

Groundspread

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August 2018



NZGFA 62nd Annual Conference Invercargill



Northland Branch AGM – 9 June 2018

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SPREADMARK REGISTERED COMPANIES

As at 1 August 2018

Andrews Transport 1993 Ltd
Barwood Motors Ltd
Beckers Transport Ltd
Boags Contracting
Brooks Spreading Ltd
Bruce Groundspreading
Cairns Groundspreaders
Callander Groundspread
Central Transport
DT Kings Transport Ltd
EG Corlett 2006 Ltd
Ellesmere Transport Co
Fertspread Ltd
GVT Landline Ltd
Himatangi Transport
Hobbs and Banks Transport
Hogarth Spreading Ltd
Hokonui Rural Transport

Hyslop Rural Transport Ltd
Jackson Spreading
Karaka Bulkspreading Ltd
Knight and Dickey
Kui Griffin & Co Ltd
Mainland Spreading Ltd
Manawatu Mini Spreaders
McCarthy Contracting Ltd
Northern Southland
Ongarue Transport Ltd
Osflo - Spreadmark
Pedersen Spreaders
Peter Sole Transport Ltd
PG Smith Ltd
Rae Bros Ltd
R&R Spreading Ltd
Ravensdown Ltd
RE Brooks Ltd

Renwick Transport Ltd
Rose Ag Ltd
Rural Transport Ltd
Ryal Bush Transport
Scullys Transport Ltd
Sollys Contractors
Spreading Canterbury Ltd
Spreading FBT Ltd
Spreading North Canterbury
Spreading Sandford Ltd
St Andrews Transport
Stephenson Transport Ltd
Temuka Transport
Transport (Waimate) Ltd
Transport Services Southland
Wheel Spread Ltd
Wilson Bulk Transport



Spreadmark is a fertiliser placement quality assurance programme. The scheme will register spreading companies provided they have certified spreading machinery, trained operators and an appropriate quality management system which ensures that farmer/grower outcomes are

met and environmental sustainability is protected.

The Spreadmark scheme is governed by the Fertiliser Quality Council consisting of representatives from fertiliser user groups, NZGFA and fertiliser manufacturers.

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Presented at NZGFA, 62nd Conference

It is my privilege to present the Annual Report of the New Zealand Groundspread Fertilisers Association to the 62nd Annual Conference here in Invercargill. It is with great pleasure I offer a warm welcome to members, delegates, partners, guests, sponsors and friends of our Association. This is a time to catch up with old friends, to make new friendships and to consider industry issues that affect us all, while at the same time enjoying some fine Southern Hospitality.

At the outset can I say, thank you to the Otago Southland Branch of NZGFA for putting this Conference together. Can I also thank our loyal sponsors, trade display exhibitors, both indoors and outdoors. Please, delegates and guests spend some time with our trade display exhibitors and reward their loyalty with your business support.

The past spreading season has again been challenging for most of us, but in different ways to last season. There have been total weather extremes from one end of the country to another. In the Waikato the season was tough to begin with but came right with good January rains leading to an overall good season. Taranaki has had a good season after a difficult start, with work all but stopped by the end of May. In Central Districts pasture growth had been good until the end of May. Fertiliser outages have been the biggest issue for groundspreaders and the shortage of spreader drivers is an ongoing problem. The

Nelson Marlborough Branch has reported a difficult season getting fertiliser on the ground. Orders had not been able to be completed in the season but all tonnages are up. Otago Southland reported dry conditions limiting grass growth until late in the season and then limited autumn growth.

Your Council have had a busy year, working for the industry and us all. On your behalf I thank all councillors for their work at national level as well as their leadership in their local Branches. They give selflessly of their time to the tasks at hand. Thank you. In the past year there have been council meetings in Wellington in October, January, and May, along with one meeting after last year's Conference and one before this year's Conference.

The Association has run at a financial loss this year despite reducing expenditure. The principal reason being that the Conference surplus was directed to the NZGFA Charitable Trust to use for the Professional Development courses offered to members. While deficits are not good business, the Association has a satisfactory level of reserves to cushion minor losses.

The main role of this Association is to speak for groundspreaders on matters of concern. The one recurring issue of concern to all groundspreaders is the ongoing use of fertiliser mixes. As long as I have been involved in this industry, groundspreaders have been warning both their farmer clients and fertiliser manufacturers, that putting together fertilisers that have a different bulk density and then expecting them to spread evenly across a defined bout width cannot happen. Any application of nutrients greater than can be used by growing plants will be lost to the aquifer or as runoff. This is both an agronomic loss and increasingly is being shown to be an environmental issue that must be managed.

A further issue is the mixing of hygroscopic Nitrogen fertilisers with single super. Fertiliser manufacturers have spent a great deal of money producing coated products which while they may be better than a straight Urea and super mix, still cause a build-up on spinners and flights, distorting spread patterns and compromising Spreadmark standards. Even fertiliser stores have build-up issues on conveyers. Never

has the need to demonstrate that we can accurately place fertiliser on farm land been more important than now. Yet the spreading industry is still being presented with product mixes that compromise the integrity of fertiliser spreading. As an industry we must continue to advocate that fertiliser nutrients must be applied to the land a little and often, and no mixes please!

There is to be a conference workshop session on Spreadmark and specifically the issue of tray spacing. We can fiddle with the specifications of Spreadmark for as long as we like, but until we have a product to spread that performs reliably and repeatably, the potential value of Spreadmark is not being realised.

While NZGFA is a national organisation, the strength of groundspreaders lies in the Branches. Effective Branches arrange functions that involve members, be they training, developing industry knowledge or having a social time with like-minded people; effective Branches are the life blood of this organisation. In that context I want to congratulate Graeme Martin for the work he is doing in the Waikato Branch, by arranging speakers and functions that are bringing members together on a regular basis. He quoted "Engagement is the metric of success" at the last Council meeting. Likewise, Northland who have been unable to find a national councillor, Bill Hilliam as the past Branch chair called a well-attended meeting recently. Well done, the spirit of Branches is alive and well.

I want to thank Councillors and Branch chairs who have given up their time to attend meetings and look after their different portfolios and for bringing a positive attitude to the organisation. I want to thank Branch chairs and secretaries who set up meetings and functions for members. The Federated Farmers team, Kevin and Dani, thank you for your professional administration. Groundspread editor Amanda Ryan and Promotions manager Lisa Carruthers thank you for your work for the Association. Thank you councillors and members for your support and encouragement through the year.

Dean Brooks
President.

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Presented at NZGFA 62nd Conference

The Association has had another busy year, representing the national interests of members and the New Zealand fertiliser ground spreading industry. Your Council met post Conference in Napier last year, then in Wellington in October, January and May. Previously Council meetings have been aligned to FQC meetings to allow councilors to stay on to attend FQC. However, the Massey Fertiliser Workshop being extended to three days has crowded out time for an NZGFA meeting as well as staying on for FQC. Hence the rescheduling of meetings of the national Council. At all Council meetings, we have had representatives from the fertiliser manufacturers, FQC, Federated Farmers, NZ AAA, government agencies and milk processors.

The review of Spreadmark undertaken last year has given us a clear steer of priorities for groundspreaders. Top priority is tray spacing and the President has dealt with this issue in his report to Conference. The President will also lead a member workshop on the Spreadmark scheme and the impact on the integrity of the Spreadmark scheme of issues such as; fertiliser mixes, particle size and strength and spread-ability standards. How will the emerging technology of electronic weighing be utilized by Spreadmark? One thing is clear, the Spreadmark scheme is dynamic and to remain relevant it must relate to current technology and reflect international best practice to achieve auditable field testing for fertiliser spreaders.

The Association ran Professional Development courses for members in 2017 in Hamilton and Christchurch. These courses were run by Geordie McCallum (who addressed the 2017 Conference) and covered the financial analysis and technical management of groundspreading companies. Further

courses have been run in Hamilton, Palmerston North, Christchurch in June 2018 and Gore in July 2018, covering the human resource management of small business and the management of drug and alcohol in the workplace. These valuable courses are offered at no cost to members and represent an investment by this Association into our members and our members' success in their groundspreading businesses.

The NZGFA Driver Training Safety Manual was referred to WorksafeNZ to ensure compliance with the most recent legislation and case law. After some time WorksafeNZ have told us they are unable to complete this revision work themselves so the Association has referred the NZGFA Safety Manual to a professional WorksafeNZ accredited safety advisor Marty Grafar from Worksafe Solutions, Taranaki. The Association had included Coroner recommendations concerning the use of seatbelts / lap-belts to restrain drivers in spreader rollovers. Coroner recommendations have also pinpointed the need for spreading companies to develop effective 'man alone' policies to preclude the risk of drivers not being discovered for some time in the case of an incapacitating accident, together with an on farm knowledge of hazards. The Manual remains our base document for driver safety training and constant review is necessary to ensure it reflects changes in legislation and any coronial direction.

The NZGFA website has been refreshed and is now a standalone site, but has retained links to FQC and other industry websites. Members have been emailed their passwords to enable access to member only sections of the site. Groundspread magazines are placed on the public section of the website when the next edition comes out. The revised NZGFA logo is being used through all publications, the Groundspread magazine and correspondence.

Driver Spreadmark training is continuing to be a core activity for our Association. Spreadmark accredited Driver Trainers, Peter Herrick and Jim Laird are training many drivers through Branch arranged training sessions and company group training days. Philip Johnson from Can-Drive has produced an acceptable Farmer Spreadmark driver training to the higher level of competence to be compliant to the Synlait "Lead with Pride" quality assurance programme. This training is at a similar level as our Spreadmark Driver training. The Spreadmark Driver and Spreadmark Farmer driver training are currently with NZQA for sign off so that Spreadmark driver training is a recognised NZQA qualification.

The NZGFA Groundspread Magazine has been produced quarterly and

posted to all members. Back issues are also available on the NZGFA website 3 months after publication, or when the next issue becomes available. Magazine editor Amanda Ryan is always seeking information from Associations and member articles are keenly sought. The Magazine is well regarded by members and the industry alike as a source of interesting material about fertiliser spreading in New Zealand. We haven't produced as many email Member Newsletters this past year, but Council has resolved to hold a teleconference between meetings to assist in the production of interesting information for members. Full Council minutes are emailed to all members following meetings of the National Council to enable all members to be informed about national council decisions and to assist discussion at Branch meetings.

The trans-Tasman link with the Australian Fertiliser Services Association (AFSA) has been continued with both the President Dean Brooks and Sarah and Vice President John Schultz and Nivonne attending the AFSA national conference at Torquay Victoria in September (a full report was included in the minutes of the October national council meeting). This conference is pleased to welcome Sarah Rogers from Tasmania and Emma Holdsworth from West Australia representing AFSA.

The promotion of NZGFA is ongoing. Because of the value of the work this Association does for the promotion of Spreadmark, of driver training and safety training, FQC granted the Association \$10k to be used for promotion of NZGFA. New member promotional material has been produced, new windscreen Spreadmark decals have been printed and regular media releases to farming publications have been made. This new material will be used in an approach to all fertiliser groundspreading companies in New Zealand. The strength of any organisation lies in its member support.

I express appreciation to all involved in the ground spreading and wider fertiliser industry for their support and encouragement to me in my work. I particularly thank Councilors for their work for the Association and their dedication to the ground spreading industry. To Branch chairs and secretaries thank you for all you do at the 'coalface' of this organisation – without you we would not have a local presence. To you Mr. President I offer my sincere thanks for your availability and good advice at all times.

Kevin Geddes
Executive Director 18-06-2018

Northland

Hi All,

Everything seems to be alive and well in the North although the operative word is wet. Green grass all summer. A lot of hill country farmers didn't get their lime on by groundspread because of conditions. Extremely wet all winter. Helicopter boys have been extremely busy applying Nitrogen. We hope you had a great Conference in Invercargill. Unfortunately no one was able to attend from the North – a bit sad, maybe next year guys.

We understand that for the first time Ballance did not sponsor a night at our National Conference instead taking the money to the regions. We hope this works out well for everyone.

We had our AGM in Whangarei. Not too bad a turn out by the traditional reliable ones – unfortunately others couldn't because of circumstances we presume. That did not deter us from having a good afternoon and evening with robust proactive talks on Health and Safety and a Northland Branch Shirt. Cheers! Great to see our National President, Dean Brooks and his lovely wife Sarah attend. We all up here appreciate your effort and input. Thank you. Great to see Bryce Manderson from Avoca and Dean Guerin from Ballance, always there, always wanting to support in whatever manner they can. Ballance Wellsford Store is closing down, a bit sad. Hope all works out for those concerned. Watch this space...



Dean and Sarah Brooks

Go the mighty TANIWAH.
Cheers Single Spinner

Waikato



As I consider what I am going to write about the weather continues to be frustrating. Many will say that the past three months

have been the wettest that we can recall. It is winter and of course it will rain! In general, there has been a steady flow of work to keep us all occupied.

The big talking point though has been the issue of Mycoplasma Bovis and how we are going to operate around this. Whilst it has not been as significant as the South Island in terms of affected herds the issue of how we operate and support our clients is the same for everyone. Protocols have been developed and shared with clients, but the execution of the required protocol has

challenges on farm with our ability to wash trucks off before leaving jobs etc. It is not helped by some farmer apathy towards the issue.

The NZGFA conference was held in Invercargill in July. An excellent event with good relevant topics being covered – M. bovis, value of data, looking after ourselves. The Southland team did a great job with typical southern hospitality.

Activities for the next few weeks is training for drivers – Spreadmark and H&S. We have reasonable numbers who have confirmed their participation and it is always good seeing operators looking for the continuous improvement in their businesses. Other training that has been undertaken was about staff recruitment and processes which was delivered by Ballance. The second part of this training was about Drugs and Alcohol

in the workplace and how we manage that issue – this was presented by TDDA.

Waikato is responsible for organising the 2019 annual conference. This will be at the Wairakei Resort in Taupo. The dates will be 7-10 July 2019 and the theme is "Technology – your enabler". So, watch this space for details and registrations. A good chance to also plan your annual holiday in Taupo.

A bit of new gear is coming on the road as is a few new operators. It is always good to see. We are all hoping that spring will be a busy one and gets underway post calving. The past two years have been a very wet September and October period which basically compresses the season, but all operators are ready to go.

Stay safe Rodger Scott

Taranaki

Hello from the Naki



Well it would be fair to say it's been a challenging winter for operators here in Taranaki with above average rainfall through May, June and July albeit temperatures have been reasonable. Urea and Ammo orders are rolling in as the weather starts to dry the place out with operators eager to get the wheels turning.

Calving numbers are down within the region, but confidence remains positive, this has to be a sure sign of something good to come

considering the M. Bovis disease spreading itself. Looking forward, I expect fertiliser demand to increase this spring as farmers respond to lost yields from the previous year.

There has been the odd store issue around with troublesome plant issues, this is being addressed through operator feedback. Both major suppliers are predicting a bumper season, so here's hoping for minimal store delays.

A big thanks must go to the Southland branch for this year's Conference and I

must say you even put the weather on for us all and I didn't have to don my long johns!

Go Taranaki – Ranfurly shield holders!!

Happy Spreading fellow operators

Lee Cooper



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Central Districts

Hello from Central Districts

First, I'd like to thank Invercargill Branch for holding the 2018 Conference. I didn't attend, but from what I was told, it was a good few days.

We had two training days in July, one in Napier and the other in Bulls, which had a

good number of attendants. Thanks to Jim and everyone who organised this, it was well worth it.

July has been busier than normal, after a wet June. With a lot of Nitrogen going on and a bit more of PhaSedN Quick Start being used instead of Urea or Sustain. As

temperatures have been cooler farmers have taken advantage of this product.

The Orchards are starting to put more fertiliser on than previous years, which is good to see their Industry looking strong. Have a safe rest of Winter

Nelson/Marlborough

Nelson/Tasman

The Autumn season went well with good tonnages being applied, lots more hop gardens are still going in around the region, there were some ongoing issues with wait times and breakdowns at Ravensdown but we're working together to look to overcome these come springtime.

Perfect Autumn weather gave out to a couple of weeks of wet weather while trying to finish off orders, this made for some challenging driving but new tyres and a dry week or two enabled all to be completed just in time before yet another period of rain, and it's pretty much been wet on and off ever since.

Conference in Invercargill was attended by Dean and Sarah Brooks, who thought it a well-run conference with a great line up

of speakers and plenty of information to take away, and the weather in Southland was excellent. Thanks goes out to the organisers and sponsors.

Our Nelson/Marlborough Branch AGM saw the resignation of Keith Lindup from the Chairman position after 18 years! Thanks Keith for all your hard work and dedication. Ian Higgins from Marlborough has taken over this role.

Marlborough

Well the winter here this year can be summed up in one word "WET". Although there haven't been huge amounts of rain consistently, there has been enough to make ground conditions very wet and slippery, and every new event just tops it up again meaning that even on blue bird days we are unable to get out spreading.

Consequently, it has been a slow start to the spreading season this year – even in the vineyards where we would be normally full steam – we are just trickling along when ground conditions allow. Well that's enough of the weather waffle!

A few of the local firms headed down to Christchurch recently for the Professional Development Course – which was very informative – thanks NZGFA. Keith Lindup has stepped down as our Nelson/Marlborough President – thanks for all your service Keith, it was greatly appreciated. Thank you also to Ian Higgins who has stepped up into his role – we look forward to a few more meetings on this side of the hill now.

Canterbury

We have had a great winter so far with very mild and dry conditions compared to usual which has allowed a lot of lime and base fertiliser to be applied early. I understand that everyone has their trucks ready to fly when the orders really start to come in, just hope the fertiliser stores are ready to get us through quickly.

Ballance Ashburton have opened their new store with a few eats and drinks for clients. Many thanks. The store looks great but how it will work when the season gets busy will be a different story.

Currently companies around here have real

concerns with the way Ravensdown are rolling out their new fertiliser management tool HawkEye, with one of the tracking company's using a hard sell that they are the only people that can directly link to this new system. Figures quoted by them of \$8000 per truck to install, or \$500 per month to hire the required gear are crazy when we all have good systems now. Currently there are about 200 spreading trucks in Canterbury with 170 odd carrying Precision Tracking equipment. It's time Ravensdown and Precision Farming sat down and worked out their differences, so we can all get on and

do our spreading without the expense of needing new tracking gear just because they developed a new product.

All this new technology yet they still can't make consistently good spreadable super based product that is the same every time a new batch comes into the store.

By the time this is read hopefully our Crusaders will have another Super Rugby title in the bag.

Roger Bruce

Otago/Southland

Hi All from the Deep South

Thanks to everyone who attended the Conference in Invercargill, I hope you all enjoyed the few days in the South.

The comments that have been made to me have been really positive, with everyone enjoying the friendly Southern hospitality.

With entertaining speakers with great stories of their life experiences, gave everyone laughs and some things to think about in their own lives.

At conference there were a large number of trucks and trailers on display which made it a great environment for everyone to ask and

find out about the latest advancements that are available.

The business session topics of Data Ownership and Bio Security were interactive and informative, and I believe everyone got something out of these sessions. We may or may not be directly affected, but knowledge around how these are, and can impact our clients and industry and essentially our businesses is important.

The winter started off with a hiss and a roar, with a run of hard frost starting early in June, but July has had a northerly flow in the weather pattern that has dried things out and kept the grass growing. This has

also allowed some spreading to be done in areas, this is not the norm, but let's hope it keeps up.

NZGFA has run professional development courses in several areas throughout the country, these have been well supported, with 19 attending the southern course in Gore. The course was well run and gave all who attended a few more strings to their bow, especially around staff, Team building and Drugs and Alcohol in the workplace.

Congratulations to the Crusaders winning the Super Rugby title 2 years in a row.

Cheers Steve Whitehead



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NZGFA 62nd Annual Conference Invercargill

Thank you from Otago/Southland

On behalf of the Otago Southland Conference Committee I would like to extend a very big thanks to all the Sponsors, exhibitors, and delegates that attended and made it such a great event.

It was a great conference to organise and with a great committee it was sorted well.

We had some very good inspirational and motivated speakers which I hope everyone got something from.

Our thanks to the Ascot for their exemplary service and catering.

Thanks also to the National Council for their help and advice.

Once again thanks to all that attended, and we look forward to catching up next year.

Cheers,

Peter Herrick
Conference Chairman



Conference Team Otago Southland

NZGFA 62nd AGM and Conference Minutes

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 Bowe'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 61st 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.

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NZGFA 62nd AGM and Conference Minutes

Continued from page 8

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 Licence 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 licence. 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.

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 an 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 moved 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 - lifestyles 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 seconded 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.



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Business Sessions

Spreadmark issues Dean Brooks (chair) and Russell Horrell led a member discussion on Spreadmark issues and specifically tray spacing for Spreadmark 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. [Read article on pages 22-23]

Resolve Put M. bovis 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. [Read article on page 26]

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 AccuSpread 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 Wairakei Resort 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.

Russell Horrell Life Membership

Russell Horrell was presented with an NZGFA National Life Membership at Conference for his contribution to ground spreading technology over more than 30 years. Russell had significant involvement in the concept and development of Spreadmark and has been an approved spreader test since its launch. We thank him for his work and wish him all the best for the future.



NZGFA President Dean Brooks presents a Life Membership to Russell Horrell



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Conference Field Day

By Nigel Powell

Tuesday of conference was a great sunny Southland day that saw us taking a field trip even further south, to the end of the South Island, to Bluff.

Divided into two buses we each had a look through the Bluff Maritime Museum and a tour of South Port by Courtney, a quick hoon up Bluff Hill for a look and to Sterling Point Lands End sign for a few photo opportunities.

Lunch saw us park up at the Bluff Rugby Club with a spread put on by Lana and the team from Food at Clifton, followed by

a short film/presentation from Marie from Sanford Seafood on their Mussel and Salmon farming and their processing factory.

Back to town with some people going to Motorcycle Mecca and Transport World while the rest went back to get into preparation for a knees-up at the Country and Western Hoedown Dine and Dance.

A big thankyou to Big Foot, our sponsor for lunch and AJ Auto Electrical, EWL, Jim Laird Driver Training/Spread Testing for the buses.

Good times for all at Conference



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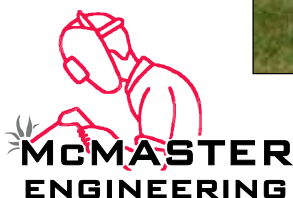
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Conference Partner's and Children's Programme Report

By Tina Powell

The Conference Partner's and children's programme was on Monday 16 July 2018 and sponsored by Loadrite.

We started off from the Ascot Park Hotel to head to the Seriously Good Chocolate Company where we got to go behind the scenes and see where and how all the yummy chocolate is made, also sampled some chocolate. Once back on the bus we had a question from the tour for the kids which got them a goodie out of our prize bag.

After each stop on our trip we asked the kids a question they would have learned the answer to and they got a prize, the kids really enjoyed this.

We sat back and enjoyed the scenic drive to Gorre to our next adventure at the Gorre Multisports complex.

At the complex we had Laser Tag and Velcro Soccer organised for everyone to have a go at. Everyone had a great time - lots of fun and laughs and there were some very competitive adults and children.

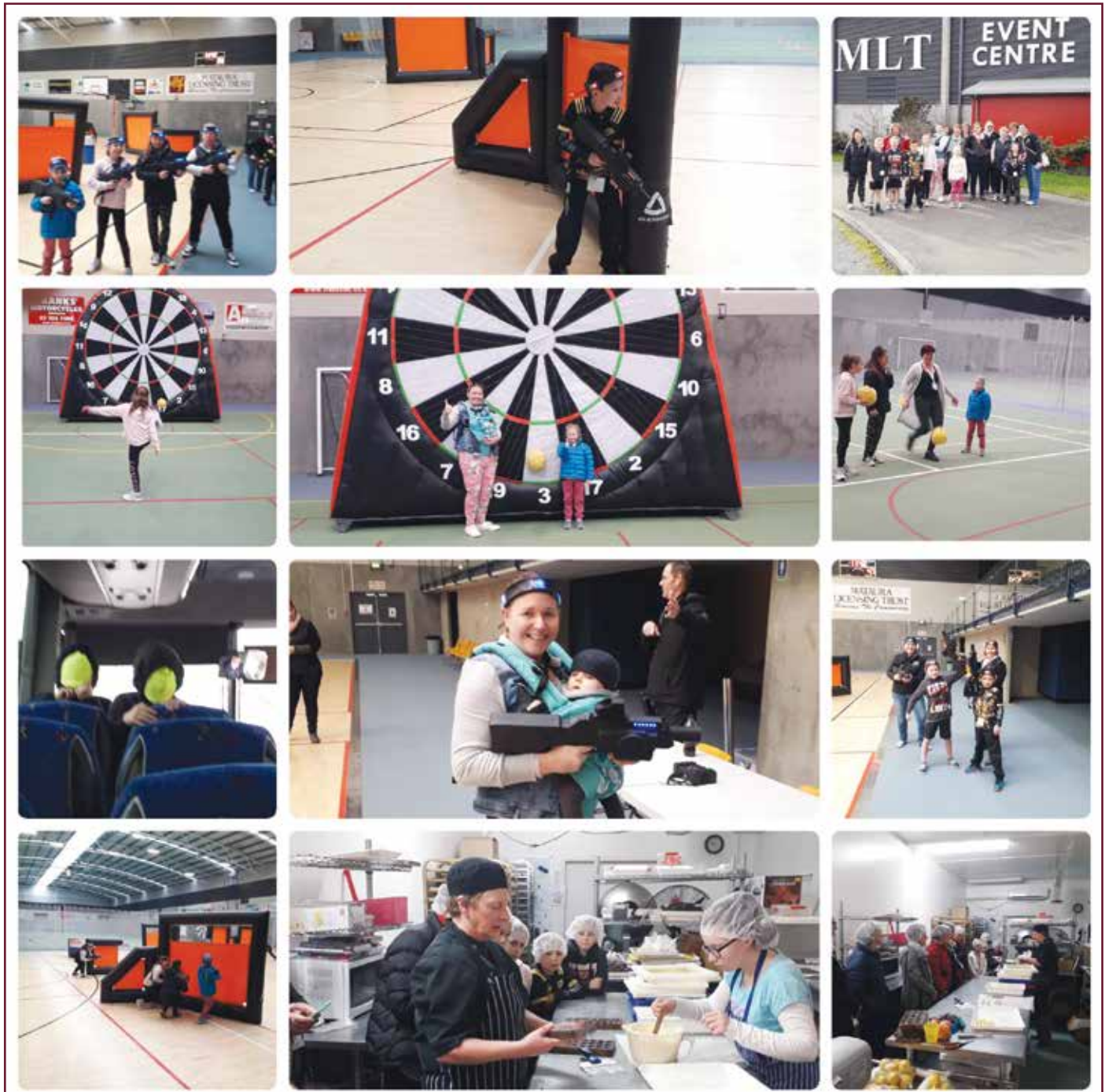
We got back on the bus and headed to The Thomas Green Restaurant for a great lunch.

Once lunch was done we got back on the bus and headed over to Winton, on the way we all played I Spy which was a big hit with everyone.

At sunny Winton we got dropped off at the top end and we all made our way down the main street on foot calling in at the many shops that Winton has, to do a bit of retail therapy.

Then headed back to Invercargill after a fun and exciting day out in the South.

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By Nadine Parata

National Distribution Manager

It was wonderful to catch up with so many of you at the recent NZ Groundspread Fertiliser's Association conference – it's always good to spend quality time, face-to-face with our spreaders and find out first hand what's working well and where the opportunities for improvement are.

I was encouraged to hear that the headway we're making on product quality is starting to have a positive impact. I've also come away with a couple of areas of concern – including the complexity of mixes and the collection and use of

spreading data – which I am keen to explore further.

In the lead up to the national conference, many of you took part in our regional Professional Development workshops, held up and down the country. Run by our Ballance People & Capability team members, Anna Paynter and Bronwyn Benson, the workshops were focused on bringing people together to share insights, tools and knowledge and to gain a shared understanding of the challenges facing the industry. We were also keen to help promote and grow sustainable leadership by sharing some of our own experiences, tools and processes.

It's been fantastic to hear your feedback on how helpful these sessions were, and to hear that many of you have taken on the challenge to change the way you work for the better. Investing in our people and leadership is one of the most important things we can do for our business and our future.

It's been a privilege for Ballance to be part of the NZGFA conference for so many years. I'm excited by the opportunity for us continue to work together to unleash the potential of our people through these workshops, and I can't wait to do it all again next year!



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And for those of you who attended a workshop with Anna and Bronwyn, here's a few questions to help you relive the experience!

- What's the smell of your place?
- Had a conversation with your team yet?
- What are you starting, stopping and continuing in your team?
- What does great look like for your next recruit?

Until next time,

Nadine

Lime and Fertiliser report from Conference

By Ross Corlett

With the season slowly drawing to a close, getting jobs finished may prove difficult with the weather being the way it is.

Taranaki has seen fertiliser quality consistently good all season and, with a lack of correspondence from other regions, I would assume that other operators are reasonably happy with the quality as well.

The exception to the above is lime. White lime from some companies seems to be dusty with a lot of fines and operators should be careful with products they are sourcing for spreading on hill country or around roads. I believe this is an area that FQC need to look at going forward and need to involve suppliers in resolving this problem.

Driver Licence Classes

We have sought clarification on a couple of queries regarding driver licence classes.

Firstly, there is a misconception that because a vehicle manufacturer rating is above 18 tonne only Class 4 licence holders can drive the vehicle. This is incorrect as a Class 2 driver can drive the vehicle regardless of rating as long as the vehicle has no more than 2 axles.

Here is the Land Transport (Driver Licensing) Rule 1999 and in particular Schedule 3- Classes of Driver licence.

Classes 2 and 2L

- (a) a rigid vehicle with a gross laden weight of more than 6 000 kg but not more than 18 000 kg
- (b) a combination vehicle (other than a combination vehicle that comes within paragraph (d) of the definition of Class 1 licence) that has a gross combined weight of more than 6 000 kg but not more than 12 000 kg
- (c) a combination vehicle (other than a combination vehicle that comes within paragraphs (d) or (f) of the definition of Class 1 licence or paragraph (b) of this definition) consisting of a rigid vehicle (with a gross laden weight of not more than 18 000 kg) towing a light trailer
- (d) a rigid vehicle with a gross laden weight of more than 18 000 kg with not more than 2 axles**
- (e) a tractor with a gross laden weight of more than 6 000 kg but not more than 18 000 kg, if driven at a speed exceeding 30 kph

Class 2

- (a) a special-type vehicle that is a forklift or runs on rollers or self-laying tracks and has a gross laden weight of more than 18 000 kg
- (b) a special-type vehicle that runs on wheels and has a gross laden weight of more than 6 000 kg but not more than 18 000 kg, if driven at a speed exceeding 30 kph
- (c) a special-type vehicle that runs on wheels and has a gross laden weight of more than 18 000 kg, if driven at a speed not exceeding 30 kph
- (d) a special-type vehicle that is an agricultural motor vehicle that runs on wheels and has a gross laden weight of more than 6 000 kg but not more than 18 000 kg, if driven (whether or not the driver holds a special-type vehicle endorsement) at a speed not exceeding 40 kph

We spoke to Director of Career Pathways, Road Transport Freight, Steve Divers to clarify the ruling.

"As long as the vehicle doesn't have more than 2 axles the Gross Laden Weight doesn't really apply unless the vehicle is actually loaded above what the Vehicle Dimensions & Mass Rule allows for, which is 6 tonne front axle if standard tyred and 8.2 tonne for a twin tyred drive axle (giving 14.2T maximum potentially) or if the vehicle has a 7.2 tonne front axle with a single large tyre and 8.2 tonne for a twin tyred drive axle (giving 15.4T maximum potentially). The term, Gross Laden Weight has the same meaning of Gross Vehicle Mass which is the greater of the VDAM weight (which you will find on you

RUC licence which may say 16 tonne or less) or the manufacturers rating (so European trucks this will be higher).

"I know that spreaders could have different tyre configurations that will denote what it can be loaded to and so long as someone has entered this information correctly on the Landata system (the NZTA system that stores all the vehicle details), Landata will create a RUC weight that is then displayed on the licence. Because it doesn't add 7.2 & 8.2 exactly it will round up to the nearest tonne. What does effect this is also the distance between the axles as this can be reduced below what you may expect. From experience I found a lot of operators changing wheel configuration but the testing station never updated the Landata system which can cause problems if stopped by the CVST."

Also, the NZTA Fact Sheet on licences shows this information (top left of page 2) on the link <https://www.nzta.govt.nz/assets/resources/factsheets/11/docs/11-driver-licence-classes.pdf>

Steve's advice is to keep a copy of the NZTA Factsheet 11 Driver Licence Classes in the cab just in case.

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Training Report

By Philip Johnson – Candrive

Firstly, I would like to thank the Otago/Southland branch for an excellent conference - it was great to catch up with many of you. As always training was one of the subjects that kept coming up, it was great to see discussions around the importance of training.

Winter is one of the best times for Spreading companies to put time into training, many companies are now organising training days in the quieter months of their calendars. This can include many things that relate to your own unique working environments, driving and driver safety are always included, investing in your employees has huge benefits to both your company and employees.

Earlier this week we attended a company training session at Spreading

Canterbury, Cath had organised a programme of two full days which included a Spreader Operator health & safety day and practical driver evaluations for all their drivers. Drivers were able to ask questions and get tips on how to get the best out of the vehicle they are driving. All day refreshments were available and dinner was also supplied at the end of the first day. Thanks Cath for including us in such a well organised event.

Congratulations to Jared Allison, Edward Laxon, and Kenny Campbell of Amuri Transport who are now Spreadmark Certified Drivers.

If you or your drivers have attended a Spreader Operator NZ theory course, PLEASE REMEMBER you need to return your workbooks to get final sign off and become a certified driver.

I am now on a couple of weeks annual leave, on my return I am heading to the Waikato again for a couple of days of Groundspread training.

Have a safe and successful spreading season – Cheers Phil

Right: Scott from Candrive and Gavin Palmer from Spreading Canterbury

Below: Spreading Canterbury Spreader Operator H&S day run by Phil from Candrive



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Doing things right



By Stephanie Laird

It was great to catch up with many of you at the ground spreading conference recently. After my trip south to Invercargill, I now have a much greater appreciation of the Bluff Port, seafood farming, and my puffer jacket.

In the past three years, we have invested over \$100 million in improving our infrastructure including new loaders, conveyors, roofing, laboratories and high precision blending machinery. All this has had a positive impact on quality, but it is also behind-the-scenes processes that help.

In a previous article, I discussed how our purchasing specifications and validation process with our international suppliers ensured we were sourcing quality materials

for direct application or manufacturing. We were also running a review of our internal storage and handling procedures, to ensure consistency across all our stores networks, to allow the best quality product to get to you.

Our stores network has made a number of improvements in our storage and handling of products. Some of the key improvements include:

- Pushing up piles regularly as good housekeeping to avoid cross-contamination
- Avoiding overfilled buckets on loading to avoid spillage
- Keeping wheels out of the product and not driving up on stacks
- Moving product locations in the store, so hygroscopic products, (e.g. urea) aren't stored next to super or nitrophoska products
- Covering CAN and nitrophoska product, to limit any dust contamination, and moisture absorption of the product

Ravensdown has also implemented a few separate operating procedures, to ensure we are environmentally responsible with our product handling. At the

ravensdown



wharf, we use covers to avoid product falling into the harbour where the grabs are moving the product from the boat to the carrier. We are utilising screens and plants to limit dust leaving our stores sites, and we are irrigating our roof and storm-water catchment onto pastures.

Outside of our stores network, it is always good to have feedback from our customers. In the 2018 Ravensdown customer survey, 82% of customers surveyed rated our fertiliser product quality as excellent or very good, with the majority telling us the quality is improving over time.

Our customer survey results show we are on the right path. However, it is always good to have feedback. Where you have feedback on product quality, please contact our Customer Centre on 0800 100 123. We are always looking at ways to improve the products and services we offer our shareholders. Having a good quality product that spreads well is a key part of that process.

Until next time.

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New Spreadmark testers keen as mustard

Travis and Julie Churchill have recently become Spreadmark registered testers and are excited about this new addition to their business.

"Travis is a mechanic and works in his family business Amberley Truck and Auto," says Julie. "We saw Spreadmark testing as a good way for Travis to add to the mechanical work he does for a lot of ground spread operators in Canterbury and a way for me to get back into work part-time."

The young couple purchased testing equipment from Russell Horrell and applied to become certified testers. Their company Spread Test NZ Ltd offers Spreadmark certification and calibration of all fertiliser spreading equipment.

The Churchills started Spread Test NZ Ltd in April and have been spreader testing in Otago, South Canterbury as well as their local region Canterbury.

"We are keen as mustard to travel anywhere in the South Island. We are really enjoying being out and about and seeing how different companies work."

Julie is very appreciative of the support she has received from everyone in the industry.

"Russell has been extremely generous in giving his time to teach us the ropes. Jim Laird, Peter Wood and Kevin Geddes have also been helpful in getting us up and running. We have had great support from local operators too."

The Churchills have been working predominantly in the weekend to fit in with farmers and spreaders workloads. They have been busy with farmer spreader testing too but definitely keen to promote Spreadmark as the industry standard.

"We went to the Invercargill Conference to meet people. It was extremely valuable, and we learned



Travis and Julie Churchill

a lot more about ground spreading businesses. We had a great time."

Julie is keen to provide a good service model to their clients; where the work is done quickly, and operators are helped to get the best calibration out of their equipment no matter how many runs it takes.

"We also provide coffee and cake to keep everyone going."

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Professional Development Workshops

NZGFA Charitable Trust has run workshops in Hamilton, Palmerston North, Christchurch and Gore over winter covering the human resource management of small business and the management of drug and alcohol in the workplace.

These valuable courses are offered at no cost to members and represent an investment by the Association into our members and our members' success in their groundspreading businesses. Anna Paynter and Bronwyn Benson from Ballance Agri-Nutrients delivered the human resource management section. Graeme Smith and local representatives from the Drug Detection Agency New Zealand informed attendees how to manage drug and alcohol issues in the workplace.

NZGFA is grateful to both Ballance and TDDA for their contribution to the Professional Development Course.



Wealleans team attending the Waikato Professional Development Workshop



Anders Crofoot, Chairman of the Fertiliser Quality Council (FQC), applauds the many unsung heroes of agriculture.



I was honoured to recently receive the Federated Farmers' award for Outstanding Contribution. While I didn't seek the limelight, it was gratifying to know that the work I have put in over the past 10 years (to help benefit the nation's farming community) has been recognised. It was also satisfying that my involvement with the FQC was taken into consideration.

This award is just one of several acknowledgements that Federated Farmers makes annually to celebrate everyday people who work selflessly within the industry - for the greater good of New Zealand agriculture. There are many who put in significant effort, not for praise or a pat on the back but because they are passionate about their job; their sector. It is passion and belief, coupled with a notion that they can help achieve a positive outcome for others, that drives individuals to invest hours of their own time into projects and causes.

Many of these people will go through their careers without any official recognition, but this won't be of importance to them. Their satisfaction is in the knowledge that they did what they needed to do to help make a difference.

We are fortunate that our rural sectors are brimming with such good folk. Agriculture in New Zealand is an industry built by 'salt of the earth' people. Farming is an honest profession and it attracts those who care passionately about what they do. The result is that farming

communities will always band together to put in the hard yards when and where it is needed.

A great example of this is the spreading industry and the good work of the New Zealand Groundspread Fertiliser Association (NZGFA). The recent conference was testament to the organisation's underlying culture of hard work, commitment and constant yearning to improve its sector and the industry. The NZGFA facilitates up-skilling on health and safety issues to ensure that drivers can accurately assess and avoid risk and so they 'come home every night'. It provides key information that will affect drivers on and off the road, and regularly invests in professional development.

Furthermore, the NZGFA's regional branches (which each require additional commitment and desk hours to keep them running), ensure the ground spreading industry is alive and well with good representation throughout the country.

It may be that much of the specific work undertaken by members of the NZGFA goes unnoticed by the larger agricultural community, but most who work across primary industry will appreciate that no organisation can exist successfully for 62 years without a committed, passionate and active team.

Congratulations to the NZGFA's executive, members and stakeholders for all the 'unsung' work that takes place - vital work which serves to maintain the organisation's credibility and, importantly, its relevance in farming today.

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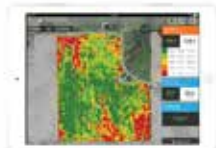

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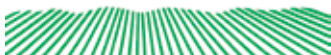
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Biosecurity for Groundspreaders

Conference address by John Schultz

We are looking for recommendations on setting National Guidelines for members on what they can use as routine biosecurity practices. Spreading is a high visibility industry while having a very low risk, customers need to be given confidence that you are looking after their business.

Biosecurity breaches affecting farmers have been frequent; Velvet Leaf areas were notified and now *Mycoplasma bovis* has brought on-farm biosecurity to a head for farmers. *M. bovis* is having a major impact on businesses and not just dairy farms – bull breeding units, and sheep & beef farms that provide dairy support are affected. There is apathy in non-*M. bovis* areas.

Corporate farms have developed policies to protect their biosecurity with farm border protection e.g. trucks washed to prevent the spread of noxious weeds from farm to farm.

There have been heated meetings of farmers in the Canterbury region – customers concerned, and spreaders concerned for their own businesses. There are Privacy Act problems in getting information that you can latch on to as MPI may not pass on information.

As a case example we [Mainland Spreading] had 4 to 6 phone calls a day asking what our operators were going to do and when we asked MPI they said it wasn't up to them to tell operators what to do. We formulated a plan to wash and disinfectant all vehicles going on and off farm. We contacted Ravensdown and Ballance store managers to find out what they were doing. It felt like we were on our own in the beginning and the biggest problem was hiding behind privacy. We had infected clients and not infected properties and we had to support them both.

Communication is the best thing – we instigated a programme where we talked to our clients and dedicated a 'dirty truck' for the affected farms and assured other clients we used wash on/wash off protocol on every farm.

Once a farm is under MPI management it is easy to handle, the problem is where it continues to operate.

Affected farms are easier to pass extra costs on to. We found the biggest problem in clean on/clean off is time spent locating hoses on farm. We provide our own spray (citric acid) and a Solo 5L backpack sprayer which will do 2 washes.

Don't drive in paddocks with stock in them.

Going forward this will all become standard procedure.

Biosecurity NZ recommended Advice

Recommended Disinfectants

1% Virkon – 50g in 5 litres water 0.2%

Citric acid – 1 teaspoon in 1 litre water

Trigene – used according to label instructions

Farmers should be using routine on-farm biosecurity practices to minimise risk to their animals. Comply with the farm's cleaning and disinfection requirements to help minimise risk.

- Don't arrive unannounced. Let the farmer know you plan to visit their farm and ask what their requirements are.
- Work with the farmer to comply with any farm biosecurity requirements.
- Clean and disinfect footwear, protective clothing, and equipment before coming on the farm and again before leaving the farm.
- Be proactive – assure farmers of your hygiene practices

Moving vehicles to other farms

It is absolutely safe for tradesmen and truck drivers to move from infected farms to other properties.

All infected farms are under strict legal controls under the Biosecurity Act. These controls include a comprehensive cleaning and disinfection protocol, which MPI provided to them. This makes sure vehicles have a very small biosecurity risk.

All vehicles are cleaned and disinfected before leaving properties. Vehicles carrying animals – for example, transporters to the meat processing premises – are disinfected on exit, going directly to the meat processor (not to other farms) and then thoroughly cleaned and disinfected at the plant on completing the job.

Vehicles leaving farms neighbouring infected properties don't need to be cleaned. MPI considers any biosecurity risk from vehicles on uninfected farms to be very small.



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Here is a sample Biosecurity Protocol for NZGFA members to use

Thank you to John Schultz and Wealleans for the preparation of the guidelines.

Note from John Schultz: You may customise this to suit your own business e.g. providing the sanitiser to help fulfil your own H&S requirements etc.

Biosecurity Protocol

We have implemented a risk prevention system based on a 'clean on, clean off' policy. This delivers the best protection and limits the risk of transferring contaminants between individual farms.

CONTACT – communication will be provided on the pending arrival of vehicles on your site. We will communicate with you to ensure we meet individual farm protocol.

CLEAN – We will ensure that when a vehicle is presented at an individual farm it is presented to a clean standard, free from farming contaminants. If additional wash down and/or sanitation protocols exist, please notify us and provide the appropriate facilities.

At the conclusion of the visit, your assistance in providing a facility that enables all farming contaminants and foreign material to be washed by high pressure hose from the vehicle is required. Please ensure these facilities meet your environmental responsibilities.

CONTAIN – Containment of all foreign material and farming contaminants on the farm is imperative. These include animal manure, soil and plant materials and fertiliser residues.

We endeavour to support our customers in the containment of contaminants to individual farms. These protocols provide a 'minimum standard' for the containment of risk associated with farming contaminants.

To be successful, farming entities have a responsibility to support this protocol as a 'minimum standard'.

It is appreciated that additional expenses will be incurred by the farming enterprise in providing the wash down facilities and sanitisation products to support this protocol.

Although our vehicles and associated equipment is maintained by our own wash facilities, the wash off of farming contaminants including animal manure, soil and plant material, and fertiliser residues **MUST BE CONTAINED WITHIN THE INDIVIDUAL FARM.**

The ability to return to base and hose down is NOT an option following this protocol.

YOU MUST PROVIDE SUITABLE WASH DOWN FACILITIES. Management of on farm wash down facilities and the disposal of contaminants resulting from their use must be managed in accordance with individual environment consents.

We accept NO responsibility for the management of on farm wash down facilities.

Conference address by Mark Bryan, Vet South

The M. bovis bacterium has no cell wall and it doesn't survive well – sun and dry kills it. It arrived in 2015 and the industry body believes eradication is the best option.

Transmission is by animal to animal contact or through feeding infected milk (waste milk) to calves. Technically it can be transmitted via equipment – vets disinfect equipment and hands.

Farms will only become infected by buying infected animals or waste milk.

95% of the risk is where the animals are from and where the waste milk fed to calves comes from. The remaining 5% risk is from equipment and vectors.

M. bovis 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.

M. bovis can live in effluent. Its life expectancy in the paddock is normally not longer than 30 days, after 60 days there is no infection.

The key is to balance client's expectations versus pragmatism and low risk. Go with the MPI recommendations and farmers standards.

In spring MPI will be bulk testing screening again of milk. In spring the animals are under stress and we can see numbers infected and then know about eradication success.

It is an aggressive bacterium. Australia has lived with it, but they have a different environment – dry and sunny.



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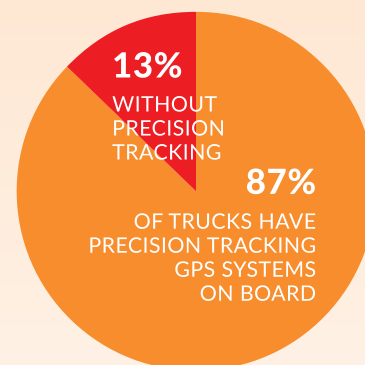
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	DRIVER LOGS	Manage drivers' log books electronically
	CAMERAS	Record what your driver sees
	REPORTS	Create customisable reports
	SERVICING	Keep on top of vehicle servicing
	ENGINE MANAGEMENT	Be aware of all engine management matters
	2-WAY MESSAGING	Send and receive messages to/from the cab
	BEHAVIOUR	Monitor driver behaviour, speed and braking
	INCIDENT REPLAY	Record and replay incidents
	JOB MANAGEMENT	Assign jobs, including across multiple drivers
	CHECKLISTS	Handle pre-start and other checklists
	ROUTING	Calculate optimum routes, allowing for traffic

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Of the 199 contractors' trucks we know of in Canterbury, 174 of them have Precision Tracking GPS systems installed. We plan to roll out our new enhanced electronic RUC service in Canterbury first, and then fan out across New Zealand from Northland to Southland from there. But if you're busting to know about this new system that ties in fertiliser and spraying orders, NPK, POA and RUC, call your Precision Tracking area manager today.

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Groundspread Industry Progress since 2014

By Kenneth Irons – Precision Tracking

At the NZ Groundspread Fertiliser Association Conference in July 2014 in Paihia, delegates were invited during one of the workshops to identify their aspirations for the industry, and to record these under two categories – whether the aspirations were about now or in the future, and whether the aspirations were about positive things or negative things.

The aspirations were written up on a large sheet of paper, and later transferred to a grid made up of two columns and two rows as below.

What Spreaders wanted at Paihia Conference 2014

	Things you have now	Things you want in the future
Positive things	1. THINGS TO KEEP <ul style="list-style-type: none"> Contractors' share of total spreading Keep NZGFA strong Spreadmark getting stronger 	4. THINGS TO ACHIEVE <ul style="list-style-type: none"> Short term <ul style="list-style-type: none"> Better returns on capital Longer lead times from farmers Better truck utilisation Long term <ul style="list-style-type: none"> Maintain control of our own industry Many more members in NZGFA Build long-term valuable companies
Negative things	2. THINGS TO REDUCE <ul style="list-style-type: none"> Waiting time at stores and ports Fertiliser mixes that wreck trucks Product shortages Costs of Spreadmark Staff turnover 	3. THINGS TO AVOID <ul style="list-style-type: none"> Running out of product H&S risks Disruptive innovation that's not ours Cost of technologies that benefit farmers Nutrient limits constraining our businesses Paying for data we can't sell Bundling others' products with ours

It's fair to say that now we are in 2018, four years on from the conference, we should be able to see what was forecast then, and compare that with what has been achieved by today.

Let's focus particularly on where change has been most profound – in technology.

Future Negatives to Avoid

Starting first with the Future Negatives – things the delegates wanted to avoid over the coming years.

Delegates wanted to ensure innovations that could affect the commercial groundspreading industry would not disrupt delegates' businesses. That one probably gets a tick for "job well done". No one has done to commercial groundspreading what Uber has done to taxis or what Netflix has done to video stores.

Three tech related points then stand out.

1. First, not wanting to invest in technologies that were paid for by spreaders but benefits went to farmers.
2. Second, not paying for data that couldn't be on-sold.
3. And third, not bundling or burying the costs of services provided by others to farmers into the cost of spreading.

Precision Tracking took notice of these wishes and furthered its commitment not to charge spreaders for Proof of Application (POA) data because it is a farmer benefit. In fact, Precision Tracking went further, and instigated a process whereby not only did it not charge spreaders for POA, it actually rebated spreaders for POA data, thus reducing the cost of other services like Road User Charge rebates, which is a service spreaders, not farmers, benefit from.

On the second point, Precision Tracking fully understood that spreaders could not be expected to provide farmers with the full range of data they needed in addition to commercial POA records. Farmers need effluent data, water use data, soil moisture and temperature data, irrigation data and much more. And furthermore, they need related data to be available not in single apps or in separate websites, but brought together so they can make decisions based on combined data.

Since farmers want all these data sources to help them run more profitable, compliant and sustainable farms, they are the beneficiaries so they can, and do, pay for it.

Third, since farmers need farm data to run better farms, spreaders should not have to bundle or bury the costs of these services in their spreading charges. For spreaders to remain competitive, only costs related to spreading should be included in the per hectare or per tonne rates. Precision Tracking supports its

contractor clients in this respect and so Precision Farming takes care of farmers' needs and farmers pay for that accordingly.

Future Positives to Achieve

Valuable progress has been made over the last four years, some more important than others.

Without doubt, a major contribution to the fertiliser industry has been made by both major co-operatives developing and launching incredibly more sophisticated and advanced technology platforms for their respective shareholders.

This focus especially (but not only) on nutrient management, compliance, and sustainability, provides their shareholder farmers with access to advanced technologies and resources that even the largest farm businesses would struggle to fund.

As we enter the 2018/19 season, spreaders will see a marked improvement in the way farmers will be able to order product and application at longer notice periods, thus enabling better fleet utilisation and planning. To support this, Precision Tracking will be rolling out a new jobs management programme that enables farmers' spreading jobs to be assigned to trucks and drivers, electronically.

Precision Tracking takes a modular or "pick n mix" approach to this, so spreaders can choose whatever GPS guidance display they prefer, including those with the very latest touch screens for ease of use and incredible clarity, including in sunlight. Job Management, GPS Proof of Application and RUC management can then be assembled in any combination that suits the needs of the spreader.

Building Enterprise Value into Spreading Businesses

Precision Tracking recognises the substantial value that gets built up over the years by spreaders taking excellent care of their farmer clients. To ensure the goodwill value of spreading companies is maximised, the new Precision Tracking system enables owners to report a wide range of business metrics, like total tonnage and total hectares over selected years or other date ranges, thereby proving business performance and increasing company goodwill.



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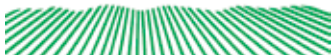
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**By Alex Sue, n3 Association Account Manager**

The New Zealand Groundspread Fertilisers' Association work hard to support and provide value to their members. NZGFA have partnered with n3 to deliver great discounts for your business. n3 is New Zealand's biggest group buying power. With over 12,000 members behind us, n3 members gain access to significant discounts for their business'. Over the last seven years, NZGFA has partnered with n3 to bring its members discounts with an array of New Zealand's top suppliers.

Over the last 12 months, NZGFA members have saved over \$95,000 which saw an average savings of 28% discount and shows significant growth in savings over the prior year. This increased level of savings shows that more NZGFA members have activated their membership with n3 and are starting to see the savings benefits.

How can NZGFA members get active and start increasing their business savings?

Below is a list of top suppliers recommended for NZGFA members, as well as their average savings.

- Mobil = up to 12c/L discounts at service stations
- Bunnings Warehouse = Average savings of 17%
- BOC Gases = Average savings of 31%

- NZ Safety Blackwoods = Average savings of 37%
- OfficeMax = Average savings of 22%

There are 3 simple ways you can access n3 discounts.

On Account: 60+ suppliers your business can choose to trade with. If you are already trading with an n3 supplier, we can check to make sure you are receiving the best pricing available to you.

Trade Card: Available at selected suppliers, receive discounts on business purchases in-store or online from some of our most popular suppliers without the need to open a trade account.

Employee Benefits: You get to enjoy great business discounts through n3 and you can also let your staff in on the act. It's a great perk, and your staff will love the discounts. We can help you get the n3 Employee Benefits programme up and running with your staff.

If you haven't activated your membership, you can get started by going to the link below.

Remember, your membership with n3 is covered by NZGFA for South Island members.

<http://assoc.n3.co.nz/NZGFA>

Or contact n3 at ask@n3.co.nz or 0508 20 30 40

Don't miss this opportunity to save your business money.

Conference Address

By Tony Laker, Laker House of Travel

Tony Laker and wife Tracy opened their travel agency in Invercargill 18 years ago. The bank, said no, two accountants said no, AirNZ advised they were closing agencies, and there were already 12 travel agents in Invercargill. But they went ahead with no money and no customers but a business plan which was a collection of quotes and goals.

Goal 1- Of the 12 travel agencies we will be the biggest in two years

Goal 2 – Within five years we will be in top 10 of travel agents for turnover in NZ.

Tony had no idea how to book a holiday, he started with 6 staff and knew they needed a point of difference over the competition so developed Conference, Corporate Holidays, Groups, Escorted Tours as well as holidays. Laker House of Travel became the biggest in South Island in two years and within five years and two weeks they achieved Goal 2 and turned over \$3.5m per annum (now turnover is \$20m per annum).

Tony's advice: work on your business not in it; be the ideas guy who brings business through the door; seek advice; surround yourself with positive people; take calculated risks; work hard but smart (make time for family and life); don't discount you don't have to; shake everybody's hand; live in the moment, don't take life so seriously. Keep healthy and act younger than your age.

Tony runs his business and life on three words: Attitude, Belief, and Focus.

Take homes:

Write down what you want to achieve daily.

Life is like poker – chuck in the cards or play it to the best of your ability.

Success is when you have created something you are proud of.

Check out Tony Laker's 14-year-old Down Syndrome son's business Flynn Sox online www.flynnssox.co.nz



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