

**AUSTRALIAN FERTILISER SERVICES ASSOCIATION  
VICTORIAN BRANCH COMMITTEE MEETING  
held on Friday 17<sup>th</sup> November 2017 at the Quality Bayside Hotel Geelong, 13-15 The  
Esplanade Geelong commencing at 9.05 am.**

Meeting opened by President Campbell Brumby welcoming everyone in attendance –

David Bentley, Greg Williams, Nicholas Bond, Andrew Chivell, Donald Carter, Rhiannon Modica, Celeste Mitchell, Shane Dellavedova, Trevor Tovey and Neil Henry.

**APOLOGIES** - Rod Abbott, Jamie Lansdown, John Clohessy, Martin Brennan, Stuart & Wendy Rowsell, Noel Squires, Jeff Kraak.

D. Carter Moved Seconded A. Chivell Apologies be accepted.

**MINUTES** - **16<sup>th</sup> June 2017.**

**Business Arising**

**Impact Fertilisers Attendee at State Branch Committee Meetings.**

C. Brumby advised he will try again to arrange a Meeting with Jim Mole to discuss the importance of their Company being represented at our future Committee Meetings.

**ACTION LIST ONE - C. Brumby, D. Bentley, N. Henry.**

**Fertcare Accreditation Programme Levy.**

C. Brumby advised the AFSA Board at their June Meeting in Adelaide did not support the scoping study to the development of a levy for the Fertcare Accreditation Programme.

**Victorian Lime Producers Association.**

G. Williams commented that he has not received a copy of the June 16<sup>th</sup> Meeting Minutes with the suggested changes. C. Brumby advised the Minutes have been changed and will forward a copy to him.

**ACTION LIST TWO - N. Henry, C. Brumby.**

**Agricultural University Students Invitations to National Conference.**

D. Carter requested that all future Invitations be available to all Agricultural University Students.

D. Bentley Moved Seconded S. Dellavedova Minutes be accepted.

## **CORRESPONDENCE -**

### **Inward**

- Executive Officer  
AFSA Ltd. - Draft Membership Policy.  
- Scoping study on an Industry Levy  
Farmer Level A Accreditation.  
Website Update.
- Bayside Hotel Geelong - Meeting Room & Accommodation  
requirements.

### **Outward**

- AFSA Ltd. - Corporate Membership Review.

### **Business Arising**

#### **Fertcare Industry Levy.**

R. Modica suggested the Victorian Branch prepare a Proposal for the development of a levy and also explain for what purpose the levy will be used. On completion of the Proposal, submit it to Incitec Pivot Fertilisers and Wengfu Australia so both Companies can evaluate the implementation of the Programme. When this is completed it could be circulated to all Fertiliser Companies for review.

#### **ACTION LIST THREE - C. Brumby, N. Henry, D. Bentley.**

## **REPORTS -**

#### **AFSA Chairman.**

C. Swan's written Report is attached to the Minutes.

**See Attached No. 1.**

#### **AFSA Executive Officer.**

K. McElroy's written Report is attached to the Minutes.

**See Attached No. 2.**

#### **Business Development Workshop - New Zealand.**

Andrew Chivell explained the Business Development Workshop that Amy Wyer and himself attended in Hamilton New Zealand. He advised that it was extremely beneficial in learning how to manage your own business. He suggested AFSA could develop a spreadsheet to assist members in managing their own business.

S. Dellavedova Moved Seconded G. Williams we contact K. McElroy and request she follow up this concept with Andrew and Amy Wyer.

**ACTION LIST FOUR - C. Brumby, N. Henry, D. Bentley.**

**Corporate Governance Training - Adelaide 2018.**

Discussion transpired on this topic and the general feeling this type of training would be beneficial to State Branch Office Bearers and also Members. This Training would possibly cover - Business Planning, Leadership, Administration and Chain of responsibility.

It was decided that N. Henry would provide more information about the planned Governance Training.

**ACTION LIST FIVE - N. Henry, K. McElroy.**

**WHS Monitor Programme.**

N. Henry advised that five AFSA Members have taken up the Programme and there is also eleven AFSA Members who will potentially take up the Programme.

**Membership Categories.**

There was lengthy discussion on the proposal to introduce a Franchise Membership category. The Committee Members had difficulty in how this would be administered and why a Franchise business received a discount membership fee.

D. Carter Moved Seconded S. Dellavedova the Association do not introduce this Membership category, AFSA remain with the two categories – Ordinary Membership and Corporate Membership.

**ACTION LIST SIX - C. Brumby, N. Henry, D. Bentley.**

The Committee also recommends to the AFSA Board the Corporate Membership fee increase to \$548.50 plus State Fee of \$110.00 for the 2018/2019 financial year.

**ACTION LIST SEVEN - C. Brumby, N. Henry, D. Bentley.**

**AFSA Promotion and Truck Signage.**

The Committee recommends this promotion be a Newsletter item and the Secretary suggest this to Krysteen McElroy.

**ACTION LIST EIGHT - C. Brumby, N. Henry, D. Bentley.**

**GOVERNANCE -**

**Financial Report.**

N. Henry circulated the Report prior to today's Meeting. After discussion he Moved Seconded D. Bentley the Financial Report be accepted.

**See Attached No. 3.**

## **External Relationships.**

### **Sibelco Lime.**

N. Bond advised there is a good season outlook. Improvements have been made at some Depots and expectations there will be an increase in the use of Dolomite lime next year.

### **Incitec Pivot Fertilisers.**

C. Mitchell & R. Modica commented the outlook looks excellent for increased fertiliser sales. IPF plan to launch a Women in Business Forum and there appears to be a shortage in Flutriafol for next year. They have also conducted a Logistics Survey of transport efficiency at all depots.

### **Wengfu Australia.**

D. Bentley also commented the outlook for fertiliser sales seems great and also advised that there may be a shortage of Flutriafol next year.

### **Victorian Lime Producers Association.**

T. Tovey commented that for many years Sibelco was the testing laboratory for all VLPA Members in testing their Lime samples. Sibelco advised VLPA that this service would not be available any more. Consequently, VLPA contacted the IPL Laboratory in Werribee to approach them to test Lime samples in the future. Lime samples were supplied to both Sibelco and IPL Laboratories to test the same samples.

Unfortunately IPL decided they would not test lime samples and surprisingly Sibelco changed their mind and are prepared to test lime samples from all VLPA Members. T. Tovey's written report is attached to the Meeting Minutes.

**See Attached No. 4.**

### **Batesford Quarry.**

G. Williams advised that he expects sales of lime next year will be excellent and that tonnages will be up.

## **INDUSTRY STEWARDSHIP -**

### **Fertcare Management Committee.**

S. Dellavedova advised the next meeting will be held in December at the Melbourne Airport. He also raised the issue that a Fertcare Advisors Report by David Harbinson will be discussed at this Meeting.

## **MEMBER SERVICES & COMMUNICATIONS -**

### **Membership.**

N. Henry circulated his Membership Report to all in attendance.

**See Attached No. 4.**

### **2017 AFSA /FA Conference.**

N. Henry informed the meeting that 222 Delegates attended the Conference and all reports received stated it was an excellent event. All in attendance agreed it was excellent, informative and entertaining.

### **2018 Victorian Branch AGM.**

D. Bentley advised the AGM next year will be held at The Dunkeld Royal Mail Hotel and at the Mt. Sturgeon Woolshed which is part of the Royal Mail Hotel.

**Date - 21<sup>st</sup> – 23<sup>rd</sup> August 2018.**

### **2018 AFSA / FA Conference.**

N. Henry advised the Conference next year will be held in Canberra on 11<sup>th</sup> –13<sup>th</sup> October at a venue yet to be confirmed. The Draft Programme -

Tuesday	-	Industry Meetings.
Wednesday	-	Conference & Evening Meal.
Thursday	-	Equipment Field Day.

The timing of the Conference coincides with School Holidays in NSW and this is seen as being attractive for Members to attend.

All in attendance were surprised with the timing of the event being in October.

C. Brumby phoned A. Barton and advised him it may affect some Victorian Members from attending. Anton advised the dates haven't been finalised yet.

**NEXT MEETING - FEBRUARY 2018  
BENALLA / SHEPPARTON.**

Meeting Closed 12.45pm.

ATTACHED NO 1.

## **AFSA Chairman's Report November 2017**

The 2017 conference was organised by a committee made up of 2 representatives from the AFSA and 2 from Fertiliser Australia. This committee has also been well supported by Monique Thompson and Jeff Kraak.

We have had this model in place for some years and it works very well.

On behalf of the AFSA I would like to thank our AFSA representatives Campbell Brumby and David Bentley for their efforts in organising our conference.

In looking back over the past 12 months I feel the AFSA has accomplished many things.

1. November last year saw the appointment of Krysteen McElroy to the position of Executive Officer. I believe Krysteen's appointment has been a real gamechanger for our Association. Krysteen is introducing a professional approach to the way our Association operates and is also challenging our ideas and helping with our future direction.
2. The Accuspread Online Module is close to being finished. The module will allow easier access to people wanting to test their equipment. It will not only protect the intellectual property of the AFSA but it will also assist with a financial return to our Association.
3. The WHS online module is another very exciting project and I was very impressed with the launch at Torquay. The WH&S Module has been developed with a huge commitment from Amy Wyer and Rodd Abbott. Another pleasing aspect of the development of this program has been the financial assistance from the AFSA National, all of our state branches, Impact Fertiliser, Incitecpivot, Impact and Koch. It has been rewarding to see the industry come together to create a program that will improve our entire industry.

### **Promotion and communications**

Promotion and communication has been big on our agenda this year. Krysteen is producing our fortnightly newsletter and has created and is managing our Facebook Page.

Two regular comments that I have heard, for as long as I can remember, is that nobody knows who the AFSA is, and that our customers haven't heard of Fertcare.

As part of our promotions and marketing we are utilising Facebook. There are 15 million FB users in Australia and it is simply the most powerful and most cost effective medium that we can use to increase the exposure of the AFSA.

Using the power of Facebook we can extend our reach to members and their families, and target our collective industry customer base.

And, while it is important that we respect the 'unwritten rules' of Facebook and avoid direct selling, the ability for us to raise awareness about AFSA and our industry is massive.

Can I ask each of you on Facebook to like your AFSA page, and also request your friends and customers to like it as well.

This is one simple way that you can really assist the AFSA.

#### **CRU commodity analysis**

One of the benefits of being an AFSA member is you will have access to CRU.

CRU is a commodity analysis and consulting company based in London. They provide daily updates and forecast pricing on the fertiliser industry on a global perspective. With your AFSA membership you will enjoy literally thousands off the CRU subscription.

If you do purchase fertiliser having CRU as a partner is a vital link in your business.

#### **Retiring Board Members**

We have 2 life members ending their 2 year term on the national board.

Wes Wheelhouse a life member and past president has greatly contributed to your association. He is a man who we thoroughly respect and value.

Donald Carter also a life member and past President.  
If we were the mafia Donald would be the godfather.  
Even in his 70s Donald is still very passionate about the AFSA.

Although knowing Donald will not be on the Board I asked him if he would be willing to mentor first time board members and he said he would only be too happy to.

June 30, we also had our magazine editor and legend of our industry Euan Logan retire from his position.

Euan is extremely well known and his knowledge and experience in our industry is unparalleled.

With the retirement of Wes and Donald, positions became open on the Board and this is a great opportunity to introduce new talent. This year I couldn't be happier with our 3 nominations.

One of my most memorable moments in the last year was the presenting of a life membership to Vincent Boseley. Vincent who first joined the AFSA in 1976 has been a National Councilor for 13 years, a SA Executive Member for 20+ years and the SA President for 5 years.

During the bulk of his time volunteering for our association Vincent has endured several health challenges although has never dodged his responsibilities to our association. Vincent is an inspiration to many and is well deserving of his AFSA Life Member Award.

Finally, I would like for the National Board, the State Branches and yourselves, in your own businesses, to ask what is the next thing that we can improve upon.

Ask yourself what do my customers want?

Ask yourself what technology can I introduce to better perform?

Ask yourself how can I implement innovation to keep me ahead of the pack?

I will leave you with a quote from Elon Musk

*I could either watch it happen or be a part of it!*

Craig Swan





**ATTACHED NO 2.**

## **Australian Fertiliser Services Association**

Registered Number 603 301 296 ABN 41 603 301 266

Krysteen McElroy

*AFSA Executive Officer*

E: [bkmceiroy22@outlook.com](mailto:bkmceiroy22@outlook.com) M: 0408 655 108

15 November 2017

### **EXECUTIVE OFFICER REPORT** **AFSA Victorian Committee Meeting** **17<sup>th</sup> November 2017**

#### **For discussion if possible please**

- Corporate Governance training
  - ✓ Is anyone interested in taking part? Potentially in Adelaide in February
- WHS Monitor
  - ✓ Promotion and contact Amy Wyr to be involved
- Membership categories
  - ✓ As provided by Neil Henry
- AFSA promotion and truck signage
  - ✓ If anyone is interested in having an AFSA logo on their equipment, business cards etc, please contact Krysteen to discuss costings etc

#### **Executive Officer activities in recent months**

##### **1. AFSA Communication Plan**

- ✓ Member updates
  - Any feedback appreciated, but currently still being delivered on 1<sup>st</sup> and 3<sup>rd</sup> Monday of each month.
- ✓ Website upgrade
  - Still waiting on Accu-spread on-line model to be implemented but hopefully within next couple months will be underway
- ✓ Fertiliser News
  - November edition delivered
  - Any feedback appreciated on articles and what you would like to see in future
- ✓ Social Media
  - Facebook currently has approx 169 followers
  - Post re Ralph Nichol was seen by over 2500 people
  - Send photos and videos in please to promote yourselves and AFSA

## 2. Membership and Collaboration

### ✓ Strategic Plan updating for 2018

This is underway with each of the Board sub-committees (membership, industry stewardship, governance) being tasked to look at their part of the Operations Plan and provide feedback.

It is planned to finalise this at the next Board meeting in February.

Thank you to all members who have provided initial input.

### ✓ Potential project

Currently in discussion with Precision Ag Australia regarding potential joint venture as proposed by Craig Swan

The joint venture to be about using existing fertiliser spreading technology to its fullest capability and upskilling people to have the capacity to be able to do this

#### **Proposal**

- To increase the adoption of modern technology within the fertiliser services industry
- To increase the knowledge and skills of those operating within the fertiliser industry
- AFSA to be leading the way and assisting its members to increase their level of service and professionalism

#### **To ensure that**

- those working within the fertiliser services industry have the ability to operate their equipment to its full capacity.
- AFSA members are at the forefront of technology and are able to use existing technology
- AFSA members become more professional and be the "go to" when looking for fertiliser advice and application

### ✓ New members

- Nil in this period

## 3. Other Information

### ✓ Professional Development for AFSA members

- Application to Dept of Ag and Water Resources Leadership in Agriculture Industries Fund was submitted on 15<sup>th</sup> May - *Project title: Improving the Capacity of Emerging Leaders to Drive Innovation and Best Practice in the Fertiliser Industry*
- Total budget \$348,000 (incl \$136,800 in kind)
- Notification received that we were unsuccessful due to AFSA not representing primary producers

- **Corporate Governance training**

Looking at running a session in Adelaide in February – if any Victorian committee members would like to take part, please contact Krysteen. Details to be confirmed at this stage

✓ AFSA and Fertcare Truck signage

- Have contacted Abbey Sherwell at Adcell to request quote and further information on possibilities – there are various options for signage if anyone is interested
- Magnets, wraps, stickers – we would encourage all members to consider using some sort of AFSA logo on their equipment. Please contact Krysteen if interested for more info

✓ WHS Monitor

- Website has page dedicated to this, article to appear in Fertiliser News and has been included in Member updates
- Members need to be encouraged to look at this for their business – contact Amy Wyer for further info or to be involved.

✓ Policies Update

- Have loaded all approved policies to Microsoft Office 365 for access by all Board members – if you would like a copy of any policies please contact Krysteen

✓ Driver training programme

- Great response from text message query re need for this - trainer currently being sourced by Noel Squires, Amy Wyer and Shane Dellavedova

**NSW**

- ✓ Eugene Clare – Wagga – 4 people
- ✓ Paul Weir – Lismore – 2 - 3
- ✓ Amy Wyer – 10 drivers – early January – hold at Fertsread
- ✓ Mal Moffat – 5 -6 – Armidale or Walcha
- ✓ Cameron Martin – 3 -4 people – Nth NSW

**Tasmania**

- ✓ Rodney Fowler – 3 drivers
- ✓ Bruce McIntosh – Hobart – 4
- ✓ Earley - 6-10 people for spreaders and 3 -6 for transport – mid to late January

**Victoria**

- ✓ Stephen Ireland – Bega – 1 -2 drivers – July or late November
- ✓ Webber & Chivell – 4 -5 drivers – January/February
- ✓ Ash Quinn – 1 -2 Northern Vic

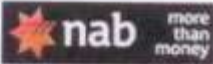
**WA**

- ✓ Kevin Spurr - January/February – in Perth

ATTACHED NO 3.

Australian Fertiliser Services Association  
Victorian Branch

Trading Account	Budget 2017/2018	Actual this period	Variance	Notes
<b>RECEIPTS</b>				
Balance 1st July 2017		<u>\$365.62</u>		
Membership	6,500.00	3,234.00	3,266.00	
Annual General Meeting				
Registrations				
Sponsorship	1,100.00	-	1,100.00	
Other	3,000.00		3,000.00	
Arthur J. Gallagher Rebate	3,600.00		3,600.00	
Transfers		3,098.00		
AFSA National Account				
Sundries				
Field Days				
Australian Taxation Office		679.00	- 679.00	
Photocopying				
Other	2,000.00	5,171.54	- 3,171.54	
<b>Total</b>	<b>16,200.00</b>	<b>12,182.54</b>	<b>7,115.46</b>	
<b>Balance</b>		<b><u>\$12,548.16</u></b>		
<b>EXPENDITURE</b>				
	<b>Budget 2017/2018</b>	<b>Actual this period</b>	<b>Variance</b>	
Administration				
President	1,210.00	302.50	907.50	
Secretary	1,500.00	1,375.00	4,125.00	
Postage	150.00	50.00	100.00	
Stationery		35.50	35.50	
Telephone	500.00	133.67	366.33	
Photocopying	450.00	199.00	251.00	
Meetings				
Committee Expenses	5,000.00		5,000.00	
Zone Meeting				
Annual General Meetings				
Transfers		9,439.00		
AFSA National Account				
Bank Fees				
Sundries				
Australian Taxation Office				
Vic Roads Registrations	115.00		115.00	
Grassland Society	115.00	130.00	15.00	
Field Days				
Other				
Accounting and Audit expenses				
Audit	1,155.00	880.00	275.00	* 2015 / 2016 Audit
Accounting	1,700.00		1,700.00	
<b>Total</b>	<b>15,895.00</b>	<b>12,544.67</b>	<b>12,789.33</b>	
<b>Balance 15th November 2017</b>		<b><u>\$1.49</u></b>		
<b>AFSA Vic Branch Investment</b>				
		<b>Actual This period</b>		
Balance 1st July 2017		<u>\$ 30,862.98</u>		
Receipts				
Transfers		9439.00		
Bank Interest		58.89		
<b>Total</b>		<u>9497.89</u>		
<b>Balance</b>		<u>40360.87</u>		
Expenditure				
Transfers		3056.00		
<b>Balance 15th November 2017</b>		<b><u>\$ 37,304.87</u></b>		



## NAB Internet Banking

### Transaction history

Account: AFSA Vic Cheque/083-663 02-827-2796  
Date from: 07/08/17 Date to: 15/11/17

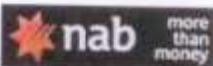
Search details:

Transaction type: All transactions

Reference from: Reference to:

Amount from: Amount to:

<u>date</u>	<u>transaction details</u>	<u>debit</u>	<u>credit</u>	<u>balance</u>
06 Nov 17	INTERNET TRANSFER isaver a/c TRANSFER DEBIT	3,240.00 DR		3.49 CR



## NAB Internet Banking

### Transaction history

Account: AFSA Vic Investment/083-663 79-071-1690  
Date from: 07/08/17 Date to: 15/11/17

Search details:

Transaction type: All transactions

Reference from: Reference to:

Amount from: Amount to:

<u>date</u>	<u>transaction details</u>	<u>debit</u>	<u>credit</u>	<u>balance</u>
06 Nov 17	INTERNET TRANSFER isaver a/c TRANSFER CREDIT		3,240.00 CR	37,262.67 CR
01/11/17	FEE ACCOUNT 083-663790711690			

#### ATTACHED NO 4.

Hi Neil,

Please see notes as requested for your minutes from my presentation on the 17<sup>th</sup> November.

In your draft minutes you have covered the VLPA searching for a new Lab.

Over the past 12/15 months the VLPA has had meetings and discussions with various personal within the Chemical Analytical and Research areas, with regard to Limestone Testing.

We met with Dr Ken Peverill who made these points;

With the Vic. Fertiliser Regs. the ENV requirement was removed. However in other States it retained and their standards were more rigorous than those in Victoria. The

Vic. standards were less rigorous to reflect the common softer nature of Vic. limes.

Rather than try to develop a new test for soft limes (which would take a lot of time and money) it might be best to look at various approaches.

The VLPA would have to set protocols for field sampling, sub-sampling for analysis, fractionation and calculation of relative value. The lab. reports at present do not address this, or even calculate a value for ENV.

I had a long telephone conversation with Bruce Shelley, Senior Research Scientist | Group Leader – Inorganic Chemistry | Site leader | Agriculture Victoria Research Division, who made these points:

With regard to soil acidity it is not just about pH, but also the soil, and what is being grown, and quality and source of the limestone.

Temperature of the soil effects and pH increase in the soil.

Water logged soil, or to dry soil, effects the physics of the liming response.

The original ENV Vic. lab. trials were mainly involved with hard sourced limestone and were conducted in controlled conditions, without field trials. (and maybe not that reliable)

Bruce suggested if the ENV was revisited as an indicator of lime quality, maybe five fraction sizing's may be required.

Also, a new project for lime research is currently being undertaken with team leader Nathan Robinson.

The Chairman, Mark Malone, Committee Member, Greg Williams, of the VLPA and myself met with Mr Bruce Shelley.

Some of the points made are listed below:

When testing limestone, wet sieving is better to assist particle distribution.

The "effects" of applying limestone and gypsum at the same time? T Tovey to get an analytical report.

Lime trials in Southern NSW, which included both hard and soft limestone, and were incorporated, saw some of the following results.

The softer/earthy limestone performed 20% better than predicted.

By 12/24 months most differences in the trial results were attenuated, for 10 of the 12 limes in the trial. T Tovey to get permission for the results of this trial to be distributed to AFSA members.

If anyone of you above have any comments of my report please email before Neil's Wednesday deadline.

Regards,

Trevor Tovey.