

# 4Front

## 4Farmers ... For Farmers



Are you aware of the difference 4Farmers has made to your industry?



I've had a gutful of tariffs and the hide of companies like Nufarm that have got rich with the help of tariffs and continue to defend them at the expense of farmers.

This is why 4Farmers was started back in 1994.

The contempt farmers are sometimes treated with disgusts me and I'm angry with politicians and farm organisations that stand by while it all happens under their noses.

I appreciate the kind words of support I've received for our stand on issues like this and of course the patronage which helps funds our efforts.

Of course when we started the company we were also determined to slash chemical costs and cut the big super profits out. Our track record on this is illustrated in the table on the back page.

We continue to do this with our new registrations like Imidacloprid 600 SC and Imazapic 240 that we have launched at about 275% and 500% savings on the new prices.

4Farmers is also not the run of the mill generic chemical company pumping out "me too" products.

We have unique and innovative products for example like Triadimefon 500 fungicide and Propyzamide to beat resistant ryegrass that we are continuing to develop.

I trust you will find this publication of interest.

Phil Patterson,  
Managing Director

See the difference we've made to your prices.  
See page 4

## The Great Tariff Robbery

**4Farmers is continuing to invest considerable time and resources against Australian Customs and Nufarm in the battle to remove tariffs on Glyphosate, Trifluralin and many other common farm chemicals.**

As a matter of principal 4Farmers believes if farmers are required to make a living in this "global level playing field" then they should not be taxed on chemical inputs that add approximately \$1/cropped hectare to the average broadacre farmer.

4Farmers recently submitted a petition signed by over 500 farmers calling for the removal of all tariffs on imported farm chemicals to Mr. Tony Crook MP, Federal Member for O'Connor. He is currently tabling it in the House of Representatives.

Even under existing rules, the legitimacy of



*Phil Patterson before going into court to battle on Glyphosate tariffs with legal team David Boyall and Jonathan Slonim.*

some chemical tariffs is highly contentious.

To broadly explain, a tariff may be applied to an imported chemical product if that chemical or substitute product of the same use is produced locally in Australia, and is produced with more than 25% local content (labor, materials and overheads).

In respect to Glyphosate, we have recently returned from a Federal Court battle against Nufarm and Customs costing in excess of \$100,000. We thought the matter was important enough to justify the cost of assembling a highly qualified and well resourced team because the tariff on

Glyphosate alone costs Australian farmers almost an extra \$0.15/litre!

The case had to deal with all formulations of Glyphosate 360g/l or more because all are considered substitutable.

Thus the argument to justify local content on say a small bottle of 360g/l glyphosate is far easier than say 1000L of 450g/l which the majority would be sold in.

4Farmers also helped initiate a case that DOW successfully fought against Nufarm and Customs to remove the tariff on Trifluralin TGAC. Unfortunately Nufarm has seen fit to appeal so don't hold your breath on this.

One of the most ridiculous ploys to defend the Trifluralin TGAC tariff that Nufarm suggested to the Tribunal was that the material was substitutable with the final formulated product Trifluralin 480g/l and 24D TGAC??

Unbelievable!! And rightly thrown out by the Tribunal as nonsense.

In consideration, the Tribunal made the point how Nufarm had been "dilatatory and at times unresponsive in providing the relevant information requested". Furthermore they said, "The procedures adopted by Nufarm are not entirely satisfactory to reveal the true cost associated with production".

"While Nufarm is entitled to maintain its corporate systems as it pleases, the credibility of the information provided by its officers in response to questions in this case is in serious doubt."

### Things you can do

If you feel strongly against the slug tariffs adds to the cost of your chemicals then things you can do are;

1. Make the point with your local member.
2. Don't support companies defending tariffs.
3. Support 4Farmers who are actively fighting to reduce chemical costs.

## Free chemical guide available

4Farmers will shortly release its 2011 Pesticide Guide.

The guide will contain a wealth of information about herbicide, insecticides, fungicides and plenty of other chemical information.

If you would like a copy contact your local distributor or 4Farmers on 1800 038 445.

# 4Farmers Products

With Cross Reference to similar trade name products



4 Farmer products	Similar products
<b>Seed Dressings</b>	
Imidacloprid 600 SC	Gaucho®, Emerge®
Imidacloprid SC	Confidor®
Tebuconazole 25T	Raxil®
Triadimenol 150 + WP	Baytan®, Baymax®
Triadimenol 150 liquid	Baytan®, Baymax®
<b>Fungicides</b>	
Carbendazim 500	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®
<b>Insecticides</b>	
Alpha-Cyber 100EC	Fastac Duo®, Dominex®
Bifenthrin 100EC	Talstar®
Chlorpyrifos 500EC	Lorsban®
Cypermethrin 260EC	Scud®, Sonic®
Fenamiphos 400	Nemacur®
Pirimicarb 500	Aphidex®, Pirimor®
<b>Other Products</b>	
Ammonium Sulphate	
Boom Clean Dry	
Citric Acid	
Foam marker	
Farm Pro 700	LI 700®
Wetter 1000	
Full range of oil adjuvants	

Note: Items in red are new registrations

4 Farmer products	Similar products
<b>Herbicides</b>	
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®
Diflufenican 500	Brodal®
Diuron 900DF	Diurex WG®
Fluazifop 212	Fusilade®
Glyphosate 470,450,360	Roundup®
Glyphosate 875	BiDri700®, Roundup Dry
Haloxyfop 520	Verdict®
Ipic 240	Flame®
LVE MCPA/ Diflufenican	Tigrex®
MCPA 500	Various
MCPA 750	Agritone®
MCPA LVE 500	Various
Metolachlor 720	Dual®
Metribuzin 750	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®

## \$3/ha Seed Treatment Achieves Positive Return 74% of Cases and Average return of \$40+/ha

This was the conclusion from a 2009 GRDC trial for the control of aphids over a range of cereal crops.

The chemical Imidacloprid 600 SC (like Gaucho® or Emerge®) was applied at 240ml/100kg of seed of barley, wheat and durum across a range of sites in NSW.

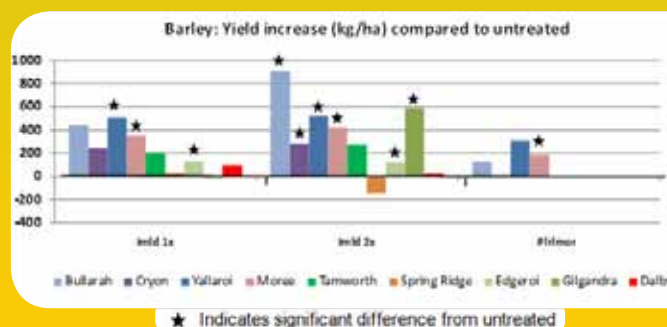
Cereal yields at these sites ranged from 0.4t/ha at Dalby to over 5t/ha at Spring Ridge.

Even at lower rates of chemical there was a net benefit achieved in most cases.

It was concluded that the greatest yield increases could be expected when aphid pressure was higher.

The most significant yield increases were most common in barley, however they also occurred in wheat and durum.

## 4Farmers slashes Imidacloprid 600 prices by over 60%



# Propyzamide offers exciting potential on resistant ryegrass

**T**he only readily available commercial source of Propyzamide (similar to Kerb®) in Australia, is offered by 4Farmers.

The product has become a more economical alternative thanks to 4Farmers "No Profit Special" we ran this season.

It has been proven in trials and field experience to control ryegrass that is resistant to Trifluralin and other chemicals.

Experience to date with Propyzamide suggests early pre-emergent use is better than later post emergent control. It is agreed, good moisture conditions decisively improves control too.

From the photos below 1l/ha of Propyzamide 500 appears to have better

RESULTS		
Treatment	16/09/10	25/10/10
1.0kg/ha Atrazine		
1.0kg/ha Propyzamide		
Control - no herbicide		

residual than 1L/ha of Atrazine 900.

It is arguably best to use Propyzamide in combination with chemicals like Atrazine or Trifluralin. Propyzamide prunes the roots

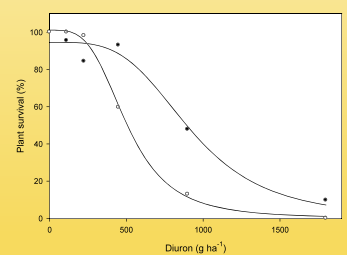
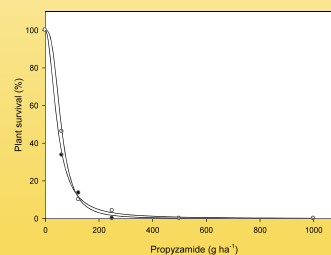
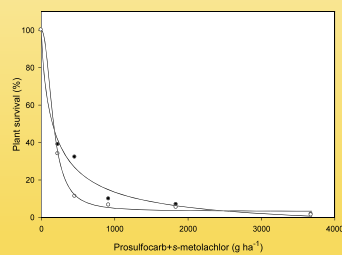
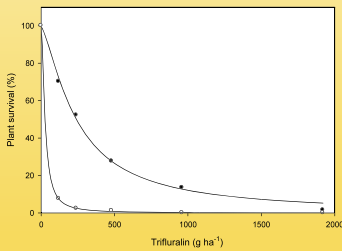
of Ryegrass plants forcing them to survive in the top band of soil that has higher concentrations of these other chemicals.

Recent research by Walsh et al (2011) proved Propyzamide at 250g/ha achieved greater than >95% control of ryegrass susceptible and resistant to Trifluralin.

In contrast Prosulfocarb+s & Metaolachlor (like Boxer Gold®) had comparatively poorer control. Diuron at best only offered suppression of susceptible ryegrass.

There is hope that Propyzamide will be registered in the near future on Canola and Lupin crops providing MRL tests prove satisfactory and are accepted by the APVMA.

## Survival (percentage of non treated control) of resistant (solid circle) and susceptible (open circle) rigid (Walsh et al 2011)



# Wetter substitution exposed by 4Farmers

Buyers should be aware that chemicals are not always what the label claims them to be or the quality is what you should expect.

That sad and sorry situation says 4Farmer's Senior Chemist, Keith D'Costa, is well demonstrated with some of the so called BS 1000 Wetter products.

"On the drum it might say 1000g/l Nonionic Alcohol Ethoxylates but don't count on that really being what it is," he said.

"We know in some instances it's definitely not.

It is surely a situation the APVMA will be investigating".

"Substituting with cheaper inferior compounds in chemical can be a real issue in this industry.

"Farmers might get away with using it but in other cases it can cause serious problems."

Keith added that the only brand you can absolutely count on for being the real thing is the 4Farmers products.

"We guarantee our product is what we say it is with the correct strength".

"I've been in the industry nearly 20 years and worked for large and small agricultural chemical companies.

"I'm proud to be working at 4Farmers where I know the quality control that we



**"4Farmers sells a genuine quality wetter unlike the imitations passed off by some other suppliers", says 4Farmers Senior Chemist Keith D'Costa.**

engage and I can tell you, we don't take short cuts with rubbish."

"If you have doubts about the chemical products you're using please contact 4Farmers. We may be able to assist with free testing".

# Rust, Powdery Mildew control and Take-all suppression for almost \$1/acre.

One of the most economical and effective products to achieve control of Rusts in wheat, Powdery Mildew in Barley, and suppress Take-all is still Triadimefon Dry 500.

Previous dust issues with this product have now been significantly minimised as we took steps in 2009 to decrease the “clouds of white powder” that arise from application by altering the formulation to have particles heavier and more resistant to becoming airborne.

Achieving the same cost effectiveness with granules as the powder is not possible.

Victorian Crops Research Institute found that 25 times the amount of granules were required to achieve the same control as a powder.

## Mix in the fertiliser

One of the great aspects of Triadimefon 500 Dry is that it is so easy to mix into fertiliser.

All you have to do when you know the weight of a loader bucket of fertiliser is add the required Triadimefon 500 Dry across its base before filling from the stack. It may seem rough but by the time the fertiliser is augured from your truck to the seeder the distribution is quite adequate.

Triadimefon gives protection for at least 14 weeks.

A wait and see approach for disease has often proved folly. Especially when there has been a wet spring and difficulty getting onto paddocks.

## CHECK THE PRICE DIFFERENCES

Year	Product	Typical Market \$ Before 4Farmers Entry	4Farmers Approximate Entry Price	Reduction on Market
1995	Chlorsulfuron 750 1kg	\$800	\$425	47%
1996	Glyphosate 450 20L	\$210	\$175	17%
1996	Wetter 1000 20L	\$140	\$100	29%
1997	Metsulfuron 600 0.5kg	\$1,360	\$400	71%
1997	Chlorpyrifos 20L	\$350	\$250	29%
1998	Metribuzin 1Kg	\$90	\$60	33%
1998	Cypermethrin 20L	\$850	\$450	47%
1998	Triadimenol 150 1L	\$65	\$35	46%
1999	Triadimefon 125 20L	\$1,100	\$170	85%
1999	Carbendazim 500 1Kg	\$70	\$35	50%
2000	Pirimicarb 500 10 Kg	\$500	\$350	30%
2000	Tri-allate 400 20L	\$225	\$175	22%
2000	Mefolachlor 720 20L	\$380	\$275	28%
2000	Diclofop-methal 375 20L	\$450	\$380	16%
2001	Alpha-Cyber 20L	\$900	\$315	65%
2001	Propyzamide 500 10Kg	\$1,100	\$550	50%
2002	Diflufenican 500 1L	\$150	\$110	27%
2002	Tebuconazole 430 SC 1L	\$142	\$80	44%
2002	Abamectin 20L	\$300	\$210	30%
2003	Triflururon 20L	\$410	\$310	24%
2004	Propiconazole 250 20L	\$800	\$640	20%
2004	Flutriafol 250 SC 1L	\$42	\$32	24%
2004	QPE 100 10L	\$500	\$260	48%
2004	Bromoxymil 200 20L	\$300	\$220	27%
2004	Clopyralid 300 5L	\$300	\$255	15%
2005	Bifenthrin 10L	\$400	\$350	13%
2006	Tralkoxydim 400 5Kg	\$400	\$320	20%
2006	Simazine 900 1Kg	\$8.50	\$7.50	12%
2006	Atrazine 900 1Kg	\$8.50	\$7.50	12%
2007	Clodinafop 240 1L	\$350	\$240	31%
2007	Clethodim 240 1L	\$57	\$37	35%
2007	Cyromazine 5L	\$300	\$218	27%
2008	Haloxyfop 520 1L	\$140	\$80	43%
2008	Cynazine 900 1Kg	\$30	\$9	70%
2011	LVE MCPA/Diflufenican	\$300	\$162	46%
2011	Imazapic 240 20L	\$3,500	\$600	83%
2011	Imidacloprid 600 SC 20L	\$1,100	\$400	64%

## 4Farmer's Distributors

### Western Australia

Bencubbin: Rob & Dee Breakell:  
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Borden: Wayne & Jackie Davis  
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Broomehill: Gerard & Colleen Paganoni  
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Corrigin: Rick & Peta Button  
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Dumbleyung: Peter & Bernadette West  
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Esperance: Graham Volich  
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Gnowangerup: Phil & Wendy Patterson  
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Jerramungup: Graham Carthew  
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Katanning: Brad & Sylvia Patterson  
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Kulin: Garry & Donna Waters  
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Wongan Hills: Murray & Sue Falconer  
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York: Pars Rural Pty Ltd  
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Rudall: Malcolm McCallum  
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Wirrulla: Noel Greatbatch and John Duncan  
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Wudinna: Dustin & Jodi Sparrow  
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