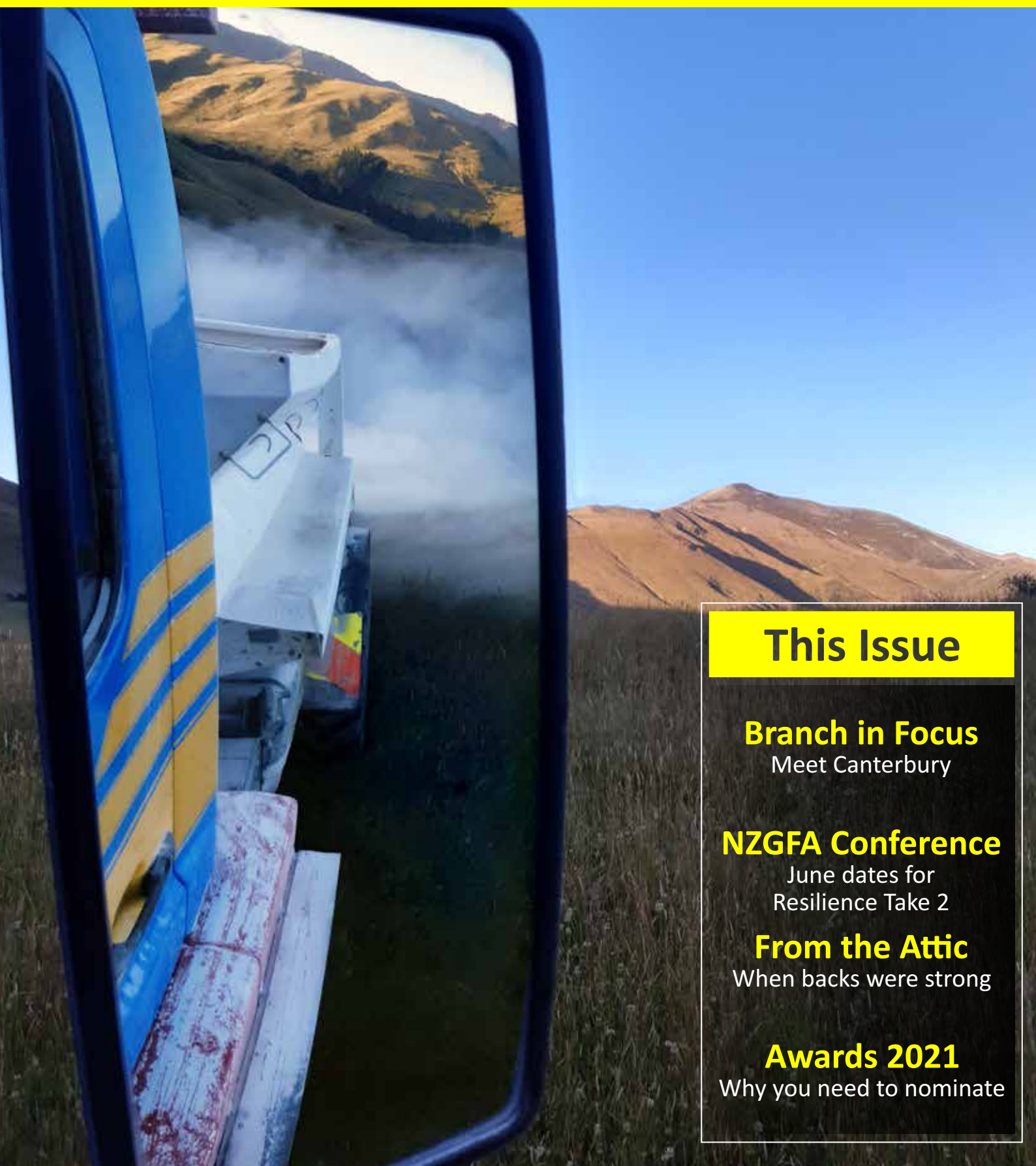


Groundspread



This Issue

Branch in Focus

Meet Canterbury

NZGFA Conference

June dates for
Resilience Take 2

From the Attic

When backs were strong

Awards 2021

Why you need to nominate

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Kenneth Irons is the sole owner and managing director of Precision Tracking (NZ) Ltd and Precision Farming Ltd.

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FRONT COVER: Photo with thanks to Mark Hannaford, Custom Contracting Ltd

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The publishers cannot accept responsibility for opinions expressed by contributors and/or any inadvertent mistakes or omissions that may occur in this issue.



From the President

The Christmas and New Year breaks have come and gone, and already we are into February.

The autumn spreading season is knocking on the door, and we can only hope for a bit of normality. However, with all the curve balls sent our way recently, I'm left wondering if 'normal' has tantalisingly elusive, mystical qualities.

It appears that the only certainty in business is 'change'.

Our industry has always been adaptive and solution-focussed, working around seasonal weather patterns, stock outages, transport regulations, agri-tech advancements, fertiliser proof of placement and much more.

The recent setting of nutrient caps and the restrictions on timing of nutrient applications set by various regional councils, are issues that our industry must ensure we are involved in, and that our voice is heard.

Add into the mix extra challenges like M. Bovis and a global pandemic virus, and it is no wonder the world seems to be spinning ever-faster. The pressure of uncertainty within our businesses has certainly grown.

The supportive nature and camaraderie of the people within your association is here for you, if any problems within your business seem insurmountable, please reach out to discuss any issues with individual members or councillors. We will all work together to help you find a solution. The most important step is to bring light to the issue.

It is so good to be attending meetings in person once again. Although I believe 'cyber meetings' will continue to have a



President John Schultz
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role to play in the future of our association, you just can't beat face-to-face interaction.

With supply chains for many products currently being stretched in these challenging global trading times, it is worth noting how well the two major fertiliser co-ops have maintained supply. Hopefully this continues through the autumn and into the future.

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Conference rooms with a view - Aoraki Mount Cook

2021 conference will go ahead

The conference committee has announced that this year's event will go ahead. Resilience (Take 2), hosted by the Canterbury branch of NZGFA,

will take place at the Hermitage Hotel, Mount Cook between Sunday 27 and Tuesday 29 June 2021. Organiser, Nick Hyslop, explains that not since 1978 has the NZGFA national conference been hosted in the majestic Mount Cook National Park.

"We are looking forward to bringing our members to a very special part of the country and welcoming them to their highest and most brilliant mountain. This breathtaking part of Canterbury will be resplendent in winter and with plenty to see and do,

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make sure you allow yourselves a few days either side of the conference to hit the slopes and explore the surrounding area.”

Nick says that the committee appreciates that the location involves a bit of a trek but he assures that members won't be disappointed, especially with every room in the hotel offering an incredible view of Aoraki Mount Cook.

The conference team will be firming up details shortly and issuing information and registration details over the coming few weeks. This information will also be available at www.nzgfa.co.nz.

Awards nominations now easier

Nominations for the 2021 NZGFA Awards will be open on Monday 1st March 2021. You can find the form on pages 11 and 12. Simply snip out, complete and email back. Or you can

download it from the website nzgfa.co.nz/awards. Either way, completed forms need to be submitted by close of play on Friday 16th April 2021.

Awards committee spokesperson, Graeme Martin, says it is very exciting to be hosting the awards for the third year in a row. “With a new-look and easier to complete nomination form, we are hoping that we will see yet another fine selection of applications this year.”

Educating farmers is key

The Fertiliser Quality Council (FQC) has issued a plea to farmers and growers to take time to know what's in their fertiliser products and understand how that will impact application - rather than focus on just getting the job done.

Anders Crofoot, FQC Chairman, says it's important for farmers and growers to know the characteristics of the fertiliser they have ordered so

that they understand the distribution outcomes. “If accurate and even spread is critical to the growth of the crop, a quality compound will achieve those results. If accuracy is less important, a more cost-effective blend might be best. We have said to farmers and growers that whatever they choose, it is critical that they talk to their spreader operator and discuss product and application details. Good communication will ensure that there are no false expectations around how a product will spread.”

Thank you to Trucks & Trailers

Groundspread Magazine would like to acknowledge the investment and support provided by Trucks and Trailers over the years. The company's advertising support and award sponsorship has been very much appreciated. Congratulations on reaching the end of a very successful journey.

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Building strategic alliances will help level the pathway ahead

No organisation is an island

By Melanie Dingle,
NZGFA Executive Director

Just prior to my coming on board and being appointed as Executive Officer, just over twelve months ago now, the NZGFA Council had completed a strategic review. One of the key outcomes of this review was to build strong relationships with partners and stakeholders. While the benefit of these relationships may not always be immediately visible, there are times when they are invaluable and save a heap of time and effort.

As an example, we are currently looking for clarification around labelling on draw-beams and rim certification. Having a direct relationship with the New Zealand Transport Agency (NZTA), is making working through the answers to these questions so much easier than trying to trawl through the

website and the myriad of relevant legislation to decipher information. Not least because this comes with the risk of still not interpreting the information correctly.

In addition, the NZGFA together with the Fertiliser Quality Council (FQC), recently had the opportunity to introduce and present the concept of Spreadmark to the Ministry for the Environment (MFE). Although this, in itself, was a great opportunity to showcase Spreadmark as the standard and the professionalism of the industry, the real benefit lies in MFE now knowing who we are, what we do and how to get in touch with us as they move forward in implementing the Fresh Water Farm Plan system.

On the back of the NZGFA becoming more visible as an organisation we have also had the opportunity to invite members of the Ministry for Primary Industries (MPI) Industry and Stakeholder Management team to an

NZGFA Council meeting. As a result of this meeting, we have a series of ongoing meetings where MPI has indicated it will lend as much support as it is able in areas they have any mandate over.

Developing the feedback process for our members with two of our key suppliers also serves to demonstrate a strong relationship where all parties are willing to come to the table to work through any issues. I am sure there will be times when we don't agree on everything but having a good foundation to begin with means we will continue to work together to seek resolution.

Building relationships with partners and stakeholders, whether they be suppliers or regulators, means that when it does come to discussing issues that impact our members and our industry we start from a place of being understood and trusted – rather than knocking on the door and having to introduce ourselves and what we do.

Tour of the regions - Canterbury

Groundspread Magazine has been taking a tour of the regions to find out more about what goes on at each of the seven branches.

We talked to Nick Hyslop, chairman of NZGFA's Canterbury branch to learn more about the challenges and opportunities faced and embraced by this South Island branch.

Canterbury branch covers a wide area, what are the challenges of this in terms of running the branch?

The biggest challenge is definitely trying to organise meetings and host events from a distance. Some of our members have to travel around two and half hours to attend our meetings. There is zoom but you can't enjoy a sense of fellowship over the internet. Despite being spread over a large district we do have a great team, and we acknowledge the commitment our members make to attend our get togethers and training sessions.

What are the biggest challenges for ground spreaders working in your area?

The new regulations in respect to healthy waterways are top of mind at the moment. Canterbury is a large dairying area and we are feeling the impact of the changes in terms of the discussions that are being held and the concerns that the farming community is voicing.

How many members do you have?

There are a total of 30 companies signed up to the Canterbury branch. We have three life members who still attend some meetings - and whose input we value.

We also have around 15 members who regularly attend our Ashburton branch meetings, which is great.

How is this membership made up? E.g. mostly sole operators or a mix of small, medium and large companies?

Yes, we have a good mix of small, medium and large spreading operators

and transporters. It makes for good debate and exchange of ideas.

Has membership increased, decreased or stayed the same lately?

We are delighted to report that we have experienced an increase in membership over the past couple of years. This seems to be bucking the national trend.

What do you attribute this to?

Much of this is down to word of mouth. We are all very proud of our branch and we know that our members talk to other operators about the positives of belonging to the NZGFA. We encourage our members to invite prospective members along to our meetings to meet the team and listen to what's on the agenda. From there we usually find that they enjoy the networking and join up.

How often do you meet up?

We aim for at least two to three times a year with the addition of an annual

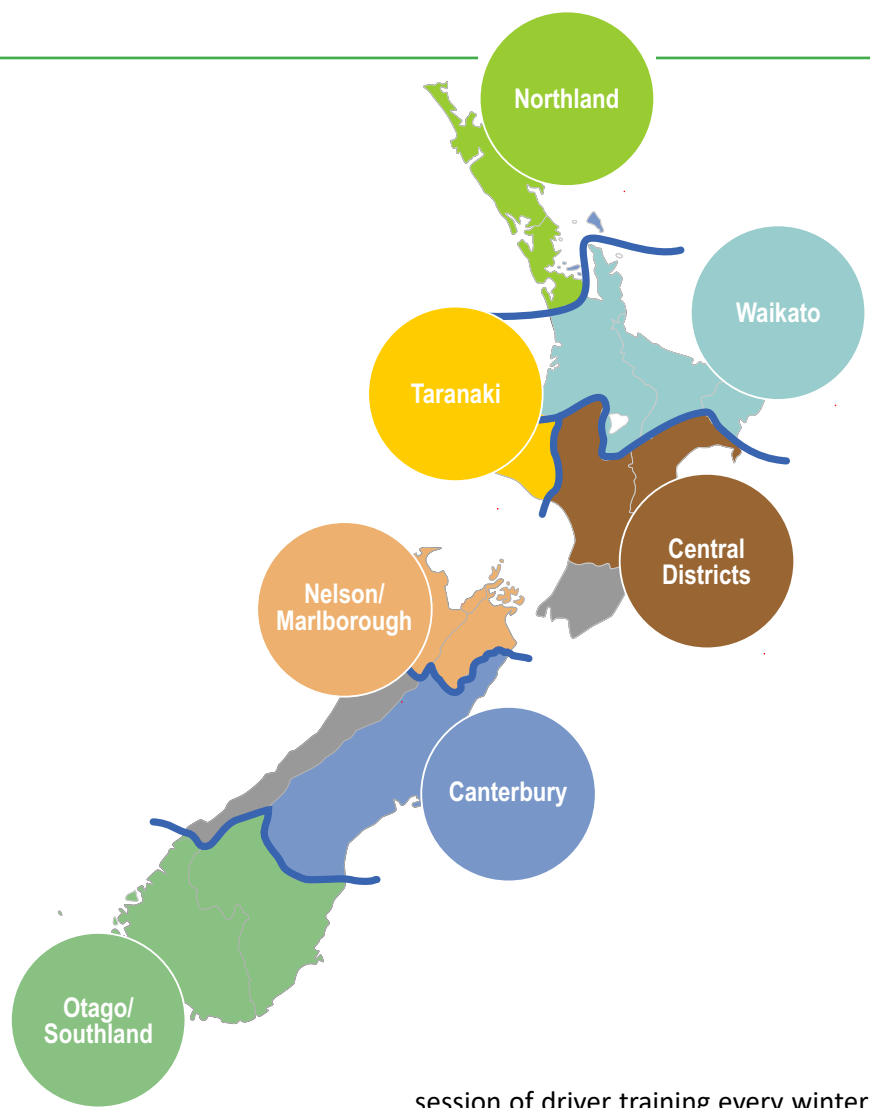
session of driver training every winter and a BBQ for all members. We often have around 60 people at the BBQ, which makes for a fantastic social event.

What would you say is the biggest benefit of joining your branch?

Friendship is one of the main benefits of belonging to our branch. Getting together, being in good company and having good conversations is a real plus in this industry. Being able to share information and seek advice and opinion is invaluable. As is knowing that you have the support of a wider group should anything go wrong. There are also some good membership discounts for trade accounts to be snapped up through NZ buying group, n3. As well as access to driver training. Furthermore, there is pride in being part of a collective voice for the betterment of the industry you work in.

How do you join?

You can contact either myself - Nick Hyslop on 027 222 5603 - or Kylie





Training sessions include wellness topics and motivational speakers

Stenton on 027 484 7646 or email either of us at canterbury@nzgfa.com. You can also sign up via the national NZGFA website at www.nzgfa.co.nz.

How much does it cost?

The annual fee is between \$650 - \$1500 depending on the size of the fleet.

Please list any important dates coming up – meeting dates, functions, events.

We are currently working on the date

for our winter driver training session and our next branch meeting. We will announce these on Facebook once we know.

The other really important dates are 27 - 29 June 2021 for this year's NZGFA Conference. Put these dates in your diary now.

Canterbury Branch News

Well, 2020 is over, and what a year it was. Let's see what 2021 brings.

It was an interesting year for all with covid-19 having a significant effect on everyone. With varied weather across the region, it has been a mixed season so far; the very dry start of the summer and then a lot of rain in the south. We had a quiet start to 2021 with not getting out in the paddocks for a few days there.

With all the new environmental rules due to come into effect next season, we have many farmers trying to


meet their 190kg of nitrogen cap this season. It will influence our businesses in the future. We have been forced to meet this challenge and can continue to appreciate that we can adapt to improve our customers' input with the new technology available to us.

Plans for this year's conference are underway (again), and it is looking good. Thank you to all of those who took our conference survey and gave us a much clearer indication of what our members are after from their conference.

We have secured the Hermitage Hotel at Mount Cook hosting our conference as the Chateau in Christchurch is still currently being used as a quarantine hotel.

The bones of a great conference are all there, and we look forward to ironing out any creases in the next month or two.



See you in June, hopefully with the stunning backdrop of Aoraki Mount Cook.



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Why you should want your employee to win one this year

By Groundspread Reporter

Awards are important. They recognise hard work, inspire people to achieve and promote a sense of personal pride. Winning an award can also boost morale and improve motivation. Achievement makes people feel good about themselves, enhances their self-worth and shows that they are valued, recognised and rewarded.

Moreover, scooping an award brings prestige to a business. To have an employee win an award bestows esteem and respect on the company they work for. It shows that the business employs good people; high achievers and winners who are doing all the right things, and being acknowledged for it. It speaks volumes about a company's culture, raises brand awareness, helps showcase products and services and enhances public profile.

An award win also provides a free PR tool, which can be used for promotional purposes across all communications channels - from social media posts of the winner and the event to inclusion in a media article.

Importantly, supporting an award scheme can also help facilitate networking and business relations.

And it can raise the professional reputation of an industry, particularly a niche one like ours, as well as put it on the map.

Yet, nominating an employee is not always top of mind for many business leaders. The day to day running of an organisation is often all-consuming, and nominating an employee for an award scheme never quite makes it to the top of the agenda. The benefits of filling out a nomination form often aren't always as obvious, compelling, immediate or tangible as other, more pressing, business tasks. Nominating someone for an award certainly involves extra time and extra effort - and can invariably fall by the wayside.

The NZGFA is keen to turn the tables this year with its own awards. Now in their third year the NZGFA Awards are fast becoming established, expected and anticipated. The aim is to generate the most support for this annual celebration of the people within our sector, to date. As such, we are asking all our members and associates to schedule some time in their diaries to think about who they can nominate for this year's awards and then follow

through by sending in the details.

To make it easier, we have simplified the nomination form. Instead of bearing big white spaces to fill up with paragraph after paragraph, it now asks specific questions to help identify and articulate why the nominee is deserving of one of the awards.

As a reminder there are four NZGFA awards open for nominations:

1. The Innovation Award - previously sponsored by Trucks & Trailers
2. The Health & Safety Award - sponsored by Graymont
3. The Young Achiever's Award - sponsored by Ravensdown
4. The President's Award - sponsored by Ballance Agri-Nutrients.

The criteria for each of these is available at nzgfa.co.nz/awards - along with more information. Thank you for your support. The NZGFA is excited to host these awards and looks forward to announcing and congratulating the winners at the annual conference later this year.

NZGFA AWARDS NOMINATION FORM 2021

The purpose of this form is to nominate a candidate for one of the NZGFA awards. It is advised that the nominator and the nominee complete the form together – where possible. For full information about the awards, the criteria, the process and the terms and conditions, please go to www.nzgfa.co.nz.

About the nominator

<input type="text"/>	<input type="text"/>
Nominator Name	Position
<input type="text"/>	
Company	
<input type="text"/>	<input type="text"/>
Email Address	Phone
<input type="text"/>	
NZGFA Award	

I have contacted the nominee and advised them that I am putting their name forward for this award. I confirm that the nominee meets the award criteria and agrees to the general terms and conditions available at www.nzgfa.co.nz.

<input type="text"/>	<input type="text"/>
Signed	Date

About the nominee

<input type="text"/>	<input type="text"/>
Nominee Name	Position
<input type="text"/>	<input type="text"/>
Company	D.O.B (if applicable)
<input type="text"/>	<input type="text"/>
Email Address	Phone
List any qualifications and awards (academic and industry) the nominee holds.	Describe any other achievements.
<input type="text"/>	<input type="text"/>
Give a brief history of their work experience.	
<input type="text"/>	
Describe the current duties he/she undertakes as part of their job.	How do you know the nominee?
<input type="text"/>	<input type="text"/>

About the nominator

In your view, what are the nominee's strengths?

Describe how the nominee positively contributes towards the groundspreading industry.

Would you describe the nominee as a leader/ambassador? If so, why.

What kind of influence does the nominee have on others?

What are the nominee's ambitions?

Why do you think this nominee is deserving of the award?

Use this space to add anything else that will support the nomination of this person.

Please email this form to **communications@nzgfa.co.nz** by 5:00pm on Friday 16th April 2021.



Hokonui's Paul

There are groundspreader who happen to be truckies, and then there are truckies who just happen to be groundspreader. This story of a truckie who just happens to be a groundspreader, and loves the work he does, was written by Bevan Watt and published in the November 1999 issue of Groundspread. Some edits have been made.

Nick McClymont, operations coordinator for Gore's Hokonui Haulage, has no problem lauding the praises of Paul Barbour. Paul is one of those living legends of highly regarded bulk sower drivers, presently working as Foreman Driver for Hokonui Haulage. To hear Paul tell it: "Yeah, I class myself as doing a pretty good job. I don't hear too many complaints."

With a depot based in Gore, most of the area serviced by Hokonui Haulage is hill country. Paul is so familiar with the terrain, and the

needs of his clients, and is such a trusted operator, that farmers repeatedly request his expertise with the bulk sower.

He knows the local country, as the saying goes, like the back of his hand. And with good reason: his finely honed skills come from a quarter of a century of sower driving - and an estimated sowing of 150,000 tonnes of lime and fertiliser!

Paul acknowledges his familiarity with local terrain. "Yeah, I know my way round southern Southland," he says. He remembers when his father worked in merchandise for Dalgety's and recalls as a youngster travelling round with his dad delivering to farmers. "I've never had a problem relating to farmers, and I guess it comes from all that spent with my father," he says.

This wasn't all with Hokonui, he was with Eastern (which became part of Hokonui) and previously

spent seven and a half years with Sutherlands in Wyndham interrupted with a similar amount of time with Dunedin Coal Supplies as an excavator driver.

"I've been involved with heavy machinery since I was 18," says Paul. "I wouldn't say I have a love affair with trucks or machinery, I do it because I love the outdoors. It's much better than being cooped up in an office."

It's quite a step up to the Nissan TFA 460 4x4, which is now in its fifth season. Hokonui has two of these 225 HP machines equipped with twin spinners and Transpread computer equipment.

They run on 600mm tractor tyres with duals on the rear. Although the cab is high, which is great for visibility, the illusion of it being top heavy is soon overcome by the sheer width of these eminently practical machines.

The partnership between Hokonui's Paul, and the firm itself could be known as a mutual admiration society. Nick says of Paul that he's a guy who really cares about his gear. Paul says of the firm that "it's a good outfit". "People who treat the bosses right, get treated right themselves," he told me.

Born and brought up in Wyndham, Paul moved to Gore - where he and his partner now live - when he was six.



When backs were strong and hands were hard

By Ken Bell



The guy on the back is getting a rough ride over worked ground as he checks the flow of lime.



A Munro equipped trailer spreader being filled manually.



R Hazlett & Sons of Myross Bush (near Invercargill) ran this International C series of mid '30s vintage equipped with a Munro topdresser as a "state of the art" spreader of the times. The lime or manure was hauled in bags and tipped into a small hopper above the spreader box and dragged and fed on to the ground by a chain system. Spreading rates were altered by changing different diameter drive sprockets.

This set-up eliminated bagged product and has a V-bin, which still feeds into a Munro spreader box. It appears to have the ability to fold out to about 30 feet in width, much more than the standard 12 foot model. A tipper truck would feed this one over the trailing elevator eliminating the need for a man to handle the bags on a flat deck.



A 6x6 GMC with a Munro spreader being fed from a V hopper. The Munro spreader was built by Jim Munro in Winton and sold as being capable of spreading lime, manure or seed.

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New rules around who can conduct workplace investigations

By Rob Thomson, SBS Health & Safety Consultant



In June 2020, a court decision resulted in an impact to the way workplace investigations are regulated. This decision was brought about by an employee who complained about her experience while being the subject of a workplace investigation. The employee's complaint, and subsequent hearing, resulted in the unexpected requirement for Workplace Investigators to hold a valid Private Investigator (PI) licence in accordance with the Private Security Personnel and Private Investigators Act 2010.

Many employment and health & safety service providers are now scrambling to obtain the appropriate licence from the Private Security Personnel Licensing Authority (PSPLA).

Workplace investigators must hold a licence

Those who carry out workplace investigations are required to hold a Private Investigator licence or be regulated under another Act or scheme. This is because the hearing found that Workplace Investigators do in fact meet the definition of "Private Investigator" as it was defined in the

legislation:

"In this Act private investigator means a person who, for valuable consideration, ... carries on a business seeking or obtaining for any person or supplying to any person any information described in subsection (2)."

Recognising that the decision would catch many people off guard, the PSPLA noted in its decision that workplace investigations are:

"a relatively recent feature... parliament clearly intended the definition of private investigator to cover all people in the business of carrying out investigations into a person's character, actions or behaviour. This is an integral part of an employment investigators work."

What Are the Implications?

This decision significantly restricts who can carry out workplace investigations. The PSPLA stated in its decision that, while the breach was unintentional, the decision may have widespread implications for those who carry out business as

employment investigators.

External HR consultants or Health and Safety workplace investigators who do not hold the requisite licence and are not practising lawyers will not be able to conduct workplace investigations and may be found to be in breach of the Act.

Employers may continue to conduct their own internal investigations and law firms and individual lawyers with practising certificates are exempt from the requirement to hold a PI licence. As such, they may continue to conduct workplace investigations.

Grounds to Conduct a Workplace Investigation

Companies often need to conduct investigations following a workplace accident or serious near miss in response to a complaint, or if there are allegations or concerns of serious misconduct such as theft, bullying, harassment or sexual harassment.

A good investigation should result in pragmatic corrective actions and allow your organisation to move forward from the event in a productive way - and, no doubt, with employee and management learnings.

Investigations should be completed in good faith and follow the principles of natural justice. For example, they should avoid forming conclusions before gathering evidence and going through a completed investigation process.

Why Use An External Investigator?

There are clear benefits to using an external investigator such as increased objectivity, a 'level playing field' for all participants involved in the investigation, as well as the confidence that comes with using a licensed practitioner.

In addition, many companies simply don't have the time or in-house expertise to carry out investigations themselves. Others will want an independent perspective to understand what has happened and make recommendations on how to prevent the problem from recurring.

Time to prevent paddock fires

By Grant Anderson,
NZGFA Health & Safety Representative

One of our most recently reported incidents was a paddock fire that had the potential to rage out of control. A combination of extremely dry grass, light wind and hot engine parts was all it took to ignite the hillside. When the land is this dry it only takes a single spark or a moment of unshielded heat from machinery to set things alight.

Fortunately, the driver in this situation was quick thinking. Once he realised the situation, both he and the farmer smothered the fire with the lime that was left on the truck. Local fire services arrived quickly, along with three helicopters and the fire was prevented from travelling into a 400 ha forest.

I don't believe that I am alone in wanting to prevent even one more single incident like this to ever happen again. Fires are



Operator awareness and good exhaust systems keep heat emissions under control

terrifying and incredibly destructive. Given the chance they cause soil erosion, taking the land years to recover before cropping can be resumed.

My research in this area points to the Mercedes Benz Actros, Arocs and Atego trucks - fitted with Euro 6 exhaust technology - as the best vehicles to use

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to avoid this situation.

The use of Euro 6 level emission technology in current Mercedes Benz truck models features a range of characteristics that operators and drivers need to familiarise themselves with to ensure that the release of heat is kept under control while out on the job.

For example, the Euro 6 mechanisation has a combined DPF muffler and AdBlue injection system. This is mounted on the truck RHS chassis rail as a complete, self-contained unit and the exhaust gas outlets are located in various positions depending on the truck's specification. They are fitted with heat shielding, which is placed as close to the engine as possible to prevent heat loss. In addition, the exhaust is self-cleaning so the outlet pipe remains extremely clean and free of soot.

The complete emission control is both reliable and automatic. The operator needs only to fill the AdBlue tank when required when operating in normal on-road conditions.

When working off-road, closer monitoring is required. If the vehicle is operating in dry or hazardous areas, operators need to use the 'block' feature to switch off the DPF Regen function.

When in operation, the DPF system shows a green lamp within the AdBlue level gauge. This indicates that the muffler is self cleaning and burning-off the collected deposits.

During this burn off process, the outlet area can become very hot. To ensure heat emissions are kept under control easily, this can also be switched on and blocked off manually when working off-road.

Of course, spreader operators spend most of the time working off-road. As well as ensuring the DPF is blocked, it is also recommended that the following set-up procedures are implemented every time - and while the vehicle is stationary:

- If engaging four wheel drive, turn off ABS Braking manually with the dash switch.
- Turn off the ASR manually with the dash switch, if equipped.
- Use the dashboard menu to activate the DPF Regen lock to stop the muffler self cleaning.
- Select rear and/or front axle differential lock up as required.
- Select off-road low gear in the transfer case if required - and if available.
- Consider use of the speed limiter imiter function to hold steady a steady vehicle speed.
- Close the windows and use filtered, air-conditioned re-circulated air to pressurise the cab and help exclude dust.

When returning to on-road operation, reverse the sequence:

- Disengage the axle locks and the four-wheel drive with the wheels in the straight ahead position (confirm they have released).
- Re-Activate the ABS and the ASR with the dash switches.
- Select the on-road gear in the transfer case if available.

- Use the dashboard menu to reverse the DPF Regen lock and reactivate the muffler self-cleaning function.
- Return the heater/air conditioning to outside air intake.

It is also important to note the following:

- Do not use the air blower or a rag to wipe/remove interior dust, a vacuum is recommended.
- Always be aware of the exhaust outlet position in relation to possible ignition sources, such as dry grass, straw and scrub when stationary. Regularly check material is not accumulating or becoming jammed around the exhaust pipes/muffler area when working in such conditions. If it is, remove as soon as possible. It is highly recommended that operators visually check for this before and after travelling off-road, or at any opportunity they are out of the cab.
- An instruction/guide sticker is fitted to the internal sun visor on the right hand side as a reminding operators of the blocking and unblocking process found in the driver information display 'systems' menu. These points are also covered during truck training, with additional information available in the vehicle operating instruction booklet.

Mercedes Benz trucks fitted with Euro 6 technology offer the best solutions





Driving visibility is key for the FQC

Driving visibility and engagement

By Philippa Rawlinson,
Executive Director, FQC

It has been nearly 12 months since I was appointed as the Executive Director of the Fertiliser Quality Council (FQC) and I have learned a lot over the past year. I am happy to say we have now completed the review of the FQC strategy which will drive activities in the future.

With the completion of the strategy, the FQC has a concrete communications plan, operations plan, updated organisational structure and will soon have a completed stakeholder engagement plan. These plans will serve as guiding documents

to drive action, provide accountability and measure progress. The new communications plan and to be completed stakeholder engagement plan, will mean the FQC is much more visible to all our audiences.

Outside the development of these plans, has been a continuation of the business as usual for FQC, including renewing the QCONZ contract until 2023 for the ongoing provision of auditing services to Fertmark and Spreadmark.

In my view, while the organisation has some core business as usual functions and that will continue to be executed, it is vital that the FQC puts its head above the parapet to better inform and engage with stakeholders (particularly central and regional

Government). The FQC executive and executive director will be primarily responsible for direct engagement with these stakeholders, yet, we can all play a part in informing networks - for example about Spreadmark and Fertmark and the driver training being undertaken by NZGFA.

I must now throw a slight spanner in the works. I will be heading off on extended leave at the end of April 2021. Federated Farmers is in the process of finding a suitable replacement while I am away, and with our plans in place, the temporary Executive Director should be able to slot straight in and drive the work over the next 12 months.

It is my intention to return to work in February 2022 and I look forward to catching up with you then.

Continuous improvement - a journey not a destination

By Jeremy Begg,
Regional Distribution Manager,
Ballance Agri-Nutrients

Welcome to 2021 and what a start it's been.

Weather conditions have seen a lot of baleage being cut in the south, with rain seeming to arrive just as ground conditions start to dry off.

Across the country we've seen demand for post cut fertiliser spike to well above previous years which, along with delayed shipping schedules, has provided challenges in some regions.

In 2021, Ballance will carry on its Continuous Improvement journey, which covers all aspects of the supply chain and the products that move through it. As a part of this journey, we welcome and encourage feedback and input from NZGFA members on what opportunities you see for improvement within the supply chain.

Our Continuous Improvement journey is focused on keeping our staff, your staff, and our respective customers safe while going about their work, whether on site or off. We will be launching a number of exciting initiatives throughout the year and your support to get these embedded will greatly help integrate them into our 'business as usual'.

As we move towards autumn, we are predicting a busy, and potentially condensed, maintenance spreading season.

Our staff are looking forward to getting into full swing and moving product through the network. Record sales volumes through covid-19 lockdown taught us that we can move large volumes quickly.

Stay safe, take care and we look forward to catching up at the upcoming conference.



The MV Remy Enterprise discharging sulphur - in Lyttelton on her maiden voyage.

Security of supply

By Ant Boyles,
National Logistics Manager,
Ravensdown

I hope you've been able to spend quality time with family and friends over Christmas and New Year. Ravensdown wish you all the best for a successful 2021.

Wasn't it great to say goodbye to 2020? While we're all hopeful 2021 will bring more normality to the world stage, we remain realistic in our expectations. Unfortunately, outside New Zealand, covid-19 is still having a massive impact.

The international supply chain is stretched, as I'm sure you've noticed when trying to purchase everyday consumer goods.

As a result of long-term relationships with suppliers, and added security of supply due to our investments in Ravensdown Shipping Services and controlling our international freight, we've been able to supply what our shareholders need when they need it during a time of unprecedented supply chain disruption.

Our teams have worked tirelessly behind the scenes to make this happen. We are in a good position to supply all autumn nutrients and are busy planning for next spring.

You may have heard we're looking to improve working environments, with a focus on safety and being environmentally responsible, by implementing minimum vehicle standards on our sites, in conjunction with Ballance. More information will be sent to you in the coming weeks. It's important to note we aren't trying to replace the police or CVIU.

There are regulatory standards all road users need to meet, and the accountability for that clearly sits with commercial and private operators. There will be an extended lead in period prior to the standards being enforced and we welcome your constructive feedback during that time.

Lastly, we want to continually improve our service offering. If you have some feedback for us please send it through to:

Customer.Centre@ravensdown.co.nz



The future's bright for Spreadmark

Scheme accreditation grows

There are currently 71 groundspread companies registered with the

Spreadmark programme. This is an increase of five since the last reporting period in December 2020. There are an additional six companies who don't appear on the latest list as

they are resolving registration issues. It is anticipated, however, that these companies will move swiftly through the registration process and appear on the next list published.

Actions speak louder than words.



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Spreadmark auditor, Peter Wood, says the growth in numbers shows that ground spreaders understand the benefits of being affiliated to the only standard available for the sector. It is only a matter of time before we see food processing companies ask for Spreadmark registration more and more.

It is great to see so many companies getting prepared and investing in the futures of their businesses. In being Spreadmark registered, groundspreaders are also contributing positively to the professionalism of the industry by raising the bar."

Updates to the Spreadmark Code

Recent changes to the Spreadmark Code, as approved by the Fertiliser Quality Council, include:

- The 'Code of Practice for Fertiliser Use' is now known as "The Code of Practice for Nutrient Management'. Accordingly, reference to this document in the Spreadmark Environmental Code (page 41 of the Code) has been updated.
- In relation to the products which are used to test and certify spreaders, the Spreadmark Code (page 57) has been amended to allow more flexibility in selecting the test products, stressing that products which represent those generally spread by the company

be used and that the treated urea products be recognised.

- The rule relating to the certification of dedicated product spreaders is clarified.
- The Spreadmark Application Form had the return address changed.

Tow-behind spreader disc speed indication

For some time, there has been discussion around whether or not there is a need for spinner speed indication on tow-behind fertiliser spreaders that are being used by Spreadmark certified companies.

The Spreadmark Code (page 58) requires that: "*spinning disc units must have a display of disc speed that can be observed by the operator while spreading*". This applies to all fertiliser spreaders that are used by Spreadmark registered companies.

Tow-behind spreaders do not normally have the usual spinner speed gauge fitted (though they may be retro-fitted). For the purposes of Spreadmark accreditation, direct-coupled spreaders may have their disc speed indication taken from:

- a retrofitted spinner speed indicator, or
- for direct-coupled machines, from the rev counter on the tractor. Where this is the case, it should be referenced back to a spinner RPM so that, if necessary, it can be checked by an external tester.

Rise in Spreadmark vehicle testers

By Peter Wood, Auditor, QCONZ

Over the past six to 12 months, we have seen a steady increase in the number of Spreadmark vehicle testers across both the North and South Islands. To date, there are 23 approved testers operating in the country - with two new applications currently being assessed.

The growing numbers suggest that demand for Spreadmark vehicle testing is healthy and active, and that the prediction is that this is a sector that will continue to grow. I have to agree and believe that over the next few years, as Spreadmark makes it onto the radar of all farmers and growers, regional councils and food processing companies, we will see Spreadmark certification as standard procedure for many spreading operations.

All of the Spreadmark vehicle testers on the list are recognised by the Fertiliser Quality Council as being proficient in carrying out testing on fertiliser groundspreading machinery.



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