosettes by early winter; these grow rapidly over late winter and early spring, reaching a metre in size by mid-spring. Flowering then occurs between November and January. However some plants may remain as rosettes until the next spring.

The flowering plants go to seed, and then die off in late summer. Seed remains viable for nearly 10 years.

HABITAT

Pasture land, waste areas, mainly in coastal North Island, occasionally in eastern South Island. Appears in greater numbers after summer droughts and wet winters.

In most regions of NZ the species is subject to Pest Plant Management Strategies.

TOXICITY

The plant is toxic to stock due to nitrate poisoning and becomes palatable as it dies off, so it's important to keep stock out of treated paddocks for at least two weeks after treatment.

PASTURE MANAGEMENT

Maintaining a dense pasture cover without bare patches will prevent the majority of seeds from germinating, and those that do are not tolerant of pasture competition. Avoid overgrazing pasture especially in summer.

PHYSICAL CONTROL

Individual and isolated plants can be chipped or grubbed out.

HERBICIDE CONTROL

Seedlings are best treated in late autumn to early winter, and rosettes up to early spring while still small. This will allow use of pasture-friendly spot treatment, or of pasture-friendly herbicides for area spraying.

Spot Treatment (all growth stages)

- **BuckShot** granules (about half a teaspoon) applied direct to the crushed centre of the rosette. Use more for mature plants.
- **GrassMate** at 6ml/L by knapsack or 250ml/100L by handgun.
- **MSF600** at 1g/10L by knapsack or 5g/100L by handgun. Very effective but will damage ryegrass and clover. Kills the seed if applied while plants are still flowering.

Boom Spraying (seedlings/rosettes)

Graze before spraying to reduce clover leaf and expose thistle seedlings. Leave for one week to freshen before spraying.

- **2,4-D Granules** at 1.5-2kg/Ha for seedlings and 2-3kg/Ha for rosettes to 15cm diameter.
- **MCPA 750** at 1.5L/Ha for seedlings and 2L/Ha for rosettes to 15cm diameter.

Boom Spraying (large thistles)

2,4-D and MCPA will not control mature thistles when used alone.

- **Cobber** herbicide used at 100-200ml/Ha in conjunction with either **2,4-D Granules** or **MCPA 750** as above, will control large and resistant thistles. Expect some pasture damage, especially to clovers. **Cobber** used alone at 1L/Ha is also effective, but clover damage will be severe.

Weed Wiping

- **MSF600** at 2-3g/L of water is inexpensive and very effective against erect thistles where pasture is low enough to permit reasonable thistle contact with the roller/wiper.



WEED FILE:

WINGED THISTLE



DESCRIPTION

Winged Thistle – *Carduus tenuiflorus*

The winged thistle is a winter annual, which means it usually germinates in autumn, goes through a rosette stage over winter and produces an erect flowering stalk in spring. The plant reaches about a metre in height in the flowering stage. It often forms extensive and dense infestations.

The leaves are spiny and deeply lobed, up to about 30cm long. They are green on top, with some faint white markings, though not nearly as prominently as the variegated thistle.

Flowers are pink-purple, and appear in clusters of up to about half a dozen per stem. The flower is individually about 20mm in diameter. Flowering occurs Nov – Dec. The plant dies after flowering.

The flower stems are prominently ‘winged’ with spiny ribs of leaf material running up the stem, hence the common name of winged thistle.

HABITAT

Pasture land especially hill tops and stock camps, arable land, waste areas, roadsides and lucerne crops. Distributed widely throughout both major islands of NZ.

In most regions of NZ the species is subject to Pest Plant Management Strategies.

PASTURE MANAGEMENT

Maintaining a dense autumn pasture cover will minimize seedling establishment. Overgrazing in summer can trigger major germinations of this thistle.

PHYSICAL CONTROL

Individual and isolated plants can be chipped or grubbed out.

HERBICIDE CONTROL

Best treated as a seedling or small rosette, in late autumn through to early spring.

Spot Treatment (all growth stages)

- **BuckShot** granules (about half a teaspoon) applied direct to the crushed centre of the rosette. Use more for larger plants.
- **GrassMate** at 6ml/L by knapsack or 250ml/100L by handgun.
- **MSF600** at 1g/10L by knapsack or 5g/100L by handgun. Very effective but will damage ryegrass and clover. Kills the seed if applied while plants are still flowering.

Boom Spraying (seedlings/rosettes)

Graze before spraying to reduce clover leaf and expose thistle seedlings. Leave for one week to freshen before spraying.

- **2,4-D Granules** at 1.5-2kg/Ha for seedlings and 2-3kg/Ha for rosettes before flower stalk development.
- **MCPA 750** at 1.5L/Ha for seedlings and 2L/Ha for rosettes before flower stalk development.

Boom Spraying (large thistles)

2,4-D and MCPA will not control mature thistles when used alone.

- **Cobber** herbicide used at 100-200ml/Ha in conjunction with either **2,4-D Granules** or **MCPA 750** as above, will control large and resistant thistles. Expect some pasture damage, especially to clovers. **Cobber** used alone at 1L/Ha is also effective, but clover damage will be severe.

Weed Wiping

- **MSF600** at 2-3g/L of water is inexpensive and very effective against erect thistles where pasture is low enough to permit reasonable thistle contact with the roller/wiper.



WEED FILE:

MEXICAN DEVIL



DESCRIPTION

Mexican Devil – *Ageratina adenophora*
Mexican devil is a perennial. It's bushy, and forms dense colonies up to 2-3 metres tall that smother native species and prevent their regeneration. It's a fast growing plant and produces a great many viable seeds, so left uncontrolled this plant can spread rapidly. It originates, as the common name implies, from Mexico.

The flowers are small (5mm or so), creamy-white and appear in dense clusters. It flowers Aug – Dec.

Following flowering, many small black five-angled seeds appear.

The leaves are arranged in opposite pairs and are dark green on top, lighter green underneath. They're diamond shaped, up to about 8mm long, with irregular, round-toothed edges.

Branches are also arranged in opposite pairs, and the leaf stems are woody, hairy and very often tinged with purple. Many plants have visible galls (growths) on the stems caused by a parasitic fly. The stems can die back over winter.

Roots are fibrous.

There's a very similar plant called mist flower (*Ageratina riparia*) that has narrower leaves and slightly smaller though similar flowers. Mist flower can be treated and controlled similarly to Mexican devil.

HABITAT

Prefers riparian areas, especially where damp, forest margins and waste areas. It handles drought as well as damp, and can tolerate moderate shade.

Mexican devil is common in the upper half of the North Island. It's subject

to Pest Plant Management Strategies (check with your regional authority for details).

POISONOUS

This plant is toxic to livestock, and there have been confirmed incidents involving horses in particular, in both NZ and Australia.

PHYSICAL CONTROL

Individual and isolated plants can be hand pulled, ensuring the full root system is taken, and all material removed from the site and buried or burnt

HERBICIDE CONTROL

Mexican devil can be successfully controlled with herbicides anytime that it's growing actively, so from early spring right through to late autumn depending on local conditions.

Weed Wiping

- **2g MSF600** per litre of water.
- **Glyphosate 360** at 1 part glyphosate to 2 parts water, or **Granny** at 150g per litre of water.

Cut and Swab

Cut stems close to the ground and swab the fresh cut stump with **5g MSF600** per litre of water.

Hand Spraying

- **200ml Glyphosate 360** or **90g Granny** per 10L water. Add **SuperWetter** penetrant at 10ml per 10 litres.
- **5g MSF600** per 10 litres of water. Add **SuperWetter** penetrant at 10ml per 10 litres.

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

2,4-D GRANULES 800g/kg 2,4-D dimethylamine salt as WATER SOLUBLE GRANULES



NEW

For control of broadleaf weeds in pasture and cereals

- Non-volatile formulation greatly reduces spray drift risk.
- Non-smelly, easy to handle, water soluble granules.
- Convenient 2kg foil bags for easy dispensing.
- Controls thistles and ragwort at seedling and rosette stages.
- * Minimal clover damage, especially with winter spraying.
- Use 1-1.5kg/Ha in cereals, 1-3kg/Ha in pasture, depending on target species.

10kg carton (5 x 2kg bags)
.....\$120.00

COBBER 300g/L CLOPYRALID as the amine salt.



ACVM No P7790

For control of hard-to-kill and multi-crown thistles in pasture.
(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.
- 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.
- Just \$5.77/Ha, 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.

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 and willow weed.
- 30g-65g/Ha depending on species and growth stage. Annual buttercups 50g/Ha, giant buttercups 65g/Ha.

200g\$115.00
500g\$276.00

June Special on 1kg See p4

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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