

Under the microscope



Chemicals under the microscope

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Our Commitment



\$44/litre Imazapic 240 illustrates our commitment to you

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Industry Person of Year!



4Farmers founder, Phil Patterson, awarded Primary Industry Person of the Year

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Striving to give farmers best value



I'm pleased 4Farmers has made an impact on making chemicals cheaper but

I am also equally proud of forging a reputation for quality.

Regarding the issue of the dodgy Trifluralin in WA, we first got wind of it when a farmer sent us a sample he bought over the internet. I congratulate another farmer who had the courage to go on the radio over the issue. It's understandable

many people would be too embarrassed to publically admit they have been duded.

We're continuing the battle against Glyphosate tariffs and are progressing with another legal stoush against Nufarm. They use every trick to defend tariffs that are increasing costs for farmers.

It's been a lonely battle against tariffs and I lament the lack of political support from politicians and farm lobby groups.

At the time of writing, world Glyphosate prices have edged up approximately 20%

compared to last year.

The price for quality Glyphosate 450g/l from China delivered in Australia was around US\$2.70/l (how could a quality product have been sold for less?) compared to approx US\$3.50/l at time of writing.

Some production costs have increased and capacity reduced due to pollution controls. The good news is that we're not expecting a repeat of the 2008 price escalation. Some close to the industry say the price might ease again.

The Trifluralin price has fallen and most farmers can expect

to be able to pay less than they did last year, though not as low as the year previously.

Generally a higher AUD will lower chemical costs but it has of course the opposite affect on your exports.

4Farmers will be active from now onwards promoting our best possible deals for those happy to commit to Glyphosate and Trifluralin now, with payment after harvest.

Best wishes for a good harvest.

Phil Patterson,
Managing Director

What you need to know about the farm chemical industry

Farmers: Are you aware that you could be flirting with the possibility of acute health risks and endangering crop safety as a result of using farm chemicals coming from questionable sources?

The present Australian system makes it too easy for poor quality chemical products to flood our market.

Product Chain

Firstly, the origin of any chemical is the registered manufacturing sources of the TGAC (technical grade active constituent).

There are often a number of unregistered TGAC sources not producing to recognised standards. Some have been known to contain dangerous contaminants. Sometimes these products may be "laundered" through registered sources and then get paperwork to fit.

Continued on page 4.

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And for all subscribers: a free
copy of our current 60 page
Pesticide Guide.

See page 6!

4Farmers Products

With Cross Reference to similar trade name products

Seed Dressings

Similar Product

Imidacloprid 600 SC	Gaucho [®] , Emerge [®]
Imidacloprid SC	Confidor [®]
*Procymidone 500 SC	Sumislex
Tebuconazole 25T	Raxil [®]
Triadimenol 150 + WP	Baytan [®] , Baymax [®]
Triadimenol 150 liquid	Baytan [®] , Baymax [®]
*Triticonazole 200C	Real [®]

Fungicides

Similar Product

Azoxystrobin 500 WG	Amistar WG [®]
Carbendazim 500	Bavistin [®] , Spin [®]
Chlorothaloril 720	Bravo [®]
Flutriafol 250SC	Impact [®] , Intake [®]
Iprodione 500	Iprodione Aquaflow 500 SC [®]
Mancozeb 750 WG	Penncozeb 750 DF [®]
Procymidone 500	Fortress 500 [®]
Propiconazole 250EC	Tilt [®] , Bumper [®]
Tebuconazole 430SC	Folicur [®]
Triadimefon 125EC	Triad [®] , Slingshot [®]
Triadimefon 500	Tee-Fon 500 [®]
Triadimenol 250EC	Bayfidan [®] , Shavit [®]

Insecticides

Similar Product

Alpha-Cyber 100EC	Fastac Duo [®] , Dominex [®]
*Alpha Cypermethrin 250 SC	
Bifenthrin 100EC	Talstar [®]
Chlorpyrifos 500EC	Lorsban [®]
Cypermethrin 260EC	Scud [®] , Sonic [®]
Fenamiphos 400	Nemacur [®]
Lambda-Cyhalothrin 250 CS	Karate Zeon [®]
Pirimicarb 500	Aphidex [®] , Pirimor [®]

Rodenticides

Similar Product

Rat and Mouse Bait Pellets	Talon [®]
Zinc Phosphide Unsterilised	MouseOff ZP [®]
Mouse Bait	

Other Products

Similar Product

Ammonium Sulphate	
Boom Clean Dry	
Citric Acid	
Ethephone 720 SL	Galleon [®] Growth Regulator
Foam marker	
Farm Pro 700	LI 700 [®]
Glyphosate Wetter	Gly Wetter Plus Surfactant [®]
Penetrator	Pulse Penetrant [®]
Sunshade Spray Adjuvant	AntiEvap [®]
Turbo Charge	Supercharge [®]
Wetter 1000	

* Registration pending

Herbicides

Similar Product

2,4-D Amine 625,750	Various
2,4-D Ester 800	Various
2,4-D Ester 680	Various
2,4-D plus Picloram	Tordon 75-D [®]
Atrazine 900 WG	Atradex [®] , Gesaprim [®]
Bensulfuron 600 WG	Dupont Londax DF [®]
Bromox MA	Bromicide MA [®]
Bromoxynil 200	Buctril [®]
Brown Out	Spray.Seed [®]
Chlorsulfuron 750 WDG	Glean [®] , Siege [®]
Clethodim 240EC	Select [®]
Clodinafop 240EC	Topik [®]
Clopyralid 300	Lontrel [®]
Clopyralid 750 SG	Lontrel 750 SG [®]
Cyanazine 900 WDG	Bladex [®]
Diclofop-Methyl	Hoegrass [®]
Diflufenican 500	Brodal [®]
Diuron 900DF	Diurex WG [®]
Fluazifop 212	Fusilade [®]
Fluometuron 900 WG	Nu-tron 900 DF
Glyphosate 470,450,360,500	Roundup [®]
Glyphosate 875	BiDri700 [®] , Roundup Dry [®]
*Glufosinate-Ammonium 200	Basta [®]
Haloxyfop 520	Verdict [®]
Imazethapyr 700WG	Spinnaker [®]
Imazapyr 750 WG	Arsenal [®]
Ipic 240	Flame [®]
LV MCPA 570	Nufarm LVE Agritone [®]
LVE MCPA/ Diflufenican	Tigrex [®]
MCPA 500, 750	Various and Agritone [®]
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 [®]
Tribenuron Methyl 750	Express
Triclopyr 600	Garlon [®]
Trifluralin 480	Treflan [®]
Trifluralin 600 EC	Treflan 600 [®]
Tri-pick	Grazon [®]
Turf Control	Spearhead [®]



4Farmers ...
...For Farmers

Chemicals under the microscope

Paraquat

In spite of recent press, there remains conjecture on the links of Paraquat to Parkinson's disease and a conclusive link still does not exist.

The APVMA review of Paraquat has been ongoing since 1997.

Some of the general concerns about Paraquat are magnified by the widespread use of the chemical world wide. In less developed countries it will sometimes be applied with little or no personal protective equipment (PPE). Fatal ingestion from very small quantities is also a concern.

Paraquat is without question a very toxic chemical and should be treated with the utmost respect and full personal protective equipment (PPE).

The Ministry of Agriculture in China earlier this year announced it will no longer be approving new plants for the production of Paraquat and phasing out sales of Paraquat within its own country.

There are no restrictions expected on Paraquat being exported to Australia.

Carbendazim

A recently finalized APVMA review has deleted some



mostly horticultural uses from the label and cancelled some Carbendazim registrations.

Uses of the remaining 12 products registered, including 4Farmers Carbendazim 500 SC, will generally be confined to pulse crops and macadamia nuts.

New Registrations

Some 4Farmers registrations of note;

Azoxystrobin 500 WG Fungicide - Has registration for a range of diseases in horticulture.

On its own there are no Australian registrations for its use in cereals. This will be an area of research for 4Farmers. Azoxystrobin is a component of the highly touted cereal fungicide, Amistar® and it does have overseas registrations mixed with other fungicides like Tebuconazole or Propiconazole.

Glufosinate-Ammonium 200 Herbicide – Group N herbicide similar to Basta®. Registered non residual control of wide range of weeds in horticultural situations as well as for non agricultural areas. Has potential in fire breaks and resistance management if economical.

Triticonazole 200C Seed Dressing – Similar to Real®. Doesn't affect seed establishment as much as Tebuconazole 25T or Triadimenol 150. Has registration for Stripe and Leaf Rust.

can still be used under permit in many situations but not non agricultural areas and some tropical crops.

It would be surprising to us if there are any substantial changes for broadacre users. Even in the event of adverse findings there would be a phase out period.

Users should not be panicked into large bulk purchases now like we observed some people were misled to last season.

When used as prescribed Carbendazim has been determined not to be of undue hazard to users or environment.

Diuron

APVMA review of Diuron has been extended to 30 November 2012. The product

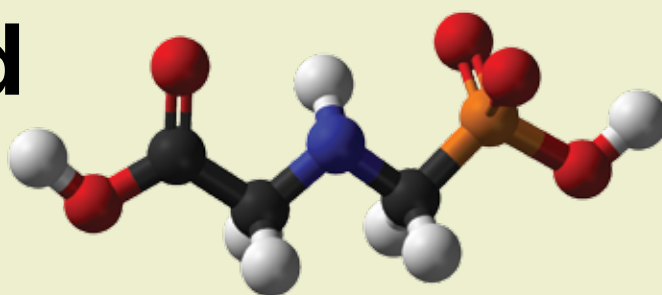
Discerning Good Glyphosate

4Farmers earlier this year completed another trial comparing various Glyphosate products and formulations.

To achieve rainfastness it concluded that all Glyphosates, including the new Roundup®Attack™, should not be subjected to rain for a minimum of four hours.

The standard 450g/l product with Huntsman Tallow amine surfactant as expected showed some of the best "brownout" of weeds.

However, initial brownout of weeds is arguably a poor measure of glyphosate performance. It is kill over a length of time that is most important.



For marginally best efficacy we recommend the mono ammonium form in 4Farmers Glyphosate 875 over all others.

What is for certain is that the quality and amount of wetter that comes in Glyphosate, or is added, is one of the most important factors.

Cheaper Glyphosates, aside from maybe reducing active

to just within its allowable tolerance of -5% of what it says on the label, are likely to have the minimum amount of a lower quality wetter like APG.

Farmers will mask the poor value of inferior Glyphosate if they are using robust rates or adding additional wetters.

In marginal conditions quality Glyphosate shows through.

Future mice plagues a less expensive problem



The 4Farmers ZnP Mouse Bait at the bait manufacturing sites are currently a mere \$2.25/kg + GST

4Farmers has been given formal registration approval by the APVMA for our Zinc Phosphide Unsterilized Bait to control mice.

The approval on July 27 means that at last farmers now have a cheap, effective mice control product.

The 4Farmers ZnP Mouse Bait at the bait manufacturing sites are currently a mere

\$2.25/kg + GST (\$2.48/kg inc GST), similar to the cost when it was sold last year under emergency permit.

This price does not include grain or packaging that either the farmer supplies or possibly purchased from the manufacturing site operator.

Even after supply of the farmer's own grain and packaging, the cost could only be around \$2.50/kg + GST

(\$2.75/kg inc GST) compared to similar available products costing around \$10/kg.

Slashing chemical prices like this by approximately 75% is what 4Farmers is about. Our biggest priority is helping farmers.

The product will be toll manufactured at nominated sites that have suitable government approval to manufacture an S7 poison.

4Farmers is interested in talking to anyone interested in establishing a manufacturing facility in their local area.

For anyone questioning the quality of our baits against similar available product, anecdotal evidence and farmer feedback has suggested the quality of the 4Farmers product is better, requiring less grain to kill mice and a seemingly quicker kill.

Continuing from page 1...

The next step in the chain is the formulation of the final product. Overseas, there are greater risks of products not being formulated to registered formulas with quality materials. Even locally, there is no guarantee a formulator won't take shortcuts.

For the user, if there are obvious problems with a chemical, even if there's the motivation and money to follow it up, there's no guarantee of being able to sue the supplier as they could be a penniless shelf company and of course it is likely to be very difficult if it is foreign.

Imported product is not the problem. Most TGAC sources are registered overseas and a large percentage of all products are formulated there, especially China.

A key issue is importers making a "quick buck" with little or no expertise or any quality control. Even worse, is the operator who knows there's a problem with the product but still deals with it.

The Ideal

Your chemicals need to start by having the TGAC sourced from a good registered

source and processed into a registered formula with quality ingredients.

Sound quality control at all stages needs to be a given.

The product needs to be solidly backed up, guaranteed to be what it says it is and able to perform how it should.

4Farmers does all of this and more. We have in house chemical expertise and a laboratory to test all chemicals that come through our doors.

Many of our products are manufactured in our own local facility.

Balance needed

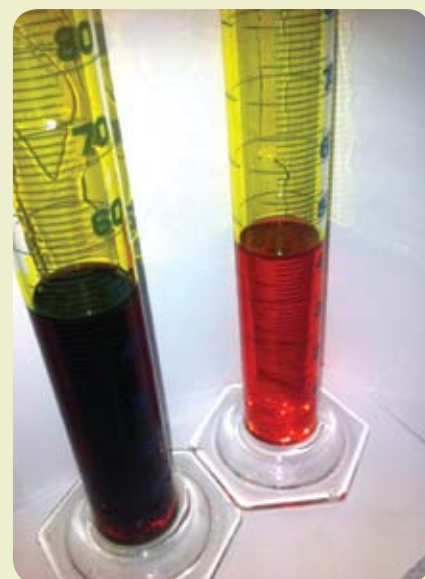
Our Australian chemical industry, compared to other places in the world, has some of the softest compliance requirements. The US system for example is a stark contrast.

As a result, Australia has a fiercely competitive market which 4Farmers welcomes. Companies like 4Farmers might have found it far more difficult to commence and operate otherwise.

Of course things are never perfect and even with the best of systems unwitting mistakes do happen. People should not be crucified for this. Nor do we need to be bogged down in red tape and bureaucracy. We would suggest better balance is needed to manage cavalier players who are potentially compromising your health and livelihood.

In the absence of better regulation there is something to be said to sticking to trusted brands that you know come from a properly resourced company.

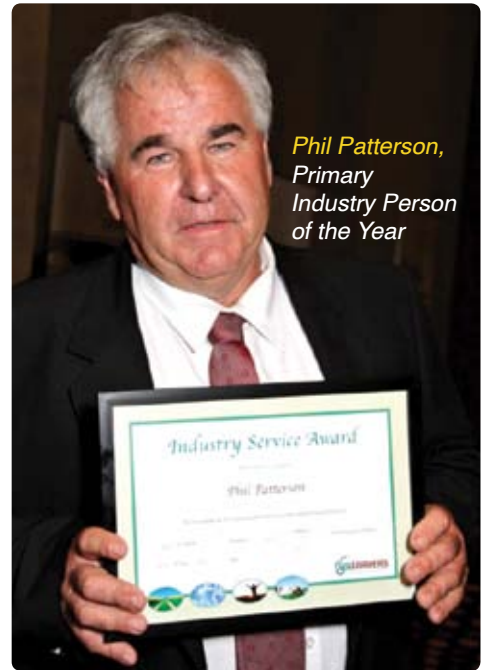
Even better, consider occasionally having a product tested, particularly if you have reason to be suspicious. That suspicion would be well founded on price. If it seems remarkably cheap for what it is, there's good reason to question it.



High quality 4Farmers Trifluralin 480 (right) made in our own local plant. Left, smelly black Trifluralin 480 with "unknown" solvent gave users blood noses and headaches highlights the risks of not being discerning of quality when buying chemical. Approximately 800,000 litres was allegedly imported.

If you have any product concern don't hesitate to contact 4Farmers in case we might be able to assist. Besides expert advice we can offer lab testing of any chemical.

From 'Mad As Hell Farmer' To Primary Industry Person of the Year



Phil Patterson,
Primary
Industry Person
of the Year

Though it hasn't been without its battles, the journey has been a satisfying one for Phil Patterson.

He has not only changed the pricing structure of farm chemicals in Australia forever but was recently awarded the "Primary Industry Person of the Year award" by the West Australian Farmers Federation.

It was back in 1994 when wheat and sheep farmer, Phil Patterson got all fired up about the exorbitant prices Australian farmers were being charged for farm chemicals by the multinational chemical giants.

He decided to see if he could take the multinationals on and discovered that he could import chemicals from overseas at a fraction of the cost and subsequently lower the price being paid by farmers.

The beginning was modest, importing just chlorosulfuron (Glean®) in 1995 and metsulfuron (Ally®) in 1996. These had been selling for

\$899 and \$1360/kg. Our price was \$425 and \$400/kg.

Since then:

- We have built our own range of farm chemicals to over 150 registrations and manufacture many ourselves in our own plant.
- We have our own laboratory and quality test all our products whether imported or produced ourselves. We don't rely on quality testing by suppliers.
- In our lab we benchmark our 4Farmers products against the best competitor products.
- We have highly qualified agronomists on staff to

support our farmer clients and work with our chemistry team doing research.

- Our products are sold through locals who carry products and can often meet your needs on the spot.
- 4Farmers are activists in the chemical industry not just reducing prices but fighting against chemical import tariffs, and exposing lies, low quality chemicals and other deceptions being sold to farmers.

It is no exaggeration to say

that without 4Farmers, farmers across Australia would be paying vastly higher prices for their chemicals than what they are today.

Though it hasn't been without its battles, the journey has been a satisfying one for Phil Patterson.

He has not only changed the pricing structure of farm chemicals in Australia forever but he was recently awarded the Primary Industry Person of the Year award by the West Australian Farmers Federation.

\$44/litre Imazapic 240 illustrates our commitment to you

4 Farmers retail price of \$44/litre inc GST for Imazapic since registration almost 2 years ago, is another illustration of how committed we are to making expensive chemicals more affordable.

Up to recently the wholesale price for Imazapic (similar to

Flame®) has been in the low \$40's/litre and the retail prices up to double that.

4Farmers has a track record of over 17 years of making huge reductions in chemical costs for farmers. Profit is often sacrificed to be true to its slogan, "4Farmers...For Farmers".



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Coming out soon.

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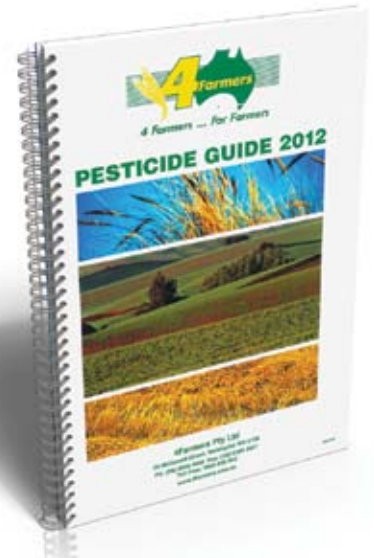
Mobile _____

Email _____

Send your information to:

70 McDowell Street, Welshpool WA 6106

or email to: admin@4farmers.com.au



Clients chose the local community group for us to sponsor



Clients who purchased in excess of \$10,000 worth of 4Farmers products were presented with discount vouchers and also given a \$50 donation claim that could be given to a local charitable organisation of their choosing.

The donation was for any local non-profit community service entity or charitable organisation that they thought was deserving of support.

Janet Repacholi presenting her 4Farmers community donation claim to Lisa Biglin, Health Services manager, Kondinin Hospital

4FARMERS CAN SUPPLY CHEMICALS TO EVERYWHERE IN AUSTRALIA.



Contact head office to find your local distributor.

If you're not near a local distributor we can send chemicals direct to you.

Head Office 1800 038 445

www.4farmers.com.au