

**Australian Fertiliser Services Association Inc.**

# Information for AFSA Members



**April 2017**

**2017 Edition**

**[www.afsa.net.au](http://www.afsa.net.au)**

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## ***Welcome to AFSA***

***We trust that you will enjoy the benefits  
that membership will bring you and your business***

### **Member Induction**

The Australian Fertiliser Services Association (AFSA) is proud to welcome you as a new member, to share with you the benefits of membership and assist you to become involved in the activities of the Association.

Membership brings advantages and with these, obligations, in the sense that members of AFSA should stand out from others in the industry through

- their professionalism
- the quality of the service they provide
- their environmental stewardship and
- the integrity of their business operations.

Membership of the Association is important, both to the member and to the Association and must be seen as important and valued by both parties.

Upon joining, new members will be presented with this Member's Information pack and subsequently, as part of the induction process, you will be provided with guidance on the application of the Code of Practice by an experienced member.

New members will also be formally welcomed at an appropriate function such as a state or regional meeting or a State Annual General Meeting.

Participation in this introductory process is an important part of becoming a member because it will

- will allow you to quickly form linkages within the Association
- reinforces the importance of the Code of Practice from the AFSA and environmental perspectives
- provide guidance in the application of the Code and
- is an opportunity for new members to get a better understanding of the advantages of being a member of AFSA.

We look forward to having you involved with AFSA and sharing your knowledge and skills with our existing members.

## **What is and who are AFSA?**

Formed in 1972, the Australian Fertiliser Services Association (AFSA) is the industry body for businesses and people who spread, distribute, sell, store, transport, manufacture or provide advice on the use of fertilisers or soil ameliorate products. Being a company limited by guarantee, the Association is governed by a board with committees and members in each state, AFSA is recognised by federal and state governments as an industry leader.

The networks within the Association are most valuable to members and are a feature of the Fertiliser Services Industry.

They enable members to identify and develop business opportunities, to address business and technical concerns and keep up to date with industry developments.

## **What does AFSA do?**

For over 45 years the Association has represented the interests of its members to government and the industry generally.

It has developed strong and effective relationships with agricultural agencies and with key suppliers to the fertiliser industry to promote the sustainable use of fertilisers and soil ameliorates which gives us the ability to negotiate significant benefits for members.

The AFSA has developed and implemented a Code of Practice to improve operating standards within the industry, strengthen the focus on environmental stewardship and improve workplace health and safety.

This Code is the basis for the industry accreditation programme, **Fertcare**, which provides professional development and training for business owners and their staff members.

Coupled with **Fertcare**, the AFSA has been involved in the development of **Accu-Spread**, a programme that tests and accredits fertiliser spreading equipment for accuracy and evenness of spreading.

The objectives of **Accu-Spread** are to minimise environmental damage, improve productivity, reduce costly liability claims and improve operating standards in the industry.

## How do I contact other members?

AFSA is a national body with branches in each state except Queensland and these branches form the basis of our member networks.

The branches provide a forum for members to contribute to the development of the Association, to participate in knowledge sharing and to learn about what is happening in the Association and the industry.

AFSA members are encouraged to participate in these forums provided by their state committee, for information exchange, learning about their industry and sourcing information to help them in conducting their businesses

Names and contact information for AFSA Board of Directors – [click here](#)

Contact information for Branch Office Bearers in each State - [click here](#)

A full listing of AFSA members is also available on our website - [click here](#)

Or please feel free to contact either:

### **AFSA Secretary**

*Neil Henry*

**E:** [henfert@bigpond.com](mailto:henfert@bigpond.com)

**P:** 03 5577 4218

**M:** 0418 562 570

### **AFSA Executive Officer**

*Krysteen McElroy*

**E:** [bkmcelroy22@outlook.com](mailto:bkmcelroy22@outlook.com)

**M:** 0408 655 108

We also invite you to [follow us on Twitter](#) or become a [friend on Facebook](#) to keep up to date on the latest news in the fertiliser services industry.



## What are the advantages of AFSA membership?

### *A Common Voice*

- The opportunity to raise issues and concerns about the industry through an association with a national membership base

As the peak body for the fertilizer services industry, AFSA acts on behalf of its members when dealing with government agencies with regards to development of government legislation and policy including:

- ✓ new spreading technologies
  - ✓ changes in government regulations on employment conditions
  - ✓ workplace, health and safety
  - ✓ environmental impacts and legislation
  - ✓ new fertiliser and soil conditioning products
  - ✓ business management
  - ✓ and any other critical issues as they arise
- Representation on the Fertilizer Australia Board enables AFSA members' views and concerns to be heard by the major companies and strengthen our members' position

### *Having a Competitive Edge*

- AFSA Code of Practice is viewed as the industry standard for operators involved in the storage, transport and spreading of fertiliser
- Certification and licensing programmes for operators and machinery, ie Fertcare and Accu-spread
- Advance warning of changes in government policy and legislation that impacts on the industry

### *Collaboration & Networks*

- Contact with other members which enables discussion, exchange of information and support on topics of common interest
- Opportunities to identify with the professionals within the industry



## Industry Knowledge and Support

- The extensive industry network through AFSA membership, means you are only a phone call away from a colleague who is happy to help you out, through:
  - ✓ Advice over the phone
  - ✓ Access to products and product knowledge and pricing
  - ✓ Knowing where to locate spare parts
  - ✓ Knowing who may be able to provide a relief operator
  - ✓ Advice and knowledge about equipment
- Annual conferences at both state and national level, member forums, field days and industry tours
- Members who act honestly in their business dealings and who follow the Code can expect the support of the Association when it is needed, such as when unfair allegations are made against a member.

## Cost Saving

- Access to the benefits of the Association's business partnership programme with Arthur J Gallagher Insurance. Arthur J Gallagher have developed packages specifically for the fertiliser industry at competitive prices – [more info available here](#)
- High quality market information at a significant discount for AFSA members with CRU. CRU provide high quality up to date information on international market prices and trends in the fertiliser industry - [more info available here](#)
- AFSA member discounts or special access to industry events and conferences

## Communication

- "Fertiliser News" magazine delivered via Australia Post in April, September and December
- Fortnightly member email to keep you updated on industry and association events, news and contacts
- SMS of important information for easy and immediate access
- Our own website – [www.afsa.net.au](http://www.afsa.net.au)
- Please follow us on Social media





## **How is AFSA governed and how can I raise an issue with the AFSA Board?**

The Association's Constitution sets out how the Association is to function and how it will be governed. It has an elected Board which has adopted Board and Committee Charters, a Code of Conduct and a number of policies to guide its operations. These, and other association policies can be found at the below links to our website.

Included in these policies is one which outlines the process for raising issues for the Board's consideration, to view the "Members Involvement Policy" [click here](#)

### **Governance Policies**

#### [Board Code Of Conduct](#)

The Board of AFSA wishes to ensure that high ethical standards and practices are adopted in the conduct of its business and that the company has a culture characterised by integrity, respect and ethical behaviour.

#### [Constitution](#)

The name of the Company is Australian Fertiliser Services Association Limited, A8126. The Company is a public company limited by guarantee.

### **Stewardship Policies**

#### [Work Health and Safety Policy](#)

The Board of AFSA Limited recognises that members of the Association and their employees work in an industry that has classes of work that carry operational risks to workplace health and safety.

#### [Blending Policy](#)

Fertiliser Blends should conform to the information contained on the label, labels shall be in accordance with the requirements of the relevant regulations.

#### [Fertiliser](#)

AFSA is interested in the marketing and product quality aspects of the manufactured fertiliser industry products, particularly any physical properties that effect spreadability

#### [Insurance](#)

The AFSA seeks to have a relationship with a national insurance company that is committed to providing support to members through specialty insurance products that reflect the needs of the fertilizer industry and actively promote industry risk management programs such as Fertcare

#### [Special Permit Vehicles](#)

The AFSA will actively promote to the relevant state and national transport authorities the industry goal of a registration category that recognizes the high proportion of work that is done off road by our members' vehicles.

#### [Gypsum](#) or [Lime](#) or [Compost](#)

AFSA is interested in the marketing and on farm aspects of the Gypsum, Lime and Compost industries.

## AFSA Code of Practice

The Code establishes an industry standard for operator performance and acknowledges that members have a 'duty of care', which requires them to **take all reasonable care to prevent or minimize harm to the health and safety of human beings, and the broader environment.**

While fertilizers are essential to productive and efficient farming systems in Australia, unfortunately they have the potential to cause environmental harm, particularly to water quality. As these impacts are most likely to originate at the point of use (on farms), special care needs to be taken in all aspects of the use of fertilizers – including storage and transport. The AFSA Code is based on applying **the right amount, of the right fertilizer, in the right place and at the right time.**

By following the Code of Practice, AFSA members can assist farmers to optimize productivity and minimize environmental degradation. The Code covers the key operational areas of:

- Product knowledge
- Spreading
- Transport
- Storage

To ensure adherence to the Code, AFSA members are strongly encouraged to discuss with their clients, any issues which may bring them into conflict with the Code, prior to commencing a job or before a problem is created.

### Business Ethics

As part of demonstrating a high standard of professionalism within the industry, AFSA members need to **demonstrate fair and just business standards, as well as excellence in workmanship, to earn a reputation for honesty and quality of service.**

To assist members in this way, AFSA has developed Business Ethics guidelines which will be refined over time to reflect industry best practice.

### Compliance with the Code

All AFSA Members are expected to comply with the Code. Members who act honestly in their business dealings and who follow the Code can expect the support of the Association when it is needed, such as when unfair allegations are made against a member.

For the purposes of this Code, the definition of "AFSA Member", means a financial member of the AFSA, and any of their staff.

[To read complete edition of AFSA Code of Practice](#)

## **AFSA National Strategic Plan 2015 to 2018**

### Introduction

The purpose of the Australian Fertiliser Services Association strategic plan is to provide a roadmap for the Association for 3 years to 2018.

### Profile of the Association

The Australian Fertiliser Services Association is the industry body for those who manufacture, distribute, sell, store, transport, spread or provide advice on the use of fertilisers or soil ameliorate products. Formed in 1972, having a national structure, the AFSA has members in all states and is recognised by government, both federal and state as an industry leader.

### Our Vision

AFSA is recognised as the leading independent, representative body of service providers in the Fertiliser Industry in Australia.

### Our Purpose

To advance the interests of the Association, its members and the industry generally

### Our Key Objectives

1. Diversify and increase membership
2. Have the AFSA seen as a positive force for environmental sustainability and food security
3. Conduct the affairs of the Association in a businesslike 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

[To read complete edition of AFSA's Strategic Plan](#)



## What is Fertcare®?

The Fertcare® brand provide a nationally recognised image for best practice fertiliser supply, advice and contract application. Fertcare® is about promoting productivity while protecting the environment.

Fertcare® is a national training and accreditation program for all fertiliser and soil ameliorant businesses and their staff.

It is designed to raise the skills and knowledge of everyone involved in the importing, manufacturing and distribution of fertiliser.

The AFSA Code of Practice has provided the basis for the Australian Fertilizer Industry's product stewardship program Fertcare®.

The code is instilled in the Fertcare® Level A training program and the national competency standards for that training.

AFSA members are strongly encouraged to undertake the appropriate level of Fertcare® training, and attain accreditation as a formal and practical means of proving their ability to meet the AFSA Code of Practice.

- *Fertcare Level A* is suitable for people involved in the direct handling of fertilisers
- *Fertcare Level B* is suitable for sales staff who spend a significant portion of their time discussing fertilizer with growers
- *Fertcare Level C* is suitable for people providing soil and fertilizer advice
- *Fertcare Accredited Advisor Program* is separate to, but complementary to Level C. It provides farmers and other stakeholders with confidence that farmers are receiving soil and fertilizer advice based on soil and plant testing of a high standard and that the process of making recommendations, the underlying supporting data, sampling methodology and laboratory competence are based on good practice and accepted science in Australia.

Fertcare® is a joint venture between the Australian Fertiliser Services Association and Fertilizer Australia.

Both representative bodies have a strong commitment to managing environmental and food safety issues associated with fertilisers and the national stewardship program, Fertcare® is central to this effort.



The program is managed by the Fertcare® Management Committee which includes representatives of both bodies.

[For further information about Fertcare and becoming accredited](#)



## How can Accu-Spread® help your business?

The Accu-Spread® logo provides farmers and natural resource managers with peace of mind; knowing farmers are using professional contractors who are applying the correct rate of fertilizer exactly where they want it in the landscape.

Uneven application means some areas of the paddock receive insufficient fertiliser and yield may be reduced in these parts of the field, while other areas receive more than the crop requires which both reduces profit in these parts of the paddock and significantly increases the risk of off-site environmental damage. Independent analysis of uneven urea spreading has revealed it can easily result in \$25 - \$40/ha reduction in wheat return for southern Australia.

Accu-Spread® is a programme that involves the independent testing and accreditation of fertiliser spreading equipment for accuracy and evenness of spreading.

It contributes significantly to quality assurance, productivity improvement, environment sustainability and management of risk.

When a machine is Accu-Spread® accredited, the operator will know the capacity of the machine to apply a number of nominated products to an industry standard of accuracy.

Regular Accu-Spread® testing is a key component of a spreader operator being able to provide quality assurance to clients. Untested machines may be spreading unevenly, leading to striping in topdressed crops, to costly liability claims and therefore unprofessional and unreliable service

The primary benefits of having an Accu-Spread® tested machine are to:

- Optimize returns from fertiliser investments through even application
- minimise environmental damage through over application of nutrients
- ensure the appropriate amount of fertiliser is evenly applied
- provide operators with information about the performance of their machines
- provide farmer customers with confidence that spreader operators are accurately applying the **right amount of fertiliser in the right place**
- improve efficiency for spreader operators
- improve operating standards in the industry
- provide operators with a risk management tool in the form of an independent test of the performance of their machine.

Fertiliser spreading contractors are encouraged to have their machines accredited under the Fertcare® Accu-Spread® program, so that they know the spread pattern of their machines.

If they don't have this information they will not know whether they are spreading the right amount of fertiliser in the right place.

An improved understanding of the performance of the spreading machine will enable modifications to optimise performance, reducing operating costs and improving the productivity outcome for the farmer.

Accu-Spread® is a key component of the Australian Fertiliser Industry's Fertcare® initiative.

An Accu-Spread® tested machine and a Fertcare trained operator are essential elements in best practice fertiliser application.

[For further information on Accu-spread](#)



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