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Front Cover:

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- 3 From the President
- 4, 5 NZGFA News
- 6, 7 Branch News
- 8, 9 Branch in Focus
- 10, 11 Blast from the Past
- 12, 13 Feature: Young Guns
- 14 Awards 2020
- 15, 16 Awards Nomination Form
- 17 Conference 2020
- 18 Health, Safety & Wellbeing
- 19, 20 Innovation
- 21 Driver Training
- 22 From the Stakeholders
- 23 Spreadmark



First of all, I would like to welcome our new Executive Officer, Melanie Dingle.

Good things take time, as Kevin Geddes would attest to - given the length of notice he ended up giving - but we are excited and pleased with the calibre and skill set Melanie brings.

Our initial push will be to clarify our strategic plan, prioritise and begin implementing it.

It has been pleasing to see the work being put in by some of the branches to come together and engage in discussion with third parties to deal with more localised problems. This demonstrates both the excellent leadership at branch level and the strength of this Association.

As most of you will be aware our company had a serious work accident in December which tragically claimed the life of our son, Cameron. Cam left behind a beautiful wife and two busy young sons.

We, as many of you, are involved in a family business whereby we are lucky enough to spend that much extra time with each other - to be honest, too much time maybe.

Nevertheless, the joy and pride we extract as parents seeing our children grow and contribute as



President John Schultz

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adults is something we can always be grateful for.

On the other side of the ledger, the heart-felt notes, cards, messages, generous offers and support and efforts by so many people has at times been overwhelming and humbling.

Thank you seems to be an inadequate response in the face of such generosity but I'm afraid there is no more than that, that I can say.

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

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Timely arrival of new EO

Melanie Dingle has been appointed as the new Executive Officer of the NZGFA, taking over from long-serving Executive Director, Kevin Geddes.

Melanie, who started work with the Association last month, has a passion for the rural sector - growing up on sheep and beef farms and working for the majority of her career in the horticultural sector.

She sees many of the challenges faced by the ground spreading industry as similar to those encountered by the horticultural industry and is looking forward to sharing her insights into key issues such as: staff recruitment and retention, health and safety, environmental regulation and compliance.

Importantly, Melanie is adept in stakeholder engagement and relationship management. She has a wealth of experience, skills and contacts that will help in the advocacy of the ground spreading industry and the membership association itself.

"With the retirement of Kevin and the recent strategic review, the NZGFA is on the cusp of change and it's the perfect time for me to join. As the new Executive Officer, I am keen to build on the foundations already laid to develop and gain credibility and presence for the NZGFA as a standalone organisation that has the resources to serve and represent its members well," she says.

Contact Melanie on:

027 391 7102
or via melanie@nzgfa.co.nz

Next steps for NZGFA strategy

The NZGFA strategic review successfully established the identity and the direction of the Association. It's now time to start thinking about defining and delivering the messages, says Graeme Martin, NZGFA Vice President and Waikato Branch Chairperson.

"The strategic review was a great exercise and good discipline for us all to nut out on what we are about and where we want to be. Now that we have the certainty of a new EO, we can take the logical next step and focus on implementing the strategy," he explains.

"Of course, to successfully deliver our key messages we need to ensure that we meet the criteria of the strategic purpose - to lead, promote and enhance nutrient placement for the great good of New Zealand."

These next steps are one of the agenda points to be discussed by the National Council at the February meeting in Wellington.

Members can read the NZGFA Strategic Review document under the members toolkit section of the website at www.nzgfa.co.nz

Blends must be fit to spread

The issue of blended products not being fit for purpose was brought before the FQC at its six-monthly meeting last month.

NZGFA President, John Schultz, advised over 20 representatives around the Council table that product spreadability must be top of mind when products are being blended. He said he was concerned that there is too much emphasis on the chemical compatibility and little regard

Still going strong after 200 issues

Groundspread Magazine has just published its 200th issue, a milestone for a niche, non-profit making membership organisation.

Established in 1969, Groundspread Magazine has had a series of editors over the years each of who have added and improved the magazine making it into the highly regarded, quality publication it is today.

Recent editor, Amanda Ryan, who retired last year to pursue other interests, worked on the magazine for 17 years and produced 66 issues. She says the success and longevity of the magazine is down to a winning combination of relevant content and strong support from members, stakeholders and advertisers.

Marketing and communications agency, Loop, has taken over the editorship of Groundspread Magazine, a role that complements the other threads of communications work that Loop is engaged in with the NZGFA.



Amanda Ryan, former editor of Groundspread

for what came next. "It's great that we can create blended products to achieve optimum results for farmers but a perfect blend is useless unless it can be spread properly."

Supported at the meeting by immediate Past President, Dean Brooks, and Executive Officer, Melanie Dingle, Mr Schultz asked the Council to progress discussions around improving the physical characteristics of blends to ensure they successfully run through the spreader truck.

Life Membership for 22 years of dedication

Long-serving Taranaki Branch member, Tom Cloke, has been awarded with an NZGFA Life Membership for his 22 year commitment to the role of Branch Secretary.

The presentation took place at the branch's post-Christmas meeting earlier this month at the Cloke's family beach house in Oakura.

Speaking at the event, which was well attended by 20 members plus partners and children, Branch Chairman, Lee Cooper, said Mr Cloke's involvement went beyond the secretarial role and included being an adviser, leader and mentor, as well as supporting the branch at all times.

Mr Cloke received his award from fellow Life Member, Malcom Campbell, who congratulated him on his success and thanked him for bringing a wealth of industry knowledge to the table.



Tom Cloke (l) receives his Life Membership award from Malcolm Campbell, with wife Linda Cloke.

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Northland

“Hi All, from the sunny, hot and extremely dry Northland.

We are experiencing dry conditions which we have had before and will again. It’s been a while though. Lime on...orders seem to be rolling in which is good to see. A lot of the ole beef and sheep farmers’ attitudes are just ‘carry on as usual, pity it’s so dry but oh well get it on’.

Great to see that Ballance has purchased the Toll Carriers 9ha site in Whangarei. Both Dean and Mark from Ballance broke the news and gave a great presentation on what to expect in the near future at our pre-Christmas Northland Branch meeting. Well done Dean and Mark a big thank you, it is very exciting. Great to see the Board of Directors and CEO, Mark Wynne, finally have faith in Northland. It seems to have taken a while, but a real definite turnaround.

Also a big thank you to Herman from MAN Trucks, he attended our

pre-Christmas meeting and shouted a few beers for the boys. Cheers Herman.

Anyway as conditions get drier make the most of it and remember...get the tonnes on...it’s how we roll.

By Miles Smith (Single Spinner)

Waikato

“It is hard to believe another year has clicked by. The past few months have been challenging with the variable weather. Spring was quite a busy time in and around the Waikato/BOP region but since Christmas we have gone through a very warm, dry period which has really pulled the brakes on for any new work. The area has really suffered from the high winds as well and as I write this we believe there will be very little rain in the next period.

For farmers there has been some good news as the returns for red meat

remain strong and we have also had indicated from the major banks an increase in the milk solid pay out – circa \$8/kg.

There are a significant number of farms on the market throughout the whole region as land prices have dipped. Banks are still monitoring debt which adds uncertainty to some farm businesses. On the bright side we have again got some new gear coming in to the region which indicates some optimism for operators.

The Waikato Branch has Spreadmark training scheduled for mid-February for drivers over a three day period. There is an increase in interest from farmers due mostly from the introduction of Synlait in the region and, interestingly, interest is coming from Zespri.

We hope everyone had a safe holiday and some time off with family. All the best of luck for 2020.”

By Graeme Martin

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Page 6

Groundspread Magazine February 2020

Taranaki

"2019 has come and gone with little to rave about. Unsettled weather throughout the year, more wind than sun over the holiday period proved challenging for those trying to get a spot of fishing in. Sporadic showers were the teaser to the Fert phone ringing, or not.

All in all, spreading conditions over spring into summer have been easy going. Sadly, tonnage is down across the region. This is manifested from two key factors. Firstly, although the dairy pay-out is in good stead, the banks have clamped down on lending and seek principle repayments to reduce debt. Secondly, the weather. My November report touched on exceptional winter growth which continued through spring with plenty supplement made. Only now are things drying out within the region and in some areas silage supplement is being fed.

These two key factors combined display signs of poor confidence within the industry and careful consideration around where money is spent. Here's hoping for a brighter year.

Our Christmas meeting and function was postponed but went ahead on Saturday 1st February 2020."

By Lee Cooper

Central Districts

"It has been a quick introduction to summer with temperatures hitting over 35 degrees and with the wind also adding to the hot, dry it's made for a fun time spreading. It has certainly been a busier than normal start to the year, even with the wind.

Farmers are starting to take up on the idea of putting their fert on earlier - before the busy season begins heading into winter.

We ran a few workshops throughout last year over different days, around driver training and health and safety. We are hoping to carry that on this year with a few different ideas to get a few more people along to our meetings.

All the best for the 2020 season."

By Chris King

Nelson/Marlborough

"Hi From Nelson.

Spring type weather stuck around until Christmas time here in the top of the south, with rain most weeks but lots of wind. This created good growth for over that period and kept the spreaders busy. However, it's a different story now, we haven't had rain for almost four weeks, and nothing is in the forecast for the near future, fingers crossed it's not going to be a repeat of last year's drought.

So, the work has slowed up now, and stage one water restrictions have been introduced.

To make the most of the quieter time, Nelson/ Marlborough branch have a couple of training days booked in with Candrive in February followed up with some Spreadmark testing in the same week."

By Brent Hogarth



"Hi from Marlborough.

We hope everyone had a nice Christmas & New Year break.

Things have been rather dry and sunny here lately. Summer has finally arrived well and truly, we might even have a chance of beating those Nelson lot for sunshine hours again.

Not a huge amount of spreading going on – a bit of lime & nitrogen going on the pastures and a steady amount of Unikali & CAN going on vineyards to give them a boost pre-harvest.

This is a good time for maintenance and, next month, a few training courses."

By Tracy Rose-Russell

Canterbury

"Canterbury is becoming very dry and if we didn't have irrigation I think there would be nothing happening. Let's hope we get some rain soon or the winter will see farmers without much feed.

At our December meeting we were able to discuss the problems found while spreading Super Flexi mixes with Ravensdown staff. They haven't offered any solution and I found the other day the problem has not gone away with the build-up on the vanes almost impossible to remove. I wonder if there is a problem with the Super as this now seems to build up on vanes much faster than in the past*. It's hard to believe no other areas have a problem with this mix.

We are sorry to hear of the Schultz family tragic loss recently. Our thoughts are with you at this time."

**Ravensdown has provided an update on this issue - please refer to Page 22.*

By Roger Bruce

Otago/Southland

"Howdy all from the far south. I hope everyone had a great Christmas and New Year and got to spend some time with friends and family. The last few months seem to be a mirror image of the start of last year's season. With the better conditions lasting until mid-December, it saw the lead up to Christmas being very busy for all, with some winter crops going in a lot later than hoped. In saying that though, summer has certainly graced us with its presence in the last few weeks seeing the ground conditions changing rapidly with little or no rain fall for most.

With the higher temperatures we are seeing some great grass growth for supplement feed with a lot of balage and silage being done.

There are some early maintenance orders coming through for the sheep & beef farmers which is good to see. With the drier conditions and a lot of grass cover about, it is presenting us with a few challenges on the hill country. If the conditions aren't right 'stay away and don't do it until they are'. Keep safe out there everyone. Until next time."

By Nigel Powell (Verge)



Central Districts Chairperson, Howard Pedersen (centre), with fellow branch members at the 2019 NZGFA Conference

Tour of the regions - Central Districts

Groundspread Magazine is taking a tour of the regions to find out more about what goes on at each of the seven branches. Being a rural association, the organisation of the NZGFA into branches is one of the best ways to ensure representation nationwide and facilitate connections between members.

In this issue, we check in with Heather Smith, Secretary of the Central Districts Branch.

What are the challenges of running the branch?

Our branch covers from Gisborne in the north to Wellington on the east coast and Raetihi, Taihape to Wellington on the west coast. This makes it tricky to get all members to attend meetings due to the travelling distances, with some members having to travel more than others.

The branch has a variety of operators, sole traders, small operators and bigger companies which also makes organising meetings at a time that

suits all difficult.

For example, many small operators work weekends if the weather conditions suit, whereas the larger companies typically don't work weekends, this makes scheduling weekend meetings hard.

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

The weather is probably the biggest contributor to challenges we have. As we cover a large area, weather

patterns differ considerably, which means our members often have different concerns and issues.

How many members do you have?

We have 19 financial companies with nine associate memberships.

How is this membership made up?

At least nine of our members are owner operators and the rest are made up of medium to large companies.

Has membership increased, decreased or stayed the same lately?

The membership has remained relatively stable, due to some firms being sold, others just not renewing their membership and new companies joining up.

What do you attribute this to?

A sign of economic times as well as larger companies coming in and buying up smaller operators.

How often do you meet up?

We try to meet three times a year, in addition to our branch AGM and the annual conference.

Do you host any specific branch functions?

We try to have a fun meeting for our Christmas get together, although this isn't always well supported due to the distances, as previously mentioned.

Over the last couple of years we have often held our meetings at the Tui Brewery at Mangatinoka which is reasonably central and enables those attending to socialise over a beer and lunch afterwards.

What do you do to attract

new members?

Some of our existing members do try to encourage other operators to join and this is something we will all be working on.

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

One of the main benefits of belonging to the branch is meeting the other, like-minded operators.

The branch is an informal forum and support network for discussing issues with each other and maybe reaching an outcome that could be beneficial for all members. By being part of the branch it also enables members to attend the national conference and meet members from all over New Zealand.

How do you join?

We welcome new members. For someone to join our Central Districts branch, they can contact me

at smithspread@xtra.co.nz, or they can visit www.nzgfa.co.nz/membership-join and download an application form which is then forwarded to our Executive Officer.

How much does it cost?

The cost of membership differs depending on the number of trucks each member owns. These costs are set by the NZGFA, then each branch sets its own branch levy which is added to that account.

Please list any important dates — meeting dates, functions, events.

At this time no date has been set for our next meeting, but we will post this on the NZGFA Facebook page once it's scheduled.

Branch contacts:

Howard Pedersen
skovland@xtra.co.nz

Simon Pedersen
office@himatangitransport.co.nz

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NZGFA 20 Years On

By Kevin Geddes - Retired NZGFA Executive Director

It was in May 2000 when the NZGFA invited the Fertmark Society to a Council meeting in Wellington. Following that meeting, the then President of the NZGFA, Colin Hamilton, invited the then Executive Director of Fertmark, me, to come to the NZGFA Conference on 3rd July 2000 to discuss managing the Spreadmark and Fertmark schemes together.

Conference agreed to develop a proposal. Within months an agreement was reached with Federated Farmers and the Fertmark Society. Spreadmark was leased to the Fertmark Society - which subsequently became the Fertiliser Quality Council - and I was appointed as Executive Director of the NZGFA.

Raising performance and competitive edge

The Spreadmark scheme had been developed and managed by NZGFA around four to five years earlier. It was intended to raise the performance of fertiliser ground spreading in New Zealand and to give a commercial advantage to those ground spreading companies who invested the time and cost to become Spreadmark certified. However, the Spreadmark scheme was struggling for support from ground spreaders, struggling financially and not receiving the recognition and support from the wider fertiliser industry that the scheme properly deserved. The view within Council was that Spreadmark was

important to the fertiliser industry and New Zealand farming, so should be supported by more than ground spreaders.

The newly formed Fertiliser Quality Council with representation from fertiliser companies, spreaders, regulators and farmers was the ideal industry organisation to manage the implementation of Spreadmark as the industry's best management quality assurance scheme for the placement of fertiliser, alongside Fertmark the quality assurance scheme of fertiliser products.

World class fertiliser placement scheme

Within a very short time, Spreadmark

Kevin Geddes - "The NZGFA must continue to promote the good things it is doing"

was expanded to cover driver training and company audits as well as the existing pattern testing of spreader trucks. Aerial Spreadmark was then developed and research projects set up to validate Spreadmark as a world class fertiliser placement quality assurance scheme.

NZGFA drove much of the innovation of Spreadmark, within the aegis of the Fertiliser Quality Council, where farmers and the wider industry (the real beneficiaries of the Spreadmark scheme) became involved in the governance of the programme. This left the NZGFA to get on with the business of being an industry organisation.

The past always lies in front of us

It is always useful to go back to the three main 'Objects' in the Rules of New Zealand Groundspread Fertilisers' Association:

- To promote, protect and advance the commercial interest of members and to assist members on all matters relating to the carriage, management and spreading of lime and fertilisers.
- To promote or to oppose legislative or other measures that may affect members.
- To engender by association a fraternal feeling amongst those who carry, manage and spread lime and fertiliser on New Zealand farmland.

These objects were established by a small group of fertiliser spreaders in 1956 who foresaw the need to form an industry association to protect and promote the interests of those involved in placing fertilisers on farmland. While the technology of fertilisers and fertiliser spreading has changed beyond the recognition of those far-sighted people in 1956, the need for an industry association remains.

The challenges ahead

Today's NZGFA has close ties with industry associations representing farming, fertiliser manufacturing and importing, aerial spreading, government departments and research institutions, and faces new challenges of accountability and public scrutiny undreamed of in 1956.

The NZGFA strategic review carried out last year identified some of the mega trends confronting the ground spreading industry as:

- Environmental challenges created by increased public expectations of sustainability.
- Demand for traceability in placement of nutrients on the land.
- Regulatory/legislative changes, generating constraints and increased costs.
- Climate change-induced negative perception of farming.
- Health and safety regulations generating issues of increased cost and limiting productivity.
- Retention of quality staff.
- Strategic relationships with farming organisations and regulatory bodies.

The challenges ahead for NZGFA will be to continue to provide responsible leadership of the fertiliser ground spreading sector. This leadership must be valued by members, respected by stakeholders and understood by regulators. NZGFA must continue to promote the good things the sector is doing to increase industry support at all levels.

It must encourage the implementation of new technology, expand knowledge through technical training and continue educating in all aspects

of the industry. Most importantly, the Association must continue to encourage fraternal fellowship between members and all those engaged in the wider nutrient placement industry.

Looking to the future

I see Branch leadership as a critical part of the ongoing success of the NZGFA. Member attendance at Branch meetings will be low unless members can see value for time spent.

Industry liaison is particularly important. Lobbying people who represent other sectors to ensure the voice of NZGFA is always heard. Meetings are held with representatives of the major fertiliser manufacturers, MBIE, Workplace NZ, MOT, NZTA, Massey University, Fertiliser Quality Council and Federated Farmers.

NZGFA Driver Safety manuals, NZGFA company Health and Safety manuals and Spreadmark Driver Training manuals are accepted as industry best practice. Our challenge is to keep these documents up to date in relation to regulatory change. Investing in our members through regular professional development is also critical to the future of NZGFA.

Over the 63 years of its existence NZGFA has fulfilled the early concept of its founders of a representative organisation providing advocacy for ground spreaders and leadership within the industry. NZGFA is well placed to continue that legacy into the future.

Kōngātāhū ā o tapu wai inanahi
hei taurira mō āpōpō

The footsteps we lay down in our past
Create the paving stones of where we
stand today

Courtesy of: Ian Taylor, Animation Research
Ltd - NZGFA Conference Speaker, 2019



Basic engagement could help solve shortage

Adam White and Hannah Mason, NZGFA Young Achievers Award - finalists 2019

In 2003 there was an estimated shortage of 1,250 truck drivers in New Zealand. Twenty years on, little has changed but the NZGFA believes talking to young people whenever possible could make a difference

Attracting new blood to the truck driving industry is increasingly becoming an issue for many industries in New Zealand, not least our own ground spreading one. The problem started as an annoying itch 20 years ago when the baby boomer generation of drivers were preparing for retirement. As drivers began to retire, and weren't replaced, that itch quickly progressed to a sore patch which currently shows no sign of healing.

Over the past two decades, heads of industry have noted that it is getting

harder and harder to attract young people into professional truck driving. This is despite advertising efforts; promotional material in magazines; information at truck shows; and government initiatives through the Workforce Employment Programme to attract new drivers.

Some say inadequate pay, long hours, risk and increased driver monitoring and surveillance are the reasons why recruiting new drivers is hard. Others argue that the millennial outlook on work life as being varied and spread across many jobs, doesn't fit with the relatively single path career of a truck driver.

Another view on the issue, which several members of the NZGFA have expressed, is that while it is difficult to attract new recruits in the first place, it can be even harder to keep hold of

them when they do come on board.

Often, school leavers start their training off well enough but end up quitting because of the licence rules. It seems it takes too long for them to get the licences they need and in the end impatience gets the better of them.

This is compounded by a growing trend whereby young people are leaving it later and later to obtain their full car driver's licence.

This means many 16, 17 and 18 year olds are leaving school with only their learner's or restricted licence. It's then another 18 months (12 if they complete the Defensive Driving Course) before they can sit their full test. With having a full licence followed by a Class 2 being the entry point to many industries, no wonder



Grant Anderson, NZGFA Vice-President

many employers and career advisers are urging young people to sit their tests as soon as they are eligible. Being qualified to drive opens up the career options.

Grant Anderson, NZGFA Vice-President, agrees that young people should get behind the wheel as early as they can, and concedes that gaining the relevant licences does take time, but necessarily so. He says truck driving is a highly skilled pro-

fession that requires highly trained operators – and this doesn't happen overnight.

"Truck operators need to be highly focused and conscientious individuals. They need a skill set that includes operational and technical knowledge, good communications, an acute sense of responsibility and maturity around health and safety, and they need to know the legal parameters they work within.

"If drivers then decide to go on to specialise in ground spreading, that adds another layer of training and instruction, especially if they wish to align with Spreadmark, the industry standard."

In terms of how to attract new recruits to truck driving and, in particular, the ground spreading profession, Mr Anderson believes one of the best approaches is to advocate for a career in the industry on a regular basis.

He personally takes it upon himself to attend careers events at local schools and colleges, where he can talk first-

hand about ground spreading, explain the role, the pay, the hours and demonstrate the trucks.

"The young people I come across generally don't have a great understanding about ground spreading or nutrient services, despite this being a vital industry and one that underpins the New Zealand economy. They are, however, blown away by the state-of-the-art equipment we use and can't believe the amount of technology available to us in the cab."

Mr Anderson believes that putting the ground spreading profession firmly on the agricultural career map is a key step in attracting new people to the industry.

"There is no quick-fix to attracting new truck operators, but let's not be shy about what we do and where we fit in helping other industries. Instead, let's all take responsibility for finding more opportunities to engage with our young people and tell them about the promising and fulfilling career ground spreading offers."

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INNOVATION IN FERTILISER TRANSPORT

2020 Awards Nominations Now Open

Entries are now open for nominations for the four categories of the 2020 NZGFA Awards

- Innovation (Trucks & Trailers)
- Health & Safety (Graymont)
- Young Achiever's (Ravensdown)
- President's (Ballance Agri-Nutrients).

Dean Brooks, the NZGFA's Immediate Past President and awards judge, says the 2019 inaugural awards were a great success. He now urges everyone involved in the industry to get their thinking caps on and send in their nominations.

"Essentially this industry is about the people behind it. Let's celebrate the individuals who make ground spreading the innovative, thriving and honest profession it is."

A small way to encourage positive activity

By Nick Allen, General Manager,
Trucks & Trailers Ltd

For Trucks & Trailers there were multiple reasons why we jumped at the opportunity to sponsor the NZGFA Awards.

We aligned ourselves with the NZGFA Innovation Award, which is a key driver for our ongoing focus on quality, continuous improvement and employee engagement. Primarily, because we wanted to give back to an industry that has supported our business and the Mercedes –

Benz brand for many years.

We also wanted to support and recognise the relationships we have built over that time with New Zealand operators small and large. We have enjoyed seeing these operators flourish through the provision of transport solutions and service support.

As a family owned entity, Trucks & Trailers puts people first and we recognise the importance of championing those that go the extra mile.

Sponsoring the NZGFA Innovation Award is one small way in which we can encourage positive activity and better outcomes for us all.

Complete the entry form opposite.

For a downloadable version and further information about the NZGFA Awards visit:

www.nzgfa.co.nz/awards

Entries close Friday 17th April 2020

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NZGFA AWARDS NOMINATION FORM 2020

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 <http://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 <http://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

Please provide brief biographical details of this person.

About the nominator

Please explain why the above named nominee is deserving of the award described above. Please give specific examples. (Please refer to the criteria relating to this award at <http://www.nzgfa.co.nz>).

Please email this form to **lisa.looppr@gmail.com** by 5:00pm on Friday 17th April 2020.
A postal address will be provided upon request.

Resilience - Staying Strong for Tomorrow's Challenges

Chateau on the Park, Hilton Doubletree, Christchurch. Sunday 5th – Wednesday 8th July 2020

The 2020 NZGFA Conference is shaping up to provide another excellent opportunity for NZGFA members, their families and industry associates to join the largest annual gathering of ground spreading professionals.

With friendship, fun, inspiration and business development firmly on the agenda, this conference is a must for sole operators, larger ground spreading companies, suppliers, manufacturers and stakeholders.

Nick Hyslop, from the Canterbury Branch conference team says the theme is poignant for us all as individuals and as an industry and will be addressed by top class speakers including Doug Avery (The Resilient Farmer), Sam Johnson (The Student Volunteer Army), Lisa Tamiti (Ultra-Marathon Runner) and Mark Inglis (Mountaineer).

"We have also invited John and his



Lisa Tamiti, Ultra-Marathon Runner.

team from Enthuse back to entertain us again at our NZGFA Awards Gala Dinner."

To attend, go to www.nzgfa.co.nz/conference-2020 and complete the online Delegate Form. Accommodation must then be booked directly with the hotel via the NZGFA dedicated link, on the same web page.

For any queries or further information, please contact the conference team:
conference.canterbury@nzgfa.com

Conference sponsorship - be seen, be heard

Conference sponsorship is one of the best ways of ensuring that suppliers position their products and services in front of ground spreaders, says the Canterbury conference team. "With a captive audience and a social atmosphere, the NZGFA Conference offers businesses maximum visibility at great value".

"We have a variety of options on offer, from trade display space, indoor and outdoor, to sponsoring speakers, conference meals, welcome packs and the partners and families programme."

For all sponsorship information, and to book your space:

www.nzgfa.co.nz/conference-2020
conference.canterbury@nzgfa.com

or phone:

Nick Hyslop - 027 222 5603
Paul McFall - 021 921 920
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Think Safe, Work Safe and get Home Safe

By Grant Anderson, NZGFA Vice-President and Health & Safety Representative

First of all, I hope you are all wearing your seatbelts. Seatbelts save lives and it is the law. Remember, off-road you can wear a lap belt. Secondly, with weather conditions changing all the time, be aware that the ground conditions change too. Make sure you take your time to assess the grass growth and ground conditions.

I'm pleased to see more and more members are signing up to the Spotlight Incident Reporting app. This is a really useful tool for us in terms of looking at trends and how to prevent incidents occurring. The more data we have, the more useful this tool will be for us as an industry. Please sign up if you haven't done so already and tag me in. Remember, your information will be kept confidential.

I'm also noticing a lot of central tyre inflation (CTI) being installed into spreader trucks. It is great to see more of you going this way as it does help traction and stability.

Finally, there are some companies installing fleet tracking cameras. A fatality the other week with the driver of a car driving into the path of a spreader truck clearly showed the truck driver was not at fault. With this information from cameras, it could give us another angle for driver training.

Fire Prevention Protocols

In the right conditions any machinery can start a fire with the potential to cause loss of property and life, warns Dean Brooks, NZGFA Immediate Past President. He says those working in rural areas close to bush and forest, where there is extreme heat and drying winds, should have good fire prevention protocols in place.

"Some modern trucks have a burn facility incorporated into their mufflers, which can reach some extreme

temperatures. If you have dung and debris thrown up on the muffler when travelling in farm paddocks, this can dry out and be smouldering and drop off. Where grass is long and dry, fires could be started. This could be a real risk for our industry and members need to be mindful of this potential issue."

If in doubt consult the Fire and Emergency NZ website - www.fire-andemergency.nz to check the fire burn index as well as the information it provides to anyone working machinery in rural areas where there are dry conditions.

Is your business' productivity healthy and well?

By Charlaïne Barnfather, Safe Business Solutions Ltd

As we kick back into a new working year, it will take some employees longer to gear-up and hit the accelerator than others. The key is finding the right activities that promote, rather than deplete, energy.

In a Careerbuilder survey undertaken in the US, over 2,000 employers provided feedback on common drains in productivity, as well as the weirdest things they had caught employees doing while 'on the clock'.

When asked to name the biggest productivity killers in the workplace, over half of employers put cell phones and texting first, followed by the Internet, gossip and social media, co-workers dropping by, meetings, smoko breaks and noise. Interestingly, 10% of employers also cited 'sitting in a cubicle' as a productivity killer.

Amongst the most unusual/memorable things they had found an employee doing when they should have been working, included - 'taking a sponge bath in the sink', 'looking for a mail order bride', and 'searching Google for images of cute kittens'.

Productivity killers can lead to

negative consequences for businesses, including compromise quality of work, lower morale because other workers have to pick up the slack, negative impact on the employer/employee relationship, missed deadlines and ultimately loss in revenue.

So as we enter a new year of work there's no better time to eliminate productivity killers and keep your team supercharged throughout the year. It may not be top of your busy to-do-list, but doing so may just boost efficiency, productivity and morale.

The NZGFA Safety Manual is now available



The updated NZGFA Safety Manual is now available to members online:



www.nzgfa.co.nz/members

Spreading Northland Impressed with 480hp

By Jim Laird, Jim Laird Driver Training Ltd



Spreading Northland's new 6x6 Mercedes Axor 3348

This new 6x6 Mercedes Axor 3348 is the latest spreader recently purchased by Jason and Helena Williamson to join their Dargaville

based fleet of Spreading Northland. This truck has been fitted with an in-house built Spreading Northland bin which tested at 26m with Urea and

35m with Super, producing a nice even pattern.

Equipped with a McMaster Roll Frame, CTI, and Ravensdown XC10 computer providing mapping and guidance, and spreader control all in the one unit.

Since testing in mid December, Jason and Helena's long-serving driver, Mike, has been most impressed with the power, stability and traction of this new spreader.

On many occasions Jason has his tipper trucks carting to the farms, and he has noticed a significant increase in the amount of fert spread in a day owing to the bin comfortably holding a legal 10T payload.

With no issues at all having occurred with this 480hp machine, Jason, Helena and Mike are really pleased and are looking forward to it having a very productive future in the company.



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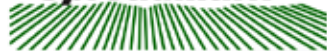


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in conjunction with the HWR Group



Spreadmark training is underway - Jim Laird
with Spreading Sandford at Auroa

Update - Agricultural Spreader Operator NZ (AGSPONZ)

By Phil Johnson, Canterbury Driver Training Ltd

After two years in development, in consultation with the NZGFA and Synlait, I am pleased to announce that a pilot course for the Agricultural Spreader Operator NZ course went ahead in Dunsandel in November last year.

The course was attended by three of Synlait's Lead With Pride Gold Elite farmers and two representatives from Synlait - Mark Wren, Lead with Pride Manager and Rosa Burrett, Lead With Pride Advisor, who were there to observe and provide feedback.

The course reinforces the values and importance of Spreadmark and is aimed at operators/drivers who use tractors to spread their fertiliser.

It is in the same format as the Spreader Operator NZ course for truck drivers in that: participants attend a theory training day with a comprehensive powerpoint presentation, where they receive a workbook. The first section of the workbook is filled in on the day.

They then take the book away with them to complete the practical job tasks. On successful completion they are returned to Candrive for marking and the issuing of a Spreadmark Driver Certification certificate and wallet card.

The feedback we have received so far from the course has been positive, all the attendees enjoyed the day and found it really informative and interesting.

We are looking forward to rolling out this course and expect the demand for courses will be busiest in the winter months.

Training Report

By Philip Johnson,
Canterbury Driver Training Ltd

Happy New Year to everyone, hope you made good use of your time off and are all refreshed for work and a great spreading season.

The beginning of the year, when your trucks and drivers are both working to their full capacity, is where you can see the results of implementing a good maintenance programme for your vehicles, along with training for your drivers.

Now is a great time to take stock of your training and health and safety policies. Pre-planning for both is the key. Organise now what you can do in the quieter months.

Just a reminder - if your drivers are operating a loader to load their own trucks, they are required to hold a Wheels (W) endorsement on their driving licence.

By the time you read this report, the first Spreader Operator NZ courses for the year will have been delivered by Candrive in Nelson (Health & Safety Day and a SPONZ Spreadmark course) and the Waikato (SPONZ Spreadmark courses).

Courses are also currently being organised for autumn.

Congratulations to the following drivers who have recently been awarded Spreadmark Driver Certification:

- Craig Snodgrass
Snodgrass Contracting Ltd
- Stephen Conlan
Valley Fertiliser Ltd
- Graham Reid
Rural Transport Ltd
- Jason McIntyre
Nhance J & L McIntyre
- Gregory Buckeridge
Wealleans
- Shaun Farrell
Wealleans
- Jared Usmar
Wealleans
- Murray Belfield
Wealleans

If you would like to hold a course during the winter months for your company or area, please book in early, as this is always a busy time for training for everyone.

Check your mailboxes, we have printed the updated NZGFA Safety Manual for The Groundspread Industry and you should receive one soon.

Canterbury Trip Success for President's Award Winner



Ballance Agri-Nutrients, sponsors of the NZGFA President's Award with 2019 winner Gordon Dobbs and family.

By Nadine Parata, National Distribution Manager, Ballance Agri-Nutrients

It was Ballance Agri-Nutrient's pleasure to be able to take Gordon Dobbs, 2019 winner of the NZGFA President's Award, and his family, down to Canterbury.

The trip was his award prize and took in a visit to 2018 Ballance Farm Environmental Award winner, Medbury Farm. Host, David Hislop, gave us a tour of the farm and explained the work they had put into finding the most efficient ways to utilise water through their irrigation systems. Gordon and eldest son Jaemin (14 years) then visited Ballance's Ashburton Service Centre.

The Ashburton Service Centre opened in 2018. The new store has made a significant difference to the speed at which we can dispatch product, and has improved safety measures including a dedicated dispatch lane and a big bulk store.

We also took Gordon and Jaemin to the Wakanui self serve silo at West Farms and were able to demonstrate the simplicity of the self serve silo systems for ground spreaders to use. Gordon was impressed at the thought of being able to collect product outside of normal store hours.

Ballance places significant value on its relationships with the NZGFA. We understand that ground spreaders are very influential with our customers and we believe in future proofing the industry and its people.

It has been my pleasure to be involved with the NZGFA. I am leaving Ballance this month so it is goodbye from me. However, the strong relationship that has been built with the Association is one of the things I am most proud of, and I know this will continue to grow in the future.

Update: Canterbury Flexi-N Spreading Issues

By Greg Costello,
Ravensdown Product Manager Fertiliser

After some reported issues in Canterbury with Flexi-N build-up in spreading vanes, Ravensdown has isolated the problem after humidity chamber testing the product across a range of supply sources, which have shown the mix to be stable.

The randomised occurrences across production sites and spreaders in Canterbury appears to be happening with our blends of Flexi-N with Single Superphosphate (SSP) and Sulphur Super 30, with climatic factors also at play. We are working to address the problem with the following action plan now in play:

- A protocol is now in place with local Canterbury spreaders to document events.
- We are reviewing Flexi-N manufacture and have increased testing of Flexi-N.
- An internal review of curing times for Flexi-N has begun.
- An internal review of Single Superphosphate and Sulphur Super 30 to ensure it is mature prior to blending with Flexi-N has also been initiated.
- We are working alongside a local Canterbury spreading company to test all samples of Flexi-N mixes for spinner build-up.

We encourage anyone having issues with our products to please get in touch via our email customer.centre@ravensdown.co.nz. The sooner we are aware of an issue the quicker we can remedy it. Thank you for your patience and we'll keep you updated on our progress.

New Exec at the FQC

The Fertiliser Quality Council (FQC) has recently welcomed Philippa Rawlinson as Acting Executive Director. Philippa is the Federated Farmers arable policy advisor and takes over from Nick Hanson who held the role for six months following the retirement of Ann Thompson.

Both Ravensdown and Ballance Agri-Nutrients are committed to ensuring product quality and customer satisfaction. If there are any issues, please report these as soon as possible to:

Ballance:- spreading@ballance.co.nz
Ravensdown:- customer.centre@ravensdown.co.nz

Foresight is a Wonderful Thing

Spreadmark is often described as being 'well before its time'. Developed nearly 25 years ago, the scheme set out to raise the bar within the ground spreading industry and so give Spreadmark certified spreaders a commercial edge. Few knew then that Spreadmark would fast become a world class industry standard.

Today, time is catching up and Spreadmark is quickly coming into its own. As more and more emphasis is placed on food safety, traceability and environmental issues, food processors are paying higher premiums to suppliers who have used Spreadmark certified ground spreaders.

Added Value is in the Proof

John Schultz, NZGFA President, says many ground spreaders work to the Spreadmark criteria but omit certification either because of the extra cost or because they don't understand the added value.

"About 60% of the tonnage is spread by Spreadmark registered spreaders. Some non-certified companies are spreading to these standards, using tested machines with the correct software and trained drivers, but because they are not being audited, they are not well-placed to reap the advantages.

The NZGFA is working at branch level to encourage more companies to become registered with the Spreadmark scheme. "As more food processors look to satisfy their customers, the demand for Spreadmark certified spreaders will only increase, particularly with Synlait's recent expansion into the Waikato region."

To download an application form and to find out more about becoming Spreadmark accredited go to: www.nzgfa.co.nz/apply-spreadmark-accredited

Approved Spreading Equipment Testers

There are currently 20 people approved as Spreadmark Vehicle Testers, this has increased by four

from 16 in 2019. There are currently no significant performance issues noted by any of the Testers. A list of approved spreading equipment testers can be found at www.fqc.co.nz and www.nzgfa.co.nz.

Simple Choice for Environmental Issues



Spreadmark can satisfy environmental regulations - Anders Crofoot, FQC Chairman

Choosing a Spreadmark-accredited ground spreader is a sound choice for farmers preparing to meet the environmental obligations around fertiliser and nutrient placement, says Anders Crofoot, Chairman of the Fertiliser Quality Council.

"Spreadmark is New Zealand's only standard for the accurate and even placement of fertiliser and other nutrients.

Its code of practice includes robust environmental stipulations which can help those responsible for applying nutrients steer clear of waterways and mitigate the risk that the product will fall outside the intended area.

"We need to make farmers aware that by using Spreadmark-accredited ground spreaders they can more easily satisfy environmental regulations around nutrient placement."

Spreadmark Stickers are On Their Way

New Spreadmark stickers to be displayed on the bins are being produced by the NZGFA.



Designed to raise awareness of the Spreadmark brand and to provide ground spreaders' customers with instant recognition that they are using a certified spreader, the stickers bear the Spreadmark logo and the NZGFA website address.

Registered Spreaders

There are currently 63 ground spread companies registered with Spreadmark. This is an increase of seven new companies over recent months from 56. There are an additional seven companies who, for several reasons, do not yet appear on the current list of Spreadmark registered companies. The list is updated monthly and is available at www.fqc.co.nz and www.nzgfa.co.nz.

The Spreadmark scheme is a fertiliser placement quality assurance programme.

For more information, please visit:

www.nzgfa.co.nz





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Callan Short, Central North Island,	021 403 959	callan.short@trucksandtrailers.co.nz
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