

Minutes of Council of the New Zealand Groundspread Fertilisers Association Meeting held via Zoom on 28th May 2020

Present: John Schultz, Bill Hilliam, Lee Cooper, Graeme Martin, Grant Anderson, Howard Pedersen, James McCloy, Melanie Dingle, Lisa Carruthers.

Apologies: Dean Brookes

1. Welcome

Welcome to inaugural Zoom meeting

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Minutes of the previous meeting on 27th November 2019 were accepted on the proviso that “Ballance” replaced “Weallans” in matters arising (HSNO regulations application to fertilisers).

Action: MD to update minutes from 27th November to reflect change.

Moved - Grant Anderson, seconded – Lee Cooper /Carried

Matters Arising

Lee Cooper mentioned there is ongoing discussion around the interpretation of the Dangerous Good issue.

Grant Anderson noted that Peter Herrick had indicated he had not received the notification for the requirements for updated training. This had been emailed on 11th March.

Action: MD to follow up Peter Herrick had received the email.

2. AGM

Due to Covid-19 the annual conference has been cancelled – this has implications on AGM. With the uncertainty of travel restrictions and alert levels going forward it is difficult to plan a face to face meeting. After some discussion around how to ensure the AGM could be held this year it was decided the AGM would be held via Zoom on 31st July from 3pm until 5pm. Branch Chairman would be present and represent Branch members via proxy votes. To ensure NZGFA members were able to be informed about the content and format of the National AGM, Branches were to be provided with information and a timeline of how the AGM was to be run and what they needed to include during the Branch AGM. AGM papers including proxy forms will be provided to all members prior to the AGM.

Action: MD to provide information and timelines to Branches

3. Conference and Awards

Confirmation that the 2020 conference has been cancelled and tentatively re-scheduled for 11 – 13th July 2021. Understanding that there are some costs associated with conference cancellation – this cost will be included in the overall profit/loss of conference by the Christchurch Branch. Decision that an annual report would be developed and emailed to all members prior to the Branch AGM's. Awards will continue this year and there was some discussion around how awards may be presented to get value for sponsors and recognition of the award recipients.

Action: MD and LC to put together an annual report.

4. Covid Review

Consensus that information provided to NZGFA members had been timely, accurate and useful and lifted NZGFA profile.

5. Proposal from Central Districts

Discussion was had around a proposal that had been received from the Central Districts Branch requesting NZGFA National consider lobbying Fertilizer and Lime Companies to introduce a reward scheme for the spreading companies using their products. It was noted that groundspreaders 'sell' a lot of fertiliser on behalf of the fertilisers companies so this proposal should be considered. After an in-depth discussion the proposal was not supported for the following reasons

- management of scheme such as this will be involved and expensive,
- in some instances (e.g. limeworks) groundspreaders are given preferential pricing when purchasing product and on-selling – a type of incentive already,
- many businesses will not want to be exposed to the costs involved in having to pay for the fertiliser and 'on-sell',
- there was some concern about the liability taken on by ground-spreaders as they may be seen to be acting in an 'advisory' capacity to customers i.e. determining what to apply,
- currently Ballance and Ravensdown are supportive of NZGFA via things such as sponsorship, advertising, providing assistance in relation to technical matters. Asking for additional financial commitment may mean they withdraw sponsorship and support provided to the wider organisation,
- Ballance and Ravensdown are co-operatives owned by farmers - asking for a reward/rebate system could be considered 'double-dipping' i.e. farmers pay spreaders for application then spreaders are given a reward via the reward system. In addition, farmers will currently be receiving a reward/rebate so there will not be 2 rewards/rebates applied to the same product.

Action: MD to formally notify the Central Districts Branch of the outcome of the discussion.

6. SpreadMark “Business Plan Development”

It was agreed that a broad plan needs to be put together looking at how SpreadMark can be developed, promoted and used for further benefit of the industry. It was decided that the group to review SpreadMark would consist of Howard Pedersen, Graeme Martin, Melanie Dingle with Peter Wood to be invited. **Action: MD to progress the review and plan.**

7. Funding Application Ideas

Looking to leverage off some of the funding that is available for research. The idea is that the research should be of a collaborative nature involving as much of the supply chain as distribution chain as possible. Part of this process would be to review what projects are currently being undertaken by Ballance, Ravensdown and Scott Post from Lincoln AgriTech.

Action: National Council members to take the concept back to branches and ask for ideas from members as to where they would see value in research being undertaken. MD to contact those organisations currently undertaking research and see what research is currently being carried out.

8. Remote Training – CanDrive

CanDrive has contacted Synlait to see what training is required. It was noted that training links into SpreadMark review and plan. CanDrive is looking to run remote SpreadMark training remotely.

Action: HP to follow up indicative costs of courses that are being run remotely.

9. Committee Reports

Lime & Fertiliser & FQC: FQC has not met. There are some lime issues being looking at by a working group developed by the Waikato Branch.

Training: Covered in 8 above.

Transport: Looking for a catch up between Ballance, Ravensdown and Lee to discuss HSNO and Dangerous Goods.

Magazine: Have broadened content and garnered further opinion. Last issue within budget. Branch profiles to continue until all branches covered.

Health & Safety: Nothing to add

10. Finance Update

Accounts have been migrated to Xero. EO now has read only access to accounts. Invoiced nearly \$93,000 membership for 20/21 financial year. Draft end of year financials available.

11. Executive Report

Briefly discussed EO report. Email addresses being updated as important for communications. Currently insurance being reviewed to ensure it is appropriate for NZGFA activities.

Meeting Closed: 11.56am