

**Australian Fertiliser Services Association Inc
WA Branch
Minutes of Annual General Meeting Friday
21st February 2014**

**Held in the Wattle Room Perth Ambassador Hotel
196 Adelaide Terrace Perth**

Meeting opened at 1.15pm:

Present: Kevin Spurr, Larry Marchant, Laurie Donnes, Rod Donnes, David Holdsworth, Les Clulow, Pam Clulow, Kim Bailey, Andrew Donkin, Rod Abbott (National President), John Harris,

Apologies: Shay Holdsworth CSBP, David Tonkin, Murray Browne, Leroux Beyers, Neil & Val Henry, Jeff Kraak

President Kevin Spurr opened the meeting and welcomed everyone in attendance. Special mention of Rod Abbott National President who was in attendance and prospective new member John Harris from Dalwallinu.

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 Andrew Donkin and seconded Kim Bailey.

Carried

Business Arising:

Nil

Correspondence:

Nil

President's Report:

The structure of AFSA WA remained very much the same from the previous year. The first cab off the rank was to attend the National Council meeting on the 15th of February in Melbourne. While the meeting covered many topics relevant to all members in the industry it was noted that teleconferencing might be a better way to go for the States that had the furthest to travel. This took place at our next meeting on the 17th of May and it was great to have WA Delegates David Holdsworth and Andrew Donkin involved. I recommend to all our members to look at the minutes of these meetings to keep familiar with the workings of AFSA at National level as changes abound us.

Accu Spread demonstration days took place in the Southwest of the State and it looked to be a great opportunity to promote AFSA WA, Fertcare and Accu Spread in WA. The workshops ran from the 11th March through to the 22nd of March and were primarily organized by the South West Catchment Council

(SWCC) and (DAFWA) also joined in. Russell Nichol supported by WA's testing officer Larry Marchant ran the workshops and tested farmer's spreaders over 9 locations around the South West. AFSA WA targeted the demonstration on the 3rd of March at Harvey for our members to attend and it was great to see some of our members support the day. Our Secretary Pam Clulow contacted the media and with some prompting we had a journalist from the Farm Weekly in attendance. A story in that magazine appeared shortly after and after many months coverage in the Countryman was noted after receiving a report from yours truly. A CD was made after a production crew attended one of the days to film the demonstration. The CD is now available.

Members were a little unsure of what the season would bring during 2013 after a particularly tough harvest for the majority of the agricultural regions. Contractors did find themselves busy with lime spreading though fertilizer sales were a little slow for some products. For Northern and Eastern regions little rain fell in the early part of the cropping season and most of WA in these parts was on the verge of a disaster when finally many prayers were answered in the best possible way. Rain fell right throughout these areas and continued through spring to completely turn the season around and as a result led to the biggest harvest undertaken in Western Australia. After many tough years for most farming areas some positivity has returned and one can only hope that this will lead to an enterprising season for all of our members and another good season for Farmer friends.

On another note it was also good to some new members join during the last 12 months and it's hoped that they will stay and enjoy the benefits available to them and to what is a terrific group of people in this industry.

Also I would like to congratulate Rod Donnes on his life membership that he received at our last AGM and proudly presented to him by our National Secretary Neil Henry. Neil spoke of the early days when the AFSA met with WA's Bulk Fertiliser Service to get them to join them and make a National Organisation, with Rod being involved in that process. Rod you are a very worthy recipient. Congratulations once again on behalf of all of your friends at AFSA WA and in the Fertiliser Industry.

Lastly and not in the very least I would like to thank my Secretary Pam Clulow for her efforts and help throughout the year. Also to Larry and our delegates and members who are the life blood of AFSA WA.

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

Treasurers Report:

Income

| | |
|-------------------------------|----------------|
| Bank Balance 18.1.2013 | 3639.36 |
| Subscriptions | 330.00 |
| Accu Spread Trailer Use | 660.00 |

| | |
|-------------------|----------------|
| ATO March BAS | 49.00 |
| Subscriptions | 110.00 |
| Subscriptions | 693.00 |
| ATO September BAS | 20.00 |
| Subscriptions | 231.00 |
| Bank Interest | 0.33 |
| Balance | 5732.69 |

Expenditure

| | |
|-------------------------------------|----------------|
| Ambassador Hotel Room Hire | 200.00 |
| Ambassador Hotel Afternoon Tea | 180.00 |
| Trailer Licence | 67.80 |
| Photocopying AGM | 50.00 |
| Bank Account Fee | 1.00 |
| Larry Marchant Paint Trailer etc | 279.40 |
| AFSA Accommodation National Meeting | 209.00 |
| ATO June BAS | 51.00 |
| IC Firth Trailer Insurance | 171.69 |
| Baileys Fertiliser October Meeting | 102.55 |
| Trailer Licence | 70.05 |
| ATO December BAS | 52.00 |
| Bank Balance 7.2.2014 | 4298.20 |

Bank Balance **5732.69**

Westpac IBD \$10186.16 @ 4.05% = \$412.53 due 10.3.14 Total \$10598.69

The Treasurers Report was accepted on the motion of Larry Marchant and seconded by Rod Donnes **Carried**

National President's Report - Rod Abbott

How quickly the Fertiliser industry can change, (any /every industry has changed), and the news every night is telling us about upheaval, retrenchments, and manufacturers closing.

Back in October, I was content to make my contribution and support others as they led the association. Today I find myself back in the National Presidents role as the association undergoes some major changes of its own. I would like to thank at the outset those members who have put up their hands to support me and the association through this period of change.

Constitutional Review

The constitutional review commenced last year has progressed well and the first draft of the new constitution has arrived, Wes is continuing to oversee this project and I thank him for his efforts to bring us to this point.

The new structure proposed for AFSA will lift the association to a new level of professionalism and accountability and is intended to improve the efficiency of the association and the amount of work able to be carried out for members.

Fertiliser Australia

As the AFSA continues to utilise services from the Fertiliser Australia office in Canberra it is appropriate to mention some staff changes. Anne Anasta has moved on and we thank her for the work she did for the association. Christine Gates has joined FA and we welcome her to the team. Christine comes with a background in sports administration and event organising and will have a role in future events hosted by AFSA and Fertiliser Australia. She will also be undertaking a number of administrative tasks for the AFSA so will have contact with members, I ask you to join me in welcoming her to the fertiliser industry.

Accuspread

The Accuspread program is attracting increased attention across the farming community in Western Australia, Russell Nichol has conducted 15 farmer awareness days sponsored by the Department of Agriculture and Food WA (DAFWA). The success of these days, up from 10 last year is a clear indication of the increased farmer interest and a growing understanding of the production risks / costs of a poor spreading job.

AFSA and Fertilizer Australia are currently developing a model to put some economic analysis on these costs to the grower, both cereal and pasture.

Accuspread has been a presentation topic at the GRDC 2014 Crop Updates WA.

It is also pleasing to note that a number of spreader machine manufacturers and importers have had their machines assessed under Accuspread protocols and have agreed to promote the program through their advertising.

A number of changes have been made to the program, including increasing the information available about each accredited machine on the Fertcare website.

Fertcare

The Fertcare program continues to gain momentum and I am pleased to advise the finalisation of the Customer Service module for Level A, an increased number of trainers available at all levels and note with some satisfaction that Fertcare training has become an integral part of professional development for employees of all larger employers in the fertiliser industry.

The Level A training, largely our end of the industry is starting to fall behind and we all need to get behind the **Fertcare** training program.

To support this training I remind members the **Distance Learning Fertcare training for level A** is now available by contacting the Fertcare trainers at BRIT, recent discussions with BRIT has indicated the numbers utilising this service are increasing.

I cannot stress strongly enough how successful **Fertcare** generally has already been in positioning our industry to manage potentially difficult environmental situations and the community's responses, as delivered by governments.

To maintain this success we as an industry and individual businesses need to build on the good work done so far.

Compost

The AFSA is continuing to develop our relationship with Compost Australia. The compost industry is working hard to get itself sorted out and it seems likely we have significant common ground.

Information Protection

Members should have received an email invitation from OAMPS to some information days around the country on Information Protection, whilst consideration of issues like this will be new to many members including myself, access to these events is due to the AFSA long term relationship with OAMPS. OAMPS has consistently supported AFSA members with improved insurance coverage and specialist products

Credit Insurance

Whilst talking of new issues for members I am pleased to advise that after discussions with OAMPS, they are looking at a group offering of credit insurance for members.

This is a relatively new insurance product but has the potential to reduce credit risk for members and comes with an in built bad debt collection service. The significant increase in the amount of money now being handled by member businesses means that these issues are more important than ever before.

National Conference

Whilst it is still very early days some advance notice can certainly help to manage the diary. Dates are September 30 to October 2, 2014. The next National Conference will be hosted by South Australia and held at the Stamford Grand in Glenelg.

In a departure from tradition it is proposed to hold this conference in conjunction with Fertiliser Australia and to include a very strong nutritional agronomy day and to extend invitations to a much wider agronomy audience. The committee is already hard at work on this project and I encourage all members to have a close look at the program as it becomes available and to support this exciting event.

Contact us

The current political and industry situation means that now more than ever we need your views, if we are to represent them effectively. All comments and concerns are welcome either through your state representatives or direct to me.

Participation is the key to the AFSA achieving great things for our industry.

National Presidents Report was accepted on the motion of Rod Abbott and seconded by Andrew Donkin. **Carried**

Election of Office Bearers:

Nominations for President

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

Kim Bailey nominated David Holdsworth seconded by Larry Marchant. David declined.

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

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

Kevin Spurr
Andrew Doncon
Kim Bailey

Carried

Under the new National Structure the States will become Sub Committees and this will come into effect after the National Conference in October this year.

General Business:

Rod Donnes moved that we reimburse out of pocket expenses for President and Secretary, seconded Laurie Donnes **Carried**

President Kevin Spurr made mention of prospective new Member John Harris and hoped that he would take up membership.

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