

NEW ZEALAND GROUNDSREAD FERTILISERS' ASSOCIATION INC

ANNUAL CONFERENCE and GENERAL MEETING

The Annual General Meeting of the New Zealand Groundspread Fertilisers Association was held in the Ascot Hotel Conference Centre, Tay Street, Invercargill, on Monday 16 July 2018 commencing at 8-30am

Welcome:

The President Dean Brooks welcomed members, delegates, sponsors and guests to the meeting. He offered a welcome to Sarah Rogers from Tasmania and Emma Holdsworth from West Australia representing AFSA. The President declared the 62nd Conference in session.

Obituaries: John Bowe. Graeme Martin spoke of John Bowie's contribution to the industry

Present: Dean Brooks President, John Schultz Vice President; Graeme Martin; Ross Corlett; Stephen Whitehead; Jason Minkhorst; Dougall Pidwell; Phil Johnson; Toby Evans; Ken Thompson; Owen Humphries; Scott McKenzie; Steph Laird; Paul Hoyle; Philip Smart; James McCloy; Paul McFaul; Donald Houston; Brent Scully; Tony Valli; Grant Anderson; Donna Herrick; Peter Herrick; Merk Ross; Nigel Powell; Gavin Palmer; Rodger Scott; Howard Pedersen; Jacko Jackson; Ann Thompson; Anders Crofoot; Amanda Ryan; Dani Konig; Peter Wood; Gordon Dobbs; Ron Russo; Rob Hammond; Gary Carr; Dan Threle; Rod Campbell; Lee Cooper; Jake Hawkins; Garth McMaster; John O`Fee; Ross Corlett; Peter Callander; Dwight Gray; Kylie Stenton; James Stenton; Nick Hyslop; Trevor McDowell; Travis Churchill; Julie Churchill; Kim Riley; Gary Stubbs; Richard Stubbs; Keith Plaskett; Jim Laird; David Geraghty; Alex McLennan; Stephen Lawrie; Dean Rattray; Russell Horrell; Tony Michelle.

Apologies : Neil Henry, Craig Swann, Krysteen McElroy AFSA; Lance & Elaine Pedersen, Simon and Sue Pedersen, Bruce Robertson, Keith and Kay Lindup; Nathan Callander; Phil Sandford; David Thompson; Ron Smith; Malcolm

Campbell; Bruce Robertson; Bob Haywood; Riley O'Rourke; Tom Cloke; Brendon Kane; Robbie Hyslop, Craig Snodgrass; Tracy Rose; Ian & Jen Higgins.

Minutes of the previous meeting:

Minutes of the 61st Annual General Meeting 10 July 2017.

That the minutes of the 61th Annual General Meeting be accepted with the addition of Peter Herrick and Ross Corlett to the attendance list.

Moved Gordon Dobbs, seconded Howard Pedersen. Carried.

Matters Arising.

Nil

Reports:

President: Dean Brooks read the President's Annual Report. *That the President's Report be accepted,* Moved Dean Brooks, seconded. John Schultz. Carried.

Executive Director: Kevin Geddes summarised the Executive Directors Annual Report. *That the Executive Director's Report be accepted.* Moved Kevin Geddes, seconded Dean Brooks. Carried.

Financial Report: Financial Statements to 31 March 2018. Dani Konig **talked to the Annual Financial Performance Report and the Annual Performance Report for the NZGFA Charitable Trust.** *That the Financial Statements to 31 March be accepted.* Moved Peter Herrick, seconded Ross Corlett. Carried.

2018 / 2019 Budget: *That the 2018 / 2019 budget be approved.* Moved Dani Konig seconded Dean Brooks. Carried.

Committee Reports

Lime & Fertiliser. Ross Corlett reported: The weather had been difficult for spreaders in most areas. Fertilisers supplied were generally good spreading quality. Lime has been dusty generating H & S issues for groundspreaders. *That the Lime and Fertiliser Report be accepted.* Moved Ross Corlett, seconded Peter Callander. Carried

Training. John Schultz reported a busy and productive year of training. Thanks for the efforts of our members and the great work of trainers, Peter Herrick and Phil Johnson and Jim Laird. An increase in Spreadmark training

and H & S advancement has been noted by all providers. With H & S continually to the forefront of our businesses, regular training is better than the one off training in the past. Our training providers have Spreadmark Certification courses and training for all levels of experience and driver assessments. Following inquiries from Synlait to help provide a robust training standard to meet their 'Lead with Pride' supplier audit process, Phil Johnson developed an Agricultural Vehicle Spreader Operator training course. This course is as comprehensive as NZGFA driver courses and will be presented to NZGFA for ratification on completion. This is an exciting development as Synlait a food processor did not want to see Spreadmark standards watered down. Peter Herrick has spent a huge effort to reignite the NZGFA National Qualification with MITO. This is currently not proceeding as well as hoped, but eventually will succeed.

That the Training Report be accepted. Moved John Schultz, seconded. Peter Callander. Carried.

Transport. Simon Pedersen: Apology

Dean Brooks commented on the Driver License Exemption for classes 3 and 4. Constraints are the applicant may only work 8 hours per day and the owner cannot train a driver until he gets a trailer license. Information to be put out to members in Newsletter. Members should begin to use exemption as there is an ongoing need to attract younger drivers into the industry.

Magazine: Amanda Ryan reported: *That the Magazine Report be accepted.* Moved Amanda Ryan, seconded Gordon Dobbs. Carried. Discussion the magazine needs articles about companies. Gordon Dobbs first to offer.

Promotions. Lisa Carruthers reported:

Spreadmark Auditor. Peter Wood reported 60 companies in the scheme, 4 awaiting audit. No material changes Audits continuing. Improvements in truck certification. Audit reminder sent 6 months ahead giving a incentive to keep compliant. There are 19 Spreadmark testers. Taranaki is without a resident tester. Testers workshop was held on Sunday. Issues; Spreadmark used as a marketing tool; Mbovis changed the face of NZ agriculture, how to manage? Demise of sale yards, grazing off farm and Fert spreader hygiene standards? – vector animal to animal. Not excreted in faeces – spreaders do face hygiene issues.

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

Fertiliser Quality Council. Anders Crofoot reported the Soil Food Society project has been well received but needs ongoing input to maintain the project impetus. It has been move to YFC for ongoing input. Farmer Spreadmark training on line low uptake. Synlait is the beginning of processor interest. Fertmark applies to manufacturers and imported fertilisers who register. There is a risk of contaminants which affects all farmers. Review of Spreadmark ongoing. Reasons for QA systems may be expensive and frustrating. On farm Biosecurity issues need to be addressed - lifestylers possible risk? Fertmark role for H & S issues lime grinding – fineness?

That the Fertiliser Quality Council Report be accepted. Moved John Schultz seconded Dean Brooks Carried.

NZGFA Business Development Report. Dani Konig reported. *That the NZGFA Business Development Report be accepted.* Moved Peter Herrick, seconded Gavin Palmer. Carried.

Branch Reports:

Waikato Graeme Martin

Taranaki Ross Corlett

Central Districts Howard Pedersen

Nelson/ Marlborough Dean Brooks

Canterbury **Trevor McDowell** noted the Canterbury Branch Driver Training Day attracted 52 trainees

Otago/ Southland. Grant Anderson

Northland Branch report.

That all Branch reports be received. Moved Peter Callander, seconded. Grant Anderson Carried

Election of Officers:

* **President:**Dean Brooks. Moved John Schultz, seconded Graeme Martin Carried

* **Vice President[s]** John Schultz. Moved Trevor McDowell second Rob Hammond. Carried

***Vice President.** Graeme Martin, Moved Rob Hammond, seconded Gordon Dobbs. Carried

*** Financial Reviewer.** Federated Farmers reviewer [KPMG]. Moved Peter Callander seconded Donna Herrick. Carried.

The President notified that the business of the AGM had been completed.

Business Sessions.

Spreadmark issues Dean Brooks (chair) and Russell Horrell led a member discussion on Spreadmark issues and specifically tray spacing for Spreadmart pattern testing. Russell Horrell gained 0.9m bout width with 0.5m tray spacing as opposed to 1.0m tray spacing. Arable and horticultural crops like onions, potatoes (50t Ha) there can be great loss from uneven fertiliser placement. Mid Canterbury cropping farmers demanding of fertiliser spreading accuracy. Bredal and Amazone accept 1m tray spacing.

Options ISO or ASAE for an international QA scheme. ISO standard 5690. Tray spacings stated and height of tray inserts. Containers placed side by side parallel width. Half hopper not exceeding 2tonnes. 2 runs. Resolved the majority in favour of 1m tray spacing. Further resolved as there may be Global Gap standards implications, this matter be referred to FQC.

Biosecurity management of vehicles travelling between Mycoplasma Bovis affected farms. John Schultz (chair) Stephen Whitehead.

Guidelines for members? Biosecurity breaches affecting farmers have been frequent. Velvet Leaf areas were notified. Corporate farms have developed policies to protect their biosecurity with farm border protection. Trucks washed to prevent the spread of noxious weeds from farm to farm. Mbovis has brought on-farm biosecurity to a head for farmers. Heated meetings of farmers – customer concern, spreaders concerned for their own businesses. Spreaders in affected areas began washing and disinfection of all vehicles going on farms. Apathy in non Mbovis areas. There are Privacy Act problems as MPI may not pass on information. Mainland Spreading serviced infected farms – problems with non-infected customers. Eradication policy has given clarity when farm is placed under movement control. A declared ‘dirty truck’ to remain on the infected farm. Spreading is a high visibility industry while having a very low risk, customers need to be given confidence. Variabilities

of washing facilities on farm – policy of ‘clean on clean off’. Do not drive in paddocks with stock in. All operators in Mbovis areas have hygiene / biosecurity protocols. Industry Best Practice for farm biosecurity is to disinfect equipment that comes in contact with animals. Risks to farms - if one animal has it, there is a risk to others. Transmission by buying in milk. Vehicle risk tiny compared to animal risk. Effluent risk 60 days 1% of farms that are infected. Greater chance of spreading salmonella or ecoli from effluent. What should the Association do? MPI has the eventual liability. Resolve Put Mbovis biosecurity guidelines / management information on website / GS Magazine. ‘Clean on Clean off’ charging for time to clean.

Guest Speaker Tony Laker House of Travel House of Travel of the Year. “How the hell did that happen?” Opened travel agency 18 years ago. Introduction of web based travel agencies – advice don’t do it. Objective to become the biggest travel agency in Invercargill within 2 years. Top 10 in NZ in 5 years. Now turnover \$20m per annum. Began with 6 staff, had to change point of difference, developed the Conference / Corporate Holidays/ Groups/ Escorted Tours. Work in your business not on it. Seek advice. Work out what you are best at and do it. Surround yourself with positive people. Take calculated risks. Work hard but smart. 9 to 5 only. Little things matter, buy from people who look after me. Don’t discount. Personal approach from the boss. Give \$1 scratchie. Don’t take life too seriously – live in the moment. Health, look after yourself. Act younger than your age. Focus for life. Attitude. Belief. Focus. Success is when you’ve created something you are proud of. Money is important but life is more important. Tough times Einstein “in the middle of difficulty always lies opportunity”. “Life is hard get a helmet”. Change Darwin “it is not the strongest nor fastest but the most adaptable who survive”. Leader must make everyone understand that change is possible. “Never interrupt the enemy when they are making a mistake” Napoleon.

Ownership and management of data collected on farms. Graeme Martin (chair) Ross Corlett. We need to understand the value of data and there is much confusion in the data space. There is a competitive advantage through data. Should a third party get access to data? E.g. My Ballance, Hawkeye, Farmers do not pay for valuable data – they may never value it. TracMap. Precision. Processors require reporting all derived from groundspreader’s operation. Ownership of data? Farmer benefits from collection of data – the

farmer may pay for data, then use it for processor / regulatory/ farm management reasons. Farmers want the data? NZ AAA hold records of placement of chemicals. Regulator requires data? Precision Tracking stated the access to data and information belongs to party that owns data – permissioned data access. GPS track of truck on road for RUC recording then for paddock use, the data is turned off. Only on farm use available to farmers. Cost to farmer to manage \$480 to \$840. Farmers aware of third party access. Data is worth what someone will pay. Aggregate data then sell to third party? Major issue – data collected spreaders do not really understand issues of value. \$1 to 2 / ha charge to farmer. GPS suppliers hold data.

New Member Recruitment. Graeme Martin (chair) and Ross Corlett led a discussion on new member recruitment. Taranaki area only 2 operators are not members. Ideas to attract new members? Value to members from H&S, Environmental compliance, regulatory restrictions. Website information is of value. Resolved Prepare and circulate a generic letter to all non-members.

General Business:

Acknowledgement. The President congratulated Anders Crofoot on being awarded the Federated Farmers of New Zealand “Agricultural Communicator of the Year Award” for the most outstanding agricultural communicator.

AFSA Report Emma Holdsworth West Australia addressed the meeting. AFSA is working on meeting member requirements for communication. Member Update twice per month. Promotion and marketing through Facebook to increase exposure. ‘Fertiliser News’ has a change of format. AFSA Board changes. 2018 AGM in Canberra. In February a corporate governance course was run for the Board. Fertcare and Accu Spread continue. AccuSpread on line model – made public on AFSA website. Most of Australia needs rain. Lower N prices. Grain and fodder prices increase \$+400/tonne. Ryegrass resistance issues – hay production.

Incident Reporting Nivonne Schultz discussed incidents of trucks sliding off hills reported. Learn from experience from others. H&S at national Association level? NZGFA Accident reporting system should pull together accident information to give information on any pattern of accidents. Lack of information coming from members, because of confidentiality issues. The

Association offers help and support to members – we all must learn from near misses

Conference 2019. Graeme Martin said the Waikato Branch **have booked the** Waireki Resor for the 7 to 10 July 2019. The Conference theme, "Technology your Enabler". Technology discussion but not Spreadmark discussion. Invitation to combine Conference with a holiday.

Tuesday morning

Ravensdown Presentation. Stephanie Laird. Groundspreading Manager discussed the HawkEye - smarter farming system giving better farm and environmental outcomes. Data partners to talk to each other. ARL, Cdax, Farmax, Tracmap. Farmers own their data benefits are less time in office, greater productivity and environmental compliance. Costs to export data to other providers. Hawkeye replaces SmartMaps. Farmer priorities were to simplify management. Costs, free until June 2019, then charges in keeping with service provided, costs passed on. 40% of trucks carry TracMap. Priority Ravensdown Hawkeye system first. Export of data from Ravensdown Hawkeye system. Privacy of system; farmer consent required to shift data.

Guest Speaker Health and Well-being. Dean Rattray

Dean spoke of his journey going from 220 kg to 95kg He was morbidly obese, now a normal weight. He underwent gastric sleeve surgery and now is a personal trainer. "The most important person is you". It is never too late to change. Keep hydrated. Slow down eating. Chew 20 times to give your brain time to understand your stomach. Diabetes is a big problem in NZ for over 30year olds, type 2 - can be controlled by healthy lifestyle. Sleep apnea – issues with keeping awake. "You are the most important person in the world" "Challenge your limits do not limit your challenges"

Conference adjourned for the Conference photograph then went on a tour of Bluff, covering South Port, the Bluff Maritime Museum and lunch and an address from Sandford Fisheries.

