



The May meeting of the Council of the New Zealand Groundspread Fertilisers Association was held in Board Room 1, Federated Farmers of New Zealand, Level 6, 154 Featherston Street, Wellington, on Wednesday 30<sup>th</sup> May 2018 commencing at 9-00am.

**PRESENT:** Dean Brooks President; Simon Pedersen, John Schultz; Graeme Martin, Ross Corlett; Stephen Whitehead; Dani Konig, Kevin Geddes.

**WELCOME:** President Dean Brooks welcomed everyone to the meeting.

**APOLOGIES:** Brent Scully, Lisa Carruthers. *That the apologies be accepted.* Moved John Schultz, seconded Simon Pedersen. Carried.

**MINUTES – 30 January 2018** *That the minutes be accepted.* Moved Simon Pedersen seconded Graeme Martin Carried.

Matters Arising.

- Spreadmark tray spacing. This matter to be a discussion topic for National Conference. Factors to be considered; 3 values under the line make no difference to the validity of the test; EuroAgri electronic testing proposals; international standard for 1m tray spacing.

Moved Dean Brooks, seconded John Schultz: *That Council recommends that Spreadmark move to 1 m tray spacing.* Carried.

Resolved *that a Newsletter article about tray spacing and other Conference discussion topics be circulated to members' preconference*

- NZGFA Safety Manual. WorksafeNZ Al McCone has advised the Association that WorksafeNZ does not have the resource to rewrite the NZGFA Safety manual as previously advised. They will now leave the revision to us

Resolved *The Association refer the NZGFA Safety Manual to Taranaki Associate member Marty Grafar from Worksafe Solutions Taranaki to ensure compliance with current Health and Safety legislation.*

- NZGFA Professional Development. Kevin Geddes advised arrangements have been made to run Professional Development Courses in Hamilton (Airport Motel) Palmerston North (Steeple Conference Centre) Christchurch (Vines Conference Centre) Gore (Croydon Lodge) in late June/July. The course to cover management of spreading company staff, recruitment, setting objectives, team building, employment agreements, drug and alcohol policies, company safety and well-being policies.
- Action Kevin Geddes.

#### **CORRESPONDENCE:**

- AFSA brochure aiming at non-members. Resolved *NZGFA develop a publicity brochure similar to the AFSA brochure to be part of a programme to attract new members, describing what Association stands for and what the Association has achieved for members. This brochure to be sent to all groundspread operators in NZ.*  
Action Dani Konig Kevin Geddes.  
Resolved *Graeme Martin and Dean Brooks make a presentation to Conference about new member recruitment using the newly developed Brochure as part of our approach. Carried.*
- NZ Police have written an open letter to all transport operators stating that trucks transporting Mbovis cattle from movement restricted farms do not have any immunity from being stopped by police for any alleged breaches of the law.
- Letter from Peter Callander to Waikato Branch asking for a Biosecurity session at National Conference.  
Resolved *that John Schultz (chair) and Graeme Martin lead a Conference session. Members to look after own businesses. Rural contractors / NZGFA may set up BMP? MPI information of truck cleaning. Conference discussion led by Graeme and John 1-45 to 2-15pm*
- Northland Branch of NZGFA Notice of Annual Meeting Saturday 9 June in Whangarei. Resolved *the President to attend the meeting to encourage the Branch.*
- Letter Brent Scully Past President concerning the lack of Newsletters between Groundspread magazines to members.  
Resolved *Council should hold phone conference between Council meetings to develop material for a Newsletter (with prior*

*notification to councillors) Carried. Action Kevin Geddes to respond to Brent Scully.*

Tracmap letter sent to all groundspreaders about the ownership of data collected when spreading and the TracMap management of customer data. Concern that groundspreaders stand cost of collection of data which is then captured by third parties.

*Resolved. The ownership and management of data be a Conference Discussion session at Conference (Graeme Martin to chair) and members to be notified by Newsletter prior to Conference.*

### **Conference Programme Business sessions, led by councillors.**

10-30 to 12-00pm Spreadmark issues Dean Brooks (chair) Simon Pedersen to lead a member discussion on Spreadmark issues and specifically tray spacing.

1-45 to 3-00pm. Biosecurity management of vehicles travelling between Mycoplasma Bovis affected farms. John Schultz (chair) Stephen Whitehead.

3-30pm to 5-00pm. Ownership and management of data collected on farms. Graeme Martin (chair) Ross Corlett.

3-30 to 5-00pm Graeme Martin (chair) and Ross Corlett a discussion on new member recruitment.

Stephanie Laird, Groundspreading Manager, Ravensdown Fertiliser, addressed the meeting. Ravensdown reps commit to biosecurity measures moving from farm to farm in relation to the Mbovis outbreak. Ravensdown are continually working to improve product spreading quality. [Spreaders reported issues with coated N products through build up on flights resulting in a poor spread performance] Ravensdown Seadown has a second weighbridge and other sites are having conveyer changes. The New Plymouth new plant is having issues causing delays and excessive waiting times. There are 4 weighbridges but at 6-30am there were 14 trucks waiting because mixing was causing delays. [Groundspreaders reported staff training issues and reduction in staff. The Nelson average waiting time is 50 minutes]. The efficiency of individual store managers is important.

Gavin Forrest. GM Policy Federated Farmers of New Zealand joined the meeting to discuss the Mycoplasma Bovis incursion and the management

of cross farm contamination through vehicle movement. Mbovis spores do survive freezing but rarely survive in faeces and urine. Animals when shedding are infectious. Infected milk then fed to calves transmits the infection from farm to farm. This happens particularly from cows with mastitis. Risks of transporting Mbovis on vehicles is low. It is recommended that farmers isolate the areas where farm vehicles are driven from where animals are held or when they are moved to pasture. Animals must be kept off the tanker track. Spreaders moving from paddock to paddock present a low risk of cross infection provided the spreader is clean when entering the farm. There is no record of neighbour to neighbour Mbovis infection. MPI encourages double boundary fencing. The main risk is animals shifting from farm to farm. There have been issues around the Privacy Act requirements of confidentiality. Gavin Forrest left the meeting.

Ann Thompson FQC discussed the issue of the test tray spacing. Hort NZ had expressed concern that the Gap QA schemes require an ISO standard for Spreadmark testing which currently is 0.5m. JazzNZ recognition of Spreadmark. It has been noted the US ASAE Standard does not specify a complete line of trays and does not specify size, just height, height over trays and bounce control. Ann Thompson left the meeting.

Conference 2019 Graeme Martin reported Waikato Branch has set up a good committee to run the Conference. The Wairakei Resort has been chosen and the theme is proposed to be: “Reactive Technology – your enabler” HR, back office technology. Waikato has reviewed how to run the conference programme using workshops and plenary sessions. Assign people to groups. There will be a strong programme for partners and children. Proposed dates 14, 15, 16 July 2019

**FINANCE** –Daniela Konig Draft 2017/18 Statement of Financial Performance. Noted that Branches should be invoiced for the travel costs for Councillors to attend council meetings. The Association has run a deficit of \$8732. *That the draft Annual Financial Performance be accepted.* Moved Dani Konig seconded Graeme Martin. Carried. It was noted \$15k was the forecasted business income. The Association achieved 13k.

## **Branch Reports**

**Waikato:** Graeme Martin reported the season was tough to begin with but came right with good January rains, still all good. Waikato is short of drivers. Despite the impact of low dairy payout the season has been a significant lime season. Early fertiliser went out with no N needed. Overall it has been a good solid year. Waikato Branch AGM had a good turnout. The Branch has had a guest speaker for each meeting; WorksafeNZ, fertiliser companies, Employsure seminar. There was no debate over Branch fees. 'Engagement is the metric of success'.

**Taranaki** Ross Corlett reported a good season but a hard start, now work has all but stopped. The Taranaki Branch has 9 members and the Branch is OK. The New Plymouth store has presented some problems. The season has been average tonnage wise. Mbovis is causing concern. The AGM returned the same Branch officers, but offices will rotate next year.

**Central Districts.** Simon Pedersen reported pasture growth had been good until 10 days ago. Fertiliser outages have been the biggest issue. Driver shortages are a problem. The Branch members are happy and the season is largely finished. Work conditions have been good, almost never missed a day's work. Fertiliser outages are the farmers' problem too.

**Nelson Marlborough;** Dean Brooks reported orders still on the books. The weather has been extreme with 14.5 inches of rain in 1 day. This has been a difficult season getting fertiliser on the ground. Trucks are still working now. It has been a good grass year and all tonnages are up.

**Canterbury;** John Schultz reported a good spring followed by a hot drought period, then rain promoting good grass with no major disruption to spreading. One non-member had a roll over. The Canterbury Branch AGM elected Trevor McDowell as President. The South Canterbury North Otago areas have had Mbovis to deal with. There has been a lack of information leading to mis-information about Mbovis and its management.

**Otago Southland.** Stephen Whitehead reported the bulk of the Otago Southland area had a poor growing season with dry conditions limiting grass growth and when it rained it has been too late to get good autumn growth. Trucks were parked up, then April and May became busy. Little hay and silage has been made. Now Southland is very wet, snow down on the hills and very cold. There have been 3 rollovers in the season (with no major injuries), caused by sappy grass on hard ground. Conference

arrangements are in hand with Donna Herrick secretary and Peter Herrick chairman. \$110k to run Conference, committee has \$96k plus \$10k almost there. Budgeting on 130 attending with 70 registrations. Two new members for the Branch. The Conference is situated at the Ascot Hotel, the Richardson Group Museum and Conference centre not being used.

Discussion on the use of a permanent central National Conference Assistant to manage key national sponsors. Moved Dean Brooks, seconded John Schultz: *that Dean Brooks approach Mandy Ryan to undertake this role for the Association. Carried.* It was noted that local sponsors are still to be approached by Branches.

### **Committees:**

Lime & Fertiliser: Ross Corlett. Happy with quality of fertilisers – no calls from members with issues. Problem of very dusty fine lime causing dust drift across roads and over waterways. The groundspreader is responsible so it is up to groundspreaders to manage any discharge to water. Lime is defined as a contaminant.

Training: John Schultz reported Jim Laird is providing Spreadmark driver training for the Richardson Group in the North Island, a potential bottleneck has been avoided. Reports back are positive. All unit standards are with NZQA for sign off so that a NZQA training for groundspreaders can be continued. We must thank Peter Herrick for his efforts in getting this this far. Can-Drive are working with Synlait to provide acceptable farm Spreadmark training, to fit into their 'lead with pride' scheme. This training will be at the same level as driver Spreadmark training. The most pleasing thing about this report is the extra effort both our training providers are willing to put in to further our organisation.

FQC: Dean Brooks reported FQC are working through the tray placement proposal.

Promotion & Membership: Steve Whitehead reported 2 new members in Southland.

Transport: Simon Pedersen reported a Waikato non-member approach concerning needing a LT400 to get a COF. He commented on the letter from the Police concerning the transport of Mbovis cattle.

**Promotion:** Lisa Carruthers reported there will be a preconference Press Release. There have been media releases in the Scoop News, Southern Rural Life, and Rural Contractor magazines. All media releases are posted on the NZGFA website. New Spreadmark window stickers are on the way.

**Business development:** Daniela Konig reported. We have received \$10,000 from FQC for the promotional partnership. Please note the agreement we drafted was not signed by FQC. We have developed a partnership section on our website where a FQC page has been created. We have also created a Spreadmark Testers page. Development of DL leaflets promoting Spreadmark is underway. Two versions of the leaflet will be created, one titled “Did you know I am Spreadmark Accredited?” and one titled “Is your fertiliser spreader Spreadmark Accredited?”

☐ “Did you know I am Spreadmark Accredited?” will be available for NZGFA Spreadmark Accredited members to distribute to their clients. Leaflets will be given to NZGFA members at conference.

☐ “Is your fertiliser spreader Spreadmark Accredited?” will be distributed through Federated Farmers channels, starting with inclusion in Federated Farmers new member packs.

☐ Graphic design for the leaflets will be \$300 per leaflet. Budget for website and branding development was \$10,000, total spend to date is \$7,267.48.

I have met with FMG where we discussed both organisations purposes and values. Strong alignment was found in mitigating risk and customer service. FMG’s ability to insure vehicle fleets was discussed and no issues arose. The FMG representatives believed a partnership with the association is a good fit and has now been elevated to their national office. I will update the Council with progress as it occurs.

I have reached out to a contact at Vodafone sharing the associations interest in the idea of creating a partnership. She has passed this on to their Business Development team, I am yet to hear back.

The following website pages have been updated:

☐ News – One media releases added.

☐ Groundspread Magazine – February magazine added.

☐ Conference – Additional information on this year’s conference has been added. Conference registration form and conference programme are now available for download.

☐ Meeting minutes – January council meeting minutes added.

☐ Spreadmark – Spreadmark Code of Practice has been updated. A Spreadmark Testers page has been added.

☐ Partners – A Partners section has been created and an FQC page added, this includes a link to the FQC website.

### **GENERAL BUSINESS:**

Driver shortage. Many branch areas have reported difficulty in attracting good quality people into driving positions. President Dean Brooks commented he employs someone with no experience and trains them up to his requirements. Accelerated driver training provides an exemption for drivers under 25 years old to increase their driver licence rating. The employing company must have a 4 or 5 rating to be a trainer. Action Dean Brooks to source information

Commercial Partnership with NZGFA. An approach to be made to Synlait on the rationale that Synlait farmer suppliers get access to Farmer Spreadmark at no cost to the farmers and access to NZGFA driver training, available only to NZGFA members. Resolved that an approach be made to Synlait proposing Branch membership plus a Commercial Partnership Agreement of \$5k. Action Dani Konig.

**CLOSURE: 4-30 pm**