



**Australian Fertiliser Services Association Inc
WA Branch
Minutes of Annual General Meeting Friday
20th February 2015**

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

Meeting opened at 1.30 pm:

Present: Larry Marchant, David Holdsworth, Les Clulow, Pam Clulow, Kim Bailey,
Andrew Donkin,

Apologies: Kevin Spurr, Rod Abbott, Neil Henry

Vice President Andrew Donkin 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 Pam Clulow and seconded Larry Marchant.

Carried

Business Arising:

Nil

Correspondence:

Nil

President's Report:

Another year has come and gone and seemingly almost in the blink of an eye. Spreading Contractors throughout the State were well placed to take advantage of a busy spreading season after an amazing harvest in the 2013/14. A dry summer also allowed the opportunity for Contractors to get maximum productivity out of each day.

Russell Nichol was once again busy running Accu-Spread workshops for DAFWA in February 2014. A lot of ground has been made in W.A with awareness of the Accu-Spread program to Farmers from these field days and with Russell arriving here again in February 2015 to do the same it is hoped that that there will be a further increase in awareness. A Farming group from Darkan was keen to hold an Accu-Spread Demo day for its members in July 2014 and our Testing Officer Larry Marchant organised and ran this event. It proved very popular with all who attended and further feedback has resulted in some of those Farmers wanting to become accredited. So it is a great opportunity for AFSA WA to keep running with this in the efforts to build up membership with the aid of the Accu-Spread program.

Speaking of memberships, it is something that remains a little stagnant but as we know is so important for AFSA WA to try to grow.

The latter part of the cropping season unfortunately saw a lack of rainfall for our Northern and North East Farmers after what was a sensational start to the season across the State. Work was solid for Contractors around most areas but a little quieter for our Northern neighbours. The 2014/15 harvest was the fourth biggest on record and very good yields were achieved in the Great Southern and surrounding regions. Prices for grain after being a little low took off late into the harvest which was pleasing for those who could take advantage of it. The falling Aussie Dollar has also put pressure on the price of Fertiliser and some recent big price increases were noted.

During the year a change in structure at National level was being mooted around with all States commenting on this. At the National Conference in Glenelg S.A the structure of a Board of Directors was voted in and Kim Bailey was elected onto that Board as well. I want to congratulate Kim on his decision to be a part of the New AFSA National Board and wish him the very best in that role as I believe he will be an asset for the organisation.

On the National Conference, well it was an amazing trip/Conference and adventure all around. It was with the utmost pleasure that I travelled there by road with David Holdsworth and Larry Marchant in the trusty 'ol 80 series landy'. I want to thank these two great Members for their time and efforts to make a trip the very best it could be...and it was rewarding that I could teach them about trees and toothless koalas along the way!!! Also W.A was well represented at the Conference with our Vice President Andrew Donkin and of course Kim Bailey in attendance.

Speaking of Conferences, its W.A's turn to host The National Conference in 2015 and after meeting with Nick Drew the ball has started rolling. I believe with a good healthy and open environment for open discussion and planning and with everybody's efforts and energy focussed on the ball we can achieve the outstanding result that we are aiming for.

Lastly, I would like to thank my Secretary Pam for all her efforts in what can be a thankless job at times. Pam has done much work behind the scenes and AFSA WA would not function to its best without her efforts..Pam, thank you.

Also Andrew and Larry for their roles in the organisation, and to all our Members who at times I bug for information and advice during the course of the year.

I would like to wish all our Members a safe and hopefully profitable 2015.

Presidents Report was received as circulated.

Carried

National Presidents Report:

Fellow members,

The last few months have been a period of significant change for the AFSA. Following the ratification of the new constitution at our AGM in October the board has been busy putting the operational rules for the company in place to support the new structure. Some of this translates from our old structure but much of it has needed to be reviewed and at least partially rewritten to meet the requirements of the new structure.

The board met twice in Adelaide after the ratification of the new constitution and has met twice since then, once electronically using a video conference service and most recently in Canberra, where we participated in a board induction program and a very informative session run by the corporate lawyer who assisted in the development of our new structure and constitution.

Member Survey

As we bed down the new structure, the real work begins and the board has started this process with the member survey, you should all have received this electronically in mid-February.

There is a registration to National Conference up for grabs, but more importantly we want to know from you the members, the issues that are important to you and what your expectations are of the AFSA. We won't promise to meet all of them, but we certainly want to know, as a guide to future activities.

If you haven't returned your completed survey, please do.

If your survey has been lost in the avalanche of emails that seem to arrive daily, please contact Christine at Christine.gates@fertilizer.org.au and she will send you a new copy.

Fertiliser Australia

The AFSA has worked closely with Fertiliser Australia, for a number of years now, on issues of concern to the whole industry, mainly environmental, quarantine and food safety.

The Fertcare program is a joint venture between the two organisations, with AFSA maintaining specific oversight of and responsibility for the Level A and Accuspread components.

AFSA also contracts work from the FA office and our key contact person is Christine Gates. Over time it is hoped to expand this relationship as the services AFSA provide to members grows

Accuspread

As I write this article Russell Nicol is in WA testing farmer machines with 2 weeks of testing days organised and supported by DAFWA to be followed by another week of farmer machine testing days supported by South West Catchments Council (also in WA)

The motivations for these days from the WA Government departments are twofold, there are continuing environmental concerns around fertilisers on the WA coastal plains and the crop economics around accurate nutrient placement are compelling. Two good news stories wrapped together that are generating continued farmer interest.

Accuspread will also be a feature of a number of field days and farmer information days across the country over the next few months.

Economics of Accuspread

The message is finally getting out there that an accurate spreading job is worth serious money to your farmer clients. Since the economic analysis commissioned by AFSA and conducted by agricultural economist Chris Lightfoot was released at the National Conference last year, AFSA and Fertiliser Australia have had a number of enquiries from consultants and farmer groups wanting more information and in several cases to conduct Accuspread awareness days in their regions.

The Accuspread program has been updated and with the addition of some input data can now provide an economic overlay to the spreading machine performance.

As the productivity rewards to your clients are in the **\$25 to \$40 /Ha** range, for urea on cereal crops, this should provide an ideal marketing tool for the professional contractor.

As I write this report, negotiations are proceeding to develop this tool for dairy pastures, I am sure many of you will be eager to see those results.

This is a clear indication of AFSA putting member's money to work to secure your future and provide good information to support the industry.

Insurance

You should all have received notification of the changes from OAMPS to Arthur J Gallagher in the insurance space. This is much more than a change in name, OAMPS has been a long time supporter of the AFSA, the changing in ownership to Arthur J Gallagher has brought a new level of enthusiasm to the AFSA relationship and a greater commitment to work for members.

Arthur J Gallagher are an insurance broker, rather than an insurance company, which OAMPS had become under Wesfarmers ownership, so it is in their interests to get the best deal for you no matter who the underwriter is. The information and support available from Arthur J Gallagher is significant and I urge all members to give them the opportunity to find you a deal.

Warning ** Do you deliver to bush/farmer strips ??? **

A recent discussion with our vehicle insurers revealed a unique situation where we lost our insurance cover. There is a general exemption for 'vehicles conducting airside activities' in most insurance policies, this exemption is intended for vehicles operating around commercial airfields, but as the definition is very loose, can and does cover vehicles on bush, forestry or farmer strips. A discussion with our insurer, about our operations, has led to a note being included on our policy about this work and our cover being extended, at no cost.

If you are in this situation, talk to your insurer and get your cover extended !!!

OH & S

OH &S is a complex area but one of vital importance to all of our members, the management of data is important but as anyone who has had a run in with the authorities on this issue will know, being able to prove what you do on a daily a basis is vitally important.

The AFSA has had a number of false starts on this project but we have now found a service provider which we believe can offer a very exciting package to members.

At this stage we are still negotiating the final shape of the offering to AFSA members but are confident enough that several members are setting up to trial the platform.

I am hopeful that there will be much more to tell you in the months ahead.

Regulations / labelling

The fertiliser labelling code of practice was developed by Fertilizer Australia with significant input from the AFSA. This document is available from our website and provides a clear guide as to the labelling requirements for all fertiliser and soil ameliorant products. The code encompasses all of the variations across the state regulations, into a single more user friendly document. The definitions of fertilisers within the state regulations clearly include any soil treatment which alters the chemical, physical or biological composition of the soil.

Whilst the specific regulations still vary from state to state, the regulators in each state have now endorsed the code, the next step is to reference the code in the regulation, sounds easy, but we have been working on this issue now for over 5 years.

In essence every product you or your customers buy, should come with a label that aligns with the code.

Fertcare Carbon Farming Extension Project

The Fertcare joint venture with Fertiliser Australia has provided significant benefit to the fertiliser industry over its life, it has also taken us to some interesting areas of allied work.

We are presently working, with a number of government agencies, to collate the vast array of research work in the carbon farming and nitrogen use efficiency areas, across Australia.

After almost 2 years, the background work is nearly completed and you will soon be seeing a range of information bulletins and best practice advice notes released under the Fertcare label for a variety of agricultural industries and production systems.

It is a significant acknowledgement by government of the strength and reach of the Fertcare program, that we were selected to undertake this important work.

WA National Conference

The WA branch and the conference are hard at work putting the program together for our next National AGM and conference, to be held in Mandurah WA September 28 to October 1, 2015.

I encourage all members to make the effort to attend this conference, there is much to learn from the situation in WA and I know the organisers are putting together an outstanding program. WA is also a great place for a bit of R & R !

Contact Us

The AFSA has achieved much for members and the wider industry, working together we can achieve more. I encourage members to contact me, a board member or your state branch executive with any comments or concerns.

National Presidents Report received as circulated.

Carried

AFSA National Board Report – Kim Bailey

The Board met on the 2nd of February in Canberra. Items on the Agenda were the Accu-Spread Field Days being held in Western Australia over the last two weeks of February with Russel Nicholl in attendance. These Field Days were being organised by the Department of Agriculture.

Membership was also discussed Western Australia at present only has 12 members with 3 being unfinancial and there had been 2 cancellations. Victoria still had a very strong membership of 74, New South Wales 29, South Australia 22, Tasmania 14 and Corporate 17.

Conference being held in Mandurah Western Australia from September 29th until October 1st. The first three spots in the Sponsorship Package have been taken by CSBP, Summit and Impact. A temporary booking for the Conference Dinner at The Mandurah Offshore Fishing Club has been made if numbers are too big for the Sebel.

Fertcare was officially launched in 2005 and this year will be the 10th anniversary of the Launch. The Fertcare Management Committee and Fertiliser Australia Board have both endorsed recognition of the 10th Anniversary. The Board voted to support the concept of celebrating the 10th Anniversary.

Membership Survey – discussion took place on the development of gaining valued information from existing AFSA Members. This information will assist the Board in its endeavours to increase Membership numbers. A membership survey would be put together by Nick Drew.

The AFSA National Board Report was moved by Kim Bailey, seconded David Holdsworth.

Carried

AFSA Western Australian Branch Fertcare Report – Jeff Kraak

February 2015

1 Accu-Spread

1.1 Accu-Spread Review (for information)

2.1.1 Overview of the review process

The Accu-Spread team of AFSA Chairman and Program Manager are using the review approach outlined below:

- Agree the Accu-Spread desired outcomes and critical aspects.
- Evaluate how the current program approach meets the critical aspects of the Accu-Spread program i.e. strengths and weakness.
- Propose alternatives to improve the program and put forward a recommendation.

2.1.2 Fercare core values, purpose and desired outcomes

The following Fercare core values and purpose, have previously been agreed. The desired outcomes of the Accu-Spread program and critical aspects are proposed. On February 2nd the AFSA Board discussed the Accu-Spread outcomes and critical aspects and have endorsed these with the caveat that some of the engagement critical aspects are aspirations. Once the critical aspects are agreed, the review paper will propose strategies for achievement of the critical aspects and the outcomes. The critical aspects have been amended to reflect the AFSA Board discussion and have also been endorsed by the Fercare Management Committee.

Fercare Core Values:

- Prudent fertilizer and soil amendment use can sustain or improve agricultural productivity and profitability which makes a significant contribution to global food, fibre and energy production.
- Fertilizer and soil amendments can harm the environment and cause food safety issues particularly at the point of end use. Informing farmers about these risks and referring them to sound advice on how to manage this risk is essential.
- Fercare uses the best available evidence (science) to guide nutrient management practices and standards for sampling, laboratory analysis and interpretation.

The purpose of Fercare:

- To demonstrate effective management of nutrient issues that are of interest to farmers, natural resource managers and the general public.
- Encourage improved agricultural productivity and profitability through the efficient use of fertilizer and soil amendments.
- Provide a vehicle for the fertilizer industry to constructively engage with stakeholders and participate in public policy development on nutrient management and food safety matters.
- Help the industry manage environment and food safety risks associated with the end use of fertilizer along the supply chain.

The desired outcomes of the Accu-Spread program:

- Accu-Spread testing is widely regarded across Australia as the industry standard to determine broadcast fertilizer and soil amendment spread pattern uniformity and bout width.

- Contribute to optimising farmer profit from an investment in fertilizer by achieving an even fertilizer broadcast spread pattern while reducing offsite impacts.
- Contribute to profit maximisation from machinery investment by spreading businesses through achieving wider bout widths while also delivering an acceptable spread pattern.
- The Accu-Spread logo signifying machinery certification, provides confidence to farmers and other stakeholders, that professional broadcast contractors are applying fertilizer and soil amendments at the right rate in the right places within the landscape.

Critical aspects of the Accu-Spread program: The following aspects are proposed as critical in order to achieve the desired outcomes above. The Accu-Spread program does not currently have all the critical aspects listed below in place. Some are aspirations for the future, while others currently exist but require strengthening. Once the critical aspects are agreed, the review paper will propose strategies for achievement of the critical aspects and the outcomes.

Credibility (largely in place):

- The testing method and supporting software is robust from a technical, statistical and scientific perspective.
- The testing method is capable of being applied to a broad range of fertilizer and soil amendment products applied via broadcast application.
- Testing which leads to machine certification is undertaken by independent testing officers.
- Comprehensive (largely in place):
- The program takes into account a number of key factors contributing to even broadcast spreading and reduced offsite impacts. These include:
 - Machine setup and maintenance
 - Fertilizer product characteristic
 - Environment where the spreading is taking place
 - Operator competence

Engagement (work to do):

- The Accu-Spread testing method and software is regarded as the industry standard to assess spread pattern uniformity by a broad cross-section of stakeholders including broadcast spreader manufactures / distributors, fertilizer manufactures / distributors, professional contractors, farm advisors, farmers and natural resource managers (in place but needs strengthening).

- Greater than 75% of professional contractor machinery is Accu-Spread certified (aspiration).
- When purchasing spreading services, farmers and fertilizer distributors prefer Accu-Spread certified machinery (aspiration).
- Fertcare Accredited Advisors (and agronomists generally) understand the importance of even fertilizer and soil amendment spreading and encourage farmers to have their equipment tested or engage an Accu-Spread certified contractor wherever possible (aspiration).
- Farmers and professional contractors consider the Accu-Spread distributions graphs of a machine when purchasing broadcast spreading machinery, bearing in mind the factors contributing to uniformity (in place but needs strengthening).

Accessibility (aspiration):

- The Accu-Spread method and supporting software is made available to a range of stakeholders (for an appropriate fee).

Funding (in place):

- The routine operation of the Accu-Spread program is a user pays, self-sustaining funding model. In recognition of the resources provided by industry bodies (i.e. AFSA and Fertilizer Australia), the user pricing structure provides a member discount. Funds for significant program developments come from the industry or external funding opportunities.

1.2 Marshal Spreaders Relationship (for information)

The AFSA Chairman and Program Manager meet with Matt Roesner on November 21th to discuss Accu-Spread and the testing protocol.

Matt indicated he was basically happy with the testing protocol.

It was agreed a short document be prepared particularly for farmer testing which explains why even spreading is important and encourages farmers to get the “basics” right before presenting their equipment for testing to assist in reducing the angst machinery manufactures like Marshall Spreaders receive after a testing field day.

Attached is the document after feedback and suggestions for improvement have been requested from the Accu-Spread Testing Officers, Fertcare Technical Committee, Bendigo TAFE and a cross section of spreader manufactures and distributors.

The document will be offered to those involved in farmer equipment testing.

1.3 Accu-Spread Awareness (for information)

The Summer 2014 edition of Ag Contractor published an article on the cost of uneven spreading.

Russell Nichol has been engaged by DAFWA to undertake farmer testing of spreaders in a field day environment during the last two weeks of February 2015.

2 Fertcare Training

2.1 Fertcare Carbon Farming Extension Project (for information)

The project team is in the final stages of gathering the latest science information on GHG emissions as it relates to soil and fertilizer management. The project will begin delivery of the policy and science information throughout 2015 through both face to face workshops and online content. A pilot workshop was presented in early February with a group of Fertcare participants. Details of other face to face workshops will be released in coming month.

2.2 Cross Contamination Risks with Fungicide Treated Fertilizer (for information)

The Fertilizer Handling Code of Practice has been revised to include appropriate measures to help manage cross contamination risk with fertilizer treated with product such as flutriafol. Relevant Fertcare Level A modules are now being upgraded by Bendigo TAFE.

2.3 Sydney Catchment Authority Feedback on Fertcare Training (for information)

After the Mittagong meeting facilitated by the AFSA NSW branch early in 2014, the Sydney Catchment Authority agreed to review and provide feedback on Fertcare training progressively over the year. Level A feedback has recently been received and will be considered by Bendigo TAFE and improvements made accordingly. No major issues were identified.

3.0 Fertcare Accredited Advisor

3.1 Fertcare Accredited Advisor review (for information)

Feedback from discussion with a number of the system managers and the Fertcare Focus Group meetings held earlier this year indicate there may be opportunity to make changes to the Fertcare Accredited Advisor (FAA) program to improve its effectiveness. A number of system managers (e.g. NuLogic, Nutrient Advantage Advice and SoilMate) have expressed concerns about some aspects of the program and have made suggestions for change.

Agreement has been achieved on the desired outcomes and critical aspects of the FAA program from the Fertcare Management Committee and Fertilizer Australia Board.

A discussion paper outlining issues with the current FAA program and suggested options for change was circulated to the System Managers and then discussed at a meeting held on 12th February 2015.

Recommendations will be developed and put to the Fertcare Management Committee and Fertilizer Australia Board for endorsement.

3.2 Australian Farm Institute Extension Study (for information)

The Australian Farm Institute (AFI) undertook a study on behalf of the GRDC looking at the issue of declining productivity improvements in the grains industry over the last decade. While much of the focus in recent industry discussion about this issue has been on the level of investment in research and development, there is now growing awareness that the extension function is also of critical importance in improving productivity growth rates.

The AFI research involved a comprehensive analysis of the extension system that currently operates in the Australian grains industry. It includes an audit of the existing system, a review of the extension systems that operate internationally, and the development of a series of recommendations about how the system might be improved in the future.

The Weekly Times recently picked up part of the national accreditation system for advisor recommendation.

The Program Manager has made contact with AFI staff and has purchasing the AFI reports. Arrangements are also being made to discuss the issue with ICAN (the group GRDC has asked to look at the national accreditation system for advisor recommendation).

4.0 Fertcare Promotion (for information)

4.1 Soil Amendment Expo

Fertcare will feature at the Soil Amendment Expo, planned for 19th February 2015 at Pakenham Vic. The display will highlight the Accu-Spread and Fertcare Accredited Advisor program. The Program Manager has been invited to join the expert panel for the Q&A session.

The expo will address soil biology and organic soil amendments such as compost. The event is being hosted by Port Phillip & Westernport Catchment Management Authority, West Gippsland Catchment Management Authority, Department of Environment & Primary Industries and Western Port Catchment Landcare Network and Bass Coast Landcare Network.

AFSA has agreed to cover the cost of the display.

4.2 Fertcare 10th Anniversary (for information)

Fertcare was officially launched in 2005. This year will be the 10th anniversary of the launch. The Fertcare Management Committee, AFSA Board and Fertilizer Australia Board have endorsed recognition of the 10th anniversary.

The primary purpose of the 10 year anniversary is to create an opportunity for exposure of the program to a broad range of stakeholders.

Some activities might include:

- A short session at the WA fertilizer industry conference recapping some of the highlights and achievements. Could invite someone from the WA government to

say some positive things about the program, particularly in the context of the Swan Coastal Plain. Invite the media and make a press release.

- Articles in the rural press e.g. Weekly Times, Stock and Land to aid farmer awareness of Fertcare.
- A feature article in Rural Business along with some testimonial type articles. (Might need to pay for part of this)
- Feature articles in The Fertilizer & Fertiliser News etc.

A detailed plan will be developed for further consideration. Suggestions for activities are welcomed.

4.3 Fertcare banners (for information)

The Fertcare banners have been updated and are now available.

The Accuspread report was accepted as circulated.

Carried

Financial Statement- Larry Marchant

Income

| | |
|-----------------------------------|---------|
| Bank Balance | 4298.20 |
| Russel Nichol Trailer Hire | 1072.50 |
| Subscriptions | 439.00 |
| ATO September BAS | 19.00 |
| Bank Interest NAB 0.21 W/Pac 6.21 | 6.42 |
| Balance | 5935.12 |

Expenditure

| | | |
|--------------------------------------|---------|-------|
| Ambassador Hotel | 155.00 | |
| ATO June BAS | | 86.00 |
| Ambassador Hotel Deposit | 200.00 | |
| Photocopying | 70.00 | |
| Trailer Insurance | 178.08 | |
| Photocopying | 50.00 | |
| L & P Clulow Refund Mandurah Meeting | 136.00 | |
| Trailer License | 71.65 | |
| Bank Balance | 4988.39 | |
| Balance | 5935.12 | |

Westpac Term Deposit \$10820.97 Maturity 7/7/2015 Interest 2.5% \$202.89.

The Financial Report was presented by Larry Marchant and seconded by Kim Bailey.

Carried

Election of Office Bearers:

Nominations for President

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

Carried

Nominations for Vice President

David Holdsworth nominated Andrew Donkin, seconded by Kim Bailey. There being no further nomination Andrew Donkin was duly elected Vice President.

Carried

Nominations for Secretary

Larry Marchant nominated Pam Clulow, seconded by Andrew Donkin. There being no further nominations Pam Clulow was duly elected.

Carried

Nominations for Treasurer

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

Carried

Delegates

Andrew Donkin, nominated Kim Bailey to the National Board, seconded David Holdsworth.

Carried

It was resolved that we reimburse out of pocket expenses for President and Secretary,

Carried

There being no further business the Annual General Meeting closed at 2.55pm.