

Groundspread

Volume 198
August 2019



NZGFA 63rd ANNUAL CONFERENCE **WAIRAKEI RESORT, TAUPO**



Winners of NZGFA
Awards announced



Winners of NZGFA
Awards announced

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President John Schultz
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Firstly congratulations to the Waikato branch for what must be one of the best conferences I have attended. Both the engagement and stimulation of the top rate speakers have put a real spring in the step. If I had any concerns over the awards evening beforehand, they were well and truly laid to rest by the calibre of the nominees and the standard of the entire evening. On that note congratulations to all nominees and winners. The conference bar has now been lifted ... No pressure Canterbury.

I was humbled and honoured to accept my nomination and election to the president's role. A large thank you must be given to Dean and Sarah Brooks for their efforts and contribution over Dean's past two years as president. I have

been lucky enough to work alongside Dean and have witnessed first-hand his knowledge and drive.

We have an excellent standard of councillors and have had some changes to areas of responsibility. Lee Cooper and Howard Pederson are now in charge of Transport and Training. Grant Anderson is our H & S representative and you have already heard from him. Lime, Fertiliser and FQC have been combined with Grant and myself taking responsibility. If our association is to flourish it must be a participation sport, so if you have any concerns I would encourage you to take them to your councillor.

We currently are in the process of contracting a new E.O. This is still in a commercially sensitive stage and as soon as any developments occur members will be informed.

There has been a lot of comment by members on the research and report on lime spreading by F.A.R. My initial response was negative to say the least when the first key point was announced that our equipment was not ideally suited to lime application. This particularly annoyed me as I had trucks associated with this trial and I was quite happy with their performance. This was based on the results around a 25% C.V. I was also aggrieved that no recognition was given to the ground spreaders or lime manufacturers on their efforts over the years to increase

productivity. However after storming around the office, kicking the dog and yelling at the coffee machine I sat down and read the report in its entirety. A couple of times in fact. Yes the goal posts were shifted from 25% C.V to 10% C.V. This was done to get the best results for the arable farmer "our customer". The report covered the evenness of fines distribution, the uneven feed onto the discs due to the product, the shortcomings in very heavy single applications etc. It also gives recommendations on how to achieve a 10% C.V with our existing machines, noting that there would be an increase in costs to the farmer. This was backed up by scientific evidence of why 10% C.V was preferable.

As an association we have been and are exceptionally good at pointing out shortcomings of other groups and how they impact on our job, i.e. ask the fertiliser companies about our attitude to fertiliser quality. When criticism is levelled at us and even better, solutions are offered to overcome a possible shortcoming, we should welcome this.

As part of our new strategy to enhance nutrient applications, organisations such as F.A.R should not only be commended for their work but we should be working alongside for our mutual benefit.

With spring all but on us I hope all members have a good, safe beginning to a new season.

John Schultz

FROM THE EDITOR

Welcome to the August issue of Groundspread.

Thank you to the Waikato Branch for hosting a wonderful Conference at Wairakei Resort. The conference speakers were inspiring! Excellent information was shared on the use of technology and members made the most of the opportunities provided to ask questions. It was great to see so many engaged attendees committed to the future of the association.

Read on and enjoy the best from Conference.

Amanda



Groundspread

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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.

While I did not expect to present an Executive Director's Report to the 63rd Conference, it is with pleasure I report once again the activities of your national organisation. Council has had another busy year, governing and setting policy direction for NZGFA. Your Council met post Conference in Invercargill in July last year, then in Wellington in October, January and May. As well, two Council Conference Calls were held in September and October.

With my impending retirement at the end of 2018, Federated Farmers informed the Association in October that they were unable to find a policy person to fill the role of Executive Director. In the interim Federated Farmers agreed to provide administrative support by managing the cash-flow, invoicing and payments, data base, preparing and reviewing Annual Financial Statements. I have continued in the role of Executive Director until a new person can be appointed and new permanent policy and administration arrangements made.

In view of these changed circumstances, Council determined to undertake a full review of the Association, its objects, values and its focus for the future. Strategic Planning days were held in Wellington in January and March, where Branch and industry representatives were invited to contribute. The Sessions were facilitated by Dr Mike Pratt and Jamie Fitzgerald from Inspiring Performance. The first question they asked was "Why are we here?". The obvious answer "to add value to our members' businesses". The next question was how? The answer by:

- Representing all our members through deep engagement
- Enhancing the credibility of our industry
- Setting progressive industry standards
- Innovation and sustainability in everything we do
- Catalyst for industry improvement through research, education and information
- Accountability through traceability and the proof of placement

The President will have more to say about the Strategic Review and its implementation. Suffice to say, this Association is well positioned to meet the challenges of the future and your new Executive Officer's job description will reflect the new strategic direction chosen by this Association as it works towards the future.

The Association again ran Professional Development courses for members in Hamilton, Palmerston North, Christchurch and Gore in June and July 2018. These courses were well attended by members and covered the human resource management of small business together with the management of drugs and alcohol in the workplace. Thanks to Ballance AgriNutrients who provided the HR section and TDDA's Graeme Smith for the management of Drugs in the Workplace sessions. I express the thanks of the

Association to Ballance AgriNutrients and Nadine Parata for input into the courses and thanks in advance for Ballance's contribution to the 2019 NZGFA Professional Development Courses. These courses will be run in July, in the same locations and will cover: "How to build, lead and manage your team; the management of stress and fatigue in yourself and your team; and identifying and managing personal stressors that cause issues at work".

These valuable courses are offered as continuing education to all 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 has been reviewed to ensure compliance with the most recent legislation and case law. The Association is still seeking a major sponsor for the manual.

Driver Spreadmark training is continuing to be a core activity for our Association. Spreadmark accredited Driver Trainers, Phillip Johnson, Peter Herrick and Jim Laird are training many drivers through Branch arranged training sessions and driver training is available to individual member companies, or groups of companies for group training days.

A practical Farmer Spreadmark training course has been developed by Philip Johnson which will be trialed in the spring with selected Synlait suppliers. Synlait had asked for a practical course to supplement the FQC developed 'online' driver training course. Spreadmark Trainer, Peter Herrick has effected the transfer of NZGFA unit standards from MITO to SIT (Southland Institute of Technology) where hopefully an NZQA recognised national qualification for fertiliser groundspreading may again be established.

I want to thank Amanda Ryan for producing the NZGFA Groundspread Magazine quarterly, which is posted to all members. Not only is this magazine a quality read about fertiliser, farming and groundspreading matters, but it is produced and posted to members at no cost to members or the Association. My thanks to Amanda also includes all advertisers and contributors of quality copy. Without your support and contributions, this worthwhile publication would not be possible.

Once again, the Association was represented at the Australian Fertiliser Services Association (AFSA) Conference by our President and Kylie Stenton. This trans-Tasman linkage has benefits to both organisations through the spread of information relevant to our businesses. This conference is pleased to welcome AFSA President, Kim Bailey.

This is my last report to NZGFA Conferences, I particularly want to express my thanks to all involved in the ground spreading and wider fertiliser industry. Over the years many people have shown a true generosity of spirit in their voluntary work for this organisation. To me they have offered their support and encouragement in my work. I particularly thank Councilors past and present for their contribution to the Association and to the ground spreading industry. Branch secretaries are the unsung heroes of this organisation – thank you for all you do. Without you we would not have Branches and that important local presence. To you Mr. President, along with all your predecessors, I offer my sincere thanks for your leadership, your support to me and your good advice at all times.

Kevin Geddes
Executive Director 9-07-2019



Kevin Geddes addresses Conference with past President Peter Callander

Waikato



It has now been a few weeks since our annual conference. Looking back, I think the

Waikato branch can be very proud of itself for presenting a fantastic event and experience. It was a great turnout of members and on the day, it added to the challenge. A huge thank you to Abi Cane and Lisa Carruthers for all their

hard work and planning.

We are finally in the grip of some winter temperatures! We have been enjoying some warm spells of weather with useful rain. The area is looking great with plenty of grass which has certainly pleased the customers – especially when they are flat out calving.

Reports from most is that they have been steady in the workload for this time of year – good applications of

nitrogen and sulphur. Looking slightly ahead we are seeing some early fertiliser orders come in so hopefully this gives us a good start to spring with a managed run up to December.

I hope many of you have had a chance to get away and have a break from work and are fully refreshed for the new season.

Stay safe Rodger Scott

Taranaki



As I write this the hail is going sideways and the rain seems to be coming up from the ground but in the main the Taranaki region has been lucky with fantastic weather bringing plenty of sun

and staged rain ensuring urea and other nitrogen sales are steady, confidence is high and farmers have been in good spirits during calving.

Our staff have been busy in the off season with endless forms of maintenance and development and have done about 400m of post and rail fencing, so they are all keen to get started on cropping fertiliser for maize which early indications are positive. We all hope it is not as wet as previous years but so far so good, so fingers crossed.

Huge thanks to the Waikato branch for the conference; your committee lifted the bar; it was informative even though I do seem to have a few blank spots.

There is an NZGFA Development day planned in Hamilton and looks to be well supported with 25 booked in which is very positive and shows great engagement from the industry.

Thanks, have a good one.

Dave Geraghty

Central Districts

Hi from Central Districts

Once again thanks to the Waikato branch for a well-run Conference which was attended by many and all had a good time.

We had our yearly A.G.M which was attended by all members with a few roles being replaced by new people which is good to see.

Trucks have been busy with nitrogen and lime still going on, with above average weather conditions. This time last year we were parked up so can't complain. We are all hoping for another good season, but no two seasons are the same so fingers crossed.

Ravensdown have put in a new system

for doing mixes – it has had a few problems but seems to be working better now so hopefully it improves waiting times.

Hopefully everyone has done their winter maintenance ready for the next season.

Chris King



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Nelson/Marlborough

From Nelson

Our region has had a reasonably quiet and mild winter so far. Plenty of overcast days but not much rain and warmer temperatures than usual, so pastures are looking great coming into spring. Now as things start to kick off with lambing and calving and the fert orders are starting to come in, we have a cold front heading our way – natures way of showing who's boss.

A big thank you to the Waikato Branch for hosting the Annual Conference, it was well run and the theme of 'Technology the Enabler' was well represented with the impressive line-up of guest speakers, business sessions and sponsor displays. I'm sure many

groundspreaders came away with renewed inspiration, and lighter wallets. The partners and children's programme was thoroughly enjoyed by all who attended, the Waikato region should be proud of all it has to offer its visitors even during the colder months.

Mary Hogarth

From Marlborough

After a nice start to the season, with a bit of lime and some pre-crop mixes spread in good conditions, a wetter than usual July ground things to a halt. Things are just starting to dry out now although more rain is forecast for the end of the week again – bugger!

Vineyards are just beginning to get

organised with their fertiliser plans and although every year we try to hurry them along - so we don't end up with such a big bottle neck right before bud burst - we have not been overly successful.

We had a few people from the district head along to the conference, and everyone has reported that it was very worthwhile attending and a well-run event.

We also have a few people making the trek to Christchurch later in the week for the NZGFA Professional Development Course, so looking forward to that.

Tracy Rose

Canterbury

Hi from Canterbury

I haven't much to share, so I thought I would comment on something that has been going on in the Rural Newspaper recently. A letter from Mr Talbot an arable farmer, complaining about the "poor-quality fertiliser" that our two companies are producing. We would all agree that the products can vary a lot and they are often not able to be spread to the required bout width when we need to follow tram lines.

The bit that concerned me was the reply from Dr Miles Grafton (a senior lecturer in precision agriculture at Massey who states that he is an expert

member of the FQC), who basically said the spreader operator should adjust the bout width to suit the product being spread - shows not much has been achieved by FQC if this is the solution to the problem. Given we have been having the discussion of product spreading issues for at least the last 15 years I wonder if we are getting any benefit from FQC? I think not.

As part of the consent to farm Regional Councils are now wanting to see that farmers are using Spreadmark Certified companies to apply fert so why are the manufacturers not upping their game to ensure the products they supply are

always fit for purpose? As Mr Talbot rightly said the rest of the world has these products so why can't we.

I know locally a lot of arable farmers have had enough and are now importing their own fert that can be spread accurately, often for less cost than local fert so we need our suppliers to up their game and source the same or spend their money on manufacturing a good consistent product that allows spreading companies to operate to the client's requirements and comply with Spreadmark and environmental standards.

Roger Bruce

Otago/Southland

Hi All from down South,

Firstly, I would like to thank the Waikato branch for having us at the 2019 Conference in Taupo. What a Blast!!!

There was a great line up of gear on display and excellent speakers throughout the whole conference. It was

great to see people in our industry being recognised for their great work at the Awards Night.

The start of winter saw a bit of Lime Super still being trickled on while it was still warm but now winter seems to have arrived which brought snow and rain,

not ideal for the start of calving but as a whole winter down south has been very mild. A few frosts have seen some Bulkies out gritting but not to the same extent as last season.

Ballance held

a professional development course in Gore at the start of this month, which saw a good turnout of Southern people attend "The Building Resilience Workshop".

The Otago/Southland Branch in August will be holding 2 one day Driver Training/ First Aid Courses; this has been well supported, seeing good numbers going to attend over the two days.

It's not long before the spreading season kicks off down south. Hoping everything dries out enough to get our drivers out and about and getting them back into the swing of things for the busy season ahead.

Stay safe and have a great start to the season.

Cheers

Verge

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NZGFA 63rd ANNUAL CONFERENCE WAIRAKEI RESORT

Technology the Enabler Conference

Thank you from the Waikato Branch Chairman Graeme Martin

With over 200 attendees, the 63rd Annual Conference was the biggest yet!

A big thank you from myself and the Waikato team to those attending conference this year. I think you will agree it was a superb event that delivered on its promise of inspirational speakers, take home business tips, great networking, camaraderie and fun for the families who attended the partner's programme.

Thank you to our fabulous MCs Geoff Scott and Graeme Smith - for entertaining us and keeping us on track throughout the conference.

Thank you to the ace detective work of our conference sheriffs - Rodger Scott and Gordon Dobbs. The fines they so fairly imposed raised nearly \$500 for local Reporoa charity, The Empowered Learning Trust.

An especially big thank you to all our sponsors - we value your support and hope you will join us again next year in Christchurch.

The positive feedback on the Association strategy is encouraging, and the turnout at the AGM was impressive. Add to this the Awards night and the election of a new president and we can see that this year is already marking a turning point for our long-standing Association.



Hannah Mason, Graeme Martin and Steph Laird at Conference Gala Dinner

Ian Taylor said in his address to conference "it is our past that is our light in front of us". And, with this in mind, I would like, once again, to thank Kevin Geddes for paving the way and Dean Brooks for his leadership over the past two years.

Change is definitely afoot. There's plenty of work to do, so let's keep the momentum going. In Glenn Martin's words, "Let's make this plane rattle."

New Zealand Groundspread Fertilisers' Association Inc 63rd Annual General Meeting

Minutes of the 63rd Annual General Meeting of the New Zealand Groundspread Fertilisers' Association held in the Conference Centre, Wairakei Resort, Taupo on Tuesday 9 July 2019 commencing at 2-00pm.

Welcome: The President offered a warm welcome to members, delegates sponsors and guests.

Obituaries: The names of the late, Ian McPherson, Bill Currie and Dick Nesbitt were remembered by the Annual Meeting.

Present: Dean Brooks President; John Schultz Vice President; Graeme Martin Vice President; Ron Smith; Lenny Glanville; Ian Higgins; Ron Russo; Dean Walham; Bob Hammond; Dougall Pidwell; Donald Houston; Trevor McDowell; Paul McFall; Alex & Yvonne McLennan; Nathan Callander; Craig Snodgrass; Bruce Johnston; Lee Cooper; Kylie Owen; Sarah Brooks; Brent Scully; Nivonne Schultz; Howard Pedersen; Sam Swanson; Simon Pedersen; Christopher King; Rodger Scott; Amanda Ryan; Anders Crofoot; Peter Wood; Jim Laird; Tash Pnott; John Brown; John O'Fee; Kim Bailey; Andrew Chivell; Jarrod Keyle; Amy Wyer; Alister MacGregor; Phil Sandford; Rod Campbell; David Geraghty; Graeme Martin; Nadine Parata; Peter Herrick; Toby Evans; Kylie Stenton; James Stenton; Phil Johnson; Alan Jackson; Sue Rees; Miles Smith; Greg Delaney; Scott Post; Stephen Whitehead; Nigel Powell; Grant Anderson; Dwight Gray; Stephen West; Shane Wealleans; Jared Usmar; Daniel Alderman; Bob Haywood; Murray Bellfield; Brad Morgan; Gordon Dobbs; Douglas Dobbs; Greg Lonfelli; Chris Wratt; Steph Laird; Emma McRae; Petra Sullivan; Crista Bailey; Peter Callander; Gavin Palmer; Jason Williamson; Gary Stubbs; Keith Plaskett; Brent Hogarth; Travis & Julie Churchill; Kim Riley; Rick Stubbs; Gary Carr; Kevin Geddes.

Apologies: John and Raewyn Hoskin; Lance and Elaine Pedersen; Neil Henry; Keith Lindup; Stu Pinny; Nick Hyslop; Bruce Robertson; Brendon Kane.

Minutes of the previous meeting:

Minutes of the 62nd Annual General Meeting held 16 July 2018. *That the minutes be accepted.* Moved Graeme Martin seconded Peter Callander Carried.

Prior Notification of Items of General Business: Miles Smith offered the thanks of members to the National Council for their initiative and work leading the Strategic Review.

Reports:

President: Dean Brooks read his report. *That the Presidents Report be accepted.* Moved Dean Brooks, seconded John Schultz. Carried.

Executive Director: Kevin Geddes spoke to his report. That the Executive Director's report be accepted. Moved Kevin Geddes, seconded Brent Scully. Carried by acclamation.

Financial Report: Financial Statements to 31 March 2019 Debbie Lee from Federated Farmers presented the Financial Statements for the year ended 31 March 2019. *That the Financial Report be accepted.* Moved Debbie Lee, seconded Peter Herrick. Carried.

Nivonne Schultz questioned why there was a tax liability when a deficit was shown.

2019 / 2020 Budget: Greg Delaney pointed out that the deficit of \$42k predicted in the budget would seriously diminish the financial reserves of NZGFA. Moved Greg Delaney, seconded Kevin Geddes; *that until the appointment of the new EO is*

NZGFA 63rd ANNUAL CONFERENCE WAIRAKEI RESORT

completed and Council can correctly assess all the costs of the involved, a revised balanced budget be prepared. Carried.

NZGFA Charitable Trust: The NZGFA Charitable Trust Financial Statements showing a credit of \$39,343 be accepted. Moved Debbie Lee, seconded Peter Callander. Carried.

Committee Reports

Lime & Fertiliser: Grant Anderson:

Training: John Schultz reported that he had farmers now requiring Spreadmark accredited spreaders to comply with their on-farm QA programmes. The Canterbury Branch ran a Driver Training day with 68 drivers attending. The Association is well provided with Spreadmark accredited trainers, Phil Johnson, Peter Herrick and Jim Laird. Farmer Spreadmark training given to Synlait farmer suppliers will be at a comparable level to commercial Spreadmark drivers. Peter Herrick is working with SIT to provide NZGFA Spreadmark driver training to a NZQA recognised training qualification.

Transport: Lee Cooper: reported that NZTA are reviewing Class 5 Driver license and proposing to remove Class 3.

Magazine: Amanda Ryan

Promotions: Lisa Carruthers

Spreadmark Auditor: Peter Wood reported there are 57 Spreadmark accredited companies with 10 additional companies awaiting accreditation following full compliance. Spreadmark is evolving. The review of the Spreadmark Code in January 2019 included Tray spacing which now may be 0.5m or 1.0m at the Tester or spreading company discretion. The Code review also included that trucks have a sieve box available (rather than be carried in the truck). A GPS mapping requirement will be notified in January 2021, where Spreadmark companies will have to verify that fertiliser is being spread at the Spreadmark certified bout width. Truck Maintenance Diaries must be maintained and auditable, showing at least an annual 'quick check'. Spreadmark audits have gone well. An internal audit check list has been circulated. There are 16 Spreadmark testers listed in the Spreadmark Code. Most regions have one tester. The Spreadmark Testers workshop was held 7th July 2019. Peter Wood acknowledged the substantial contribution Spreadmark Testers make to the Spreadmark scheme. The most important emerging issue is that Spreadmark is beginning to be used as a marketing tool by food producers and as a regulatory reference by Regional Councils. QCONZ works with Dairy companies who are now promoting the use of Spreadmark. As Synlait are now in Waikato, we should await competing dairy companies' response. Peter offered all spreaders best wishes for the coming season.

That the Spreadmark and all reports be accepted Moved Peter Wood, seconded Ronnie Russo. Carried.

Branch Reports:

Waikato	Graeme Martin
Taranaki	Lee Cooper
Central Districts	Howard Pedersen
Nelson/ Marlborough	Ian Higgins
Canterbury	Trevor McDowell
Otago/ Southland	Stephen Whitehead
Northland Branch report	Mike Gibson

That all Branch reports be accepted. Moved Dean Brooks, seconded Gordon Dobbs. Carried.

Election of Officers:

President:

John Schultz. Moved Roger Scott, seconded Trevor McDowell.

Dean Brooks. Moved Nivonne Schultz, seconded Simon Pedersen.

Following an election John Schultz was declared elected President.

Vice President[s]

Graeme Martin. Moved Brent Scully, seconded Gordon Dobbs. Carried.

Grant Anderson. Moved Peter Callander, seconded Peter Herrick. Carried.

Financial Reviewer. *That this nomination be held over until the new EO is appointed and Council confirms financial arrangements.* Moved Peter Callander, seconded Howard Pedersen. Carried.

General Business

Subscriptions. The President raised the issue of the nation subscriptions and the Council proposal that the national subscriptions be raised by 30% to accommodate the additional expenses of the new EO as developed in the Strategic Review and the additional expense involved.

That National NZGFA Subscriptions be raised 30% Moved Dean Brooks, seconded Graeme Martin. Carried.

2019 Professional Development Courses. Nadine Parata outlined Ballance's continued sponsorship of the continuing education of NZGFA members by Professional Development Courses to be run in:

Hamilton, 6 August; Gore, 7 August; Palmerston North 8 August and Christchurch 9 August.

Strategic Review. Dean Brooks stated that NZGFA will build a strategic partnership with NZ AAA through the appointment of the new EO.

Spreadmark Audit Frequency. Dean Brooks commented on the frequency of the Spreadmark company audit. Few people are taking up the 3-year audit extension option. Spreadmark may not move beyond a 3-year audit cycle as it runs the risk of losing credibility.

Conference 2020

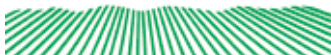
Kylie Stenton addressed Conference about the arrangements for the 64th Conference of NZGFA. She expressed thanks to Trevor McDowell the outgoing Canterbury Branch President and welcomed Nick Hyslop into the job. She thanked the Waikato Branch for the Conference arrangements and their information to the Canterbury Branch. She invited all members to come to Christchurch for the 64th NZGFA on the 5th to 8th July 2020.

Ron Russo commented that prior information about nominations should be circulated before the AGM.

Dean Brooks was thanked for his time as President of NZGFA and the achievements gained for groundspreaders.

Kim Bailey offered the thanks from AFSA team attending Conference. He said it had been enlightening, educational and inspirational. He invited New Zealand groundspreaders to the AFSA conference on the Gold Coast, 4th to 6th September.

Closure of AGM. 4.05pm



Inaugural NZGFA Awards Recognise Innovation, Skill and Excellence

The inaugural winners of the New Zealand Groundspread Fertilisers Association (NZGFA) awards were announced at the NZGFA Conference Gala Dinner.

The NZGFA Innovation Award (sponsored by Trucks & Trailers) was presented to Canterbury's Ron Smith of R&R Haulage Ltd for his detailed research into testing bout widths against product quality.

Nicola Goodwin of Waikato's Wealleans Ltd scooped the NZGFA Health & Safety Award (sponsored by Graymont), for her thorough implementation of health & safety policies across the business and her ability to engage all staff.

The Ravensdown sponsored NZGFA Young Achiever's Award for under 30 year-olds was awarded to Adam White, of Wealleans Engineering, for his dedication and flair for designing and building ground spread trucks and equipment. Hannah Mason, also of the Wealleans group, was a close second. Hannah, a ground spread operator with a Class 5

license, was recognised for her commitment to the industry and her determination to increase her skill levels.

The NZGFA President's Award (sponsored by Ballance Agri-Nutrients), went to Gordon Dobbs of Waikato's Brown & Shanley. Gordon was recognised for his commitment to the industry, and the association, on a local as well as national level. He was also applauded for his advocacy of the Spreadmark programme. Gordon is a Spreadmark tester and passionate believer in the industry standard.

Graeme Martin, Vice-President and the originator of the new award scheme, said the awards are a turning point for the ground spread association and for the industry itself.

"These awards celebrate the skills and excellence that exists in our industry. They also put ground spreaders on the agricultural map. Ground spreaders play an essential role in the food production chain in New Zealand."

Congratulations to all Award winners

THE NZGFA INNOVATION AWARD



Ron Smith, R & R Haulage
(Sponsor Trucks & Trailers)

THE NZGFA HEALTH & SAFETY AWARD



Nicola Goodwin, Wealleans Ltd
(Sponsor Graymont)

THE NZGFA YOUNG ACHIEVER'S AWARD



Adam White, Wealleans Engineering
(Sponsor Ravensdown)

THE NZGFA PRESIDENT'S AWARD



Gordon Dobbs, Brown & Shanley
(Sponsor Ballance Agri-Nutrients)

Health and Safety Report

By Grant Anderson
NZGFA Health & Safety Representative

Hi Everyone,

It was great catching up at conference.

I took a lot away from some inspirational speakers and I also had a fabulous time, thank you.

With my Health and Safety presentation on the Spotlight app, I was extremely happy with your engagement on this topic.

Accident recording and reporting is very important for your business. Remember to log your team on and put myself into your group.

This is your information only, but if you want me to see an incident, please just tag me in on it. This information will only come to me for learning purposes and I will take it to National Council to report on.

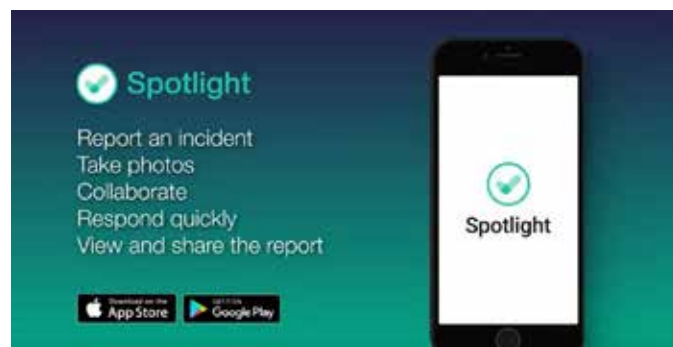
This will help us learn patterns and behaviour and also help driver trainers expand their training.

I have a few companies log on so far and it would be great to get some more of you. It is a free site.

REMEMBER Think Safe – Work Safe – Home Safe

If you have any questions don't hesitate to ask.

Email: grant.anderson@hwr.co.nz



Spotlight app enables you to report an incident quickly and easily, even if you are out of a mobile service area

Health & Safety Tips from Conference

NZGFA Vice-president Graeme Martin and Rob Thomson from SBS lead a session looking at accidents/incidents within the industry. Here are some top tips:

- Have robust training and induction policies – annually re-induct drivers, check your training manual, and train the trainers
- Ensure you do drug and alcohol pre-employment testing
- Your HR procedures should fit with your H & S plan and have good disciplinary procedures and policies
- Have a 'just culture' in your business – no name, no shame, no blame.
- Report every incident where you say, "Oh s@#* that was close". A strong reporting culture lowers rate of incidents.
- Make sure learnings are going back to drivers
- Sign-up to Spotlight app and share information with your Council.

Graeme Smith TDDA spoke on Drugs and Alcohol in the Workplace. You have a legal obligation to ensure safety at work under the Health & Safety at Work Act 2015. You need to identify the hazards and under the Act a hazard includes a person's behaviour where that behaviour has the potential to cause death, injury, or illness to a person (whether or not that behaviour results from physical or mental fatigue, drugs, alcohol, traumatic shock or another temporary condition that affects a person's behaviour).

Drug users are responsible for 40% of workplace fatalities and three times more likely to be involved in accidents. THC stays in the system longer than alcohol (from 2-30 days).

Ensure you:

- Have a Drug and Alcohol Policy
- Do random testing
- Take reasonable care
- Do a Pre-employment check
- Investigate after incidents
- Educate your staff
- Add person's behaviour to your hazard register as a risk

BULK SPREADERS AND TRAILERS



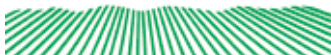
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Spreadmark Auditors report to the NZGFA Conference 2019

By Peter Wood

The Spreadmark Companies

I can report that there are now 57 groundspread fertiliser spreading companies fully certified by Spreadmark. There are 10 additional companies awaiting the clearance of non-conformities.

The list of registered companies continues to be issued monthly. It is widely distributed.

Spreadmark Code

Spreadmark continues to evolve but remains focussed on recognising spreading companies that apply fertiliser in a manner:

- that maximises the agronomic value of the nutrient being placed,
- with minimal environmental impact.

Since the last conference, there has been some changes to the Spreadmark Code. The updated Code of January 2019 has been placed on the FQC website. It can be downloaded and paper copies are no longer being produced by the FQC. I continue to have a stock of Spreadmark Code covers available. For free.

The changes to the Spreadmark Code since the last conference relate to:

- The change to the Spreadmark Application Form to make on-line banking of the application fee easier.
- The tray spacing change.
- The sieve box change (to allow them to be either carried in trucks or be available at depots).

The most significant change to the Code relates to GPS mapping was also introduced. There is now a notification in the Code that:

"It is expected that a requirement that spreader tracking systems are able to verify that the correct bout width is being used will be implemented in January 2021".

The effect of this will be to tighten the requirement to demonstrate that spreaders are being used within their certified bout widths.

Also, in relation to spreader maintenance records, the recommendation that spreader maintenance are retained has been replaced with a requirement to do this.

As well, the Council reviewed the current requirement for an internal audit and for an annual quick check of each spreaders performance was reviewed and the need for these checks was re-affirmed.

Spreadmark Audits

Audits have generally gone well over the last twelve months. The issue noted in previous years with expired truck certificates at audit has continued to decline. This improvement is attributed to the incentives provided to have trucks certified and the general increase in the availability of Testers.

To assist company's to maintain their truck certifications, an internal audit checklist continues to be sent to companies automatically about six months before their audit due date. When the checklist arrives, I suggest you fill it out.

I would like to take this opportunity to acknowledge the great contribution that the Spreadmark Testers make to the Spreadmark programme. Without them, Spreadmark does not function. Please support them in their endeavours.

Spreader Testers

There are currently 16 Spreadmark approved spreader testers (down from 19 STLY) and the list is in the Code. Some testers are more active than others but most regions now have at least one tester.

A further workshop for Spreadmark Testers was held yesterday. These annual workshops are held to allow testers and others to share experiences and to provide their own perspective into the operation of the Spreadmark programme.

Emerging Issues

The main emerging issue that I see for Spreadmark is seeing it being used as a marketing tool to manage environmental reputational risk by NZ food producers and as a risk mitigation tool for Regional Councils.

First, reputational risk. My colleagues and I continue to work with every dairy company (and now with some meat companies) on their environmental risk management strategies in relation to farms. Wherever we can, Spreadmark is built into these farm programmes. These programmes will increasingly become an important benefit to companies holding Spreadmark certification.

The expansion of Synlait into the Waikato will inevitably bring advantages to the Spreadmark registered companies there.

The Season Ahead

I wish you all the very best for the coming year. Special thanks to your President, to Ann Thomson, to Anders Crofoot, to Kevin Geddes, to Lisa Carruthers and to your National Council members. Thanks to you all for your assistance and cooperation during the past year.

I hope that the season ahead is an especially good one for you.

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Conference Highlights

David Garbraith – Clinical psychologist for the Chiefs

Courage is a mindset. If you get the best out of yourself, you will get the best out of your people.

When you behave courageously you feel good, gain pride and confidence. Courage is the key to recovery from depression.

Glenn Martin – Founder of Martin Aircraft (Jetpack)

Five keys to success:

1. Vision
2. Physics/science/math – you cannot change the laws of physics
3. Commitment – raise heaven and earth and never stop
4. Leverage – stand on the shoulders of giants, work with other industries
5. Focus – remember Peter Blake's question to every engineer, "Great, does it make the boat go faster?"

Ravensdown Hawkeye – Tim Roulston and Emma McRae

Enabling smarter farming for a better New Zealand - technology is the answer. Hawkeye helps farmers be compliant and prove it.

Challenges for spreaders: know what data farmers need and provide accurate data. Technology is the enabler that enables collaboration point between farmers and ourselves.

Encourage Ravensdown customers to place orders in Hawkeye. Tell your customers what you are doing to support them.

Ian Taylor – Animation Research Ltd (ARL)

Hei taura ora ma Apopo – It is always our past that lies before you.

First company to develop ball tracking for sport, built air traffic control simulator. Working with Agresearch on Hyper Farm (see article on page 23).

Never use the word can't. Developed mobile app for Americas Cup and won an Emmy award. They had never built a mobile app but within a month completed it.

ARL mission statement is: "Bugger the boxing, pour the concrete anyway".

1. You have to trust everyone implicitly around you. Surround yourself with clever people.
2. Technology is the enabler.
3. Attitude – important to be a dreamer, think number 8 wire.

NZGFA Strategic Review – Graeme Martin and Jamie Fitzgerald

Graeme outlined the significant issues and challenges to having a viable industry that met the needs of our customers. The Strategic Review identified our purpose, beliefs, attributes/character and focus.

NZGFA Purpose: To lead, promote and enhance nutrient placement for the greater good of New Zealand.

Lead [the sector]

- Advocate for improved application performance from all nutrient manufacturers
- Understand and represent the views of our varied member groups
- Build strong relationships with the stakeholders that can support our purpose
- Embed smart systems and ways of working within NZGFA to ensure sustainability

Promote [our sector & success]

- Increase membership nationally across our multiple target sectors

- Embed 'accurate nutrient placement' as the essence of our brand
- Marketing & Communications (Advertising / promotion)
- Grow the nutrient placement workforce by guiding and influencing employers, educators, gatekeepers and government
- Celebrate members' behaviour that role-models best-practice placement

Enhance [member performance]

- Support members to be at the forefront of technology
- Members have clear (and practical) H & S standards that are easy to embed
- Spreadmark is in all farm QA plans because it's valued by the whole industry
- Each of our member groups have access to and leverage practical tools & training.

We do not have a strategic plan yet - the actual plan to deliver the goals has yet to be created - it will be the role of Council and the new CEO. The discussion to join with NZAAA with a shared resource as CEO is underway.

Thank you to our 2019 Conference Sponsors





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Anders Crofoot, Chairman of the FQC, says tackling the physical quality of fertiliser and spreading the word about Fertmark and Spreadmark are high on the FQC's agenda



It was wonderful to see so many attendees - NZGFA members, associates and sponsors - at the recent conference in Taupo. It was an event with high quality speakers who all related their wisdom to our industry, and provided inspirational stories. There was also ample opportunity to network and catch up with old friends.

The Fertiliser Quality Council is a long-time supporter of the NZGFA and this year was also involved as a sponsor. It was my privilege to present at conference the work that the FQC is currently undertaking. One of our main agenda items is addressing the issues that ground spreaders have been experiencing for many years around the inconsistent physical quality that often occurs between product batches.

We know that our farmers and growers feel frustrated, since they need consistency of fertiliser, every time, to ensure accurate and even placement, minimum environmental impact and maximum plant growth. And we know what a headache it is for ground spreaders time and time again.

The good news is that the FQC is currently working with industry on establishing standards for the physical qualities of fertiliser products. We are optimistic that these

standards will be formulated and published for the sector by next spring.

In the meantime, we are raising awareness that poor storage and bad handling of fertiliser can play havoc with the physical characteristics. The FQC has already produced a set of guidelines and tips for the storing and handling of bulk fertiliser. This has been promoted to manufacturers and distribution centres. We are now focusing on producing a parallel set of guidelines specifically for farmers.

Another major piece of work is our re-connection with regional councils to remind them about the virtues of Fertmark and Spreadmark. Recently, I presented to a national group of Regional Council Land Managers in Wellington, highlighting the essential role that the two schemes play in New Zealand agriculture. Feedback was both positive and encouraging – and it was clear that this conversation was very much needed. We plan to continue with a programme of these types of meetings with this sector, as well as others.

While the fertiliser industry is fast morphing into 'nutrient services', the role of the FQC is as strong as ever but we all know that we need to keep telling our story and getting in front of the decision makers to ensure that Fertmark and Spreadmark are top of mind when the nutrient discussions are happening. And this is exactly what we aim to do.





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Resilience – your first defence against the Black Dog



By Nadine Parata
Ballance National Distribution Manager

I enjoyed catching up with all of you during conference last month. Ballance really appreciates the opportunity to be a part of conference every year – it's the best way to not only connect with all of you, but also to connect with others in the industry, and hear from some inspiring speakers.

I particularly enjoyed listening to David Galbraith and have been challenging myself to be a MOP (moment of perfection) human being, and not focus on the bad moments.

Following on from conference, Ballance facilitated workshops for NZGFA members focused on building resilience last week.

Resilience is something we at Ballance see as vitally important in today's crazy world, it's an area we've encouraged our people to strengthen and develop through courses, workshops and coaching sessions.

We've all seen how bad it can get for someone when their resilience is at an all time low. It's a place none of us want to be, or to see a loved one, close friend or colleague in.

Particularly in the rural community, mental health issues are prevalent, and the first barrier of defence against mental health issues is building up your resilience, kind of like taking your daily vitamin C to help prevent the dreaded winter ailments.

Over the last week we held four workshops across the country (Hamilton, Gore, Palmerston North and Christchurch) with a total of 70 NZGFA members attending. Facilitated by our own Ballance staff who themselves have been on a journey of strengthening their resilience.

These workshops focused on understanding resilience and how it can affect you, tools to help improve your resilience and keep it in a healthy space, as well as understanding others, where their resilience might be, and how you can help them.

Remember, if you or someone you know isn't doing too well you can contact Rural Support free of charge on **0800 787 254**. You can even anonymously let them know about someone who is struggling so they can follow up with them and make sure they get the help they need.

Until next time,

Nadine



Professional development workshop Hamilton

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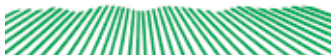


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Driver Training

By Philip Johnson – Canterbury Driver Training Ltd

It was great catching up with you all at conference. I really enjoyed conference this year and especially enjoyed, like most of you, the excellent speakers. I am sure we all went away with a spring in our step and our minds filled with great ideas for running and improving our businesses.

Huge thanks to all the committee for their organisation of a great event.

I am already looking forward to next year's conference, possibly because it's in my hometown of Christchurch.

I would also like to say thanks to Dean Brooks for his time, investment and great contribution as President. Congratulations to John Shultz as the incoming President, I'm sure he's got some great ideas to help move the association forward.

The winter months are an ideal time to brush up your employees' skills and knowledge; Candrive has been busy running Spreadmark courses all over the country, in both the South and the North Island. It's great to see companies investing in their employees.

Congratulations to the following drivers who are now Spreadmark Certified Drivers:

- Christopher Reese and Robert Stevenson from Poulfert
- Mark Chinnery



Spreadmark course at Candrive office in Rangiora on 19 July, attended by drivers from several Canterbury companies

The Agricultural Spreader Operator NZ (AGSPONZ) course is all ready for its first test run which looks like November. I will be able to fill you in more detail on that after the course has been run.

On another note I am updating the training resources I use, in particular the Powerpoints, that are part of the Spreader Operator NZ courses.

I am looking for new photos of the following: trucks stuck on varying terrain, trucks getting pulled out, rollovers. And any other photos you think could help for my PowerPoint/ training materials would be much appreciated. If you could email them to phil@candrive.co.nz

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Logbook Entries

By Jim Laird

I was recently working with a driver whose regular truck was fitted with an E-Road hubo, and he was recording his worktime etc. on his phone/tablet in the required manner. He was however, occasionally required to drive other trucks fitted with a standard manual hubo, and when this occurred, he was recording his times in a standard written logbook. This immediately caused my antenna to twitch, as he was now keeping two separate logbooks, which as we all know is considered to be illegal.

After following this up with CVIU and LTNZ it was determined that this practice would not be at all acceptable as they would definitely be seen to be having two logbooks. I have spoken with "Tim" at E-Road who was most helpful in this regard. His advice to drivers in this situation is to enter the trucks rego, the times will automatically take care of themselves, but you will have to put in the mileage criteria yourself.

The support team at E-Road have offered to provide further advice should you wish to contact them on 09 927470. In order to meet the magazine deadline, I have not had the time to contact the electronic logbook providers re their procedures.

Regards to you all,
Jim Laird

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The Value of Flexibility in Technology for your Groundspread Business

Hands up any of us who are old enough to remember 1986.

That was the year I chartered the first-ever Concorde flight into New Zealand. The supersonic aircraft landed in Auckland after I had designed the flight plan so the passengers could see Halley's Comet as they flew during the night over the Indian Ocean.

The Concorde was escorted over Auckland by Skyhawks I'd invited the NZ Airforce to send, although with a top speed of 950kph, they had to ask Captain Cook (yes, I especially asked for the British Airways training captain to be the one to fly the leg into NZ since he was called Captain Cook) to slow down from his top speed of 2,250kph so the Skyhawks could keep up with him.



Why do I take you back to 1986?

Because that was the year I owned one of these Apple computer set ups. Look at the photo on the right and see something interesting about the branded

items. Yes, all the components are Apple. The computer is Apple, the keyboard is Apple, not Logi. The external drives are Apple, not Seagate. The scanner is Apple, not Pixma.

So it was back then. It's what's known in the tech game as "proprietary architecture". A manufacturer decides to make all the parts of their system work together, but then customers have to buy all the components they need from that one manufacturer. Good for the manufacturer, not really so good for the customer. Because if Brother or HP or Pixma come along with a better printer than Apple's, which they inevitably will do because printers is all they do, then proprietary architecture means you have to stick with the Apple printer.

So what's this got to do with technology for the groundspread industry?

As agricultural technology generally, and spreading technology in particular, develops and improves at an ever increasing pace, as a groundspread operator you have the option to choose between putting all your eggs in one technological basket, or maintaining flexibility to buy the components of your own and your farmers' technology choices so you keep on getting what's best for your business now and in the future.

That's why like most technology service providers, Precision Tracking agrees with the industry best practice that "modularity" which is the modern alternative to "proprietary architecture", is the better way to go.

So we believe groundspread businesses are best served by being able to choose which ever GPS display they like, along with their preferred spreading computer, to their choice of job management system, to their chosen health and safety system, along with their favourite RUC system, plus their ideal accounting and billing system.

The market forces driving suppliers away from proprietary architecture to modularity are so powerful that even a company as huge and powerful as Apple has become a "modular" company. Buy an Apple computer for sure, but load software from thousands of suppliers, plug in whatever printer you like, what ever back up system you like, and on your iPhone, don't rely only on Apple to come up with the apps, choose from millions of apps that suit your needs.

There's a clear benefit to groundspread operators.

Not only do you get flexibility by following the modular concept, but each of your business systems can use the best of breed from companies whose focus is on each of those systems. If you rely on one supplier, then any one supplier can create new systems only at a slow pace, compared to lots of companies developing their own specialty. So tomorrow's modular systems will be better than today's, at a faster pace than any one supplier can manage.

And apart from efficiency and performance gains, what is the other big

benefit of the modular approach?

It reduces costs. Which of course is why some suppliers try and hang on to proprietary architecture because handcuffed customers can be charged more. It's typically thought that giving buying power to the customer to choose the best of each breed from a modular perspective can achieve as much as a 25 to 50% reduction in cost.

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Sustainability within Ravensdown



By Stephanie Laird, Ravensdown Application Systems Manager

The recent NZGFA conference was a great opportunity to catch up with a number of you recently. Thank you to those who took the time to give us feedback. We are currently working on a few initiatives based on this and will keep you posted.

The environment we work in, and future challenges in this area were consistent themes shared during the conference. Climate being one of them, which is an area Ravensdown is working proactively in, joining the

Climate Leader's Coalition as a founding member in July 2018. This is a group made up of businesses committed to reducing their carbon footprint. The overall aim? To keep global warming within two degrees of warming in line with New Zealand's Paris Agreement obligations.

Together, the members of the coalition represent a variety of businesses from different industries which contribute nearly 60% of New Zealand's gross emissions. They include: Z Energy, Westpac, Ngai Tahu Holdings, Air New Zealand, NZ Post, The Warehouse Group, Vector, KiwiRail, Spark, Fonterra, Silver Fern Farms and Synlait to name a few.

Ravensdown reported its first carbon footprint in 2017. This year we have broadened the scope and set carbon targets, including the footprint of the products we supply. The carbon footprint profile of our wider operation (upstream and downstream) is significant at 99% of our emissions and represents a major opportunity for us to influence reductions beyond our direct impact. Our primary focus however is on reducing our direct emissions from our operations with big areas of opportunity for us being electricity and fleet management and fuel use in manufacturing.

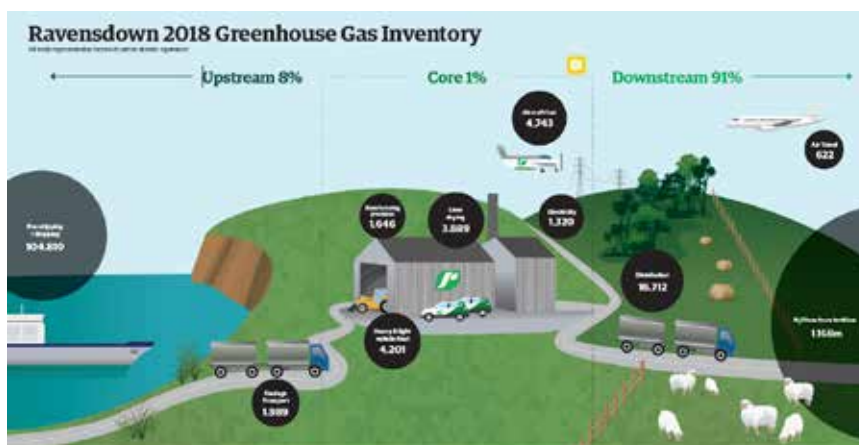
The low carbon economy is a reality that we all need to get

our heads around. Whether that is assessing your own emissions or making a commitment to reduce your emissions, the most important thing is to make a start. Learning how others are tackling their contribution is something the Climate Leader's Coalition provides and it is an open invitation to businesses wanting to join. It is based on transparent and shared knowledge amongst all members. It is an encouraging group to be a part of. The coalition is currently underrepresented in the primary sector and I encourage you to join. We've all got an important part to play in the long-term stewardship of our precious natural resources.

Until next time.



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Helping farmers see the future

AgResearch is helping farmers see the future thanks to a new partnership with Animation Research Limited (ARL), the Kiwi company that revolutionised Americas Cup sports broadcasting.

The partnership is part of a cutting-edge research programme – the New Zealand Bioeconomy in the Digital Age (NZBIDA) – designed to enable transformational change to the country's agricultural sector and supply chains.

As one strand of the MBIE-funded NZBIDA programme, Dr Seth Laurenson and Dr Remy Lasseur are designing a “hyper farm” using ARL's world-renowned visualisation technology. It helps landowners visualise their landscapes using different land uses, from growing hemp to tourism. It also allows users to see what their properties would look like as a result of any changes as well as understand how changes would affect water quality, finances, carbon sequestration, biodiversity and more.

“We wanted to create a tool to help landowners design a new future while also understanding trade-offs. The tool will help drive discussion around change by providing the how, what and where. Simplifying the complexity and providing the visual realism helps provide clarity and foresight to those discussions that might take place across the kitchen table, in the boardroom or amongst family and community groups. Being able to simulate our land and our unique circumstances makes it that bit more real.”

The first iteration of this exciting research was seen for the first time at National Fieldays, Mystery Creek. It showed landholders what their properties would look like under different land uses and how a land use change would affect science metrics such as water quality, carbon sequestration and biodiversity. And importantly, how their finances would look after a land use change.

Seth said AgResearch and the land-based science sector had gathered an incredible amount of data to support farming and research over the years. This trend is set to continue at an exponential pace due to sensor technology. Bringing that information to life with a high-quality visualisation tool will “help accelerate adoption and change”, he said.

“Under the NZBIDA umbrella, we have brought together two groups that don't

normally work together, AgResearch and ARL, and we have really enjoyed the experience. I often think we need to stand back as scientists and say, ‘I need to try something new’. This is new, and the potential is huge. Landowners will welcome any help they can get to make decisions about their futures, and we think this could be a big help.”

Ian Taylor is the founder and owner of ARL and added: “We are seeing a tsunami of digital data and we are struggling to know what to do with it. One of the exciting things for us about this project with AgResearch is it brings all of those things together. The data is already there. When you put that together with the visualisation, you start to see the future.

“You don't have to wait two years, five years or ten years to see what effect decisions have on your land. You can see it in 10 minutes in a really informed way.



Seth Laurenson

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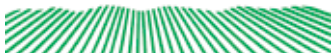
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FAR Report - Reducing Variability in Lime Application by Ground Spreaders

A FAR trial was carried out to evaluate the ability of five spreading trucks to apply lime consistently across a paddock. These trucks represented a range of commonly used types in New Zealand. Only one truck was Spreadmark certified for spreading lime at the time of testing. All transported the lime from the bin and dropped it onto two counter rotating spreader discs, but each had different delivery mechanisms (single or double belt, or drag chain) and different computer controllers. The trial considered the sources of any variability in lime application, including programmed versus actual spread rate, delivery rates of lime from the bin to the spreading discs as they travel down the paddock and rates of lime at different distances from the centre line of the truck pass (across the bout width). The additional impact of variable particle sizes and their respective reactivity were also considered.

The trial

Programmed versus actual spread rate

Each truck was driven once at driving speeds of either 10, 15 or 20 km/h across a test track consisting of three rows of trays, 10 metres apart, along the line of a spreader pass. The trucks were programmed to apply specified rates between 500 and 5000 kg/ha to test how well the programmed spread rate converted into practice.

The effects of driving speed on spreading was minimal, with some improvement in the consistency of lime application at 20 km/h, but little difference between 10 and 15 km/h.

At lower quantities of lime (500-1000 kg/ha) the programmed spread rate was generally consistent with the rate of application,

however, as the programmed rate increased application rates were less accurate. In one instance, the delivery of lime was greater than that programmed at the highest application rates, but for most, less lime was delivered than anticipated (in one instance only 60%). The Spreadmark certified spreader showed no improvement in the relationship between programmed and actual spread rate.

Lime deposition during a truck pass

The longitudinal variation in lime spreading rate during a truck pass was established by measuring the mass of lime in the three rows of catch trays. After 40 passes of the five trucks using different driving speeds and programmed application rates, significant variability was observed in the mean applied rate of lime collected from the three rows (CV= 21.7%).

Lime deposition across the bout width

Relative application rate was calculated by measuring lime deposition across the bout width. Without any overlapping passes, lime deposition across the bout width varied significantly, from less than 50% of the required rate over six metres from the centreline to almost 250% of the required rate close to the centreline.

This pattern is typical of all spreading machinery spreading lime, fertiliser and other materials, and is generally dealt with in part by overlapping adjacent machinery passes.

Using our data, we simulated an overlap in the passes by the trucks that enabled us to compare the deposition of lime at bout widths of six and 12 metres. At 12 metres, the relative application of lime ranged from approximately 70 to 130% of the required rate whereas a 6 m bout width reduced that range to approximately 90 to 110%.

Lime particle sizes and calculated reactivity across the bout width

The higher the percentage of fine particles in the lime, the faster it will neutralise soil acid, leading to soil pH change. As larger particles tend to be spread further than small ones, we collected lime samples to look for segregation by particle size along the spread width. A significant number of fine particles (less than 0.125 mm) were collected at all bout widths whereas large particles were generally deposited further from the truck.

The relative reactivity across the 6 m and 12 m bout widths was then calculated using a scale of relative reactivity for different size lime particles (Potgieter et al., 2002). The 12 m bout width gave a relative reactivity ranging from 30 to 149%, meaning that some parts of the paddock had five-times more acid neutralising effect on soil pH than other parts of the paddock. The simulated 6 m bout width reduced the relative reactivity to a range of 81 to 122%. In practical terms, these data indicate that applying 1 t/ha lime to a paddock with a pH of 5.2 using a 12 m bout width will result in a soil pH from 5.4 – 5.7 across the width. A 6 m bout width would produce of soil pH between 5.5 and 5.6.

Discussion

A combination of factors contribute to inconsistent spreading of lime by the twin-disc spreaders currently used in New Zealand. In this trial, bout width had the greatest influence, and we showed that reducing bout width from the current standard of 12 metres to six metres, greatly improved the uniformity of both application and activity. Considering the uneven spread of different particle sizes and their different reactivity, applying a lower rate of lime more regularly will also reduce the impacts of variable application on soil pH.

When using the currently available twin-disc spreaders, we recommend overlapping spreader passes at a bout width of six metres, as well as applying lime more regularly and at a lower rate to reduce the impacts of variable application on soil pH. Reducing bout widths to six metres and applying lime regularly will increase costs but will help to reduce pH-induced crop variability.

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INNOVATION IN FERTILISER TRANSPORT

New Developments at TracMap

Since launching the revolutionary new touchscreen device TML for job management in late 2018, TracMap has been focussed on further developing their system. Groundspreading customers will be the main benefactors of the most recent changes for their upcoming 2019-2020 season.

New developments include a full GPS guidance feature-set for TML and compatibility with relevant rate controllers, while data sharing with TracMap Online is now easier than ever for both contractors and their customers after recent third-party software integration.

TracMap's TML Touchscreen Device for Guidance

The TML in-cab device has a large 10.1" touchscreen display with adjustable screen brightness providing the user with an intuitive navigation experience. This makes it quick and easy to use for drivers and ensures fewer mistakes and a shorter turnaround time from job activation to invoicing.

Standard features include variable rate control, able to be sent wirelessly to the vehicle, and live job sharing which allows multiple trucks operating in the same job visibility of coverage from other vehicles in real time.

Operators are also making use of custom forms, which enables dispatch to create standard forms sent out to each job, such as health and safety checklists, for completion at the beginning or end of the job.

The GPS guidance feature-set currently in final testing includes point of view guidance with on-screen lightbar, forward projection and straight AB lines. Advanced guidance features such as curved AB lines and additional rate controller integration will be coming in subsequent releases.

Presently, rate controller compatibility consists of Whitehead (with auto shut-off) and Transpread/Novax with an upcoming release scheduled for Farmscan. Another bonus is that if the vehicle was equipped with a TracMap TM5 guidance system, upgrading is very easy, as in most cases existing cabling can be used, plugging straight into the new TML Hub.

This is a huge step forward says TracMap and has been incredibly well received in the market.

David Glen, Chief Executive Officer at TracMap, credits a lot of the popularity of TML with the direct feedback from the groundspread industry which has aided the talented team of developers and technicians throughout the design and development process.

Easy data sharing with TracMap Online

Through recent software integrations, it's now even easier for groundspread customers to send their orders and receive completed job data. Orders can be placed through TracMap Online or through any one of TracMap's partner systems; Ravensdown's HawkEye, Farm IQ, MyBallance or Precision Farming.

If the contractor has opted to share proof of placement data to any of these partners, coverage maps for completed jobs will be available in the customer's



TracMap Online account as well as the partner platform through which the original order was sent.

Methven-based Philip Wareing Ltd Sales Manager, Mark Wareing says last year the company decided to upgrade its guidance and data management systems and opted for TracMap because of its integration with different systems.

"We have to share data with a number of different providers – Ravensdown's HawkEye, MyBallance and Farm IQ, for example. Our spreading trucks already have different screen for Eroad and an in-cab tablet for health and safety systems along with drive cams.

"We were looking at the possibility of adding more screens with different systems to handle all the data we use, but with TracMap we can do everything. It is cross-compatible with all the other companies' systems we work with, which makes life easier for us and gives our farmer clients ready access to all their data.

"With TracMap we can do proof of placement, job allocation and guidance all with the one system, and it stores the data online so that we or our clients can get access to it whenever we need it."

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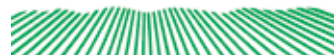
Classified listings are free for NZGFA members in Groundspread. Email to amandaryan@farmside.co.nz for the next issue – deadline 4 November.

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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

SPREADMARK REGISTERED COMPANIES As at 1 Aug 2019

Amuri Transport Ltd
Andrews Transport 1993 Ltd
Barwoods Ltd
Boags Contracting
Brooks Spreading Ltd
Bruce Groundspreading
Cairns Groundspreaders
Callander Groundspread
Central Transport
Dirt 'n' Dust Ltd
DT Kings Transport Ltd
Ellesmere Transport Co
Fertspread Ltd
GVT Landline Ltd
Himatangi Transport
Hogarth Spreading Ltd

Hokonui Rural Transport
Jackson Spreading
Kui Griffin & Co Ltd
Mainland Spreading Ltd
Manawatu Mini Spreaders
McCarthy Contracting Ltd
McQuinn Spreading
Midland Spreaders
Northern Southland
Pedersen Spreaders
Peter Sole Transport Ltd
R&R Spreading 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
Stubbs Groundspreading Ltd
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Transport Services Southland
Wheel Spread Ltd
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Approved spreading equipment testers

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McMaster Engineering Ltd
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PG Smith Ltd
Saleyard Road
Helensville
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Jim Laird
Jim Laird Assessment Services
PO Box 671
Masterton
Phone: (0274) 412 659

Scott McKenzie
Beck Engineering Ltd
Seaward Road
Edendale
Phone: (03) 206 6651 or (027) 206 6650

Kerry Deans
Beck Engineering Ltd
Seaward Road
Edendale
Phone: (03) 206 6650

Matthew Hunt
Engineering Repairs Ltd
14 Watson Street
Ashburton
Phone: (03) 308 1506 or (0277) 388-287

Travis Churchill
Spread Test NZ Ltd
222 Loburn – Kowai Road
RD 2 Rangiora 7472
Phone (021) 215-4361

Gordon Dobbs
Brown and Shanley Ltd
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Ohinewai
Phone (07) 828-5829 or (0273) 656-611

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Dean Frew, General Manager – Frews Transport

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