

NEW ZEALAND GROUNDSREAD FERTILISERS' ASSOCIATION INC

ANNUAL GENERAL MEETING

Welcome: President Brent Scully, welcomed members, delegates and guests to the meeting.

Obituaries: The President asked the meeting to remember those who passed away during the past year. Joe Ramsay a past president of the Waikato branch was remembered.

Present: Brent Scully President; Dean Brooks Vice President; Simon Pedersen Vice President; John Hoskin; Lance Pedersen; Peter Callander; Don Wilkinson; Peter Sole; Gavin Palmer; Rod Campbell; Dave Geraghty; Tom Cloke; Craig Evans; Jim Wiles; Jacko; Sam Swanson; Chris King; Stephanie Laird; Rob Hammond; Russell Horrell; Fabian Kopu; Mike Horsley; Miles Smith; Devin Venema; Paul Hoyle; Dean Wallace; Nathan Callander; Trevor McDowell; John O`Fee; Donna Herrick; Nivonne Schultz; John Schultz; Keith Lindup; Ron Russo; Ron Smith; Gary Carr; Thames Proudman; Neil Henry; Stuart Barwood; John Sinclair; Keith Plaskett; Donald Houston; Paul McFall; James McCloy; Philip Smart; Scott Johnson; Diane Johnson; Megan Hammond; Ross Laurence; Dave Hist; Jake Hawkins; David Thompson; Phil Sandford; Lee Cooper; Alistair MacGregor; Kylie Stenton; Dwight Gray; James Stenton; Rodger Scott; Gordon Dobbs; Brent Hogarth; Brendon Cane; Anders Crofoot; Krysteen McElroy; Ann Thompson; Dani Konig; Peter Wood; Amanda Roden; Kevin Geddes;

Apologies : Stu Pinny, John Hickmott, Craig Swann AFSA, Krysteen McElroy AFSA, Ian Higgins, Jenny Hall, Tracy Rose, Graeme Martin, Grant Loader, Malcom Campbell, Tony Cook, Ivan Stubbs, Stephen Whitehead, Lisa Caruthers. *That the apologies be received.* Moved Stuart Barwood, seconded Peter Herrick. Carried.

Minutes of the previous meetings:

Minutes of the 60th Annual General Meeting 18 July 2016.
That the minutes of the 60th Annual General Meeting be accepted.
Moved Ross Corlett, seconded John O`Fee. Carried.

Matters Arising. Rules revision and eligibility for financial membership was a further agenda item.

Reports:

President *That the President`s Report be accepted,* Moved Brent Scully, seconded, Keith Lindup. Carried.

Executive Director. *That the Executive Director`s Report be accepted.* Moved Kevin Geddes, seconded Nathan Callander. Carried.

Financial Report: Financial Statements to 31 March 2017 *That the Financial Statements to 31 March 2017 be accepted.* Moved Daniela Konig, seconded Stuart Barwood. Carried.

2016 / 2017 Budget *That the 2017 / 2018 budget be approved.* Moved Daniela Konig, seconded Stuart Barwood. Carried.

Comment We need budget estimates compared to actual expenditure in future conference papers.

Committee Reports

Lime & Fertiliser: Grant Anderson reported: *That the Lime and Fertiliser Report be accepted.* Moved Grant Anderson, seconded Peter Callander Carried

Transport: Simon Pedersen reported: *That the Transport Report be accepted.* Moved Simon Pedersen, seconded Peter Callander. Carried

Magazine: Amanda Ryan reported: *That the Magazine Report be accepted.* Moved Amanda Ryan, seconded Ron Russo. Carried.

Promotions. Lisa Carruthers reported:

Driver training John Schultz reported. *That the Training report be accepted.* Moved John Schultz. Second Gordon Dobbs . Carried.

Spreadmark Auditor. Peter Wood. *That the Spreadmark Auditor Report be accepted.* Moved Peter Wood, seconded Carried.

Election of Officers:

* **President** Dean Brooks. Moved Grant Anderson, seconded Ross Corlett. Carried

* **Vice President[s]** Simon Pedersen. Moved John Schultz seconded Stuart Barwood. Carried

***Vice President** John Schultz. Moved Peter Herrick, seconded Stuart Barwood. Carried

* **Financial Reviewer.** Federated Farmers reviewer [KPMG]. Resolved that NZGFA write to KPMG seeking a prompt review / audit and make a recommendation to Council

Branch Reports:

Waikato

Taranaki

Central Districts

Nelson/ Marlborough

Canterbury

Otago/ Southland.

That all Branch reports be received. **Resolved**

Anders Crofoot Chair FQC reported on progress with the Farmers Spreadmark scheme, MPI review of fertiliser regulations, review of Spreadmark, and the Soil and Food project.

Don Wilkinson -Industrial Seat Belts. Roll over structures mandated by government. Need to restrain people within the vehicle structure. Supplementary belt with slow energy rollover. 24 times getting injured without restraint in safety cab.

Keynote Speaker Geordie McCallum.

General business principles. Sigmoid curve, measuring time, performance and ending of a time period. This principle applies to groundspreading businesses. Small business has same people in ownership, governance, management and operations, leading to lack of definition of roles. Depreciation of machinery must be funded. Benchmarking with similar businesses is a useful motivation for change. A business must retain profits in the business to build capital.

Mark Wynn. CEO Ballance AgriNutrients:

We must continue to innovate together and embrace regulation change. New Waipukarau store. Product quality is of key concern. Superphosphate improvement to

reduce product variation. Issues with hot product and blends. PhaSedN. [ex Summit Quinphos] granular hardness to 5kg. Water is the major political issue in NZ. Regulations will force change. MyBallance digital systems generating better data for use by farmer clients. The Overseer farm nutrient model gives farmers a licence to operate. Digital data record of all on farm detail.

Merv Solly – Golden Bay Dolomite.

Merv has two beef farms in Golden Bay and assisted Daughter and son in law into Back Track Dairies in Methven. Running the farm in two blocks, one conventional fertiliser, the other using the Kinsey Albrecht system of soil nutrition. The biological system is now leading the conventional system which lost 32 cows while the biological system lost 2 cows. N loss is 25kg on both farms despite application of 70kg on biological farm and 170 on conventional farm. Biological production 520kg/cow [NZ average 320 kg/cow]. Does Ph measure Ca in soil? US soil test base saturation, 4 cations control Ph= Mg Na, K relationships. Base saturations = taste in wine. Measurement using the Olsen test is designed for high Ph soils and understates the need for P. Bray P205 test. N use is excessive. Need humus in soil to 250mm, water holding capacity, soil carbon needed. Dig a hole and observe the worm life essential for soil health.

Peter Broos Brofil Cabin filtration systems.

Soil contamination is Holland due to reclaimed land using waste for infill. Brofil manufacture filters to allow a healthy working environment for workers breathing air from contaminated sites. Government legislate specifications and wearing of filter systems Silica dust, ammonia, more dangerous than asbestos.

Keynote Speaker. Bruce Cottrill. 7 Principles of Profit.

Nothing is predictable. Markets are unpredictable, commodity prices unpredictable. US, French and Brit elections unpredictable. Focus on things we can control in business. 1 Change; 2 leadership; 3 finance; 4 back office; 5 product sales; 6 people; 7 customers. Change threatens?" If we do not change, we will go out of business". We must become 20% better every year just to stay the same. Magazine sales reflect attractiveness of the cover. New business must be maintained - need to do better. Businesses fail from lack of purpose. Must be clear on purpose that make decisions easier. 5 Cs, Clarity. Communicate. Consistent Commitment. Care. People don't like surprises – communicate information so people can help. Always assume the message does not get through. Gen F 'want it now' Want to understand how you want to achieve your goals, give them permission and scope to engage. Currency of financial information is critical. Constantly reforecast your budget reflecting changed circumstances. Successful business depends on, "People, people, people". Get key message to people who are dealing with customer. "Consistently exceeding expectations of customer is not a cost, but a revenue stream". "It might be a minor to you but it is a major to your customer". We all must go away and do something different.

Kenneth Irons. Precision / Ballance/ Tracmap. Combined information, order fertiliser, and mapping now together. Farmers want data in one place.

Spreadmark Auditor Peter Wood, reported one significant Spreadmark Code change. Requirement now to have a "significant majority" of drivers trained. The number of Expired Spreadmark certificates has now diminished. The Spreadmark testers Workshop held on Sunday discussed the review of Spreadmark. Survey feedback being sought. Processor interest sought. Now 68 Spreadmark companies. +5 pending

That the Spreadmark report be received. Moved Peter Wood, seconded Ross Corlett Carried.

AFSA Neil Henry AFSA introduced Krysteen MacElvoy AFSA CEO. Australian P supply good. N price dropped \$100/tonne. Fertiliser market competitive. 6m tonnes fert supplied. 85% applied by farmers. Dean Brooks training workshops in Australia much appreciated.

AFSA Conference 13 – 15th September. New H& S project to be launched – on line tool. Submission to Federal government for leadership funding.

Notification of NZGFA Rule Changes. *That Conference accept the proposed Rule changes.* Moved Brent Scully, seconded Gordon Dobbs. Carried.

Business Development Dani Konig reported revised NZGFA branding logo. Developed standalone NZGFA website. Emailed to members with personalized password. *That report be accepted.* Moved Dani Konig, second Nathan Callander Carried

NZ AAA John Sinclair.

700k tonnes fertiliser spread aerially. Pattern testing little value to aerial industry. Fertiliser physical values must be part of Spreadmark. Compliance with Spreadmark does not keep fert out of waterways. A risk based requirement will give better environmental outcomes. No clients request the Spreadmark standard. Fert coy reps must be trained to understand spreading properties of fertiliser. Spreadmark Code does not address precision – needs a risk based approach and understand the ballistics of the product. Predictable outcome from known particles. Physical properties must be addressed in Fertmark giving an outcomes based approach to Spreadmark. *That the NZ Agricultural Aviation Association report be accepted.* Carried.

General Business.

Spreadmark Review – Conference responses

- 1 Should Spreadmark be reviewed. 12 YES 6 NO
- 2 Should tray spacing be returned from 0.5m to 1m? 11 YES 6 NO
- 3 Should there be a Fertmark and Spreadmark standard for the spreading ability of fertilisers? 11 YES 6 NO
- 4 Should that quality standard be related to particle size, shape and strength? 14 YES 2NO
- 5 Should all fertilisers be granulated? 10 YES 8 NO
- 6 Should Spreadmark test results be emailed to the auditor? 10 YES 8 NO
- 7 Should the Spreadmark company audit be on line and random audits be used? 9 YES 7 NO
- 8 Should the use of trained Spreadmark drivers be moved higher than 75% 6 YES 11 NO
- 9 Should FQC research the electronic weighing of trays (load cells?) 12 YES 5 NO
- 10 Should fertiliser sales reps be trained in the spreading accuracy of blends? 14 YES 4 NO
- 11 Is there anything else you want to change in the Spreadmark scheme?

Comment Spreadmark needs regular review. Spreadmark promotion should be aimed at farmer.

In committee. *The Conference move into committee.* Moved Brent Scully seconded Dean Brooks Carried.

The Conference discussed a letter from Transpread International Ltd.
That the meeting move out of Committee. Moved Brent Scully, seconded Dean Brooks.
Carried.

CVST Commercial Vehicle Safety Team. Chris Quinn. [ex CVIU] VDAM Rule changes. Note the word “must” as opposed to “shall”. A new section for specialist O/D vehicles including spreaders. Tolerances fixed to 500kg. O/D permit must know critical conditions. EB vehicles must always travel under 40km/hr and must be operated in a ‘safe condition’. Above 40km/km trailer being towed must be COF standard. Infringements begin at \$300. O/D vehicle operating in fog, needs 350m visibility. H [High Productivity Vehicles] permits are slow to be issued from NZTA. Pre vehicle inspection checks – VTNZ determine standards. Police check on roads will pick up faults. Multiple amber flashing lights on vehicles, oncoming motorists do not give way. Road cones placement 3m apart. Truck 3.05m?

Michael White Soil Mapping and Technology.

Grass is cheapest for feed followed by N, then forage crops, then grain. Biological optimum v economic optimum. Measure grass to optimize fertiliser applications. Variable rate strategies needed to optimize grass growth. Aerial application using a computer to open the aperture to spread a mapped amount of fertiliser, must be greater than 60m. Remote sensing camera takes pasture and soil samples. Hyperspectral sensing – increased capacity. Seeing strong relationships with crude protein and N P K S ME & DM.

That the meeting move into committee. Moved Brent Scully, seconded Ross Corlett.
Carried. The letter from the Northland Branch was read to the Conference.

That the meeting move out of Committee . Moved Brent Scully, seconded Keith Lindup
Carried.

Conference 2018 introduced by Peter Herrick. “Spreading it Right”. “Home safe every night”. There will be a focus on driver training and a focus on speakers. There will be a Theme Night and a visit to the Richardson Truck Museum. The Conference venue will be the Ascot Hotel Invercargill.

At the Ravensdown Art Deco Dinner on Tuesday evening, The President thanked Central Districts for an excellent Conference and declared the Conference closed.