

Groundspread

Volume 196
February 2019



NZGFA Announces New Awards Programme

Latest News and Issues
Keeping you in touch with your industry
www.nzgfa.co.nz



— NEW ZEALAND —
GROUNDSPREAD
FERTILISERS ASSOCIATION
PROMOTING BEST PRACTICE SPREADING

NZGFA Office Bearers 2018/2019

PRESIDENT Dean Brooks.

Email: d.s.brooks@xtra.co.nz Phone 03 541 9561
Mobile 027 431 4090

VICE PRESIDENT John Schultz.

Email: john@mainlandgs.co.nz Phone 03 439 5501
Mobile 027 439 9768

VICE PRESIDENT Graeme Martin.

Email: graemem@wealleans.co.nz Phone 07 888 1759
Mobile 027 293 6407

CHIEF EXECUTIVE Kevin Geddes (Retiring).

Email: kandlg@xtra.co.nz
Mobile 027 203 2327

NATIONAL COUNCIL:

Northland Vacant

Waikato Graeme Martin.

Email: graemem@wealleans.co.nz Phone 07 888 1759
Mobile 027 293 6407

Taranaki Lee Cooper. Email: lee@sandfords.co.nz

Phone 06 274 5852

Central Districts Howard Pedersen. Email: skovland@xtra.co.nz
Mobile 027 442 6766

Nelson/Marlborough Dean Brooks. Email: d.s.brooks@xtra.co.nz
Phone 03 541 9561 Mobile 027 431 4090

Canterbury John Schultz. Email: john@mainlandgs.co.nz
Phone 03 439 5501 Mobile 027 439 9768

Otago/Southland Grant Anderson. Email: grant.anderson@hwr.co.nz
Mobile 027 660 2293

GROUNDSPREAD MAGAZINE

Editor: Amanda (Mandy) Ryan. Email: amandaryan@farmside.co.nz
Ph 07 863 7528 Mobile 027 453 3425

SPREADMARK REGISTERED COMPANIES

As at 1 February 2019

Amuri Transport Ltd	Jackson Spreading	Rural Transport Ltd
Andrews Transport 1993 Ltd	Karaka Bulkspreading Ltd	Ryal Bush Transport
Barwood Motors Ltd	Knight and Dickey	Scullys Transport Ltd
Beckers Transport Ltd	Kui Griffin & Co Ltd	Sollys Contractors
Boags Contracting	Mainland Spreading Ltd	Spreading Canterbury Ltd
Brooks Spreading Ltd	Manawatu Mini Spreaders	Spreading FBT Ltd
Bruce Groundspreading	McCarthy Contracting Ltd	Spreading North Canterbury
Cairns Groundspreaders	Northern Southland	Spreading Sandford Ltd
Callander Groundspread	Ongarue Transport Ltd	St Andrews Transport
Central Transport	Pedersen Spreaders	Stubbs Groundspreading Ltd
DT Kings Transport Ltd	Peter Sole Transport Ltd	Temuka Transport
Ellesmere Transport Co	PG Smith Ltd	Transport (Waimate) Ltd
Fertspread Ltd	Rae Bros Ltd	Transport Services Southland
GVT Landline Ltd	R&R Spreading Ltd	Wheel Spread Ltd
Himatangi Transport	Ravensdown Ltd	West Otago Transport
Hogarth Spreading Ltd	RE Brooks Ltd	Wilson Bulk Transport
Hokonui Rural Transport	Renwick Transport Ltd	
Hyslop Rural Transport Ltd	Rose Ag Ltd	



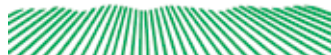
Spreadmark is a fertiliser placement quality assurance programme. The scheme will register spreading companies provided they have certified spreading machinery, trained operators and an appropriate quality management system which ensures that farmer/grower outcomes are

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.

For more information contact:

FQC Executive Director: Ann Thompson, 04 494 9191 athompson@fedfarm.org.nz



President Dean Brooks
Ph: 03 541 9561
d.s.brooks@icloud.com

The NZGFA Strategic Review is now well underway. By now all Branches will have taken the opportunity to discuss the NZGFA Strategic review at December meetings. Your Councillors will have pointed out that with the existing NZGFA Strategic Plan due for revision this year, it has been a good time to review our organisation and determine the best way forward to meet the needs of our industry and our members. Council determined to employ a professional facilitator to assist the process of the review; Dr Mike Pratt from Sustainable Enterprise.

At a meeting of the Strategic Review Group held in Wellington on the 30th January consisting of Councillors and Branch nominees, professional facilitator Mike Pratt outlined the aim for the workshop would be to co-create on one page a purpose, beliefs and strategic intent, for NZGFA. This would be based on 'Megatrends', 'Purpose', 'Intent', and the Top Ten Challenges, which we identified as:

- Environmental – sustainable practices
- Urban sprawl – uptake of productive land, impact on local sensitivities
- Legislation by regional councils – environmental constraints
- Legislative decisions from an uninformed

- position; need education/ advocacy
- Public perception that fertiliser is bad influences legislation
- Relationship with Federated Farmers – need a good relationship but may not be fully aligned on objectives; areas we can work together
- Emerging public demand for authentication, traceability, proof of placement
- Difficulty in attracting and retaining quality staff
- Every organisation needs a compelling value proposition that's attractive to members, and communicate it
- Technological changes in what constitutes nutrients and how you spread it
- Political direction towards greater environmental and resource utilisation concerns
- Climate Change as a driving force behind changing attitudes and perception
- Increasing emphasis on health and safety in the workplace.

Our 'Organisational Purpose' was identified as: "Adding value to our members' businesses". "We lead, promote and enhance nutrient placement for the greater good of New Zealand".

This will be achieved firstly by, representing all our members through deep engagement. Enhancing the credibility of our industry. Setting progressive industry standards. Presenting innovation and sustainability in everything we do. Becoming a catalyst for industry improvement through research, education and information and offering accountability through traceability and proof of placement which will enhance member business performance through technology. Our top challenge is to increase membership to 80% of spreader businesses nationally. The next 10 challenges are:

1. Measurable and improved application performance from all nutrient manufacturers.
2. Building strong relationships with relevant organisations.

3. Improve the health and safety performance and wellbeing awareness of all members.
4. Develop organisational consistent high impact advocacy messages, strategy and processes.
5. Achieve self-sufficiency of funding for NZGFA to achieve our objectives.
6. Design and implement a sustainable structure.
7. Develop systems and practice for attracting and retaining highly skilled personnel.
8. Position NZGFA at the forefront of technology.
9. Reimagine the business model, products, and brand of NZGFA.
10. Finally ensure Spreadmark is valued by the whole industry so that it is in all farm QA plans.

Our next step is to take the results of the Strategic Planning Day to all Branches. Councillors and Branch representatives who attended have the task of showing their fellow Branch members the pointers to the future made at the Strategic Planning Day and engage all members in the revisioning of NZGFA.

It is planned to use Mike Pratt again to bring the information together that you give to Councillors, to create a clear marketing and communications plan to members and industry partners, to involve everyone involved in the wider fertiliser industry before an operations and business model is developed.

On behalf of NZGFA, I thank you for becoming involved in this re-visioning of our industry representative body. At the end of this process we may come out with exactly the same organisation that we have now. The one constant in life is change. We must prepare ourselves to have a sustainable future as a Groundspread representative organisation in the ever-changing world of 'the placement of nutrients' on New Zealand land.

CONTENTS

President's Report	3	NZGFA Announces New Award		Ballance Update	12
Executive Director Report	4	Programme	8-9	CanDrive Training Report	15
Branch News	5-6	Ravensdown Investing in Women	10	Hyslop Rural Transport	16-17
Conference Update	7	FQC Update	11	Precision	18



— NEW ZEALAND —
GROUNDSPREAD
FERTILISERS ASSOCIATION

PO Box 414
163 West Street, Ashburton
Ph 03 307 8148
www.nzgfa.co.nz

Groundspread

is published by ...



Ph 0274 533 425
email: amandaryan@farmside.co.nz

Articles and photos contributed by NZGFA members and associates. The publishers cannot accept responsibility for opinions expressed by contributors and/or any inadvertent mistakes or omissions that may occur.



Executive Director: Kevin Geddes
PO Box 414 Ashburton
027 203 2327
email: kandlg@xtra.co.nz

The NZGFA Strategic Planning exercise was held in Wellington on Wednesday 30 January 2019. The President has reported fully on where this process is at, and what is required of Branches to contribute to this organisational review. While I announced my retirement from the position of Executive Director at the end of 2018, until the Strategic Review is completed, the form of the organisation agreed and a new executive officer appointed, I will continue as Executive Director. I have also retired from Federated Farmers at the 31st December 2018 so my email is now kandlg@xtra.co.nz phone 027 203 2327, postal (snail mail) address remains at P O Box 414, Ashburton 7700.

At the recent meeting of the Fertiliser Quality Council held in Wellington on the 31st of January, issue of a biosecurity protocol for the Spreadmark Code was further discussed. JAS ANZ recently conducted an audit of the Spreadmark Code and at the same time, the Spreadmark auditors QCONZ. Auditors JAS ANZ recommended that the Code needed a biosecurity protocol as part of the Code's environmental policy. NZGFA Council declined to accept this

recommendation from JAS ANZ on the grounds that Spreadmark is a quality assurance of fertiliser placement. Environmental considerations are covered in the Code, but biosecurity is a totally separate issue. The auditors accepted this point of view and withdrew their request for a biosecurity protocol for Spreadmark. The Spreadmark auditor informed the FQC Forum that the JAS ANZ audit took the form of a thorough review of the technical validity of the Spreadmark scheme and the robustness of the processes. In November 2018 the Spreadmark auditor was advised that Spreadmark now has JAS ANZ recognition (approval). This is very significant as JAS ANZ recognition is international giving Spreadmark a global recognition. The Spreadmark auditor, QCONZ now also has JAS ANZ accreditation to ISO 17065.

The Fertmark auditor informed the meeting that the European Union has made a provisional decision relating to Cadmium levels in fertilisers spread, to be 140mg Cd /kg P. The impacts of this provisional European decision are unclear to us at this stage. Clearly this decision foreshadows lower cadmium levels in all foodstuffs exported into EU countries. It is therefore significant that the New Zealand voluntary Phosphatic Fertiliser Monitoring reporting scheme has been reporting Cd levels below 140mg Cd/kg P for 20 years. The scheme allows an upper limit of 280Cd/ kg P but New Zealand fertiliser manufacturers have never recorded Cd levels anywhere near that level. We should appreciate the farsightedness of our New Zealand Fertiliser Manufacturers who initiated the cadmium monitoring scheme and passed it on to FQC to manage. We must ensure that any fertilisers imported into New Zealand do not breach current accepted Cd accepted limitations as the EU stance on cadmium will see

high cadmium phosphate rock virtually unsaleable.

The FQC Forum received a letter from the Arable Section of Federated Farmers expressing concern at the inconsistency of the spreading ability of fertilisers sold in New Zealand. Arable farmer representatives told the meeting that to achieve even fertiliser placement of superphosphate to 'tram rail' widths of 32m requires the fertiliser to have a known and consistent particle size and particle strength. General comment from the meeting was that superphosphate spreading quality has been improving in recent seasons. It is pleasing to see New Zealand fertiliser manufacturers raising the spreading quality of fertilisers through achieving a good spectrum of particle sizes together with a product that does not degenerate through transporting and shifting in stores. The fertiliser industry must understand degradation of fertiliser causes dusty fertiliser to be spread creating environmental as well as agronomic issues. It is becoming increasingly obvious that all of us must pass the 'social license' test to continue to spread fertiliser. Fertiliser must be spread accurately, dust must not drift, and we must be able to prove where the fertiliser has fallen behind the spreader truck.

I will look forward to receiving feedback from Branches about the strategic review of NZGFA. We need to receive member views on the type of organisation we need to take us into the 21st century to properly represent the views of all groundspreaders. It is hoped to bring the review group together in the middle of March to take the review to the next stage where the form of the organisation will become clearer, to make final recommendations to members.

Kevin Geddes
Executive Director (retired)



WINDUST
HYDRAULICS

07 847 6888

www.windusthydraulics.co.nz

your trusted hydraulic
solution specialists



sales@windusthydraulics.co.nz



Spread Test NZ Ltd

- Spreadmark certification
- Calibration of all fertiliser spreading equipment

P: 021 215 4361

E: admin@spreadtestnz.com

Northland

Hi All

Here in the North we are slowly underway with orders coming in and everyone trying to drum up work. Being so dry, some of the hill country farmers are managing to get lime on

and a few even putting on Fertiliser so they do not miss out like in previous years due to wet summers.

The East Coast of the North Island has been copping a bit of rain.

The new facilities in Wellsford are still a work in progress.

We are all looking forward to a busy Autumn.

Cheers Single Spinner

Waikato



Happy New year to all and I hope you all had a well-earned break from the job spending time

with friends and family.

As reported in the last magazine we had a great spring season with timely rains, great grass growth and plenty of demand for our services. Returning in January to a decent rainfall of approximately 30mm I thought, "Great here we go" but then the rain stopped. We have been in the grip of an extended dry spell but of course it is summer. For many farmers they have had good reserves of grass silage to help

them through as the grass growth has definitely stopped until we get the rain.

Waikato had a very good pre-Christmas meeting with new members coming along and also Miles and Sue Smith from Northland. We had good discussions re the proposed strategy review giving us some direction and clarity where the industry needs to head and also some good updates from our Associate Members – particularly H&S.

We were advised of Kevin Geddes retirement from the Executive Office position and we wish him all the very best and thank him for his massive contribution to this industry over a long period of time. I guess he will always be there to help until

we identify a replacement...

The annual NZGFA Conference is shaping up nicely with some confirmed speakers and a good programme that is taking shape. The theme of "Technology – Your Enabler" has good interest from sponsors as we look to conclude our plan and get into the fine tuning for the big event.

As I write this the sun is still beating down with no forecast rain for the week. Maize harvest is just around the corner which of course marks the end of summer as we look to autumn. I hope the autumn is kind to us all and I wish you all well for your operations.

Stay safe out there
Rodger Scott

Taranaki

Welcome to 2019 Spreading friends.



I trust everyone has had an enjoyable Christmas and New Year. With the festive season behind us we all look forward to a favourable spreading year.

Spreading in the region has benefited from the favourable weather through November, December and early January keeping all operators off the streets and very busy on the land doing what we do best – nutrient spreading.

This work load has been welcomed by all Operators as Autumn 2018 tonnages fell short of anything to rave about. Grass growth in Taranaki through to early January has been outstanding with farmers making extra supplement than normal.

Crops in the region in particular Maize silage, are all looking healthy (hopefully we don't get the wind in March as we did in 2018 that knocked it all over). With summer well and truly on our door step, the drier weather is now setting in with coastal areas browning off and silage being fed out. The region has received little rain in the past month.

Our 2018 Christmas function was a hoot with a large member partner turnout, albeit the Ladies mini-putt competition was cancelled due to rain but was substituted by a quiz and prizes on the covered-in

deck at the Nice Hotel and Restaurant prior to dinner.

A Certificate of Recognition was presented to Ross and Jo Corlett from EG Corlett for their commitment and contribution to the Taranaki branch and the NZGFA; due to recent sale of EG Corlett to Taranaki Bulk Spreaders.

The Taranaki Branch thanked Ross and Jo and wished them the very best with their future endeavours.

A big thank you to all our sponsors who supported this day. Members please support these sponsors where possible: Carters Tyres, Ace Equipment, McCurdy Trucks, SBS, Balance, and Ravensdown. Next Branch meeting is 27th February
Lee Cooper

Central Districts

Hello from Central Districts

Hope everyone had a good break over Christmas and New Year.

We had our annual Christmas gathering in Palmerston North with a trip around the rugby museum and dinner at Brewers Apprentice which was well attended and a

very good night out. Thanks to those who organised the event.

It has been a slow start to the year with wind and hot temperatures making this difficult. The fertiliser reps are helping by trying to push farmers into going early with their fertiliser so it's not a mad rush when

they all decide they want to go. But they haven't had much luck with this.

Our thoughts are with everyone in the Nelson area with the bush fires and hope everyone stays safe.

Best wishes for spreading for 2019
Chris King

Nelson/Marlborough



Its day three of the bushfires here in Nelson, as I write this scribe at our dining table; I look out the window at the frightful scene directly across the valley from our Home & Depot. The hum of the helicopters refilling their buckets at a nearby pond has become the normal. There's still lots of smoke and the occasional lick of flames, but it's nothing compared to the inferno we watched unfold before our eyes two nights ago. The firefighting crews, volunteers and community, have worked tirelessly and diligently to get these fires under control and have done an amazing job, but the next few days and weeks will be about hoping the weather works in our favour to

get the fires out completely.

A timely reminder perhaps to all, that Toolbox Meetings should include Routine Evacuation and Management procedures of ALL potential emergency situations; accidents can happen and fire on the job is one of them - there's many different scenarios and situations that could arise but it's

surprising how a good discussion around the smoko room table with your drivers and staff can help install procedures in everyone's minds.

Not much to say on the Spreading front for Nelson/Tasman really, apart from what you already know, that's it's bloody dry here! We've had no rain worth mentioning since Christmas Day. Most areas are on water restrictions including some dairy farms.

A big thanks to Travis and Julie from Spread Test NZ for coming up from Canterbury to test a few of the groundspreeding fleets in the Top of the

South, it was a very efficient operation with good knowledge on improving spread patterns and bout widths, we look forward to working with you again.

Mary Hogarth

Hi from extremely hot and sunny Marlborough.

Things have been fairly quiet here since after Christmas with just a bit of nitrogen-based product going on some vineyards.

Some lime has been spread on the hills Seddon and Ward way recently, but the wind has been hampering this a bit.

Things have really dried off here and everyone is waiting until the forecast shows a sign of rain before wanting to put any fertiliser on. Most irrigation schemes have shut down so tankers will need to bring in water to vineyards if this weather carries on for too long and lowers dam levels. There aren't many tankers in the region at the moment as they have been seconded to help with the fire in Nelson.

On that note are thoughts are with our Nelson neighbours and we hope things are back under control and back to normality shortly.

Tracy Rose

Canterbury

Here in Canterbury we have had a spring and summer period with little disruption to spreading.

Everyone seems to be steady work wise with the only issue being driver shortages, something common to all in the transport industry. Maybe requires a mindset change from management whereby they increase rates instead of undercutting the opposition, then they can pay their staff better and attract people back as drivers.

Only real problem is the waiting time at the big stores, not sure what the cure is but better motivated staff may help.

Ballance's silos are getting good feedback from drivers. Only problem is the need for silo specific orders which can be a problem outside work hours. I understand this may be addressed in the near future.

It has got very dry around here, so work is mainly confined to irrigated land. Lots of

lime going on at present. Let's hope that the weather changes and we start getting some rain so we can get busy on their winter feed crops.

Our sympathy is extended to the family of Bill Currie - Bill passed away in December. Bill was a life member of our branch and had put a lot of work into the industry over many years.

Roger Bruce

Otago/Southland

Hi all from the Deep South.

Following a very wet early spring, the later part of spring and early summer has been more consistent, but still getting regular rains that has keep a lot of our clients smiling and trucks still moving. Some predominately drier areas have reported having regular rain and farms having large amounts of feed, like they have never seen

before. This is good but also an issue with quality of feed for finishing lambs.

The ag season seemed to be drawn out; it was later due to the wet early spring and some crops only getting in the ground in January. With good warm weather and good rain most of the crops seemed to have caught up even though they were sown later.

Maintenance orders are coming in early for sheep and beef farmers, which really shows the positivity that is out there. With a lot of grass on these farms it may make things very slippery or cover up hazards in the long grass, so keep talking with drivers about keeping themselves safe and if they are unsure, leave it.

Cheers Steve Whitehead

NZGFA 2019 Conference Update

The conference organising committee are back on deck getting everything sorted for this year's Conference in Taupo. We are hoping to combine a taste of the Waikato region, with some thought-provoking business sessions.

Registrations are open, and can either be filled in online through the Groundspread website, or a hard copy can be emailed to you by contacting abi@centraltransport.co.nz

We have had quite a few sponsors jump on board already, and we would like to take this opportunity to thank them all for their support: Ballance, EuroAgri, Jim Laird/SpreadtestNZ, Trucks and Trailers, Ravensdown, Tracmap, NZI Lumley, Marty Crafer, Oil intel, Waimea Engineering, Scania, Loadrite, Bigfoot, Ace Engineering, Iveco, Precision Tracking, TRS, SI Lodec NZ Ltd, Graymont, Waikato Branch of the Groundspread Association. If you are interested in sponsoring, or having a trade stand at the conference please either apply through the link on the website, or by emailing abi@centraltransport.co.nz. Monday Evenings dinner will be dedicated to our sponsors; they will have the opportunity to host delegates at their tables. This will be held off-site at the Vine Eatery in Taupo.

With the conference title being 'Technology the Enabler' we have locked in several high-profile speakers from within the technology sector, who are innovative entrepreneurs and have extensive business experience, and thrive in promoting innovation and technology within New Zealand. I'm sure you will all enjoy listening to them and hearing their stories.

We also have two breakfast speakers booked who are involved with the Chiefs Rugby Franchise plus our national rugby teams. They will give a great insight into the professional sporting world and how they use technology to gain the winning edge in their chosen sport.

2018 NZGFA Conference Sponsors

The NZGFA gratefully acknowledges the support of the following companies for their sponsorship of the 2018 NZGFA Conference at Invercargill.

Ace Equipment/Robertson Isuzu
AJ Auto Electrical
Ballance Agri-Nutrient
Beck Engineering
Big Foot Equipment
Cable Price
Engineering Wholesalers/Oil Intel
EuroAgri
Finance New Bob Knox
Iveco
Jim Laird Driver Training/
Spreadtestnz
Loadrite
McMaster Engineering
Mercedes-Benz NZ
Multispares NZ Ltd
Precision Tracking
Ravensdown
Tracmap
TRS
Waimea Engineering

The partners programme is also beginning to take shape, with a day trip around local attractions in Taupo and a day trip to Rotorua Skyline Skyrides planned. These trips are dependent on numbers so it would be great if you could get your registrations in so we can confirm plans.

A new addition to this year's programme is the inaugural Awards Gala Dinner. We encourage you to get on board and nominate anyone you think deserves recognition for work with in our industry. More information on each of the categories and the criteria needed to qualify, plus the application and judging process can be found in this magazine and on the Groundspread website. Our generous sponsors have put up some great prizes for each category, plus each winner will receive a trophy and bragging rights for the next year!

The Conference will be held at Wairakei Resort Taupo and room bookings can be made through the link on the Groundspread website. Wairakei are kindly giving us a special conference rate, and you are more than welcome to extend your stay.

If you have any questions or queries about this year's conference please do get in contact, and we look forward to seeing you all in Taupo in July.

BULK SPREADERS AND TRAILERS



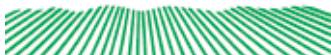
- Prompt backup service
- Drawbeams
- Roll bars
- Bumpers
- Chassis alterations

Custom built bins
and trailers and all
associated truck and
trailer work

Made in NZ with NZ components for NZ conditions



Peter Harrison
06 278 3054
027 4480 802
Regent Street Hawera



NZGFA Announces New Awards Programme

The NZGFA is introducing four awards to its annual conference programme, with 2019 being the inaugural year.

The awards seek to recognise and commend individuals or associate organisations who have made a significant and positive contribution to the ground spreading industry.

They also serve to reflect the level of professionalism, responsibility and innovation that exists across the ground spreading profession, and within the Association.

Award categories

These are:

- The NZGFA President's Award – sponsored by Ballance Agri-Nutrients.
- The NZGFA Innovation Award – sponsored by Trucks & Trailers.
- The NZGFA Health & Safety Award – sponsored by Graymont.
- The NZGFA Young Achiever's Award – sponsored by Ravensdown.

The Process

- Nominations for each award will be officially open on Monday 18th February 2019. These can be made by any individual, company or organisation involved in or associated with the ground spreading industry.
- The submission of nominations will be via the nomination form.
- The nominator and the nominees must both read and understand the relevant award criteria and the terms and conditions before completing the application form.
- It is recommended that the nominator and the nominee complete the application form together.
- Nominations will close on Friday 12th April 2019, allowing time for the judging panel to consider the applications, confer and decide on three finalists (including one winner) for each category.
- Finalists will be announced on Monday 13th May 2019. All finalists will be contacted and invited to conference.
- All finalists will be recognised at the Gala Dinner on Monday 9th July 2019 and the winner of each award announced.

The Criteria

NZGFA President's Award

The nominated candidate must:

- Either be a current member of the NZGFA, or an individual or organisation who has made an outstanding contribution to the Association and/or the ground spreading industry.
- Be a positive supporter of the NZGFA.
- Have made an outstanding contribution (or contributions) within the last 24 months, working back from February 2019.
- Be able to demonstrate that their contribution has benefitted ground spreaders in one or more of the following areas – business, economic, environmental or social.
- Be able to demonstrate a willingness to educate and train individual ground spread industry members.
- Be a current Spreadmark member who advocates and promotes the Spreadmark scheme.
- Be able to demonstrate that they are open to sharing their business practices with others in the industry.
- Understand that this award differs from the Life Membership

Award in that it focuses on current achievement, rather than retrospective recognition.

- Meet the above criteria and agree with, and adhere to, the NZGFA Awards Terms and Conditions.

NZGFA Innovation Award

The nominated candidate must:

- Be involved in the ground spreading industry, either as an NZGFA member or an individual, or organisation, with a strong connection to the Association and/or the industry.
- Demonstrate their commitment to the exploration of technology and innovation.
- Have made a significant technical and innovative contribution to the ground spreading industry, within the past 24 months (working back from February 2019).
- Demonstrate that this technical and innovative contribution has solved an industry issue/problem.
- Be able to fully describe the industry issue/problem.
- Be able to fully describe how the technical and innovative solution has been successfully applied.
- Describe the benefits of this technical and innovative solution over other similar solutions - where other products exist.
- Supply supporting evidence of any claims made – e.g. published/unpublished technical data, trials results, customer feedback.
- Be prepared to demonstrate their product/innovation at conference – if requested.
- Meet the above criteria and agree with, and adhere to, the NZGFA Awards Terms and Conditions.

NZGFA Health & Safety Award

The nominated candidate must:

- Be involved in the ground spreading industry, either as an NZGFA member or an individual, or organisation, with a strong connection to the Association and/or the industry.
- Be able to demonstrate their commitment to health and safety.
- Have made a significant health and safety related contribution to the ground spreading industry, within the past 24 months (working back from February 2019).
- Demonstrate that this health and safety contribution has either solved an industry issue or problem, or improved an existing process or situation.
- Be able to fully describe how their health and safety contribution has been beneficial to the industry.
- Supply supporting evidence of any claims made – e.g. published/unpublished technical data, trials results, customer feedback.
- Be prepared to demonstrate their product/innovation at conference – if requested.
- Meet the above criteria and agree with, and adhere to, the NZGFA Awards Terms and Conditions.

NZGFA Young Achiever's Award

The nominated candidate must:

- Be involved in the ground spreading industry, either as an NZGFA member or an individual, or organisation, with a strong connection to the Association and/or the industry.

- Be aged under 30 years at the time of application.
- Describe their passion and aptitude for, and commitment to, the ground spread industry.
- Demonstrate that they consistently set high standards and goals.
- Describe how they inspire and motivate others through actions and behaviour.
- Specify the length of time they have been working in the ground spread industry.
- Demonstrate, by providing examples, how their work has contributed to the improvement of the ground spread industry. For example, this could be in terms of safety/wellbeing/growth/efficiency/effectiveness – or another specified area of the industry.
- Describe any other actions or activities over that time which have also made a positive contribution to the ground spread industry.
- Meet the above criteria and agree with, and adhere to, the NZGFA Awards Terms and Conditions.

All nominated candidates must agree to the NZGFA's promotion policy as set out in the NZGFA Awards General Terms and Conditions.

General Terms & Conditions

These awards have been devised by the New Zealand Groundspread Fertilisers Association (NZGFA). It is expected that nominators and nominees have read, understood and agree to adhere to these terms and conditions at the time of entering these awards.

- It is the duty of the nominator to inform the nominee that they are being nominated, and to direct them to these terms and conditions.
- All nominees must be aged 18 years or over and reside in New Zealand.
- All nomination forms received before the closing date will be entered into the award category stated on the nomination form.
- The judges will assess nominations fairly and without prejudice, and chose three finalists for each category.
- Finalists and winners of each category will be selected by the judging panel. The judges' decision is final and no discussion will be entered into.
- All finalists will be notified personally after the closing date. They will be asked to provide additional biographical information and a hi-res photograph for marketing purposes.
- Finalists will be announced publicly via the media, social media and industry networks.

- The winners will be announced at the NZGFA 2019 Conference on Monday 9th July 2019. Winners will not be notified of their status beforehand.
- Winners will be profiled in relevant media, social media and industry networks.
- Prizes and trophies for each award are set by the NZGFA. There is no cash alternative.
- The opening date of these awards is Monday 18th February 2019.
- The closing date for these awards is Friday 12th April 2019.
- The terms and conditions of these awards are governed by the laws of New Zealand.

Actions speak louder than words.



Graymont is committed to NZ Groundspreading, and when we talk about quality, consistency and service, we make sure our actions speak louder than words.

- ▶ We perform quality testing daily.
- ▶ Ensure product consistency and spreadability.
- ▶ Provide covered product storage to eliminate moisture problems.
- ▶ Fertmark certified and organically certified with BioGro.
- ▶ A dedicated sales and technical support team that never settles for second best.





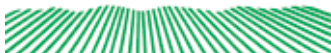
So talk to us today about your AgLime Requirements.

For North and South Island queries call 0800 245 463

0800 245 463 www.online.co.nz



GRAYMONT



Investing in women



By Stephanie Laird

In September 2017, Ravensdown became a strategic partner of the Agri-Women's Development Trust (AWDT). Around the time Ravensdown partnered with AWDT, I attended AWDT's Understanding your Farming Business (UYFB) course. Initially, it was to meet some like-minded female farming counterparts, however by the end of the course, it gave me so much more. Alongside learning about business performance and metrics, as well as accounting principles, the most useful section was the strategic planning and goal setting. Three days out from working in the business, to working on the business, UYFB gave me the opportunity to reset goals, and have a plan to achieve (all in conjunction with my husband of course!).



AWDT's story started in 2009 with a simple fact – men and women each make up half of the population. The problem was, 50% of people in New Zealand's primary sector – women – had little involvement in decision-making, from farms to boardrooms. However, they had much to offer.

In 2009, after three years of research, one farming woman turned that problem into an opportunity. Lindy Nelson, alongside Patron Mavis Mullins and fellow trustees, founded AWDT to generate economic, social and environmental progress in New Zealand's primary sector and rural communities by unlocking the talent of women and developing skills they have gained in their businesses, careers, communities and families. AWDT now offers a range of different development programmes, of which UYFB is just one.

The Christmas break often gives us an opportunity to reflect on the year that was and make changes for the coming year. I encourage you all to take some time out (while it is a bit quieter), look at your business, and utilise 100% of your people. It will give you clarity and purpose on your long-term goals. If you need somewhere to start, get in contact with AWDT here: www.awdt.org.nz/ or call their team on 06 375 8510.

AWDT's partners who are investing in women's development, include Ravensdown, ANZ, Agmardt, Beef + Lamb New Zealand, DairyNZ, FMG, Red Meat Profit Partnership, CRS Software, and Ministry for Primary Industries, and sponsors KPMG and Farmers Weekly. The Red Meat Profit Partnership fully fund the UYFB programme.

Until next time.

Traction in the Field, Performance on the Road.



- » HIGH SPEED
- » MAXIMUM TRACTION
- » NO COMPROMISE



0800 336 334

or visit our website: www.trstyreandwheel.co.nz





Anders Crofoot, Chairman of the Fertiliser Quality Council (FQC), says the recent recognition of Spreadmark by JAS-ANZ elevates it to 'premium' status



The FQC started the new year with the great news that the Joint Accreditation System of Australia and New Zealand (JAS-ANZ), now recognises the Spreadmark programme.

To achieve this recognition, Spreadmark underwent a robust three year review against the toughest of international certification standards. Aspects that were reviewed

included the technical soundness of the programme as well as governance, auditing and certification methods and reporting.

JAS-ANZ is the peak Accreditation Body, recognised by the International Accreditation Forum (IAF) of the United Nations. Its purpose is to enhance national, trans-Tasman and international trade via accreditation to achieve international recognition for the excellence of Australian and New Zealand goods and services. So this recognition is a big deal. It speaks volumes about the quality of the Spreadmark programme.

Importantly, this new international recognition means that farmers and growers, regional councils and government agencies can be absolutely assured that every part of Spreadmark is of an extremely high standard.

It provides extra reassurance to those who currently use Spreadmark certified ground spreaders that they are receiving a service underpinned by a top class service. It's a great sales tag for those who are yet to use Spreadmark certified spreaders, since it shows that the programme is trustworthy and credible. And, for the growing number of food processing companies who offer farmers and growers higher premiums for proof of nutrient placement (via Spreadmark), it is further affirmation that Spreadmark is in fact doing the job they need it to do.

The Spreadmark programme is the only standard in its field to have this recognition in either Australia and New Zealand. This is high acclaim indeed and we hope that this will encourage more and more nutrient users to employ the precision spreading skills of trained Spreadmark contractors.

We anticipate that in the future more food processing companies will look to Spreadmark to fulfil their requirements for selling premium products. It is with this in mind that we also hope this new recognition encourages more ground spreaders to seek Spreadmark certification.

For more information about becoming Spreadmark registered go to www.fqc.co.nz or www.nzgfa.co.nz.



INNOVATION IN FERTILISER TRANSPORT



GE3

DOUBLE BIN, SELF UNLOADING TRAILER

Contact: Adam Glasgow

P: 027 393 0571 E: adam@glasgowengineering.co.nz

www.glasgowengineering.co.nz

SMART FARMERS
Buy Fertmark approved fertiliser



The Fertmark tick means the product has been independently verified

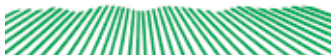
WISE FARMERS
Use Spreadmark accredited ground and aerial spreaders



They know Spreadmark spreaders are trained to place fertiliser accurately and evenly



Register with Spreadmark today
Visit www.fqc.co.nz to find out more



Ballance to invest in new plant and system for Northland

Ballance Agri-Nutrients will be investing in its Northland presence over the next four years to improve services to Northland farmers and growers. The four-stage upgrade includes the demolition of its Port Road plant in Whangarei, along with the sale of another property and the opening of two new centres, one in Whangarei and the other in Marsden Point.

Demolition starts this month and will be complete within six to eight months. A second stage of demolition will take place once the company has secured its new site in Whangarei, and site remediation will take place after that.

Mark Adams, Ballance's Northland project lead, said the demolition was complex. Ensuring care, alongside environmentally-sound disposal of deteriorating building materials including asbestos, was key.

"Our Port Road plant is an aging and deteriorating building and is a familiar landmark to many in the Whangarei community," he said. "Our focus is on completing the demolition safely and efficiently, while investing in new plant and equipment that will support our Northland farmers and growers."

The company has appointed local contractors Waldron Construction to oversee the demolition project.

Ballance expects to be able to announce details about the location of its new site at Marsden Point "within a few weeks". It will lease buildings from a developer.

It hopes to secure the location of its new Whangarei site by May.

Demand for Ballance's product is seasonal, peaking in autumn and spring. Mr Adams said the company was managing this project carefully to ensure there was no disruption to supply,

particularly over peak periods.

He said the new two-site strategy would boost customer service and accessibility, as well as product quality and reliability of supply.

Ballance will use its yet-to-be-built Whangarei site for product bagging and distribution to customers with good access to Whangarei. The Marsden Point site will become the central distribution hub for Northland, a bulk storage and transitional facility for product coming directly from Northport, and a customer service centre.



Ballance Whangarei Port Road site



P: +64 7 843 1446
F: +64 7 843 1447
E: j.whitehead@xtra.co.nz
W: www.johnwhitehead.co.nz
PO Box 226 Cambridge, 3450
5 Matos Segedin Drive, Cambridge, 3495

The **V3** Computerised Spreading System with touchscreen control



- Conveyor, Spinner and Blower control with sensor monitoring and event shutdown
- Sidling and turbo spinner options
- Both proportional and flow controlled hydraulic capability
- Data logging (paddock, job, machine)
- GPS Interface with variable rate and proof of placement compatible with Ag Leader, Precision Tracking, Trimble and Tracmap

Phone 07 843 1446 or 0274 776 375 for further details

accuracy and simplicity you never thought possible



...for the long haul



PROUDLY NZ
OWNED & OPERATED

MAKE A DIFFERENCE

KAB//Seating

Choosing the right seat will make your day easier! Help reduce fatigue, improve safety and your health. Whatever the load or terrain, TRT's seating experts can help.

TRT has a large range of ergonomically designed suspension seats for trucks, tractors & machinery.

KAB 564 Machinery Seat >>

The KAB564 is an extra heavy duty air suspension seat.



Seat Covers

We stock a range of hard wearing seat covers designed for all makes and models of seats we stock. Ideal to protect your seat from wear.

<< Ask about getting your new cover embroidered with your logo!



TractionAir Central Tyre Inflation

Harvesting, spreading and ag work - if your fleet travels off-highway for any reason, TractionAir CTI can improve your performance.

- Better tyre life with optimal pressure on any surface at any speed.
- Reduction in damage to off-highway sites.
- Improved operator safety travelling off-highway with reduced wheel slip.
- Improved site access off-highway with greater traction.
- Reduction in the risk of tyre damage moving between road surfaces.



Call us about your options today!

CALL US TODAY to talk with our parts team!



Ham: 07 849 4839 Akl: 09 262 0683 Chch: 03 741 2261 www.trt.co.nz

LANDEX

Suppliers of



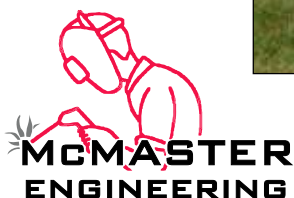
**LW180K Loader, 1m bucket
80hp Cummins QSB3.9
\$73,000 + GST**

**Ideal small store or farm loading machine.
A full range of other sizes available**

Sales
022 6188 456
ph 0800 LANDEX (0800 526 339)
Address: 9-13 Sims Rd, Penrose


e-mail: sales@landex.co.nz

Parts and Service
0220 693 571
Website: www.landex.co.nz
Postal: PO Box 58413, Botany, Manukau 2163



169 Great North Road, Winton, Southland
Ph (03) 236 7275 A/H (027) 433 4486
mcmastereng@xtra.co.nz www.mcmasterengineering.co.nz

Training Report

By Philip Johnson – Canterbury Driver Training Ltd

Happy New Year to everyone,

It's been a very busy start to the New Year on the training and development side of things here at Candrive.

We have recently run a couple of Spreadmark courses in the South Island. It's good to see some new drivers coming into the industry. Attracting drivers, can be hard for many reasons and training your new staff up to a good standard is always a challenge.

Candrive has teamed up and are sponsoring a local spreading company for a new driver; our role will be to provide licencing and training in all areas as well as spending time coaching, mentoring and sharing our experience.

We have been kept busy developing the new Spreadmark course for Tractors (agricultural vehicle) driver/operators and we are happy to say we are in the final stages.

It has been based on the current Spreader Operator NZ Spreadmark course for Truck drivers and involves both theory and practical elements. There are some differences that are unique to spreading with a tractor and the storage of fertilisers on farm. We will be running a pilot course in the near future.

I've been busy travelling around to get new content for this course which has led me far and wide. On one of the days I was lucky enough to catch up with Travis and Julie at Spread Test NZ Ltd. I was able to watch and video, how tractors are tested. Once I have edited this it will be a valuable addition to the training sessions. Thanks again to all the team.

Vehicle Prestarts

Drivers and management still under estimate the value of Prestarts on their fleets. Daily Prestarts can reduce and prevent major costs on your vehicles by detecting problems early.

There are several ways this can be achieved and recorded, from electronic formats, apps, to books. Myself, I've always liked the paper format, they are easy to use, and are accessible to all if you need to check something, and of course there is a duplicate copy. One of the biggest problems regarding Prestarts is that most of them are a one size fits all.

Prestart Books NZ Ltd is a New Zealand based company that makes a whole range of Prestart books for a variety of vehicles and machines. These books are designed and made in New Zealand. So definitely go and check them out on www.prestartbooks.co.nz

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.

Specialising in the following courses

Spreadmark
Driver
Training

Truck
Licences

Rollers
Tracks
Wheels

Forklift
Safety

Dangerous
Goods

CANDRIVE
CANTERBURY DRIVER TRAINING LTD

Enquire today!

03 313 6567

www.candrive.co.nz
training@candrive.co.nz

PRE-START BOOKS NZ

DESIGNED & MADE IN

An integral addition for your
Health & Safety obligations
& Fleet Maintenance requirements

Car/Ute/Van • Wheels • Tracks • Rollers • Forklift
Truck & Trailer • Tractor & Implement

E: orders@prestartbooks.co.nz P: 027 900 6001

www.prestartbooks.co.nz

Do it right! Spreadmark Testing and driver training are investments you can make to improve your business

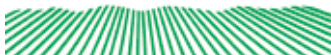


• Spreadmark Testing • All HT Licences
• Driver Training & Assessments

Now presenting the NZGFA Driver Safety Programme in conjunction with Peter Herrick and the HWR Group

Jim Laird Driver Training Ltd

Ph 0274 412 659 A/H 06 377 1731



Hyslop Rural Transport

By Ken Bell

Hyslop Rural Transport operate from their base in Outram just 27 kilometres west of Dunedin. The company is owned and run by cousins Wayne and Derek Hyslop and is a truly generational business.



Derek and Wayne Hyslop, hands on Southern men

Charlie Hyslop started C.H. Hyslop and sons Transport in 1946 serving the local farming and market gardening industries on the Taieri Plain and into the hills toward Strath Taieri. After a series of acquisitions of neighbouring carriers, a merger was completed with W.R. Blair Ltd to form Hyslop-Blair Transport Ltd in 1972. The company now covering an area from Dunedin south towards Taieri Mouth on the coast and westward to Middlemarch. The enlarged company was mostly into rural cartage but was also a significant player in the growing logging industry as well as running general freight out of Dunedin to the satellite towns.

In September 1994 a further change was made in the structure of the company when Hyslop Rural Transport was formed as a separate entity to HBT which carried on with the logging side of the business as well as a couple of small "niche" contracts around town.

Wayne and Derek are grandsons of Charlie and follow in their own father's and uncle's footsteps in the rural transport business with an absolute "hands on" no fuss, no BS attitude to business with both suppliers and clients. They are dealing with clients who they have grown up with, played rugby with

just as their fathers had, such a generational business that it is.

At takeover the spreading fleet consisted of a 6x4 Mercedes Benz 2628, a 4x4 Mercedes Benz 1222 and a 4x4 Mercedes Benz 911B. Over the years they have run mostly Mercedes gear inclusive of 1824 and a couple of 350 hp Actros 4x4s.

Hyslop Rural Transport now run a fleet of Mercedes Benz road trucks as well as three Scania spreaders, two at 360 hp and one at 400 hp. All the spreaders are fitted with Beck Engineering bins made in Edendale, one with a blower. All fitted with Tracmap technology. A trial of the Tracmap product was carried out on Hyslops equipment before it went on the general open market. The terrain they operate on ranges from steep rocky hill country with little or no room for error to lush often boggy dairy flats. The steep country calls for higher horsepower and use of tyre chains.

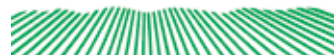
Hyslops use wheel loaders carried on transporter trailers for reloading product in much of their operation, this is mostly done at well-used dump sites and silage pads to eliminate wastage, they also operate one Beck side tipper trailer which is also invaluable for cartage intra farm on some of the large properties they sow where access to back blocks is limited for bulk trucks.

The type of ground Hyslops, both now and previous generations, operate on has over the years dictated some pretty inventive thinking including the building of their own automat type trailer and all types of tyre and wheel trials. One such was the fitment of cleats similar to crawler tractor

Continued on p.17



Wayne and Derek Hyslop's Uncle Eric alongside a GMC spreader



*KB Hyslop Rural Transport
(con.)*

grousers chained over the drive tyres on a 6x4 spreader and a flat steel disc slightly larger diameter than a wheel bolted to front wheel studs to stop slippage and aid steering on sidelings, of course this couldn't be driven on roads. Fitment of front driven axles has also been common in the Outram workshop as well converting 4x2 trucks to 4x4 and also 6x4 trucks to very useful 6x6s. In earlier times when the 30% sales tax scheme was active there were a few tandem drive trucks fitted up as spreaders inclusive of Albion, International, Volvo and Mercedes Benz brands with bins being handed on down from truck to truck.

Lime used to come on rail and was unloaded with Pelican loaders and later with diggers at rail sidings at nearby Owhiro or at Hindon which is further out in the hills. Most lime now is sourced from Milburn Lime. Hyslops have operated a Ravensdown store for many years.

Lime and fertiliser sowing was the biggest part of the business at takeover 25 years ago. In those times there were still large tracts of tussock land being developed requiring seeding of all crops as well as general lime sowing and topdressing. The trend now has changed to mostly maintenance spreading with a mad rush prior to lambing when the farmers are about to set stock their properties. One winter there was 1000 tonnes of fertiliser outstanding mostly due to orders being placed too late. This often requires the trucks to be double shifted as the weather dictates. Other winter work includes gritting Highway 87 in icy and snow conditions.



Hyslop Rural Transport operate the Ravensdown store for the region



TRUCK, TRAILER & BUS PARTS

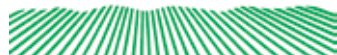
Stockists of Hino, Isuzu,
Mitsubishi, Nissan, Scania,
Volvo, MAN, DAF, Mercedes and
Trailer products

**Contact us on 0800 404 100
for your parts requirements**

**Quality Parts
with Professional Service
at Competitive Prices**



Mercedes 2628 loading lime off rail at Owhiro rail siding



What's irrigation got to do with fertiliser? Well, everything actually



We all know that supplying pasture and crops with vital nutrients is critical to the success of farming, and hence to the national economy, to say

nothing of how important it is to feed a growing planet.

Ground spread operators play a central role in the delivery of these nutrients to the right place at the right rate and the right time. You've invested heavily in quality plant and equipment and in the technology that enables you to deliver a quality service.

The challenge has been getting a complete picture on what NPK was actually applied where.

Nutrient data from commercial spreader, more from self-spread fertiliser with perhaps no technology or a different data source, plus how much effluent was applied where and what were the nutrients applied from that effluent, and then the grazed areas and stock camps – what's the total of what NPK was applied where?

What about water?

Just as it is important to get the right nutrients on at the right time, rate and place, so too with water.

Farmers have been faced with the same challenge in managing irrigation as they have in managing nutrients. To make informed irrigation decisions, many farmers get soil moisture from one supplier. They get weather forecasting from another source. They perhaps estimate evapotranspiration. As for water demand according to the growth stage of each crop, that's pretty tough to get right by eye.

Now bring water and fertiliser decisions together

Now try and make decisions on applying fertiliser while also deciding when's best to irrigate.

That's a tough call to make based on single data feeds from many unconnected sources, and even tougher only on experience and gut feel.

Fortunately, the market is delivering ever improving data aggregation platforms, that bring data together from multiple sources.

Its important first to differentiate though, between data that has been entered into a website by manually typing in records from paper. Evidence shows that relying on people to enter records into cloud storage is notoriously unreliable, usually incomplete, inevitably late and always labour-intensive.

We've referred in this column before how we need look no further than NAIT to see how unreliable records are that rely on humans to enter the data. Data from electronic sources is essential.

Coming back to water and nutrients then, how is the farmer to manage these two important farm functions, that in the biological system of soil and crop/pasture growth, are completely inter-related and inter-dependent.

Fortunately there is a way.

Working in collaboration with firms like Ballance, Precision Tracking and TracMap, Aquaflex, Waterforce, NIWA, Swan and other specialists like mapping companies, Precision Farming is now providing farmers with a very sophisticated technology for accurately predicting irrigation scheduling.

On the day to day level, the farmer or farm worker has direct access on phone, tablet or laptop, an easy to follow prediction of exactly how much water to apply when.

This prediction is based on applied nutrients according to the fertiliser plan, soil moisture, current and forecast weather, the growth stage of the crops under irrigation,

and current evapotranspiration.

Then as well as this easy to follow daily schedule, there is a host of reports for compliance, irrigator performance, seasonal water budgets and much more.

What does this all means for ground spreaders?

Importantly, this. As we said out the outset, the professional application of nutrients and being able to provide proof of application of those nutrients to farmers are critically important roles.

What adds significant value to farmers is when the data from spreading trucks is combined in a single system with all other nutrient data – effluent, self spread, animals, etc.

And then doubly so when all the nutrient records can complete a similar range of water data – soil moisture, rainfall, evapotranspiration, crop growth stage etc.

More and more farmers are moving to these integration platforms.

As that pace of change increases, the central importance of ground spread operators is enhanced when your POA data can be integrated with all the other data sources, for improved decisions on farm.

Bulls R Us & Machinery Ltd

Suppliers of leading brands of Sower Tyres

We can source any size and brand of Ute, Tractor, Truck, Car and Ag tyre at competitive prices

In stock now:

- **425/75r20 Mitas AC70G \$925 +gst***
- **425/75r20 Michelin XM47 \$1575 +gst***
- **445/65r22.5 Mitas AC70G \$1360 +gst***

***Plus freight costs**



Ph 0274174099 email: jrclrk@gmail.com

www.bullsrus.co.nz

TIRED OF PAYING FOR PROOF OF APPLICATION DATA?

**PRECISION TRACKING HAS BEEN RELIABLY PROVIDING
GROUND SPREADING AND SPRAY CONTRACTORS WITH
THE ABILITY TO MEET YOUR FARMER-CLIENTS' NEED
FOR POA FOR OVER 14 YEARS.**

Like you, we believe nutrient management is a farmer's benefit and so should be paid for by the farmer, not by the spreader.

The same way as they pay for their soil test data, their effluent monitoring data, their soil moisture data, their livestock data, their irrigation data or their milk vat data.

So if you've had enough of paying per hectare every time you finish a spreading job, then talk to Precision Tracking.

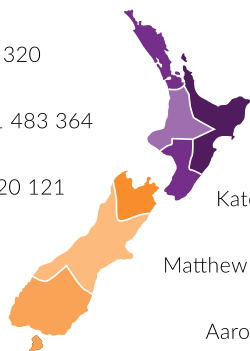
We can also provide you live, real-time vehicle tracking, full eRUC purchasing and claiming, engine monitoring, and job management - including sending tasks and jobs direct to your drivers' tablet or smartphone.

**YOU DON'T
PAY US,
WE PAY YOU
FOR POA**

Upper North Island
Glen Fisher 021 483 320

Lower North Island
Quintin Eggleton 021 483 364

Chief Exec
Kenneth Irons 021 820 121



Upper South Island
Kate Cromie 021 483 391

Central South Island
Matthew Stanford 021 483 359

Lower South Island
Aaron Wilson 021 483 316

Increasing efficiency & lowering costs for all of our Ground Spreading clients nationwide

**PRECISION
TRACKING**

Call 0800 477 001

info@precisiontracking.co.nz www.precisiontracking.co.nz

Ground Spreaders' and Farmers' most trusted guardian of confidential data for over 14 years.



YOUR DRIVERS IN THE RIGHT Paddock

DOING THE RIGHT JOB

AND THE DATA TO PROVE IT

FOR CONTRACTORS

The TracMap job management system allows you to communicate between farmers and your drivers from the comfort of your office or from your mobile device.

With our cloud based job management system called TracMap Online, farmers can place an order using maps to show you exactly where a job needs to be completed.

The farmer can input job details, mark out hazards and send the job to you for review. You can then review the job and wirelessly send the job to your driver.

Your driver is guided by the TracMap GPS display unit to the right paddock or area where the job is to be completed.

You can watch the job as it happens and know when your staff have entered and left the property.

The data collected by TracMap Online from the TracMap in-cab GPS display unit is sent back to you so you can invoice immediately with proof of placement.

