



4Farmers ...
For Farmers

4Front

Edition 1, 2010

Intelligence about the farm chemical business

Welcome to the first edition of 4Front for 2010.



In welcoming you I'd like to make the point that as a farmer I'm with you in being bitterly disappointed about the outcome of last season.

What with a low dollar at the beginning of the year causing input prices to be high, followed by a mediocre season, followed by mediocre grain prices impacted further by a strengthened dollar, the year was a disappointment for many.

My only consolation is I'm proud of the way 4Farmers is genuinely contributing to the farming community by putting strong downward pressure on farm chemical prices.

Furthermore, by keeping our standards up we're keeping some of the bastards honest.

I would dearly like to claim we're the cheapest in everything, but the reality is we can't claim that because some manufacturers have targeted our prices, some in the most dubious of ways.

What I can say is that 4Farmer's products are produced to a set standard and sold for the lowest price possible.

If our product doesn't have the lowest price, I urge you to consider the quality you're paying for. If another product is cheaper you're likely to be paying for lower manufacturing tolerances and an inferior product.

That's fair dinkum.

Phil Patterson, Managing Director

Which Glyphosate is best value? Weigh up the differences

When considering the various Glyphosate products available it is important to weigh up the differences and advantages various products might have.

Aside from a competitive price, 4Farmers' Glyphosate products stand out for value.

4Farmer's Glyphosate 470

This is a renowned proven performer in southern Australia over many years. It is highly loaded with wetter usually sufficient to ensure the best results in the field without adding further wetting agents.

The convenience of not needing to add wetter is a great advantage. What's more, there is no premium for this privilege.

4Farmer's Glyphosate 875

The recently released 4Farmer's Glyphosate 875 WDG has received glowing reports from all who have so far used it.

The granules are extremely easy to dissolve.

Using granules avoids the hassle of drums that litter the farm, tie up money in drum charges and are a chore to dispose.

Ammonium Glyphosate slightly better in trials

Independent consultant and former senior weed scientist with Agriculture WA, John Holmes, has done field trials of all formulations of Glyphosate including granules.

He concluded there was not a great deal of difference between the field performance of all glyphosates when the same amount of active was applied per unit area.

However, the ammonium based Glyphosate 875 granules consistently gave a marginally better result in both final kill and a faster brown-out compared to iso propyl amine (IPA) salt formulation typically found in most broadacre formulations.

Glyphosate Type	Typical Broadacre Liquid Glyphosate	PowerMax [®]	4Farmers Glyphosate 470	4Farmers Glyphosate 875 WDG
Formulation	450g/l	540g/l	470g/l	875g/kg
Rate Required to Apply 450g active/ha	1L/ha	0.833L/ha	0.95L/ha	0.514kg/ha
Assumed Cost per Unit	\$4.00/L	\$6.50/L	\$4.40/L	\$7.00/kg
Glyphosate Cost \$/ha	\$4.00/ha	\$5.41/ha	\$4.21/ha	\$3.60/ha
Estimated Wetter Req. if 50L/ha	0.10%			0.25%
Wetter Cost \$/ha	\$0.24/ha			\$0.60/ha
Total Cost Including Wetter \$/ha	\$4.24/ha	\$5.41/ha	\$4.21/ha	\$4.20/ha

Advantages

Convenience of not having to add wetter

- Convenience of not having to add wetter
- Aquatic friendly wetter

- Easier flow in cold conditions
- Rainfastness equal to leading brands
- Typical formulated greater than 470g/l

- No drums, no deposits, easy disposal
- Less transport
- Easier handling
- Dissolves easily
- Farmer choose wetter type & rate

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
Atraxine 900 WG	Atradex®, Gesaprim®
Bromoxynil 200	Buctril®
Brown Out	Spray.Seed®
Chlorosulfuron 750 WDG	Glean®, Siege®
Clethodim 240EC	Select®
Clodinafop 240EC	Topik®
Clopyralid 300	Lontrel®
Cyanazine 900 WDG	Bladex®
Diclofop-Methyl	Hoegrass®
Diflufenican 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®
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®



Just some of the products produced by 4 Farmers – the ingredients for which are generally sourced from China. In order to do this we have an expert buyer in Cindy Pan. Cindy scours not just China but the world to find the best value-for-money products.

Production processes improve our quality control

No matter if it is a generic chemical or a brand name multi-national product, the origin of most farm chemicals applied on farms in Australia is China.

The Chinese origin will be either as the fully formulated finished product or as a raw active ingredient.

Some products come from elsewhere, but China is by far the dominant source.

Most of our liquid herbicide products are produced from active ingredients that we import.

One of the changes we've made in recent years has been to manufacture most products on site rather than out-source to formulators.

Making the products ourselves has given us far better control over the manufacturing process.

In fact it has been a key part of our strategy to raise the quality standard of 4Farmer products to new levels.

The process of raising our standard has included having our team of chemists "tweaking" the products to make them equivalent or better than any other products in the market.

All finished products, imported or local, are carefully tested in our laboratory to ensure that our claims on product quality can be proven without dispute.

Other Products

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

L1 700®

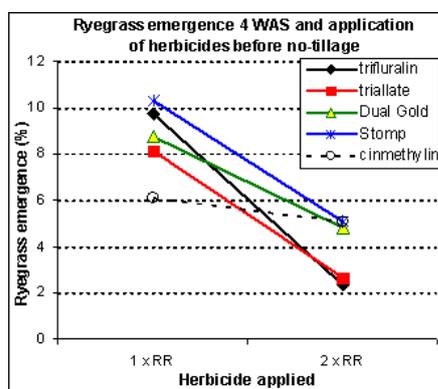
For product information including labels, information sheets and MSDS's go to www.4farmers.com.au

Triallate finding a new lease on life

Tri-allate is establishing itself as an excellent option for farmers needing to look for alternatives to Trifluralin for pre-emergent ryegrass control and is regarded as more cost effective than Boxer Gold®

Triallate is a group J chemical - the same group as prosulfocarb, the active ingredient in Boxer Gold®.

Results of a GRDC trial shown below support the value of Tri-allate. In this trial Tri-allate out performed various other chemicals including Trifluralin.



In this trial Tri-allate 500 was applied at 1.5 l/ha & 3 l/ha, Trifluralin 480 at 1.24 l/ha and 2.48 l/ha. Though Tri-allate was clearly the better performer, we recommend a mix of Tri-allate with Trifluralin and/or Metalachlor.

We suggest a good alternative is to consider tank mixes of Trifluralin and Triallate of at least 1/l ha each although in a knife point seeding system, wheat can tolerate up the 2.0l/ha of each.

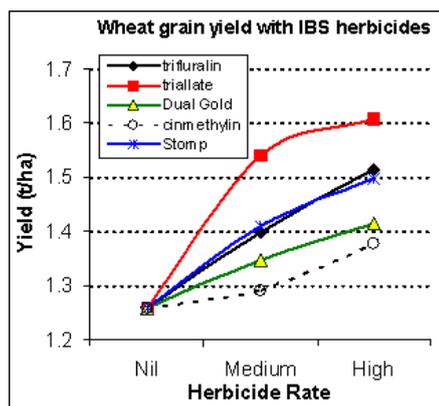
This mix can be further improved with the addition of Metalachlor of say 0.5-1.0l/ha.

Aside from killing the ryegrass itself, Metalachlor can root prune plants forcing them to take up more chemicals from the upper chemical band.

Metolachlor also offers excellent control of toad rush.

An alternative to metalachlor is Metribuzin on tolerant crops.

Diuron is also popular in pre-emergent mixes however its use has a greater risk of crop damage.



Recommendation for tackling troublesome post emergent broadleaf weeds in cereals

Resistance of broadleaf weeds, particularly to phenoxy herbicides (24D Amine, MCPA Amine, LVE MCPA), has increased dramatically and has caused some rethinking in post emergent weed control.

Even if you haven't observed resistance it is recommended that you mix chemicals rather than just rely on the phenoxyes.

Diuron mixed with a phenoxy for broad spectrum post emergent weed control has always been one of the most cost effective post emergent broad leaf controls.

To best manage possible crop damage effects from the phenoxyes, but get the most effective control, we suggest you adopt the following strategy when mixing with Diuron:

MCPA Amine	3 - 4 leaf
LVE MCPA	4 - 5 leaf
24D Amine 625	5 - 6 leaf
24D Ester 680	6 leaf - booting

Bromoxynil moving into its own

If you would like to move away completely from using a phenoxy, a good option could be Bromoxynil 200 (500ml/ha) + Diflufenican 500 (30ml/ha).

The rates of application are only a guide and will vary with conditions. You're always welcome to consult 4Farmers.

The price of Bromoxynil has fallen so that it has become an increasingly viable option.

This mixture works well on a broad range of broadleaf weeds including Wild Radish, Capeweed and Doublegee.

It is weak on clovers though this could be overcome with the addition of an SU.

In Furrow Treatments Even More Attractive

If you're not using fungicides, Flutriafol and Triadimefon because of cost, think again.

Their application has become far more viable thanks to 4Farmers forcing down the prices.

Essentially the disease control in cereals and length of control of at least 14 weeks is virtually the same for each product.

In wheat, this includes Septoria tritici, Take-all, Leaf & Stripe rust, suppression of Septoria nodorum and in Barley Powdery Mildew.

Flutriafol has the ability to control Black



Keith D'Costa, 4Farmers Senior Chemist, is very happy with the low dust, low odour Triadimefon 500 Dry now available in a bigger 20kg box. The 4Farmers Flutriafol 250 formulation is also excellent.

Leg in canola. Anecdotaly it has also been suggested Triadimefon has control of Batch Patch disease.

The biggest difference: Flutriafol is a liquid and Triadimefon a powder.

In addition to the cost of Triadimefon always being the cheaper product of the two, it has arguably had the advantage of easier and more flexible application.

Farmers find the Triadimefon very easy to add to the flow of product as it enters storage or some can be simply thrown in a

loader bucket as it leaves storage.

Usually in the course of handling the powder manages to coat every granule.

Particularly if the Triadimefon is put on when leaving storage, there is the flexibility to vary rates of fungicide according to fertiliser rates or even leave it off some paddocks.

At suggested rates of 200g/ha for Triadimefon and 400ml/ha for Flutriafol, the indicative costs of product are \$3.60/ha and \$5.60 respectively.

ACCC busts Nufarm on its PowerMax® claims

4Farmers has previously reported trial results that question the claims made by Nufarm about the rainfastness of PowerMax®.

As a result of our work the ACCC has since required Nufarm to withdraw or amend certain advertising material and made subject to review.

Farmers considering PowerMax® should carefully weigh up claims made about its rainfastness and its value for money when they have products like 4Farmers Glyphosate 470 to compare with.

More economical seed pickles

4Farmers has available two of the most popular seed dressings, Tebuconazole 25T and Tridimenol 150C.

Our prices on these products represents big savings.

Tebuconazole 25T: Controls all smuts and bunts in wheat, barley and oats and is the cheapest alternative at less than \$1/ha. It can shorten coleoptile length, however, depending on your seeding precision and herbicide regime, this might not be an issue.

Triadimenol 150C: Available in either liquid or dry powder form. It controls the same diseases as Tebuconazole.

At higher rates it offers short term suppression of stripe rust, septoria tritici, powdery mildew and scald.



This product is useful if you're not already using an in-furrow fertiliser treatment like 4Farmers Triadimefon 500 Dry with up to 16 weeks control of these leaf diseases.

Both seed dressings contain an insecticide to protect against stored grain insects.

Propyzamide – A new tool for resistant grasses?

Propyzamide controls most grasses including ryegrass, barley grass, brome grass, silver grass and at higher rates it will sort out wild oats and wireweed.

Propyzamide presently has registrations for use on pastures and horticulture only, however work is being done to expand this for crops like canola and lupins.

Being a group D chemical it offers growers the potential to avoid using high resistant risk chemicals that are already perhaps ineffective.

Renowned West Australian consultant, Wayne Smith rates the product highly, commenting on his observations on results in canola and lupins.

"Propyzamide 500 had given excellent results in controlling weeds. When available at a reasonable cost it makes an excellent tool where herbicide resistance is an issue," he said.

"It's best used pre-emergent and has demonstrated good crop safety in both canola and lupins".

He emphasizes that the biggest drawback has been in having Propyzamide at a reasonable cost.



4Farmer's GM Neil Mortimore believes proyzamide has exciting potential. It's available as granules in 20kg cartons or liquid in 20L to 1000L

The good news is that this year 4Farmers has the cost down to as low as \$23.50/ha.

At this price it becomes a viable consideration.

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