



Australian Fertiliser Services Association

FERTILISER NEWS



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Shona Murfet

NEW SOUTH WALES

- LEADERSHIP

Amy Wyer



NATIONAL CHAIRPERSON'S REPORT

Andrew Chivell



The 2020/ 2021 year continued to provide many challenges for individuals, business and AFSA. Agriculture remains resilient with the outlook despite the challenges COVID 19 continues to throw at it. The coming months may test this resilience as our members, our clients and the entire supply chain comes to terms with COVID normal and the supply and demand issues over the coming months.

I would like to thank my fellow Directors for their support during this last year. A special note of thanks to Kim Bailey. Kim has resigned from the board following the sale of The Bailey Fertiliser business earlier this year. Kim has provided great leadership to AFSA and the industry over many years and provided myself and the board with much valued guidance during the past year.

Stephen Button also resigned during the year. The service Stephen has provided to AFSA, and the South Australian members is greatly appreciated.

In December 2020 Krysteen McElroy ended her time as AFSA Executive Officer. Krysteen provided outstanding leadership during her term. The changes Krysteen helped implement will provide benefit to members and the association for years to come. Krysteen has continued to provide advice and guidance to the AFSA board as an advisor. This has been highly valuable and I thank Krysteen for her continued interest in and support of AFSA. I take this opportunity to thank her on behalf of all AFSA members.

Owen McCarron took on the additional duties of Executive Officer after Krysteen finished up. The AFSA board will review the Executive Officer position over the coming months. Owen will relinquish the duties of Executive Officer at the end of 2021. The board will have further announcements about this shortly.

It was unfortunate the Board had to cancel the conference again this year. The Board has reconfirmed its commitment to staging a conference in 2022. More announcements will be made on the conference and other state or regional events following the next Board meeting.

After a recent strategy meeting the Board has resolved to focus, in the immediate future, on face-to-face events for members including the 2022 conference.

There are other services the Board wish to deliver for members over the coming years. These will be prioritised and delivered when resources allow. These include developing and delivering a range of training for our members and the industry including a possible driver training program.

AFSA sold the Fertcare brand along with parts of Level A to Fertilizer Australia. AFSA retains ownership and management of Accu-Spread along with parts of the former Level A material relating to Workplace Health and Safety. Fertilizer Australia is investing significantly into Fertcare which should deliver greater uptake for the entire fertiliser industry.

There is no change to how Fertcare or Accu-Spread operates or how members of AFSA and Fertilizer Australia use either program, logos or access training and accreditation.

The safety of staff is always at the front of mind of employers. AFSA understand each of our members have ensuring the safety of their staff as an essential and non-negotiable activity each day. However, record keeping can become problematic. This is why AFSA has partnered with Kiri Align to roll out a digital, easy to use, safety management system as an option for our members.

Kiri Align is made available to members at a significant discount to AFSA members. AFSA continues to work with Kiri Align to increase the value for our members by using Kiri Align Safety Management System. We hope to have further exciting news in the next couple of months on extra value members will receive from Kiri Align for being an AFSA member.

In recent weeks the Board have finalised negotiations with Gallagher to return to the position of AFSA Insurance Partner. The Gallagher partnership agreement will be in place for three years. The agreement will provide benefit to the association and individual members. There will be more information about the partnership and benefits in the coming weeks.

Finally, I wish all our members continued success and look forward to seeing many of you during the coming year.



EXPERIENCE AND EXPERTISE



NutriEssential Innovative clear liquid complex combinations of nutrients and growth promoters to impact quality and yields.



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WESTERN AUSTRALIAN REPORT

David Holdsworth

Hello from WA!

With all the lack of travel it seems like we have become detached from the rest of Australia over the last couple of years and our Tailm Bend event, and Murray River trip just seems so far away still.

Workwise, Covid has not affected the wheat areas that much, apart from the usual backpacker shortage for machinery operation, but the crop has still been planted. Apart from the rain events late October and early November, we have only had one real week of harvest out of two weeks. It is coming off with whatever staff are available.

Mining is still possibly a bigger competitor for staff than even the Covid issues.

I am sure in don't need to tell you next year will be different business wise, currently fuel is up about 50 per cent on last year, and fertiliser prices are expected to be a record levels, if you can get it. Farmers are filling liquid tanks to ensure supply and price expecting it to get more expensive.

As transporters we will need to be reviewing pricing and I see prime movers just tipped over the \$10k mark for a year's registration.

Locally the Wyalkatchem CBH Agricultural Museum celebrated its 40th Birthday. When you can visit, call into check it out. I know the President well; he thinks he is a good bloke and will make you welcome.

Question - what's a Clark Shovel? I know Larry knows, do you?

Check the website: wylmuseum.com

Other reports from around the state

Larry - The regular Trayning reporter:

After a wonderful start to the cropping program all farmers were happy. With urea being spread to gain top yields to the end of July and max out the potential. Very little

rain in August followed by JACK FROST on September 2nd meant things went downhill with some growers saying up to 80 per cent was lost. In October the rain returned, not much good in the northern and eastern or central grain belts, however it will help the Avon, Lakes, Great Southern, South Coast and Esperance areas.

Waiting for thing to dry out so harvest to start and see how much grain is there, hail did take a bit but hopefully the high potential will mean some grain after the losses.

My new Merredin /Muntagin reporter says:

Farming in the Merredin area in 2021 started out perfectly with great opening rains that continued into the early stages of the growing season. Canola took off very well. While rainfall continued to be patchy, it delivered consistently across the region even if not all at the same time. Everyone and everything looked extremely optimistic until a lack of finishing rain and then severe frosts impacted many across the region. Too many have taken serious hits to their budgets and the cold start to harvest with some hail and ongoing storms have certainly taken the enthusiasm away. Canola prices are the shining light and good sheep prices will assist some to balance the budget. It had such potential which has been whittled away.

And the State Roving Reporter:

A lot of hay has not been cut in the south because of ongoing rain and it is now probably too late. What hay was cut was probably baled too early to beat a rainfall event. I would think a few hay shed fires are likely.

There's been very little harvest activity. What I am hearing is frost has done more damage than first considered with lupins all biomass, not many pods. I did hear that east of Wongan Hills has been hit very hard with frost and thousands of hectares are black.

This last rain event on 8th and 9th November, north of Wubin and east of Canna saw 40 millimetres of rain, west of there up to 80

millimetres was recorded in places.

So, as it is with agriculture - another different year.

I do recall a comment by a well know chap - he lived Nungarin, in his last years (a great inventor and capable builder of anything) Bill Hewitt who told me he was once interviewed and after saying he had been farming for 30 years, the interviewer remarked, "So you have had 30 years' experience farming".

Bill replied, "No, that's not right. I have had 30 times one year experiences!"

And for those who are Mack lovers, after nearly 45 years of being owners of the International Brand we have bought a MACK!

Best of luck all and have a safe and healthy Christmas and New Year.



TASMANIAN REPORT

Tim Murfet



Greetings from Tassie. The best state in the country!

There's a special treat for you all in this newsletter with former president, Bill Early, throwing a report from his neck of the woods in central North West Tas.

"Central North Tasmania - 'God's Country'."Well what a spring we have had, so full of surprises, cold, rain, rain and cold! Rain, Rain go away and come back when we need you! Luckily, spring has finally sprung this week and its only one week until Summer.

Every crop has been sown about a month late due to the wet conditions and poor ol' farmer mates are getting frustrated with the crazy westerly conditions we have experienced.

Silage production is well behind its normal time, contractors are pulling the hair out. Fertiliser has been bogged onto farms over the past few months and growth rates have been all over the show,

with the wet, cold unseasonal conditions, farmers frustrated and us contractors looking like clowns in a circus juggling things most days. As difficult as it's been, it seems scheduling jobs seems a bit less stressful due to some areas drying out later than others and probably evening out the work load somewhat. The operators in the field have been on edge and the snatch straps barely drying out before their next use.

Going forward, fertiliser prices are skyrocketing so I think this will have a real effect on all of our businesses for the next six months at least, many excuses flying about but I reckon a lot to do with hungry fertiliser companies cashing in on good times farmers are experiencing at the moment! Also our costs to apply fertiliser are skyrocketing, so this will also have an effect on our bottom lines.

Till next time....

Cheers, Bill Early"

anks for that report from the North west Bill, I can certainly vouch for that with our snatch ropes getting abused this season!

The world certainly has changed over the past couple of years, probably a lot more so than any of us would've ever imagined. Fuel prices are also skyrocketing and have gone up 50 cents plus per litre, as well as our tyres - up from \$2200, now to \$2500. The end result is that once again the consumer will have to pay so much more for their goods at the checkout.

Everyone has their opinion about all of this...or do we? Seems to me like our freedoms, physical and verbal are slowly being suffocated.

Anyway, we can rant about Covid for hours and not get anywhere, but, good news.....Santa is on his way. Christmas is rapidly approaching, I really hope all of you guys have a fantastic time over the well-earned break, be safe, enjoy your family and friends.

EXECUTIVE OFFICER'S REPORT

AFSA Structure and State branches

AFSA's primary objective is to operate as the industry body for businesses and people who spread, distribute, sell, store, transport, manufacture or provide advice on the use of fertilisers or soil ameliorant products.

In late 2019 and early 2020 The AFSA Board have begun to undertake a review of the way AFSA operates and structured. This was discussed in the 2020 Executive Officer's report. It was placed on hold while COVID restrictions were in place and the difficulties associated with travel.

Currently, AFSA State Committees are covered in Clause 18 of the AFSA Constitution which states that:

- All financial and other governance practices applicable to the Company apply to the State Committees
- State Committees will operate under the direction and guidance of the Board
- State Committees will report annually to the Board

This means that technically, the state committees do not have a stand-alone legal status therefore they are not required to conduct an AGM. This may allow for a review of how state meetings are conducted moving forward and how each state is managed. Moving forward, consideration could be given to less formal committees (or regional groups) based on member numbers or geographical location.

Over the past eighteen months both the South Australia and New South Wales branches have ceased to operate as a branch. They have transferred funds to National accounts. These funds will be used to runs functions and events in coming months and years for members in these states.

Over the coming Chairperson Andrew Chivell and Owen McCarron will be in contact with the other state branches to arrange meetings to move forward with this change with an expectation this will be concluded by June 30 2022.

Some of the benefits are:

- ✓ Currently 6 audits (each State plus National) are being conducted annually, in future we would only require one audit to be conducted – cost saving to AFSA
- ✓ Board members would have greater oversight, better risk management and governance considerations to ensure AFSA as an association is sustainable
- ✓ Reduced pressure on States to find a volunteer to undertake Treasurer role, all financial reporting would be carried out by AFSA Company Secretary.
- ✓ An annual calendar of events can be organised for AFSA, taking into consideration all States requirements
- ✓ Profitability is better monitored in single-entity national associations with a standard charts of account aiding comparability

The future of AFSA

AFSA directors and members have met during the year to discuss future strategy. The key message coming from these meetings and other informal discussions is a desire for members to come together at conferences and other meetings. It was loud and clear members miss the opportunity to gather to both learn from each other and socialise.

The Board will focus over the next twelve months on providing opportunities for members to gather. This will be underpinned by a National Conference.

AFSA National Conference

Due to COVID19 the postponed 2020 National Conference, rescheduled for 27th – 30th July 2021, was cancelled. AFSA Board is committed to staging a conference in 2022.

- Location and venue to be determined
- The likely dates are late July or early August
- All sponsorship payments and registration fees were refunded
- A conference committee is to be established

Partnerships

Establishing new partnerships for the benefit of AFSA members continued to prove difficult during 2020/21. Without being able to stage the National Conference allowing potential partners to meet face to face with members businesses were reluctant to commit to long term agreements.

The Board have been successful in finalising a three-year agreement with Gallagher to become the association's insurance partner. More information about the partnership and its benefits will be available in coming weeks. The Board hope this is the first of several partnerships to be announce.

Industry collaboration

From the 2020 report "In 2019, Southern Farming Systems (SFS) received a \$3.64 million, (AFSA component \$57,500 plus extra for communication/workshop activities as required) four-year National Landcare Smart Farming Partnerships Project called Building the resilience and profitability of cropping and grazing farmers in the high rainfall zone of Southern Australia. The Grains Research and Development Corporation are contributing a further \$250,000.

The project involves a consortium including the MacKillop Farm Management Group, Agriculture Kangaroo Island, Federation University Australia, the Victorian Lime Producers and Australian Fertiliser Services Associations, private business Precision Agriculture, Agriculture Victoria and the Glenelg Hopkins Catchment Management Authority. It covers the high rainfall areas of Tasmania, Southern Victoria and Southeast South Australia.

In 2019, AFSA have worked with Precision Agriculture to provide information sessions along with a practical demonstration on the use of variable controllers – there were

information sessions delivered in South Australia and Victoria.

In 2020, an information/practical session was to be held in Tasmania, with practical sessions to be run in SA and Victoria in the spring. These were all put on hold due to COVID19."

2021 Update. It is anticipated events will be scheduled in Tasmania in 2022 and additional events in Victoria and South Australia

Kiri Align

AFSA continues to be recommended Kiri Align to members as a suitable digital safety management system. Members can take up the Safety Aware level for the price of for the Safety Basic price, this is a discount of 50%. AFSA will also receive a rebate from Kiri Align.

AFSA Communication

Member updates

- The twice monthly Member update has been discontinued and replaced with email and text communication when needed
- The open rate of these updates

declined significantly over the past twelve months

- If there are specific issues which members need addressed and communicated broadly, please forward them on to me

Website

- The website will be revied over the next three months with the intention to launch a refreshed or renewed look in 2022

Fertiliser News

- Moved to a digital only platform in 2021 with the first edition published in July.
- Several issues were encountered with this change. We believe these issues have been addressed and more timely publication of the three editions will be achieved.
- With the change to a digital only version significant cost savings have been made
- Minimal advertising revenue

has been generated during this transitions period

- A new advertising schedule is being developed for launch in 2022

Social Media

- AFSA is maintaining its Facebook page currently has 583 followers
- A private Facebook members group was launched in October 2021 with 32 members now part of the group

The Neil and Val Henry Travel Scholarship

Unfortunately, to date this scholarship has not been awarded. With international travel now return the scholarship will be awarded in 2022. The scholarship was introduced to acknowledge the outstanding work of Val and Neil Henry. The aim is to encourage networking within the industry associations along with further experience and leadership opportunities for the recipients. The successful recipient will be funded to travel and attend the annual New Zealand conference.



Kiri Align is a cloud-based safety and compliance management platform, aimed at proactively helping you and your organisation to be safety compliant.

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7TH - 9TH JUNE 2022**SAVE THE DATE****FERTILIZER AUSTRALIA CONFERENCE - DARWIN NT**

The Fertilizer Australia Conference will be held in Darwin, Northern Territory from 7-9 June 2022. This event promises to be an informative, exciting and enjoyable experience so you won't want to miss it.

The conference is a major industry event, hosted by Fertilizer Australia. Delegates from many Australian fertilizer manufacturers, importers, distributors and retailers will be attending, along with our overseas supply chain partners. The event provides an excellent opportunity to connect with other industry players and customers.

A full program is being planned, featuring leading industry speakers who will address the latest developments in topics such as:

- market outlook and opportunities;
- stewardship;
- new soil and plant nutrition products; and
- quarantine and logistics.

Eight sponsorship packages are available, each designed to give your company space to promote your products, company or brand. The packages are general enough to allow you flexibility in how you use them. As long as it doesn't conflict with other sponsors, the conference organisers are open to discuss any proposals. Whether it is inside display space at the venue, PowerPoint slides during the conference sessions, display advertisements in the program, or brochures and merchandise in the conference delegates pack, it's up to your company to make the most of the package. We are more than happy to discuss how you can get the best value from your package. Profits from the Fertilizer Australia Conference 2022 help fund Fertilizer Australia's activities.

Invitations to register will come out in the coming months. To keep updated, please check the Coming Events page at www.fertilizer.org.au.

Tis the season to be jolly

**MERRY
CHRISTMAS!**

May the holidays bring you plenty of
love and joy.

**BEST WISHES
FROM ANDREW & ALL DIRECTORS
AT AFSA.**

FERTCARE C TRAINING OPPORTUNITIES IN 2022

Fertcare C can help you and/or relevant staff provide better soil and plant nutrition advice to clients.

Training covers:

- Environmental issues
- Food safety
- Use of the Fertilizer Environmental Stewardship Review methodology
- the regulatory framework and label requirements
- Awareness of OH&S and stewardship issues in transport, storage, handling and application of fertilizers.

Back Paddock Company are offering Fertcare C remotely via a series of four

webinars. Three opportunities with different starting webinar dates are being offered during the first half of 2022:

- 3rd January 2022 (follow up webinars 31st Jan, 7th & 14th Feb)
- 4th April 2022 (follow up webinars 2nd, 9th & 16th May)
- 4th July 2022 (follow up webinars 1st, 8th & 15th August)

It is expected that prior to engaging in Fertcare C, participants already have a sound understanding of providing detailed nutrient advice based on soil and plant testing. Participants are expected to undertake reading

and assessment tasks between the webinars.

Fertcare C participants who are employed by Fertilizer Australia and AFSA members are eligible for a discount of \$70/person.

Fertcare C can also contribute to Agsafe reaccreditation.

To enroll, contact Katy Lee E: training@backpaddock.com.au P: 07 3220 2959.

Feel free to pass this information on to relevant people within your networks.



WATCH THIS SPACE!

AFSA Conference will be on again in 2022.

Stay tuned for more details as they come to hand...



Australian fertilizer manufacturing plays a vital role in supporting Australian agriculture.

Stephen Annells, Executive Manager of Fertilizer Australia, says approximately half of the fertilizer used by Australian farmers is either wholly or partially manufactured domestically and the industry is seeking to grow its local manufacturing capability.

“With a number of new business developments coming online and ongoing investments in existing fertilizer manufacturing plants, our local manufacturing capacity is only set to grow,” Stephen says.

In October 2021, Fertilizer Australia welcomed the news that Kalium Lakes Limited had produced Australia’s first ever sulphate of potash and will be ramping up to commercial scale production during November.

The Kalium Lakes Beyondie project in Western Australia uses the sun’s energy to harvest potassium from brine pumped into massive evaporation ponds. It plans to produce 120,000 tonnes of sulphate of potash a year for domestic use and export.

Several other businesses are exploring the potential to grow their fertilizer

manufacturing capacity in Australia across a number of nutrient types.

“Having a strong local fertilizer manufacturing capability has many benefits for the industry and for Australian farmers,” Stephen says. “Local production helps ensure supply, negates biosecurity risks involved with imports, creates Australian jobs and reduces the carbon footprint

associated with shipping.”

He says fertilizers are essential to the ongoing productivity and profitability of Australian farmers and commercial fertilizers were also essential in ensuring that Australian farms remained sustainable by replacing the nutrients removed in harvested crops and animal products.



Images supplied – Kalium Lakes

FARMERS NEED ACCESS TO AUSTRALIAN MADE FERTILISER

A Green Fertiliser Industry Roundtable has discussed the advantages of using modern technologies to increase domestic manufacturing and local supply of cheaper, cleaner fertiliser products such as urea to help boost the sustainability and profitability of Australian farmers.

Against a backdrop of sharply rising fertiliser prices, reduced supply from overseas producers and political debate about climate change targets, Federal MPs and Senior Ministers met with leaders of the Australian farming and fertiliser industries to discuss the need for locally produced fertiliser that can also lower emissions and promote more sustainable agriculture in Australia.

The Roundtable was co-hosted by Grain Producers Australia and Strike Energy, who are developing a plant at Geraldton in Western Australia's Northern Wheatbelt, that's aiming to produce and utilise Green Hydrogen to manufacture a greener urea product through an onsite 10MW electrolyser.

Grain Producers Australia Chair and Western Australian grain producer, Barry Large, said increasing the domestic supply of fertiliser products, by building local manufacturing plants in locations such as Geraldton, represented a game-changer for farmers and enhanced sustainability.

"The proof will be in the pudding ultimately, in the actual prices offered

to producers, but increasing the supply of key inputs such as urea into the local market can only be a good thing," he said.

"It gives farmers more choice and generates better prices by being less reliant on imported urea, while saving on shipping and transport costs. This also reduces our exposure to price volatility in international markets, as we've seen lately with urea going from A\$533 in January to A\$978 now, which has a significant impact on the profitability of our \$13 billion grains industry.

"If companies such as Strike Energy can utilise new technologies to produce green hydrogen and manufacture a greener urea product locally, it creates a win-win for farmers and the Australian community with lower farm input costs, reduced climate impacts and increased sustainability.

"Farmers need to see more clean, green incentives delivered such as this if we're going to be asked to produce more food for a growing global population, but with greater community expectations and limitations imposed, due to climate change," said Mr Large.

The Minister for Defence Industry, Science and Innovation, Melissa Price, welcomed the initiative.

"The Strike Energy project at the Narngulu Industrial Area in Geraldton, is uniquely placed for a world scale urea

fertiliser production facility, that will build new industrial capability, helping to secure Australia's supply chain and develop a domestic renewable hydrogen industry," Minister Price said.

"The Australian Government is committed to the development of Australian manufacturing and to ensure that we capitalise on our abundant natural resources, with the Perth Basin and Mid-West providing abundant supplies of cleaner natural gas, and plentiful supplies of wind, solar and geo-thermal renewable energy that power Australian industry and help grow our regional communities."

Minister for Industry, Energy and Emissions Reduction, Angus Taylor, said the Australian Government was a strong supporter of the development of low-emissions fertilisers.

"Australia's farmers are among the world's most efficient. The production of low-emissions fertilisers will help our farmers improve crop productivity and lower emissions in the agricultural sector," Minister Taylor said.

"These kinds of projects will create jobs, and could open up new export opportunities while helping to meet growing demand for food in Australia and the world."

Strike Energy CEO, Stuart Nicholls, told the Roundtable his company is building a domestic fertiliser facility in Geraldton so that Australian farmers don't have to

import over \$1 billion of urea a year.

Australia currently imports about 95 per cent of our urea and the recent export restrictions from China and higher global gas prices have pushed up the cost of fertiliser for Australia farmers.

The cost of domestic fertiliser has spiked in recent months from around \$300 a tonne to nearly \$1,000 a tonne, highlighting the significant supply chain risks Australian farmers face.

"The Geraldton facility will also be the world's first "green" fertiliser factory, reducing the carbon footprint of Australian fertiliser by over 60 per cent," he said.

"This is an important first step in the development of a domestic hydrogen industry and once the factory hits 40 per cent production, Strike Energy will need to purchase carbon for use in the production of fertiliser, creating an opportunity for other industries to dispose of their carbon and further helping the Australian economy develop new industrial capabilities and reduce our national emissions."

Mr Nicholls said the Geraldton fertiliser facility is a \$4 billion investment creating up to 1500 jobs during construction and 300 long terms jobs throughout the 30-year operational period that will generate \$8.4 billion in GDP growth for WA's Mid-West Region.

"It will also support upgrades and

expansion to the Port at Geraldton and facilitate the proposed de-salination plant," he said.

GPA Chief Executive, Colin Bettles, said fertiliser is a crucial part of producing high quality crops and food to ensure the nation's food security and Australian farmers will welcome the opportunity to have locally produced low carbon fertiliser right on their doorstep.

"Our farmers will benefit from having genuine choice and access to the right fertiliser at the right time through a local and more reliable supply chain to achieve stronger crop growth and higher productivity," he said.

"Through ongoing innovations in farming practices, Australia's grains industry and other agricultural activities can benefit from global decarbonisation in agriculture.

"With global demand for grains strengthening, Australia has a tremendous opportunity to increase supply of low emissions cereals to meet demand.

"Australian farmers know more than most, the need for sustainable farming practices and we urge the Commonwealth Government to support the work being done by Strike Energy and others to develop green fertiliser for Australian agriculture."

Market Analyst, Andrew Whitelaw, from Thomas Elder Markets, said the current

energy crisis is causing a large increase in the production costs of fertiliser, with the likely end result being an increase in rationing of fertiliser around the world, resulting in reduced grain yields.

"Whilst Australia is unlikely to be impacted by food security issues in the near term, other less fortunate nations will be," he said.

He said the cost of fertiliser is substantially higher than the same time last year and using the TEM fair value model, DAP in Australia is +448 to A\$970, and +563 to A\$978 for urea.

"The margins for farmers this year are unlikely to be impacted, but higher costs will result in lower profitability – especially if grain prices do not hold firm," he said.

"At present China has limited exports of fertiliser, and other nations are potentially following suit.

"This will result in Australia having to gain access to a smaller field of potential sellers, at higher risk and higher pricing points."

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WE'VE GOT YOU COVERED

When it comes to insurance Gallagher has the credentials and expertise to help you keep your business thriving.

Gallagher is proud to be re-appointed as the insurance partner of the Australian Fertiliser Services Association (AFSA) – of 30 years' standing. We believe we are uniquely placed to meet members' insurance needs, due to our in-depth understanding of your industry and the competitive scope and quality of the cover we can offer.

Who we are

Founded by Arthur Gallagher in Chicago in 1927, Gallagher has grown to become one of the largest insurance brokerage, risk management and human capital consultancy companies in the world with a global network that provides services in more than 150 countries.

In Australia we are the chosen partner to more than 100,000 businesses, from small companies through to multinational corporations. Our network of 30+ branches across regional and metropolitan business hubs affords us a local perspective - backed by international connections to help achieve optimum outcomes for our clients.

Specifically we can assist AFSA members by helping businesses develop a strategy for approaching insurers and demonstrating financial stability, good governance and a proactive attitude to risk identification and management. We can also help with guiding and advising how to structure your business insurance in order to obtain the cover you may need on acceptable terms.

We partner with your business to ensure you're protected

The first step in this is for one of our brokers with specialised knowledge of the fertiliser industry to get a clear understanding of your business, your risk exposures and your key concerns. Your broker may conduct an on-site risk review or refer you to an appropriate service provider. Once this is done we will work with you to eliminate or reduce risks that can be managed by your business and to identify the areas where you may need insurance protection. These commonly include

- management liability – a business essential that provides broad scope of cover from decision-making to crime and employment practices
- property, plant and equipment – including staked tyre damage and loss of load for spreaders
- cyber security – the most rapidly rising risk for all businesses, encompassing lost or stolen data, malware, viruses and cyber extortion
- business interruption insurance – covers loss of profits if you're unable to trade due to unforeseen circumstances and includes overtime, wages and sub-contractor fees
- workplace health and safety – our multi-award winning WHS team can provide advice and guidance on issues ranging from COVID precautions, on-site hazards and workers' compensation.

We're here to help

Our service offering to AFSA members includes

- reviewing your risks and coverage to include updates on any changes to your business
- identifying any gaps or under-insurance issues in your cover
- selecting the right insurer(s) for an optimum deal on the cover you need
- putting together a bespoke insurance program for your business
- presenting your insurance needs to insurers in a positive way
- organising premium funding if you would prefer to spread your payments
- managing and assisting in the claims process to achieve the best possible outcome.

Get free advice

As long-standing partners of the AFSA our Gallagher industry specialists can help formulate or update your business insurance cover to help member businesses face the future with confidence.

Call us on 1800 572 145 or visit www.ajg.com.au/associations/australian-fertiliser-services-association-afsa

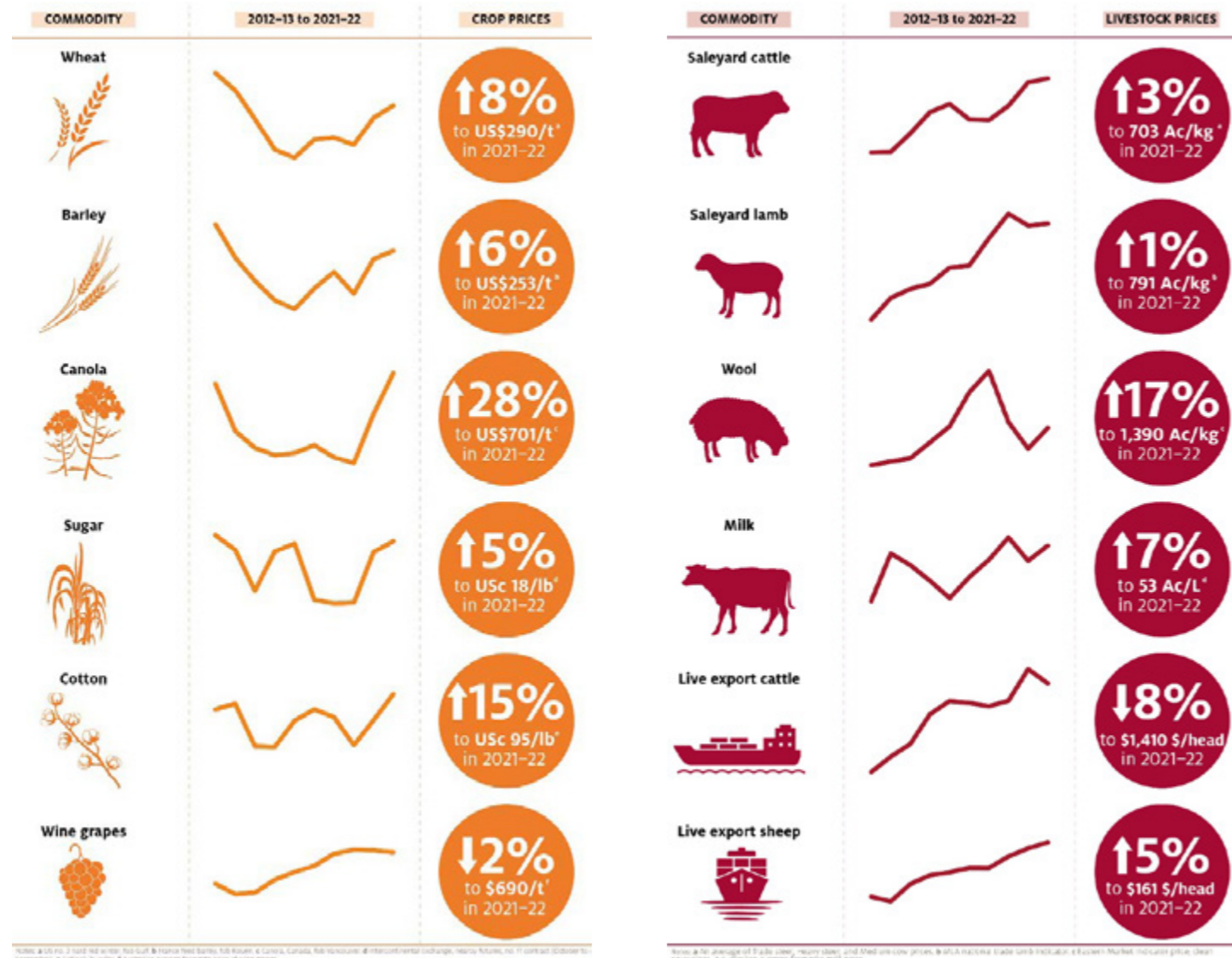
ABARES AGRICULTURAL COMMODITIES

SEPTEMBER 2021

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AGRICULTURAL OVERVIEW



MAJOR INDICATORS OF AUSTRALIA'S AGRICULTURE, FISHERIES AND FORESTRY SECTORS



Major indicators of Australia's agriculture, fisheries and forestry sectors

Category	unit	2016-17	2017-18	2018-19	2019-20	2020-21 s	2021-22 f	% change
Exchange rate								
A\$/US\$	US\$	0.75	0.78	0.72	0.67	0.75	0.75	0.8
Australian export unit returns a								
Agriculture	index	100.0	102.5	111.9	117.5	112.2	116.9	4.2
Value of exports								
Agriculture	A\$m	48,746	48,800	48,584	48,276	48,634	54,655	12.4
crops	A\$m	27,796	24,951	22,770	21,345	25,555	29,998	17.4
livestock	A\$m	20,949	23,850	25,814	26,931	23,079	24,657	6.8
Fisheries products	A\$m	1,435	1,575	1,530	1,411	1,256	1,231	-2.0
Forestry products	A\$m	3,460	3,605	3,924	3,293	2,725	2,999	10.1
Total agriculture, fisheries and forestry exports	A\$m	53,641	53,981	54,038	52,980	52,615	58,886	11.9
Gross value of production b								
Farm	A\$m	61,647	59,581	60,945	61,417	67,795	72,954	7.6
crops	A\$m	33,547	29,855	30,018	28,551	36,917	39,498	7.0
livestock	A\$m	28,099	29,726	30,927	32,866	30,878	33,456	8.3
Fisheries	A\$m	3,058	3,178	3,210	3,147	3,011	3,111	3.3
Forestry c	A\$m	2,571	2,668	2,757	2,559	2,353	2,379	1.1
Total farm, fisheries and forestry products	A\$m	67,275	65,427	66,912	67,124	73,159	78,443	7.2
Volume of farm production d								
crops	index	116.8	111.0	102.8	100.0	112.1	116.3	3.8
livestock	index	141.5	122.7	105.0	100.0	139.8	143.6	2.7
total	index	95.7	100.7	100.8	100.0	89.6	94.1	5.1
Production area and livestock numbers								
Crop area (grains, oilseeds and pulses)	'000 ha	24,373	23,144	20,901	20,092	23,673	24,529	3.6
Sheep	million	72.1	70.6	65.8	63.5	66.2	68.2	3.0
Cattle	million	26.2	26.4	24.7	23.4	23.9	24.3	1.7
Costs and returns								
Farm costs	A\$m	49,876	49,314	53,163	51,865	53,735	55,888	4.0
Net farm cash income e	A\$m	22,229	20,557	18,280	20,261	24,984	28,207	12.9
Net value of farm production g	A\$m	11,770	10,267	7,781	9,552	14,060	17,066	21.4
Farmers' terms of trade h	index	99.2	96.5	95.5	100.0	99.6	100.4	0.8
Employment								
Agriculture, forestry and fishing	'000	304	329	334	334	338	na	na
Australia	'000	12,080	12,450	12,753	12,774	12,917	na	na

a Base: 2016-17 = 100. b For a definition of the gross value of farm production see Table 13. c Estimated gross value of logs delivered to mill door (or wharf gate). d Chain-weighted basis using Fisher's ideal index with a reference year of 2019-20 = 100. e Gross value of farm cash income less total cash costs. f ABARES forecast. g Gross value of farm production less total farm costs. h Ratio of index of prices received by farmers and index of prices paid by farmers, base: 2019-20 = 100. s ABARES estimate. Sources: ABARES; ABS; RBA

Australian Fertiliser Services Association



WHY ARE WE HERE? WHAT ARE WE AIMING TO ACHIEVE?

OUR PURPOSE

- ✓ Operate as the industry body for businesses and people who spread, distribute, sell, store, transport, manufacture or provide advice on the use of fertilisers or soil ameliorant products
- ✓ Represent the interests of its member organisations in respect to government, the environment and the fertiliser industry in general
- ✓ Encourage the investment of funds in education, research and development in the fertiliser industry
- ✓ Develop strong and effective relationships with
 - members through networking and capacity building opportunities
 - agricultural agencies to promote the sustainable use of fertilisers and soil ameliorants
 - key suppliers to the fertiliser industry to be able to negotiate significant benefits for members
- ✓ Work towards improving the operating standards within the fertiliser industry
- ✓ Engage in any other activities in the interests of the members and the fertiliser industry

OUR KEY OBJECTIVES

- ✓ Diversify and increase membership
- ✓ Have the AFSA seen as a positive force for environmental sustainability and food security
- ✓ Conduct the affairs of the Association in a businesslike, ethical manner

OUR VALUES

- ✓ Integrity - Doing what we say we will do
- ✓ Respect - Towards our members and other stakeholders
- ✓ Openness - Open honest governance without hidden agendas