



**Australian Fertiliser Services Association Inc  
WA Branch  
Minutes of Annual General Meeting Friday  
5<sup>th</sup> February 2016**

**Held in the Boardroom Bailey's Fertiliser  
Beach Street KWINANA**

**Meeting opened at 1.15 pm:**

**Present:** Kevin Spurr Larry Marchant, David Holdsworth, Les Clulow (Life Member), Pam Clulow (Life Member), Kim Bailey, Trent Ridgway

**Apologies:** Shay Holdsworth, Andrew Donkin, Andrew Peterson

President Kevin Spurr opened the meeting and welcomed everyone in attendance.

**Minutes:**

The minutes of the previous Annual General meeting were read and were moved as being a true and correct record on the motion of Kim Bailey and seconded Larry Marchant.

***Carried***

**Business Arising:**

Nil

**Correspondence:**

Email from Andrew Donkin forwarding his apologies for meeting and advising that he would like to step back from Office for the next couple of years. Letter to be sent to Andrew thanking him for his apologies and that we hoped that we would still him at meetings in the future.

Email from Shay Holdsworth forwarding apologies.

Email from Andrew Peterson forwarding apologies.

The inward correspondence was received on the motion of Kim Bailey and seconded by David Holdsworth.

***Carried***

### **President's Report:**

It's been a successful year for members of AFSA WA on many fronts. Spreading Contractors were kept busy in the early parts of 2015 with lime spreading and some smaller tonnages of Single Super. Most of the Farming communities were on their toes in anticipation of another good season after the good results from the previous two seasons. Early rain across the State got everybody excited and confidence was high. Crystal SOA was also in demand after some very good pricing was offered by one of the Fertiliser Suppliers and plenty of the State was being spread with this product. Also Russel Nichol was once again doing Accu-Spread demonstration days around the State in the early part of the year. It was again well received and I think it is a shining light for AFSA WA to use in all forms of business practices and to help lure more Spreader Contractors as members.

It was also Western Australia's turn to hold the National Fertiliser Conference and a solid input was required by our Committee. Nick Drew flew into W>A for an inspection of potential sites for housing the Conference. Our committee thought that Mandurah might offer all the requirements to help make it a success and our members joined Nick for a little soiree around some very nice spots in Mandurah, Perth and Fremantle that were also possibilities but the overall feeling was that Mandurah offered the most. Finally the Sebel was chosen as the most suitable venue.

So as the season panned out the realization of a tough time ahead became real as rainfall became hard to find. In fact in the normally drought proof area of the Great Southern Region had the driest winter on record. The north eastern areas who struggled early did capture some late rain to help them through. Other areas to the east of the Great Southern had reasonable falls at different stages but some late frosts did not help.

All in all the harvest was a little disappointing right across the State and this has put a few Farmers on the back foot for the 2016 season. Feed shortage and a lack of water in dams also put pressure on many farmers. But in recent times rain has fallen and eased water supplies in some areas where stock is still in the rotation. Also lately we have seen a big price drop in some fertiliser pricing, most notably is Urea which has fallen by \$50 per tonne in some instances. This could be very good for Contractors because many farmers are taking the cheaper option and are reverting back to granules from liquid. Also seeding fertiliser like MAP has dropped in price sharply of late. CBH a new player into this market have been very active.

Well the spreading was done and dusted for most and now it was time for the National Conference. Everything was in place after a lot of hard work had been put in and at this point I would like to thank our Secretary, Pam Clulow for all her behind the scene efforts as well as her normal duties leading up to the

Conference. Kim Bailey and his staff, for offering to fill the bags that were given to the Conference attendees. I think all would agree that the Conference was a huge success and a great time was had by all. Best of all was the good number of Sponsors that came on board, that helped deliver a good profit to AFSA WA. Of course not forgetting our Working Group in its entirety, a big thankyou to everybody for their efforts.

To finish, it is great to see new members join this organization and it will always be a challenge going forward in this area, in that I would like to welcome Trent Ridgeway on board and wish him the best going forward. To everybody else who has helped, thankyou as one American Present said "I use all the brains I got and all the brains I can borrow" and it's good to be around a pretty clever bunch.

I wish everybody all the best in 2016.

Kevin Spurr moved that his Presidents Report be accepted, seconded Kim Bailey.

**Carried**

**Treasurers Report:**

**Income**

Bank Balance 30.1.2015	4988.39
Russell Nichol Trailer Hire	2660.00
ATO March BAS	18.00
Subs	1232.00
Russell Nicol Trailer Hire	825.00
Marchant Transport Trailer Hire	110.00
Conference Rebate	12173.92
Bank Interest	9.50

**Balance 22016.81**

**Expenditure**

Farm Weekly Conference Advert	2534.00
ATO June BAS	142.00
Trailer Insurance	187.98
Westpac IBD	12200.00
ATO December BAS	9.00

Bank Balance 6943.00

**Balance 22016.81**

IBD \$10999.59 Due 7<sup>th</sup> July 2016 @ 2.4% = \$263.99

IBD \$12200.00 Due 11<sup>th</sup> April 2016 @ 2.9% = \$117.93

The Treasurers Report was accepted on the motion of Larry Marchant and seconded by David Holdsworth

**Carried**

Letter to be sent to Neil Henry National Secretary requesting that he include the name of whose Membership is being deposited in the State Account be put on the Invoice. There is no way of identifying who has paid and who has not until the Membership list is forwarded.

Letter to be also sent asking if the GST amount included in the Conference Rebate has been paid by National.

### **Directors Report: Kim Bailey**

Craig Swan is the Chairman of the Board.

Website Upgrade – The upgrade of the AFSA website has been completed. Directors commented that the website is much more responsive.

Members – Bi monthly Newsletter will be emailed out to Members, extracts will come from the Magazine.

Leadership Programme – Member participation - It is intended to raise funds to implement a programme that would be beneficial to AFSA Members in their respective businesses.

WH & S Monitor – OH & S Package – Rod Abbott advised that progress is still ongoing it is hoped that the distribution of the package could be within the next 2-3 months.

Sourcing Funds for AFSA – Kim Bailey has been appointed to look into this. Funding is a priority for long term sustainability of the AFSA. Kim had met with Denver Davies to discuss the possibilities of funding. Kim commented that it is going to be a very tough task to find funding in the present economic climate.

### **Port Folio Sub Committees and Sub Committee Chairs:-**

#### **Governance**

Chair	-	John Harrison
Sub Committee	-	All Board Members

#### **Membership Services, Communications & Engagement**

Chair	-	Scott Evans
Sub Committee	-	State Branch Nominees Fertiliser News Editor

## **Industry Stewardship, Advocacy & Policy**

Chair - Kim Bailey  
Sub Committee - Wes Wheelhouse, Rod Abbott

Deputy Chairman - Wes Wheelhouse  
Company Secretary - Neil Henry

Audited Reports – are required to be forwarded to Neil Henry. WA is required to have an Audit completed on our books for the financial year and then forward to National.

AFSA National will request information reports on the activities and role of Admin Officer Monique Thomson. These Reports to be provided to the Board Members on a quarterly basis.

Executive Officer – AFSA National are looking into the concept of employing an Executive Officer on a part time basis. Martin Shafron is looking for part time employment at the moment. Chairman Craig Swan has provided Martin with the Job Description for him to review and report back. It looks like Martin has put his hand up for the role.

Oamps now trading as Arthur J. Gallagher have a very solid relationship with the AFSA and members in the Eastern States. They do not offer competitive rates here in Western Australia and members living in country areas support their local Agents.

Recycled Organics and Fertcare – A New South Wales Member is required as an advisory participant to the development of Recycled Organics Programme. John Harrison was nominated as the NSW advisory participant.

2016 AFSA/FA Conference will be held in Cairns from the 13<sup>th</sup>-15<sup>th</sup> September.

The Directors Report was moved on the motion of Kim Bailey and seconded by Larry Marchant. ***Carried***

### **Election of Office Bearers:-**

Life Member Les Clulow called for nominations for President.

### **Nominations for President**

Kim Bailey nominated Kevin Spurr, seconded Larry Marchant. There being no further nomination Kevin Spurr was duly elected President.

***Carried***

#### **Nominations for Vice President**

Kim Bailey nominated David Holdsworth seconded by Larry Marchant. There being no further nomination David Holdsworth was duly elected Vice President.

***Carried***

#### **Nominations for Treasurer**

Kim Bailey nominated Larry Marchant as Treasurer, seconded David Holdsworth there being no further nomination Larry Marchant was elected Treasurer.

***Carried***

#### **Nominations for Secretary**

Kevin Spurr nominated Pam Clulow, seconded by Kim Bailey. There being no further nominations Pam Clulow was duly elected.

***Carried***

#### **Auditor**

Larry Marchant moved that that Greg Miller of Waugh, Miller & McQueen be appointed Auditor to Audit the Financial Statement for 2015/16 financial year, seconded David Holdsworth.

***Carried***

To bring us back into line for the Nationals Financial year, an Audit is to be done for the months 1<sup>st</sup> February 2015 to 30<sup>th</sup> June 2015 and then 1<sup>st</sup> July 2015 to 30<sup>th</sup> June 2016.

There being no further business the meeting closed at 2.30