

**AUSTRALIAN FERTILISER SERVICES ASSOCIATION
SOUTH AUSTRALIAN BRANCH COMMITTEE MEETING
held at Arthur J Gallagher Office, 1180 Greenhill Road, Parkside on Friday
23rd June 2017 commencing at 9.30 am.**

Meeting opened by President Mark Rivett welcoming everyone in attendance –

Braedon Peters, Donald Carter, John Crossling, Krysteen McElroy, Heath & Vincent Boseley and Neil Henry

APOLOGIES – Richard Shepherd, Ian Pearce, Witold Petruszewicz, Craig Swan.
J. Crossling Moved Seconded B. Peters Apologies be accepted.

MINUTES - 17th February 2017

J. Crossling Moved Seconded H. Boseley the Minutes be accepted.

CORRESPONDENCE - Outward

S.A. Branch Members	-	February 17 th Meeting Minutes.
S.A. Branch Committee Members	-	June 23 rd Meeting Agenda.

Inward

S.A. Branch Committee Members	-	Attendance and Apologies.
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REPORTS -

State President

M. Rivett's written Report is attached to the Meeting Minutes.

See Attached No. 1.

Executive Officer

K. McElroy conducted a discussion session on the roles State Committee's and the AFSA Board play. Members were forthright in their comments and Krysteen's written Report indicates that.

See Attached No. 2.

Arthur J. Gallagher Insurance

Tom De Santis joined the Meeting and advised he is the AFSA contact in South Australia and will endeavour to improve relationships with AFSA and its South Australian Members.

Financial Report

N. Henry circulated his written Report to all in attendance. After discussion he moved the Financial Report be received Seconded by J. Crossling.

See Attached No. 3.

Discussion transpired on the issue of Alan Mackenzie's reluctance to repay any money to the SA Branch. C. Swan supplied a request that a Debt Collector be employed to gain some payments from A. Mackenzie. M. Rivett advised he sent Alan an Email after our AGM in February stating he would contact him in July to discuss the outstanding financial issue the Branch have with him.

Mark requested the Committee adhere to his email and delay employing a Debt Collector until he has visited Alan in July.

H. Boseley Moved Seconded J. Crossling the Committee employ a Debt Collector on October 1st 2017 if a satisfactory arrangement cannot be decided upon.

Fertiliser News

N. Henry informed the Meeting that Euan Logan has retired as Editor of our Fertiliser News. K. McElroy has agreed to assist in being the Editor for our next edition in July this year.

M. Rivett Moved Seconded J. Crossling a Letter of Appreciation be forwarded to Euan as he has carried out an excellent role in producing an interesting and informative Magazine.

ACTION LIST ONE – N. Henry, M. Rivett.

Fertcare Report

J. Kraak's written Report was discussed by all in attendance.

See Attached No. 4.

Topics discussed in more detail were the development of the website Accuspread Programme and the development of the Fertcare Accreditation Levy to assist in marketing and promotion of the Fertcare Programme.

All in attendance agreed a letter be forwarded to the AFSA Board supporting the development of a Levy being produced to assist marketing and promotion of the Fertcare Programme.

ACTION LIST TWO - N. Henry, M. Rivett.

Committee Members indicated interest in attending the Fertcare Level A Workshop planned prior to the 2017 Fertiliser Conference at Torquay.

Membership Report

N. Henry circulated the written Membership Report.

See Attached No. 5.

2018 State Annual General Meeting

All in attendance agreed the AGM be held at the Arkaba Hotel on Friday 16th February. The Programme being similar to the last two as they were both very successful.

Meeting Closed 12.20pm.

AFSA STATE REPORT

ATTACHED NO 1.

Hi All

There is not too much to report from me as I have been stuck in a truck spreading fertiliser looking at sheep and cattle hoping that they never one day start to look attractive to me.

I have personally learned valuable lessons which is to be prepared early as it is near on impossible to catch up if you get behind. The second thing is having good people working with you, because having unreliable people causes excessive stress and makes planning things almost impossible.

Well done to all involved in the conference in February that I think grew from the year before. We will be aiming once again to find engaging speakers and the friendly vibe so integral to AFSA.

For South Australia the weather has been variable across the state, but lucky that early rain in many places has given good sub soil moisture to enable reasonable confidence going forward.

Agriculture at the moment is in a great place and our members should be reaping the rewards.

I hope AFSA can provide information and networks to improve your business.

Finally thank you to Richard Shepherd who has left the fertiliser industry for his efforts in taking on the Vice President's role in trying times. I wish him all the best for the future

Opportunities abound for a Vice President to come on board.

Best wishes

Mark Rivett



Australian Fertiliser Services Association

Registered Number 803 301 266 ABN 41 803 301 266

Krysteen McEiroy

AFSA Executive Officer

E: bkmcelroy22@outlook.com M: 0408 655 108

ATTACHED NO 2.

1 July 2017

SA Committee Meeting - 23rd June 2017

What role do/should the State Committees undertake?

- State conference organisation
- State and regional issues
- Networking opportunities for SA members

What role should the Board undertake?

- Advisory role for Fertcare etc and ensure it is meeting the core objectives
- Government advocacy – laws and regulations

What value do AFSA provide?

- Accu-spread not valued as much as it should be – can gain potentially a 25% bonus by being accredited both financially and environmentally
- A lot of spreading contractors are getting value for no \$\$ input (non members)
- On-line delivery of Accu-spread will help both farmers and contractors

Potential Trials

- Produce a ready-reckoner that identifies varying quality of fertiliser and how the machine should be set for this. (ie, affect on Bout width – which can change every load. Using shaker box every load can be an issue with employees)
- Demo on how the best product is different to worst product

Other comments and feedback:

- There is a problem for Chairs to meet requirements in busy times (February to June)
- Discussion around potential levy – should be paid by the fertiliser service industry
- How do we get farmers to care?
- Some discussion and concerns regarding varying quality of fertiliser being imported

Australian Fertiliser Services Association Ltd
South Australian Branch

Budget 2016 / 2017

<u>Credit Balance February 14th 2017</u>	<u>Variance</u>	<u>Notes</u>
	<u>YTD v Budget</u>	
<u>Receipts to June 19th 2017</u>		
Memberships	\$462.00	\$1,694.00
A Mackenzie		
2017 AGM Registrations	\$1,290.50	\$4,705.50 * To Pay Comspread \$130.00/ Peats Soil \$110.00
2017 AM Sponsorships	\$2,270.00	\$6,470.00 * To Pay Comspread \$650.00/ Peats Soil \$650.00
		* Combined Total \$1,540.00
Arthur J Gallagher Insurance Rebate	\$630.61	\$560.00
<u>Total to June 19th 2017</u>	<u>\$20,328.49</u>	
<u>Expenditure to June 19th 2017</u>		
G J Waters - Accountant	\$1,000.00	
Secretarial Expenses	-\$891.00	\$2,673.00
2017 Annual General Meeting	-\$7,440.72	\$7,886.22
Spreader Testing Trays	-\$495.00	
Australian Tax Office	-\$265.00	
Executive Officer Expenses	-\$535.50	\$535.50
<u>Credit Balance at February 14th 2017</u>	<u>\$10,701.27</u>	

ATTACHED NO 3.

Transaction History Report

Please advise any error or unauthorised transaction promptly to the bank

Account name AUSTRALIAN FERTILIZER SERVICES ASSOC INC IN
VIC - SA BRANCH
Account number 166 0744 805 340
BSB 105-166
Currency AUD
Opening balance 10,566.27CR
Transaction period
from 07/06/2017 to 16/06/2017

Date	Description	Serial number	Debit	Credit	Balance
07/06/2017	IMPACT FERTILISE 066			135.00	10,701.27CR
	TOTAL		0.00	135.00	10,701.27CR

ATTACHED NO 4.



Fertilizer Australia, Incorporated.
Reg. No. A0025290C, ABN 71 395 757 876, ARBN 106 743 015



Australian Fertiliser Services Association
Limited
ABN 41 603 301 266

AFSA SA Branch Fertcare Report June 2017

1.0 Fertcare Engagement

1.1 "Farm Nutrients: are you getting quality advice?" video clip (For information)

NRM North have recently release the "Farm Nutrients: are you getting quality advice?" video clip. The clip is targeted at farm managers and highlights the importance of getting good quality farm nutrient advice. The role the Fertcare Accredited Advisor program can play in pointing farmers to sources of high quality soil and plant nutrition advice is featured in the video.

Members and Fertcare participants are encouraged to share the video clip with their farmer customers and point them to a Fertcare Accredited Advisor when seeking professional soil and fertilizer advice. [Click here](#) to view the clip.

1.2 Co-operative Research Centre for High Performance Soils (For information)

The Australian Government has committed \$39.5 million over 10 years to CRC for High Performance Soils, which is being led by the University of Newcastle. The CRC aims to help bridge the gap between soil science and farm management.

Whilst the details of the CRC are still being formed, contact has been made with the interim CEO to highlight the role Fertcare may be able to assist with in helping to transfer relevant information to advisors and others in the fertilizer and soil amendment supply chain.

1.3 Follow Fertcare on Twitter

A reminder to Twitter users to follow Fertcare. This provides a convenient way to:

- keep you informed about relevant events;
- help make you aware of new information which promotes productivity while protecting the environment;
- create awareness of industry reports and newsletters when they are released;
- draw your attention to important parts of the Fertcare website; and
- share useful information with other people.

2.0 Fertcare Training

2.1 Fertcare End User Training (For information)

A suggestion has been made by the Vic AFSA branch that Fertcare engage in farmer training. Given this is a significant change in program direction, guidance has been sought from both AFSA and Fertilizer Australia Boards.

The AFSA Board briefly discussed the matter at its March meeting. The Directors decided that more discussion is required and that this would be an agenda item for their June meeting.

The discussion paper was also put to the Fertilizer Australia Board in March. The Board agreed the following matters:

- The primary focus of Fertcare training remain the fertilizer and soil amendment supply chain.
- Farmers are currently able to participate in Fertcare training should they choose.
- The Program Manager continue to connect with existing farmer programs to ensure that Fertcare is recognized by these programs. The higher nutrient risk industries (sugarcane, dairy and horticulture) being a primary focus. In addition to awareness of the Accredited Advisor and Accu-Spread program components with direct relevance to farmers, Fertcare training be flagged as a resource farmer programs can utilise and incorporate.

The Fertilizer Australia Board also encouraged the Fertcare Management Committee to look for opportunities to further develop Fertcare training delivery to include a contemporary online alternative for the program generally.

Fertcare Level A training (and Level B) is open to anyone who wants to undertake the training in either workshop and remote delivery modes. This includes farmers who might want to undertake modules such as Level A Product Knowledge and Spreading. Level C is also open to anyone, however it is only available as a face to face workshop at this time.

2.3 Upcoming Public Fertcare Training Opportunities (For information)

Level A Workshop:

There are 11 people in Victoria who have who have registered interest in Level A training in the Fertcare database. Bendigo TAFE are tentatively planning to hold a Level A workshop immediately prior to the Fertiliser 2017 Conference. Please contact Martin Brennan (E: mbrennan@bendigotafe.edu.au) if you have staff who would benefit from Level A training.

3.0 Accu-Spread Model (For information)

Chris Lightfoot did all that he could do on the project prior to going overseas. However holdups with creating a AFSA Paymate account (to accept credit card payments) have delayed making the Accu-Spread Model publicly available on the AFSA website. Once the AFSA Paymate account can be established, final testing can take place. Given no major issues are encountered, it is envisaged the Accu-Spread model will be publicly available in July.

	C			D			E			F			G			I			J			K			L
1	BUSINESS NAME	ADDRESS	CITY	PICODE	OFFICE	FAX	MOBILE	CONTACT NAME	M/SHIP NO																
2	AGVANCE RURAL SERVICES PIL	P. O. BOX 45	SADDLEWORTH	5413	08 8847 4078	08 8847 4456	0428 811 399	MR. STEPHEN BUTTON	3003																
3	ARTHUR J. GALLAGHER	180 GREENHILL ROAD	PARKSIDE	5063	08 8172 8013		0488 001 666	MR. TOM De SANTIS	2086																
4	BIO AG PTY LTD	266 KENTISH ROAD	ULEYBURY	5114			0458 440 225	MR. PHIL TOY	2088																
5	BORDER AG	P. O. BOX 724	BORDERTOWN	5278	08 87520775	08 87520779		MR. BOB DOUGLAS																	
6	CLARKE BROS - KINGSTON	P.O. BOX 102	KINGSTON SE	5275	08 8767 2229	08 8767 3080		MR. CHAS CLARKE	2055																
7	CROSSLING CONTRACTORS	P.O. BOX 436	NARACOORTE	5271	08 8762 2336		0407 399 670	MR. JOHN CROSSLING	2018																
8	D.J., J.S. & I.S. HOOD	P.O. BOX 920	MT. GAMBIER	5290	08 8726 8023	08 8726 8030	0418 522 566	MR. IAIN HOOD	3022																
9	DOYLE MEGAGREEN	239 MAGILL ROAD	MAYLANDS	5069	08 8396 6508		0428 843 338	MR. OCCA CIANCIO	2049																
10	FP AG STRATHALBYN	P.O. BOX 936	STRATHALBYN	5255	08 8536 2122	08 8536 2133	0407 279 076	MR. ROB LYON	2019																
11	IMPACT FERTILISERS	25 SMITH - DORIEAN STREET	NETHERBY	5062	0428 029 721		0428 848 760	MR. WITOLD PETRUSEWICZ	2029																
12	INCITEC PIVOT FERTILISERS	3 - 7 FRANCIS STREET	PORT ADELAIDE	5015			0417 716 420	MR. PETER MIELL	3004																
13	M.J. RIVETT	P. O. BOX 137	LUCINDALE	5272	0428 162 284	08 8766 2186	0428 162 284	MR. MARK RIVETT	2006																
14	MANOORA SEEDS PIL	P. O. BOX 10	MANOORA	5414	08 8848 4335	08 8848 4375	0407 818 454	MR. BILL VANDEPEER	2098																
15	MACROFERTIL AUSTRALIA PTY LTD	P.O. BOX 962	STRATHALBYN	5255	0427 755 881		0427 755 881	MR. BEN DEAN	2014																
16	MT COMPASS FERTILIZERS	P.O. BOX 28	MT COMPASS	5210	08 855 63267	08 8556 8330	0407 855 885	MR. BRAEDON PETERS	3007																
17		UNIT 48, 51 OWL DRIVE	MURRAY BRIDGE	5253	08 85325105		0438 817818	MR. NORM PATERSON	LM.19																
18	NARACOORTE AG SERVICES	P. O. BOX 1149	NARACOORTE	5271	08 87622341	08 87620063	0427 308688	MR. NEIL NOLAN	3027																
19	PEATS SOIL & GARDEN SUPPLIES	P.O. BOX 66	WILLUNGA	5172	08 8556 5295	08 8557 7550	0419 791 921	MR. PETER WADEWITZ	2074																
20	PILGRIM SPREADING	P.O. BOX 591	BORDERTOWN	5268	08 8752 0363		0429 694 994	MR. GEOFFREY PILGRIM	3018																
21	PINNAROO FERTILIZER DEPOT	P.O. BOX 16	PINNAROO	5304	08 8577 8101	08 8577 8484	0407 798 065	MR. VINCENT BOSELEY	2062																
22	SHEPHERD SUPERSPREADING	P.O. BOX 9463	MT. GAMBIER	5291	08 8725 9700	08 8725 9733	0427 389 264	MR. RICHARD SHEPHERD	2071																
23	SIBELCO AUSTRALIA LIMITED	P.O. BOX 74	ROSEWATER EAST	5013	08 8240 8223	08 8341 0305	0434 446 803	MR. GRANT WARNER	2041																
24	SWAN BROTHERS PTY. LTD.	P.O. BOX 339	MENINGIE	5264	08 8575 1345	08 8575 1018	0428 813 209	MR. CRAIG SWAN	2004																
25	TECHGROW INTERNATIONAL PTY LTD	P.O. BOX 2993	CLARE	5453	08 8842 1384	08 8842 1383	0429 773 887	MR. COLIN MITCHELL	3008																
26		P.O. BOX 16	PINNAROO	5304	09 8577 8368		0407 798 065	MR. VINCENT BOSELEY	LM. 30																
27	WENGFU AUSTRALIA PTY. LTD.	1 ROSCROW COURT	CLARE	5453	1300 936 438		0477 555 067	MR. IAN PEARCE	2042																
28																									
29																									
30																									
31	UNFINANCIAL M'SHIPS 05/06/2017																								
32																									
33	BORDER AG																								

ATTACHED NO 5.

	M	N	O	P	Q	R	S	T
	EMAIL	FERTCARE	WEBSITE	NOTES	FEES	TAX INVOICE	PAID	DATE
1								
2	admin@agvancerural.com.au		www.agvancerural.com.au		\$593.50	4370	YES	
3	tom.desantis.com.au		www.ajg.com.au		NO FEE	NO FEE	YES	3/07/2017
4	ptoy@bioag.com.au	ORGANISATION			CORPORATE	4415	YES	
5	bacs5@bigpond.com				\$535.50			
6	clarkesu@bigpond.net.au				\$564.50	4372	YES	
7	crosscon@bigpond.net.au				\$680.50	4373	YES	
8	djjs.hood@bigpond.com				\$535.50	4374	YES	
9	occa@webshield.net.au		www.doylemfg.com		\$535.50	4375	YES	
10	rob@fpag.com.au		www.fpag.com.au		\$593.50	4494	YES	
11	wpetrusewicz@impactfert.com.au	ORGANISATION	www.impactfert.com.au		CORPORATE	4413	YES	
12	peter.miell@incitepivot.com.au	ORGANISATION	www.incitepivotfertilisers.com.au		CORPORATE	4417	YES	
13	rivett@rbm.com.au				\$593.50	4376	YES	
14	manooraseeds@bigpond.com				\$535.50	4377	YES	
15	Ben.Dean@ldcom.com				CORPORATE	4423	YES	
16	mcfert.braedon@chariot.net.au		www.mtcompassfertilisers.websyte.com.au		\$564.50	4378	YES	
17	normpaterson@icloud.com				LM	NO FEE	YES	
18	neil.nolan@nasagri.com.au				\$709.50	4379	YES	
19	peterw@peatssoil.com.au		www.peatssoil.com.au		CORPORATE	4425	YES	
20	kylie.geoff@hotmail.com				\$564.50	3018	YES	
21	glenys@pinfert.com.au				\$622.50	4381	YES	
22	srjjshepherd@gmail.com				\$535.50	4382	YES	
23	grant.warner@sibelco.com.au		www.sibelco.com.au		CORPORATE	4426	YES	
24	craig@swanbrothers.com.au				\$680.50	4383	YES	
25	kathy@techgrowag.com.au		www.techgrowag.com.au		CORPORATE	4429	YES	
26	vin@pinfert.com.au				LM	NO FEE	YES	
27	ianpearce@wengfuaustralia.com		www.wengfuaustralia.com		CORPORATE	4432	YES	
28								
29								
30								
31					\$8,844.50			
32								
33								