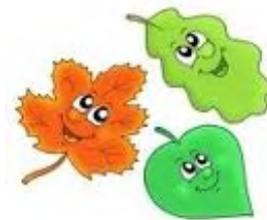


BRIAN MACE

AUTUMN

NEWS LETTER



Gibb-Gro

Rural Agricultural Supplier

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DEAR CLIENTS,



We attended the Southern Field Days at Waimumu near Gorr in February. As usual it was a top event. Very well run, great people, we thoroughly enjoyed ourselves. Thanks to you all who visited our site, good to catch up with you regular clients and meet new clients as well. Good business was done and we now have some strong leads as well.



I drove down as I had the Field Days site stuff to bring, hell it was a long trip. The trick without doubt is to take those breaks, the journey might be a bit longer but well worth it. I had no crashes this time, if you remember four years ago I went to sleep on the Desert Road on my way back home at 2am and hit one side of the road then bounced over to the other side and I survived. Very lucky I was, the grim reaper at that time could not have wanted me. It was pretty sobering driving the Coast road to CHCH, lots of work to be done there yet.

It was good to see grass down in the mainland, you had been through a tough time with the drought and the rains had finally arrived but when I was there more was sorely needed. The Gibb-Gro has been flying out the door heading to the South since then so you must have got some more of the wet.

“When is the best times to use your Gibb-Gro Brian ?”. Honestly anytime really. Gibb has been around nearly 8 years now and at first everyone followed the instructions per the label. This was Autumn and Spring applications only really. Now Gibb is a very useful tool for the farm anytime of the year. If you get Summer rains then put it on. Want a bank of grass ahead of you for Winter? Put it on. Look I have people applying my Gibb almost monthly with no ill effects, the secret is to feed the plant as well. I think I have said to you before that whether we like it or not most of us are turning a bit on the green side. Farmers used to tell me that they put on 80 to 100kg of Urea per hectare now some say meekly “we put on some Urea the other day Brian.” Some are a bit embarrassed about this. They feel better within themselves that they are spraying Gibb-Gro at 9gms per hectare at less than 6 bucks per hectare plus adding 40kg of Urea, not 40 units,



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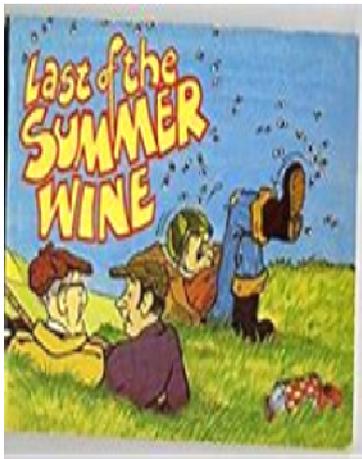
40kg, that’s a bag per hectare. The result is you are using probably half of the Urea you would use, you are saving big dollars and you have become a bit of a greenie. Hell one day you might even grow a beard and wear sandals down on that farm and mums might wear long dresses. Grow Grass folks.



I don't want you to go that far but when one weighs it all up it is good to put less N on your grass, this is the message out there now so if you are using a lot less and getting the same growth if not better then why not use Gibb and Urea together? The label says 5 to 6 times per year but that is for I am sure straight Gibb on it's own. I say again feed the plant as well and as far as I know the farms are booming. All grasses contain gibberellin, you are just adding a bit more. The grass wants to grow it just needs a bit of help. Any cow now a days should do 500 solids. If other farmers do it then you can, feed em, feed em, feed em folks.



“ So Brian how is your retirement going?” Well I would call it semi retirement. Selling Molasses and meal to farmers is now over but the Gibb is fairly constant, mind you Frances handles a lot of it. My mileage is well down, I used to average about 75k per year now it is less than 30. We have had a bach on the Thames Coast for some 7 years now, cost us 240k and spent 60k on it. Worst lookin place in the road but has the best views and with this little cul de sac containing many oldies the males gather mainly at my place for evening drinkies.



A lot of “shit talk” I tell you and when we decide to do jobs together like fix someone's water supply it is really like “The Last of the Summer Wine.” This bach is where I go often to fish and yarn and no stress there.

Keep well dear clients, ta for your business, appreciated.

Brian and Frances.

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# GIBB-GRO

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