

# 4Front

## 4Farmers ... For Farmers



## Are you aware that unfair tariffs could be costing you over \$1 per cropped hectare?



**A 5% tariff is applied to a range of common chemicals including Glyphosate, Atrazine, Simazine, Diuron, Triasulfuron and the active ingredient**

**of Trifluralin and all 2,4-D phenoxy chemicals.**

In 1993 the Federal Parliament of Australia instigated the Prices Surveillance Authority, the forerunner organisation to the current day ACCC, to do a study on farm chemicals. Interestingly they started this because they were concerned about high chemical prices.

It was 4Farmers who in the mid 90s fixed that problem with some real action! I'm glad we didn't wait for the PSA study or

government to save us.

Of all the recommendations made including removal of all tariffs none were adopted. Tariffs had already come down from the 30% protection in the 80s and got to 15% during the early 90s. After the study during the 90s they got down to 5% but unfortunately it stopped there. Sadly farm organisations and federal politicians continue to ignore it for now almost 20 years later.

2,4-D has an additional 5% dumping duty. The 5% dumping duty is an extra penalty that has remained there because of government bureaucrats in Customs producing a sham report and being too lazy to get their research right. Chinese suppliers were too busy selling chemicals to answer bureaucrat's surveys.

I remember sitting in the Customs head office in Canberra back in August 1995

fighting for a tariff concession on chlorsulfuron (one of our first products of which we halved the price).

The customs officer tried to tell me the company opposing our tariff concession claim (the second biggest generic at the time) made the product locally and had a 70 page report from them saying so. I told him it was bull dust!

I was able to see his computer screen and pointed out they were also getting it from China (I also saw they were paying 35% less than us but were still selling it double our price) and bringing it in under another duty free tariff number. He was pretty mad with the other company and needless to say we got our concession.

I digress with this story because the skulduggery is still being played throughout this industry today (Don't get me started with false factory registrations and many other lies). Any of the big companies being protected by tariffs of course are going to fight tooth and nail to uphold them.

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**See us at your next field day and sign our petition to remove tariffs on imported farm chemicals. Fields days we will be attending include SA - Cleve; WA - Dowerin, Newdegate, Mingenew; NSW - Walbundrie.**

## Glyphosate Price Review

**We would not be so certain about a rise in Glyphosate prices, as suggested by some forecasters.**

Based on the information that we have, we believe prices are more likely to remain moderate unless the AU\$ takes a dive. In our opinion there's no need for buyers to be panicked into buying now ahead of a price rise.

Glyphosate 95% acid is currently priced at just under US\$3/kg. This is at the lower end of the range.

Since January 2005 to December 2009 prices have ranged from approx US\$2.50/kg to over US\$14/kg.

If the period July 2007 to December 2008 is excluded, the price variation is much more stable with the median price being just over US\$3/kg – close to the existing price.

Technical grade material had a significant price rise leading into 2008. This aberration was due to

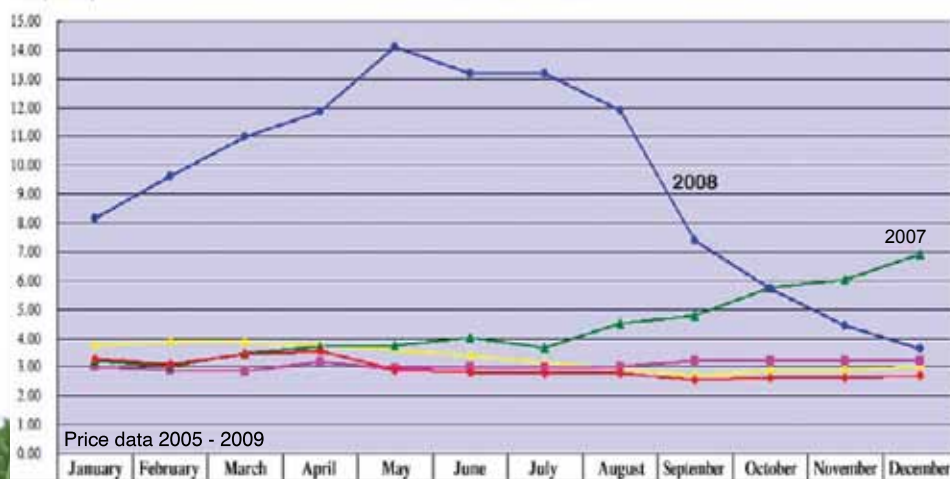
constrained capacity at the time combined with strong demand in America.

It's a strong contrast to the current situation where it is claimed Chinese herbicide production in 2010 is running at its lowest capacity operating rate "in history" – just 20%, according to Chinese stock market analysts, China Galaxy Securities.

Reports of a 9% export rebate on Glyphosate being withdrawn in China only affected technical grade material. It is likely to mean the relative competitiveness of fully formulated imports will improve.

None the less, retail prices are relatively low. If you feel more comfortable locking into current prices then you're unlikely to get better value than 4Farmers Glyphosate 470.

**Glyphosate 95% acid USD / Kg price of exports from China to Australia**



# 4Farmers Products

With Cross Reference to similar trade name products



## 4 Farmer products

## Similar products

### Herbicides

2,4-D Amine 625	Various
2,4-D Ester 800	Various
2,4-D Ester 680	Various
Atrazine 900 WG	Atradex®, Gesaprim®
Bromoxynil 200	Buctril®
Brown Out	Spray.Seed®
Chlorsulfuron 750 WDG	Glean®, Siege®
Clethodim 240EC	Select®
Clodinafop 240EC	Topik®
Clopyralid 300	Lontrel®
Cyanazine 900 WDG	Bladex®
Diclofop-Methyl	Hoegrass®
Diffufenican 500	Brodal®
Diuron 900DF	Diurex WG®
Glyphosate 470,450,360	Roundup®
Glyphosate 875	BiDri700®, Roundup Dry
Haloxypop 520	Verdict®
MCPA 500	Various
MCPA LVE 500	Various
Metolachlor 720	Dual®
Metribuzin 750WP	Lexone®, Sencor®
Metsulfuron Methyl 600	Ally®
Oryzalin 500	Surflan®
Oxyfluorfen 240EC	Goal®, Striker®
Paraquat 250	Gramoxone®
Pendimethalin 330	Stomp®, Argo®
Propyzamide 500	Kerb®, Edge®
Quizalofop-p-ethyl	Targa®
Simazine 900WG	Gesatop®, Simagranz®
Sulfometuron 750WP	Oust®
Tralkoxydim 400WG	Achieve®
Tri-allate 500	Avadex®
Triasulfuron 750WG	Logran®
Triclopyr 600	Garlon®
Trifluralin 480	Treflan®
Tri-pick	Grazon®
Turf Control	Spearhead®

## 4 Farmer products

## Similar products

### Seed Dressings

Tebuconazole 25T	Raxil®
Triadimenol 150 + WP	Baytan®, Baymax®
Triadimenol 150 liquid	Baytan®, Baymax®

### Fungicides

Carbendazim	Bavistin®, Spin®
Chlorothaloril 720	Bravo®
Flutriafol 250SC	Impact®, Intake®
Propiconazole 250EC	Tilt®, Bumper®
Tebuconazole 430SC	Folicur®
Triadimefon 125EC	Triad®, Slingshot®
Triadimefon 500	Tee-Fon 500
Triadimenol 250EC	Bayfidan®, Shavit®

### Insecticides

Alpha-Cyber 100EC	Fastac Duo®, Dominex®
Bifenthrin 100EC	Talstar®
Chlorpyrifos 500EC	Lorsban®
Cypermethrin 260EC	Scud®, Sonic®
Omethoate 290	Le-mat®
Fenamiphos 400	Nemacur®
Pirimicarb 500 WP	Aphidex®, Pirimor®

### Other Products

Ammonium Sulphate	
Boom Clean Dry	
Citric Acid	
Foam marker	
Farm Pro 700	LI 700®
Wetter 1000	
Full range of oil adjuvants	

## Free Chemical Guide

**4Farmer's Agronomist, David Eksteen has recently produced the first copy of the 4Farmers Chemical Guide.**

The guide provides concise recommendations for a range of situations from pre and post emergent crop weed control, pasture manipulation, summer spraying, seed dressings and crop fungus control strategies.

Farmers wanting their free copy of the guide should call us on 1800 038 445. The guide will be updated again early next year.



**Barooga (NSW) farmer, Brett Wright says the 4Farmers Chemical Guide is invaluable for assisting him with his spraying program.**

### From page 1

We've had a taste of this recently when battling Nufarm at the Administrative Appeals Tribunal to remove the tariff on Glyphosate.

Unfortunately we lost the case but think we have good grounds to appeal.

It would be easier for us to simply drop the issue but it's a matter of principal. That's why I started 4Farmers and I'm proud of what we continue to do today.

Tariffs are a significant cost that I would like to remove and pass the savings on to the farmer. Our aim is to offer the best priced products and be above the cheating that goes on with under filled drums, under strength product etc. Believe me it happens!

We want farmers to realise supporting 4Farmers helps us fight tariffs, false product claims and so on. 4Farmers really is for farmers.

**Phil Patterson, Managing Director**

# 4Farmers Triadimefon a clear winner

## 4Farmers Triadimefon 500 Dry is a clear winner when it comes to performance, cost and handling.

The NSW Department of Agriculture did a trial to see how various seed and fertiliser fungicide treatments performed with a susceptible triticale variety at Henty NSW. Stripe rust moved in by early August, providing good visual effects of the fungicide treatments.

Photos were taken of each plot at the end of flowering. Results show that Dividend® was very poor at preventing stripe rust developing. The Triadimefon 500 applied to the fertiliser was as good as Impact® applied to the fertiliser or Jockey® applied to seed.

“When it comes to handling and application, 4Farmers Triadimefon is far superior”, says Andrew Goode from

Goode’s Grain & Fertiliser at Calcairn NSW. “When we applied other competitor products there was a huge white dust cloud. They were terrible. In contrast 4Farmers Triadimefon has far less dust and is so easy to apply”

“And the powder is better than the granules because with the size of the granules and application rates used, it is impossible to get suitable coverage over the ground. 4Farmers has released a Triadimefon WDG with very small granules so you might have a chance with them”.

“In areas last year when the rust came in, planes were furiously spraying”, said David Eksteen, 4Farmers NSW agronomist. “4Farmers clients who had used Triadimefon were relaxed and weren’t spraying. Usually only if rust is bad are they perhaps using a foliar application

when the flag leaf is out”.

If people prefer to treat their fertiliser with liquid Flutriafol (similar to Impact®) we have great prices on that too.



*Triadimefon on fertiliser*



*Jockey*



*Impact*



*Control*

## Chemicals under scrutiny

**P**roducts containing Dimethoate and Omethoate and all associated labels are being reviewed because of health and safety and residue concerns.

The outcome could mean withdrawal of certain Omethoate and Dimethoate products.

Our Agronomist, Terry Piper suggests insecticide control done by these two

products could fall back to Cypermethrin type products and Chlorpyrifos.

**Carbendazim**, a fungicide used in chickpeas, faba beans, lentils and vetch, is now sold with new instructions effectively discontinuing some of its use in horticultural situations. There are revised safety directions and a birth defects warning.

**Atrazine** has been cleared of links to birth defects in humans. However, there are restrictions and a range of label instructions to reduce the risk of it entering waterways.

**Endosulfan** is subject to ongoing scrutiny due to possible environmental and human risk. It was recently identified as capable of being transported long distances due to its volatility and relative persistence in the atmosphere.

Presently, it is not permitted in 60 countries.

Overseas news of note is the decision by EU member states not to re-register **Trifluralin** due to remaining concerns for aquatic organisms and its potential for long range air transport.

**Farmers should be aware and respectful of the potential hazard of all chemicals.**

You can easily access the MSDS for information and recommendations on our products on our website.

We warn that operator safety can be compromised with cheap products sourced from dubious or unregistered sources.

You can be assured we supply quality product from credible sources and retest them in our own labs.



*4Farmers Chemist, Stephanie Ketting-Olivier carefully checks the quality of all products at 4Farmers.*

# Young 'farmer of the year' joins our team



**Cameron Williams, the 2006 national Australian Rural Youth Young Farmer of the Year has joined our team as sales representative.**

Cameron, a farmer's son from Mogumber is a graduate from Muresk Institute of Agriculture with an Associate Degree in

Farm Management.

He was awarded the title of National Young Farmer of the Year in 2006 after winning local and state competitions followed by national competitions.

Since graduating from Muresk he has worked on the family farm for several years and has worked in the horticultural industry.

He is rapidly familiarising himself with the 4 Farmer products, working in association with our agronomist Terry Piper so he can make the best of recommendations to our farmer clients.

Cameron says: "If you want the best deal on farm chemicals simply pick up the phone and call us.

"You can trust 4 Farmers for a good price, high quality product produced locally, free agronomic advice and you're supporting a company that has been lowering prices to farmers for over 15 years."

For farmers not serviced by a local 4Farmers Distributor, simply call head office for a price delivered to your closest town – and in some cases we can deliver on farm.

# Ester 800 – Good stuff and we've got it!

**The anecdotal experience of many farmers who argue fantastic efficacy of Ester 800 on certain broadleaf weeds is supported by CSIRO and AgWA research.**

High volatile esters have lower molecular weight and the resultant vapour achieves a better kill compared to its low volatile counterpart Ester 680.

It becomes even more attractive when it is realised that it is cheaper gram for gram compared to Ester 680.

Ester 800 is an ideal choice to pack a better punch for certain broadleaf plant control and particularly summer weed control.

4Farmers remains as one of only two suppliers of Ester 800.

We recommend that due to the unpredictable surges of demand for Ester

800 for summer spraying, you should consider securing stocks now for the time it will inevitably be needed.



**Neil Mortimore, 4Farmers GM, suggests stocking up now with 4Farmers Ester 800**

## You can save money on seed dressings

**Many farmers resign themselves to paying more for seed dressing products when they hand over their seed to a seed cleaner, accepting whatever is charged.**

If you want to save money on seed dressing products you would do far better by insisting that you supply your own seed dressing and purchase it from our authorised 4Farmer distributors.

4Farmers supplies two of the most

popular seed dressings, Tebuconazole 25T (similar to Raxil®) and Triadimenol 150 (similar to Baytan®).

Both products control smuts and bunts as well as protecting against stored grain insects.

At higher rates they can be used for suppression of some leaf diseases, however, an in-furrow treatment with Triadimefon 500 Dry is possibly more cost effective.

## 4Farmer's Distributors

### Western Australia

Bencubbin: Rob & Dee Breakell  
Tel: 9685 1315 Mob: 0428 851 315

Borden: Wayne & Jackie Davis  
Tel: 9827 6060 Mob: 0427 603 113

Broomehill: Gerard & Colleen Paganoni  
Tel: 9824 1338 Mob: 0428 241 338

Corrigin: Rick & Peta Button  
Tel: 9063 2651 Mob: 0487 632 171

Dumbleyung: Peter & Bernadette West  
Tel: 9863 4071 Mob: 0427 634 071

Esperance: Graham Volich  
Tel: 9071 5830 Mob: 0429 120 005

Gnowangerup: Phil & Wendy Patterson  
Tel: 9827 1570 Mob: 0428 271 572

Jerramungup: Graham Carthew  
Tel: 9835 1040 Mob: 0429 835 104

Katanning: Brad & Sylvia Patterson  
Tel: 9822 8042 Mob: 0427 228 042/3 S/B

Kondinin: Gary & Janet Repacholi  
Tel: 9889 6098 Mob: 0427 896 098

Kulin: Garry & Donna Waters  
Tel: 9889 8032 Mob: 0428 898 032

Lake Grace: Greg & Kerrie Argent  
Tel: 9865 4042 Mob: 0428 654 043

Lake Varley: Dean & Rosy Sinclair  
Tel: 9874 7045 Mob: 0428 260 752

Meckering: Harry & Claire Taylor  
Tel: 9625 1396 Mob: 0418 947 721

Moorine Rock: Alan Nicholson  
Tel: 9049 1397 Mob: 0427 491 054

Narembeen: Syd & Nola Parsons  
Tel: 9061 8027 Mob: 0429 618 027

Narrogin: Whitford Fertilisers  
Tel 9883 6080 Fax 9883 6110

Newdegate: Ian & Kaye Walker  
Tel: 9872 0012 Mob: 0427 720 012

Pingelly: Pingelly Tyre Service  
Tel: 9887 1444 Fax 9887 1150

Ravensthorpe: Trevor Kershaw  
Tel: 9838 1412 Mob: 0428 356 035

Scadden/Esperance:  
David & Linda Campbell  
Tel: 9075 6014 Mob: 0428 756 011

Wagin: Dean & Melissa Morgan  
Tel: 9861 1732 Mob: 0428 611 732

Wongan Hills: Murray & Sue Falconer  
Tel: 9671 1126 Mob: 0428 711 126

York: Pars Rural Pty Ltd  
Tel: 9641 2929 Mob: 0427 411 019

### South Australia

Balaklava: John Shepherd  
Tel: 8862 2284 Mob: 0417 856 245

Cowell: Adrian & Sharran Franklin  
Tel: 8629 6001 Mob: 0427 296 000

Cummins: Travis & Coral Wagner  
Tel: 8676 8069 Mob: 0427 760 012

Edillillie: Darren & Stacey Smith  
Tel: 8676 4298 Mob: 0427 185 269

Murray Bridge: Meigel Bros.  
Tel: 8532 3222 Mob: 0408 086 375

Naracoorte: Graham Zilm  
Tel: 8765 3227 Mob: 0409 838 564

Penong: Tim & Jenny Hardy  
Tel: 8625 1028 Mob: 0428 825 250

Rudall: Malcolm McCallum  
Tel: 8620 2053 Mob: 0429 002 053

Wirrulla: Noel Greatbatch and John Duncan  
Tel: 8626 8042 Mob: 0427 084 695

Wudinna: Dustin & Jodi Sparrow  
Tel: 8680 2147 Mob: 0427 802 147

### Victoria

Kaniva: Allan & Carolyn Howe  
Tel: 5392 3246 Mob: 0428 375 671

Bradvale: Shayne & Susan Ellis  
Tel: (03) 5340 3583 Mob: 0438 315 636

**NSW**

Gulargambone: Darrell & Kylie Jordison  
Tel: 6825 1997 Mob: 0429 324 218

Walbundrie: Walbundrie Co-op  
Tel: 6029 9003

Henty: Whitlocks Rural  
Tel: 6929 3297

Culcairn: Goode's Grain Fertiliser  
Tel: 6029 8332

Forbes: Rebekka Polack  
Tel: (02) 6851 6293 Mob: 0432 668 508

David Eksteen  
NSW State Sales  
Tel: 0488 666 777

