



4Front

4Farmers ... For Farmers



Welcome



The recent mouse plague across eastern Australia exemplifies what we're about and why 4Farmers was started.

Firstly, 4Farmers wanted to help

farmers. Secondly, we wanted to do it at a fair price. The practice of charging what one can get away with is not us.

While low cost 4Farmers mouse bait might be gaining publicity in the East I'm pleased to say there are other products we have dramatically slashed the prices on by more than 75% in the last year.

I hope people who appreciate what we've done with mouse bait might consider us for other chemical requirements because we need farmer support to continue what we do.

Our loyal clients know they may not in all instances get the very cheapest price but they know it will be fair and a good quality product.

They also see the bigger picture of supporting a company that genuinely cares about them.

Our association with major players like those pictured shows we're not a "two bob trader". Worldwide contacts, particularly like these in China, as also in India, help us to know this market as well as anyone. The Chinese in return respect 4Farmers particularly for how we fought against Glyphosate dumping duties in 1996 and 2001.

I'm staggered about the outcome of the Federal Court case that resulted in the Trifluralin tariff being reinstated (see p3). It makes me very angry that Nufarm and Customs would play the game like this.

There's little to gain for 4Farmers by having tariffs removed but that hasn't stopped us from investing a heap of time and money in fighting them to reduce costs further for farmer benefit.

It's another case of wanting to put farmers, like you and me, first.

Phil Patterson,
Managing Director



Mixing with the Chinese Kings of Chemical

4Farmers is associated with some of the biggest players of chemicals in China. We have significant relationships which have been cultivated over many years.

At a recent Chinese Expo 4Farmers MD Phil Paterson caught up with some of his Chinese friends. Probably few others could have assembled the same group.

From left Mr. Feng Shan YIN, Business director for Feng Shan Chemical (the biggest Trifluralin manufacturer in China who 4Farmers registered after much persistence in 2005), Mr. Shou Hai YANG, Board Chairman for Red Sun Group (the biggest Paraquat manufacturer and collectively the biggest agchem exporter in China), Mr. Liang JIANG, Board Chairman for Good Harvest Group, Mr. Bao Song TANG, Board Chairman for Wynca Group (the last two gentlemen are with the two largest Glyphosate manufacturers in China).

From the frontline in the 'mouse war'

One of the worst mouse plagues in many years across South Australia, Victoria and New South Wales has been a massive problem for many farmers in these areas.

Bait before this year costing farmers over \$10/kg needed to be spread at 1kg/ha sometimes several times. This cost would make growing crops, particularly in marginal areas where the problem has generally been worse, almost unviable in average years.

A critical need for mouse bait emerged in autumn as the established suppliers struggled to meet demand and farmers had to wait over a month for supply in many cases while crops got eaten out.

The dire shortage and high cost of bait resulted in many farmers resorting to making their own illegal baits. Besides less efficacy these baits presented greater risks for off target species and the farmers own health.

4Farmers, which had already been working on registration for mouse bait, swung into action seeking an emergency permit to help save the situation.

Originally we fought for a permit for farmers to do their own on farm baiting. This was rejected at the time but we continue to hold hope of developing an effective on farm solution in the near future.

Finally, in mid June we obtained an emergency permit that allowed manufacture at regional baiting stations. The 4Farmers model of regional baiting stations allowed farmers to use their own grain. At time of writing this permit was due to expire 30th September 2011.

We were not only pleased to help meet a short fall in supply to people in a desperate situation, but were able to supply product for less than \$2.50/kg (excluding farmer seed and packaging) or less than 25% of the other commercially available sources.

4Farmers Products

With Cross Reference to similar trade name products



4 Farmer products	Similar products
Seed Dressings	
Imidacloprid 600 SC	Gaucho [®] , Emerge [®]
Imidacloprid SC	Confidor [®]
Tebuconazole 25T	Raxil [®]
Triadimenol 150 + WP	Baytan [®] , Baymax [®]
Triadimenol 150 liquid	Baytan [®] , Baymax [®]
Fungicides	
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 [®]
Insecticides	
Alpha-Cyber 100EC	Fastac Duo [®] , Dominex [®]
Bifenthrin 100EC	Talstar [®]
Chlorpyrifos 500EC	Lorsban [®]
Cypermethrin 260EC	Scud [®] , Sonic [®]
Fenamiphos 400	Nemacur [®]
Pirimicarb 500	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	

4 Farmer products	Similar products
Herbicides	
2,4-D Amine 625, 750	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 470,450,360,500	Roundup [®]
Glyphosate 875	BiDri700 [®] , Roundup Dry
Haloxyfop 520	Verdict [®]
Imazethapyr 700WG	Spinnaker
Ipic 240	Flame [®]
LVE MCPA/ Diflufenican	Tigrex [®]
MCPA 500, 750	Various and 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 [®]

Review into the use of Diuron

The Australian Pesticides and Veterinary Medicines Authority is undertaking a review of Diuron with submissions on the chemical closing September 30.

The review being conducted by the Australian Pesticides and Veterinary Medicines Authority is looking into the possible effects of runoff water containing Diuron. This is because concern has been expressed that Diuron might be causing problems on the Great Barrier Reef, and with seagrass. It might also be the cause

of dieback in mangroves and 'off target' incidents in some farmlands.

Diuron is an extensively used selective herbicide for the control of broadleaf weeds such as Cape Weed, Crassula and some annual grasses.

We surmise the problems with Diuron might relate to Queensland and New South Wales where heavy rains may be causing leaching and run off. Especially when it is used with heavy application like in sugarcane and pineapple crops.

With respect to broadacre farming, the application rates are much lower. The localities are also far removed from where Diuron is causing problems.

The end result could be that Diuron may have some restrictions applied on its use near water ways or coastal high rainfall areas.

4Farmers will submit that we do not think restrictions need be applied for broadacre farming areas and we can only hope the APVMA agrees with this position.

Trifluralin is substitutable for 2,4-D???

An absurd argument by Nufarm and Australian Customs that Trifluralin and 24D phenoxy herbicides are substitutable has convinced a Federal Court judge to overturn a decision to grant a tariff concession on the active ingredient of Trifluralin.

The recent court case followed an AAT tribunal in which Dow Chemicals won the tariff concession.

As a result, Nufarm and Customs appealed to the Federal Court.

Incredibly, the Federal Court was convinced the AAT expert panel erred. Customs and Nufarm argued that Trifluralin was a substitute for 24D herbicides.

We believe the decision is laughable.

Any reasonable person with basic farm chemical knowledge would know it is nonsense to suggest these chemicals can be substituted.

Farmers should be disgusted how a chemical company like Nufarm is using the court system to protect their self interest at farmers' expense.

The case for tariffs on 24D in the first place is highly dubious. But that is another story where the authorities have again been given misinformation by Nufarm.

The outcome on this point of law has implications on how successfully 4Farmers can fight its case to remove tariffs on Glyphosate. This is also likely to be claimed by Nufarm as substitutable for phenoxy herbicides.

Until the farcical argument that Glyphosate, Trifluralin and phenoxy chemicals are all substitutable is rejected, it is unlikely the tariff penalty on any agrochemical can be removed.

It could potentially be argued that all chemicals are substitutable because they are weed killers. All tariff concessions previously won risk being removed. Maybe people will take more notice then.

Most farmers do not realise that chemical tariffs are costing cropping farmers around \$1/cropped ha. Though perhaps this cost is relatively small amongst some other taxes and problems confronting farmers, they should none the less be incensed by the principle that these insidious costs exist.

In-furrow fungicide treatments proving worth

A big year with disease around Australia is again proving the worth of in-furrow fungicide treatments like 4Farmer's Triadimefon 500 Dry.

"I've used it on my whole program for the last 3 years and I haven't needed to spray once", explains Walbundrie NSW farmer, Alwyn Collins.

"I do use varieties that have good disease resistance but the in furrow Triad definitely helps them through".

Mr Collins says he only uses the 4Farmers product because of its minimised dust and reduced smell.

He believes some smell is good. Fertiliser dust is not good for health. The smell makes you stay out of the way or up-wind.

Besides rusts, Triadimefon 500 Dry also helps with Septoria and Take-all.

Alwyn Collins suspects it may also reduce Bare Patch because he hasn't had any problems since using Triadimefon when before it was a common problem.

"It can be half the cost of Flutriafol. It's simple to apply and it readily mixes on every granule".

4Farmers NSW Agronomist David Eksteen explains: "The Triadimefon 500 gives up to 15 weeks control. We sometimes find Stripe Rust developing late August but clients usually need at most, one spray when the flag leaf appears.

"It's staggering how many farmers, especially in areas where disease like Stripe Rust is so common, ignore using



cheap in-furrow treatments. It should be mandatory for ideal crop establishment.

"If farmers need to spray, the most cost effective treatment is straight Tebuconazole 430".

Our agronomist in WA, Terry Piper says in WA at flag emergence, conditions are often warm and dry so treatment is often not needed. This is especially so if the crop potential is lower than 2t/ha or less.

He said: "Triadimefon in-furrow is getting so cheap there's a good case for even low rainfall farmers to regularly use it, particularly in consecutive cropping stubble retention systems where disease can be more prevalent.

"As long as resistance is not a factor, Triadimefon gives invaluable control of powdery mildew in barley.

"Farmers should not use granular Triad products in-furrow because if you work it out, the number of granules in a rate of say 200g/ha, it is impossible to get suitable coverage. Only with a powder that gets on every granule of fertiliser can you be sure you're getting suitable coverage which is imperative".

Meet the "Imi" Family

Imidazolinones (Imi's), a family of chemicals from the Group B herbicides, have the mode of action the same as Sulfonyl Ureas (SUs) but their activity and characteristics are different.

The major value of Imi's is in Clearfield® crops. In Clearfield® cereal crops they can control problem grass weeds like Barley and Brome and possibly allow earlier sowing.

The benefit of Clearfield® canola is primarily in yield but it's not an option if Group B resistant broadleaves like Wild Radish are a concern.

Imi's in contrast to SUs are more residual on low pH soils.

Imazapic (Flame® or 4Farmers I-Pic) – Registered only for use in fallow and sugarcane. It is a component of other products like On Duty® or MIDAS®. It may have less residual issues than Imazapyr therefore might have a place on its own in Clearfield® crops with possible little compromise on weed control, particularly on grass species. Trials are continuing.

Imazapyr (Arsenal®) - Originally sold as a residual chemical in non crop situations, but now in other products like On Duty® and MIDAS®. Residual could be a factor. We hope to have a registration for this soon.

On Duty® is a combination of Imazapic and Imazapyr for use in Clearfield® wheat and canola, and MIDAS® is the same but with the further addition of LVE MCPA to use only in Clearfield® cereals.

Imazethapyr (Spinnaker® or 4Farmers Imazethapyr 700WG) – Pre and post control in legume crops and pasture for controlling certain grasses and broadleaves. Could become a better option in pastures since 4Farmers reduced the cost significantly. No registration in Clearfield® crops but it may have a place.

Imazamox (Raptor®) – Similar in use to Imazethapyr. Viewed by some as maybe soft on crops and weeds. Its value is perhaps more limited. Intervix® is a combination of Imazamox and Imazapyr.

Inferior Trifluralin causes grief

People who don't appreciate quality and only shop on price might have learnt a hard lesson when it came to the use of Trifluralin last season.



Bright yellow colour, good bloom, no crystals and low nitrous amines shows our quality.

The problem they experienced was blocked up boom-sprays caused by crystals forming in the drums.

The cause was 'cheap and nasty' fully formulated supplies that some suppliers brought into the country from overseas.

When it comes to Trifluralin we make our own on site with our own formula because our extensive testing has shown imported Trifluralin is likely to be bad news.

4Farmers chemist Keith D'Costa explains: "We import other finished products but we know imported Trifluralin is risky. As well as blocking sprayers, crystals contain much of the TGAC, therefore the amount of active ingredient in solution drops.

"Furthermore, poor quality Trifluralin does not emulsify as well and tends to sink instead of blooming out, so product agitation is poor. This can also be an indicator of poor compatibility.

Carcinogenic

"Another problem with inferior Trifluralin is that it can contain nitrous amines which are a serious health concern and a carcinogen. It turns a relative innocuous product into something very dangerous".

Besides price, availability was a reason some farmers might have jumped at the imported product. But if they knew what they were getting they might not have touched it.

How 4Farmers has worked for you...

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 1kg	\$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	Triflumuron 20L	\$410	\$310	24%
2004	Propiconazole 250 20L	\$800	\$640	20%
2004	Flutriafof 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	Haloxypof 520 1L	\$140	\$80	43%
2008	Cynazine 900 1Kg	\$30	\$9	70%
2011	LVE MCPA/Diflufenican	\$300	\$213	29%
2011	Imazapic 240 20L	\$3,500	\$800	77%
2011	Imidacloprid 600 SC 20L	\$1,100	\$500	55%
2011	Imazethapyr 700 WG 5kg	\$1,500	\$505	66%

Find Your Nearest Distributor

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

Meckering: Harry & Claire Taylor
Tel: 9625 1243 Mob: 0418 947 721

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

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

Narrogin: John & Doreen Patmore
Tel 9883 6080 Fax 9883 6110

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

Perenjori: Neil & Sandra Sauvarin
Tel: 99731335 Mob: 0428 895 665

Pingelly: Garry Dodge
Tel: 9887 1444 Fax 9887 1150

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

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

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

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

Cowell: Adrian & Sharran Franklin
Tel: 8629 2140 Mob: 0427 296 000

Crystal Brook: Richard Venning
Tel: 8636 2485 Mob: 0409 694 186

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

Edillilie: Darren Smith
Tel: 8676 4298 Mob: 0427 185 269

Eudunda: Kevin & Darlene Jenke
Tel: 8581 1951 Mob: 0429 811 541

Kadina: Paul March
Tel: 88213546 Mob: 0428 213 546

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

Queensland

Neil Mortimore 1800 038 445

Victoria

Berrillock: Grain Co-Op/Chris O'Neill
Tel: 5079 2252 Mob 0408 146 981

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

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

NSW

Albury: Mark & Sally Lavery
Tel: 6025 8862 Mob: 0412 235 158

Finley: Jeff Barrie
Tel: 5883 1327 Mob: 0438 831 497

Forbes: David Todd
Tel 6853 1122 Mob 0428 214 500

Forbes: Rebekka Polack
Tel: 6851 6293 Mob: 0432 668 508

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

Henty: Bruce & Peter Whitlock
Tel: 6929 3297

Walbundrie: Jodie Trethowan
Tel: 6029 9003

Wagga Wagga: Russel & Lindy Durnam
Tel: 6971 9133 Mob: 0408 694 154

Or call direct to Head Office 1800 038 445