



The meeting of the Council of the New Zealand Groundspread Fertilisers Association was held in the Miramar Golf Club adjacent to the Wellington International Airport, Wellington, Wednesday 24th October 2018 commencing at 9-00am.

PRESENT: Dean Brooks; John Schultz; Graeme Martin; Lee Cooper; Howard Pedersen; Grant Anderson; Kevin Geddes; Dani Konig; Lisa Carruthers; Nadine Parata Ballance; Stephanie Laird Ravensdown; Jim Wiles AIG; Les Janett AIG; Phil Botting TSL;

APOLOGIES: Tony Van de El (Ballance)

MINUTES – Conference Minutes (review) Council 18 July; teleconference 13 September 2018. Council resolved that the minutes be accepted.

Matters Arising.

Spreadmark Farmer Training. John Schultz reported that Phil Johnson CanDrive has completed a draft training curriculum. He said it needs work to cover needs of Spreadmark and the practical training required for farmer spreaders. Overall it needs to be more farmer orientated and should include environmental risks and safe handling of bulk bags. There is too much H&S as the farmer carries H&S risk and PCBU responsibilities. John to circulate to Council for further comment. The funding of the training will be that Phil Johnson will charge his commercial rate for the training and NZGFA should receive a royalty percentage added to the charge.

Action John Schultz – circulate draft anual to Council

AFSA Conference. Dean Brooks reported it was a standard AFSA conference. Kylie Schultz will write a conference report. The AFSA Conference is worth attending for the networking. The

AFSA conference covers fertiliser supply as well as spreading. A guide for younger members attending should be developed. NZGFA didn't attend the AFSA board meeting this year. Action Kylie Schultz – write report for Groundspread Magazine.

Membership. Graeme Martin reported 10 prospective new new members have been invited to the Waikato Branch Christmas function.

Action. Councilors invite prospective new members to Branch Christmas functions.

Spreadmark Code. Biosecurity section. Dean Brooks commented FQC want to include a biosecurity section as a JAS NZ requirement in the Spreadmark Code. NZGFA should resist biosecurity regulations as Spreadmark is about the application of nutrients and biosecurity is not needed in the Spreadmark Code.

Action. Dean Brooks to take to FQC.

NZGFA Strategic Plan. A new strategic direction for NZGFGA is needed to develop expectations for a new EO/ ED. NZGFA should take a special day to determine its strategic direction. A Facilitator experienced in 'not for profit' organisations to be engaged to run a facilitated session at the next NZGFA meeting 30 January 2019. Branch meetings in November and December should discuss NZGFA strategic direction prior to the Council's 30 January meeting. Proposed to invite representation from the two fertiliser cooperatives. Branch donations could cover some of the costs of the facilitator.

Resolved NZGFA continue the servicing and financial management contract for service with FFNZ. Kevin Geddes to continue as ED until a new strategic direction has been finalised and a new ED appointed, 3 month notice to be given. Carried.

Action Kevin Geddes to arrange a meeting place and a Conference call to finalise details of the facilitated strategic planning session. Graeme Martin to recommend a facilitator. Dani Konig to discuss temporary arrangements with FFNZ. All Councilors to discuss Strategic Direction for NZGFA at next Branch meetings.

Nadine Parata Ballance AgriNutrients addressed the meeting. Ballance are willing to support NZGFA Professional Development again in 2019. Last year's topics, 'employee recruitment and drug and alcohol management' worked well. For the 2019 courses, propose 'owner and staff wellness - look after teams

during pressure times and develop the next management tier'. Ballance are keen to make this investment into the industry and will also make an investment into NZGFA Conference. Ballance's objective is to create better alliances within the supply chain. Store capacities will be measured to ensure product is available where it is needed. The invitation to groundspreader to pre season meetings will be continued in 2019. Dealing with questions Nadine said Pasture Zeal was not available in South Island due to breakdown of particles in the product. Ballance is spread testing mixes to understand spreading characteristics. The relevance of spread pattern testing when mixes used are untested was raised. Particle strength is important.

Action. Professional Development Courses with emphasis on 'team and self management in stressful times', to be run in June / July 2019 with Ballance input. Nadine Parata left the meeting.

Jim Wiles and Les Janett, AIG discussed Fleet Management using the Torque Data storage system. This is a Cloud based system that manages the company profile. It can contain a Staff register, Training Reports. Access to the data is granted to various levels to log in. There are 'Drop down' menus. The system was built in Australia for Lumley and NZI clients. Full details of individual vehicles including total history can be carried in the system. NZTA require vehicle history records for provision to Serious Crash Unit following an accident. It can manage a parts replacement policy; maintenance schedules; Staff records including discipline issues. It gives management full details of all staff members including accident record, link to performance reviews, expired licences, and psychometric evaluations. Data on expenditure, fuel consumption, R & M. the claim history relates to Lumley claims system. Accident report details including hours on duty. Photos and invoices can be attached. Statistically most crashes occur on first 3 hours of duty. 83% of insurance claims come from low speed incidents. Fatigue is an issue within the transport industry. Question can records give the opportunity to identify crash cause then match training to prevent further incidents? Answer yes, there is a tool to capture incidents then to assist prevention of similar incidents. Jim Wiles and Les Jannet left the meeting.

FINANCE – Daniela Konig reported [attached] *The the Finance report be accepted*. Moved Dani Konig seconded Graeme Martin. Carried.

Business Decvelopment. Dani Konig reported. *That the Business Development Report be accepted*. Moved Dani Konig, seconded John Schultz. Carried.

Stephanie Laird Ravensdown addressed the meeting. Ravensdown sales of superphosphate are 14% up, partially seasonal and partly related to improved lamb prices and the wellbeing of the sheep and beef sector. The Hornby plant fire in Christchurch was well managed. Hornby dispatch is now back to normal following the fire. Communication with local transport. FlexiN availability – mixing with super causing serious spreader build up. Ravensdown need a heads up for large mixed loads. Stores do not have a large mixing capacity, usually only one blender. Ravensdown are working with shareholders to get more product sold / spread on shoulders of season [NProtect =Agrotain] Conference sponsorship has been in the past a dinner. New sponsorship will be the bronze option, provide merchandise and a Young Achievers Award and prize [day trip]. Ravensdown want to promote young people into the industry and look to Branches to put forward eligible entrants. Issues with Pot sulphate have occurred this season. Stephanie Laird left the meeting.

Resolved *That at the Conference formal dinner 4 Awards will be given. Young Achiever, Innovation, Health and Safety and the President's Award. Lisa Carruthers to assist Graeme Martin with Award criteria. Branches to be circulated with information about the Awards in time for November / December meetings. Carried.*

Action. Graeme Martin to circulate the detail of the awards to Council. Lisa Carruthers to assist with the writing of award criteria. The details of the awards to be circulated to all Branches when prepared.

FQC Ann Thompson reported that FQC believe that the JASNZ biosecurity requirements should be included in the Spreadmark Code. NZGFA view is that this is unnecessary. JASNZ audit New Zealand QA schemes. This matter to be further discussed at FQC. The Soil Food and Society Project began 3 years ago, has been handed on and now will be run by YFC. The project provides information to primary schools about the linkage between nutrients in food provided by fertilisers. Ann offered the thanks of FQC to Kevin Geddes on his retirement from NZGFA.

CORRESPONDENCE.

Letter from Kevin Geddes retiring from the position of Executive Director of NZGFA after 18 years service.

REPORTS

2018 Conference report. Grant Anderson said Otago Southland Branch had received good support from sponsors. The venues and the programme were well received. The personalised Thank you card to all attendees had been appreciated.

Branches.

Waikato: Branch function, invitation to 10 non members to encourage membership of the Association.

Taranaki: Branch function. 22nd. Good season.

Nelson: Busy season. Product shortages. Waiting times. Complex mixes waiting time is an increasing problem.

Canterbury: Fantastic growing season. Wait times are growing. Investment by companies is being made but the complexities of crop mixes are growing. Restriction to fertiliser spreading efficiency is the fertiliser stores network.

Otago / Southland: Different season to the rest of New Zealand. Good reports from Conference.

COMMITTEES:

Lime & Fertiliser: Grant Anderson. North Island supply issues.

Training: John Schultz.

FQC: Dean Brooks.

Promotion & Membership: Graeme Martin. 5 November articles due. 10 new members recruited for Waikato

Magazine: Mandy Ryan. Groundspread Magazine to be on website when published. Member profile Gordon Dobbs

Transport: Howard Pedersen. Talk to Simon Pedersen.

Promotion Lisa Carruthers. New email address – missed emails. Biosecurity guidelines. Courier article, FQC social media. Advertising Fertmark Spreadmark advts for membership. Business management / website management could be undertaken by Lisa? Lisa.looppr@gmail.com 021 1220364. Spreadmarl logo to all Branches.

Business development Daniela Konig.

Health & Safety.

Grant Anderson, Graeme Martin. H&S Aps

GENERAL BUSINESS:

Conference 2019 – Graeme Martin reported the venue and arrangements are in place. The President`s Cup to be presented at the Gala Dinner. Interest from sponsors is strong and the website is up and running for Conference information. Proposed Business session on incident reviews.

NZGFA Accident register. Grant Anderson raised this issue as it was a Conference recommendation that NZGFA improve the accident reporting system currently in use. The Lumley Torque Data programme was a complex option. The Spotlight Ap gives an easy to use downloadable programme that can be carried on a smart phone. Phil Botting TSL H&S manager will email the information to everyone. The Spotlight programme is free up to to 100 users. Register accident-incident on Spotlight. Accounts linked. Add to incident. Let team see. Members join then NZGFA register and share information. Better than the paper based present system.

Action. Phil Botting to circulate Spotlight information to Councillors.

NZGFA Driver Training Manual. Kevin Geddes reported Rob Thompson from Safety Business Systems Taranaki had submitted a draft revised Driver Training Manual. The Council went through the revised document and the document with further additions will be submitted to Worksafe NZ for their endorsement.

Action. Kevin Geddes to write in the proposed changes and submit to Rob Thompson for final printing. Councillors to send any further changes to Kevin Geddes for inclusion in the revised Driver Trainer Manual.

CLOSURE: 4-30pm