Bob’s stepping back but not slowing down

Federal Election: CANEGROWERS releases industry priorities
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The federal election has now been announced for Saturday 7 September, and CANEGROWERS has a busy schedule planned, aimed at informing all of the political parties of the wants and needs of the sugar industry.

Paul Schembri
CANEGROWERS Chair

Cover: Cairns Region grower Bob Rossi is hanging up his representative boots after 37 years to focus more on his farm and fishing. Photo by John Flynn.

16 After 37 years, Bob’s hanging up his representative boots

Industry news briefs
Regional round up
Spotlight: Good decisions, timing and quality operations essential to farming

QSL update: Prices finish fortnight in positive territory
QSL’s Advances Program
Actions to rebuild the Australian sugarcane industry
Cane varieties to suit your farm
Target 100,000: Shoring up Ravensdown on the south eastern seaboard

20 2014 Rural Women’s Award now taking applications

Member deals
Classifieds
We finally have a federal election date! The big day is 7 September, only one week prior to the original date called by the former Prime Minister Julia Gillard.

CANEGROWERS has worked hard to deliver a federal election sugarcane industry wish list which will be delivered to all candidates standing for the next federal election. Read the wish list on page 12.

Irrigated cane growers will be only too aware of the impact of rising input costs, with electricity prices going through the roof. CANEGROWERS has continually lobbied for fairer pricing for growers, and continues to do so. This fortnight, CANEGROWERS has launched a Tariff Selection Tool designed to help you make an informed decision about your electricity tariff. It’s available via our website, or read more about it on page 4.

This fortnight we also feature a look at Bob Rossi’s farming operation in the Cairns Region. Bob is well known throughout the industry as a recent former CANEGROWERS Queensland Board Director, and has an unbridled passion for the industry. Read more on page 16.

I hope you enjoy this edition.

Jasmine Hunt
Federal election campaigning now in full swing

By CANEGROWERS
Chairman, Paul Schembri

The federal election has now been announced for Saturday 7 September.

Election processes are very important in a democratic system of government.

Not only will this be an opportunity for political parties to release policies and attract favour; but equally for us as an industry to air our wish-list of priorities that we want government, or aspiring governments, to address.

CANEGROWERS will play a major role in this upcoming federal election lead-up. We have a busy schedule planned aimed at informing all of the political parties of the wants and needs of the sugar industry.

To that end, CANEGROWERS will make its policy positions via a public media campaign similar to the one rolled out during the State Election last year.

The campaign will be lesser in scale than last year’s state election campaign, but we will certainly get our messages out into the political arena.

Our five key policy areas taken to each federal candidate are:

1. Introduce measures to reduce the costs of production. Electricity costs for sugarcane irrigators have doubled during the past seven years. Electricity networks regulation is a federal issue. A carbon tax has added extra costs with no compensating offsets. It must go.

2. Invest in world-leading efficiency. Federal government support for the Reef Rescue program and the Cane BMP program is critical.

3. Improved trade access. Eighty percent of Australian sugar is exported. For too long, sugar has been left out of key trade agreements. We must have fair access to international markets.

4. Increase research and development funding. Government investment in rural R&D benefits the whole nation. For every $1 the government invests in R&D, it provides an almost $110 benefit to the industry and the community.

5. Introduce an improved regulatory process for chemicals. Agricultural chemicals compliment sustainable farming systems. Whilst environmental factors are paramount in evaluating chemical use, the social and economic factors should also be taken into consideration.

This election looming is shaping up as a fairly close contest. Hence it is important to ensure that the voice of the cane growing sector is well and truly heard during the campaign.

The sugar industry in recent years has been under concerted attack over allegations that sugar as a food is of questionable nutritional value. Some have campaigned and misguided argued that sugar is the leading cause of obesity, heart disease and diabetes.

Some have argued that a special ‘sugar tax’ should be applied to sugar consumption. Clearly our brand is being trashed.

Reputable health experts have countered that sugar, if used in moderation, can be part of a healthy, balanced and nutritious diet.

Finally the sugar industry has decided to refute and counter this damaging campaign. We are in the final stages of providing funding to a structured campaign to refute and counter this damaging campaign.

More detail of this will be revealed shortly, but the industry is now going to get on the front foot on this issue.

This month I have been glad to hear that the Cane BMP program has been progressing well and is currently on-track to be rolling out across the industry in October this year.

During the last Queensland election, the new Queensland Government made a promise to roll back the reef regulations, provided the industry strongly supported the Cane BMP program.

Cane BMP is a fantastic initiative for our industry and your support is crucial not only for the industry to be freed of the regulations but to be empowered to drive its own future. I look forward to your support.

This month I would like to formally announce the launch of the Ravensdown Target 100,000 campaign. This campaign will endeavour to gain results similar to what was achieved with the Mackay Target 10,000 – to ensure grower support of Ravensdown.

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Finally, I would like time to wish the Board and staff all the best on the formal start-up of Sugar Research Australia (SRA).

The growers of Queensland have overwhelmingly supported the changes to our R&D sector.

There is considerable goodwill by all sectors of the industry for SRA to be successful. We are confident that SRA will deliver major R&D outcomes for the industry.

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Paul Schembri, CANEGROWERS Chair

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CHAIRMAN’S COMMENT

WHAT’S NEW

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**Minister visits producers impacted by red witchweed**

Minister for Agriculture, Fisheries and Forestry John McVeigh has visited producers whose properties have been affected by the recent detection of the exotic red witchweed.

Speaking in Mackay last fortnight, Mr McVeigh said it had been a good opportunity to meet face to face with affected landholders to discuss their individual circumstances.

"While our priority is to minimise any biosecurity risks, an integral part of this response is to ensure there is some business continuity for individual producers," he said.

"We are working closely with both industry and local producers to find ways of allowing harvesting of crops to continue this year.

"Red witchweed has not been detected outside the five properties that originally reported the pest.

"Movement restrictions have been placed on four of these properties.

"The fifth property is being surveyed and will continue to be monitored but the weed hasn’t been found on that property to date.

"Our surveillance teams have identified potential high risk pathways for the weed to spread, such as the movement of machinery."

Mr McVeigh also met with Biosecurity Queensland staff at the Local Control Centre in Mackay.

"The team is doing a great job in conducting surveillance for red witchweed and providing support and advice to the property owners," he said.

"Landholders are urged to follow good biosecurity practices to reduce any potential spread of this weed, including appropriate clean down of machinery and equipment.

"If anyone suspects they have red witchweed, they must report the plant to Biosecurity Queensland immediately on 13 25 23."

For more information on red witchweed, visit www.daff.qld.gov.au.

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**CANEGROWERS’ handy tariff tool helping you to save on electricity**

CANEGROWERS has developed a “Tariff Selection Tool“ to help you understand which electricity tariff is optimal for your pump.

Especially handy for growers who irrigate their crops, the tool can help you understand if you are on the right tariff, and also can help to plan farm operating budgets for the next year.

This tool is now available and free to use via the CANEGROWERS website at www.canegrowers.com.au

As mentioned, this tool can be used in several ways:

- Help plan farm operating budgets for the next 12 months.
- Understand if you are on the wrong tariff and paying too much.

- Examine the savings of moving energy from peak into off peak times.
- Examine the savings of using a lower capacity pump.

If you realise you are on the wrong electricity tariff, you should contact Ergon immediately on 1300 135 210 and ask to speak to someone to review your tariff connection.

**Instructions:**

1. Insert use figures (in kWh) per billing quarter into the blue boxes provided.
2. Nominate your pump capacity.
3. Review the results!

An example is provided below.

---

### Which irrigation tariff should I be using?

This tool can help you determine which tariff is optimal for your pump.

<table>
<thead>
<tr>
<th>Insert inputs</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peak kWh used</td>
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<td>4,983</td>
<td>-</td>
<td>6,887</td>
</tr>
<tr>
<td>Off-peak kWh used</td>
<td>15,059</td>
<td>9,530</td>
<td>-</td>
<td>10,201</td>
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</tbody>
</table>

| Pump capacity (KW) | 35 |

<table>
<thead>
<tr>
<th>2013/14 cost</th>
<th>T20</th>
<th>T21</th>
<th>T22</th>
<th>T44</th>
<th>T62</th>
<th>T65</th>
<th>T66</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$13,942</td>
<td>$20,949</td>
<td>$12,893</td>
<td>N/A</td>
<td>$12,504</td>
<td>$12,342</td>
<td>$12,236</td>
</tr>
</tbody>
</table>

**Optimal tariff**

T66

**NOTES:**

Calculations are for yearly use and based on 2013/14 notified tariffs

Pump capacity in kWh

Use is in kWh per billing quarter

**THIS IS AN ESTIMATE ONLY**

T20, T21 & T44 are "cost reflective" as defined by the QCA

T21, T62, T65 & T66 are “transitional” as described by the QCA and available for use until 30 June 2020
Changes to sugarcane pest management in Queensland

New sugar industry inspectors are available throughout Queensland to carry out appliance inspections for machinery being moved between pest quarantine areas.

Following the merger between sugar research bodies to form Sugar Research Australia, there has been some changes to sugarcane pest management, with the former BSES Limited no longer carrying out these inspection services.

Biosecurity Queensland has worked with BSES Limited and the Australian Sugar Industry Alliance to transition this service with minimal impact for growers.

Under the new arrangement, Biosecurity Queensland will oversee and manage pest inspection services carried out by the new sugar industry officers.

The new inspectors can grant inspector's approvals free of charge under the Plant Protection Act 1989. If you are planning to move sugarcane machinery between pest quarantine areas in Queensland, an inspector’s approval is a legal requirement under the Plant Protection Act 1989, to prevent the spread of sugarcane diseases. The commercial sugarcane production areas are covered by six pest quarantine areas:

1. All machinery needs to be cleaned and inspected before it can be moved between pest quarantine areas.
2. After its last use, thoroughly clean the appliance (machine).
3. Contact a sugar industry officer via your local Cane Productivity Services Office to arrange an inspection, at least one week before you want to move the machine.
4. Once the machine has been inspected and free of visible residues and soil, you will be issued with an inspector’s approval to allow the machine to be moved.
5. Ideally, keep a copy of your inspector’s approval with the machine when it is being moved.

For more information on machine movements and inspections, visit www.daff.qld.gov.au or call 13 25 23.

To arrange an inspection

The inspection process remains the same and cane farmers should who want their machinery inspected should contact their local Cane Productivity Services office to arrange an inspection.

1. Coen to Cardwell*
2A. Cardwell to Townsville* (*appliances can be moved into or out of PQA 2 and PQA 2A under a generic approval)
3. Townsville to Bowen-Collinsville
4. Bowen-Collinsville to Rockhampton
5. Rockhampton to Howard
6. Howard to NSW border

For more information on machine movements and inspections, visit www.daff.qld.gov.au or call 13 25 23.

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**Are you getting the reward you deserve from your fertiliser supplier?**

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**Ravensdown Fertiliser Australia**

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MOSSMAN
At the end of week seven, Mossman Mill had crushed 191,400 tonnes of cane being just over 30% of estimate, for a mill average 11.74 CCS. The mill had a major break down in week six, with considerable stale cane stood over till week seven. The Mossman Next Generation Group again organised the Show Cane exhibition at the annual district show, with more than 50 entries received. Thanks to all for their support, we congratulate all of the individual prize winners and Michael & Kylie Bruyn for winning the Most Successful Exhibitor.

TABLELAND
At the end of week nine, the Tableland Mill had crushed 236,066 tonnes. The mill area is averaging 117tc/ha and 13.59 CCS. Unfortunately poor mill performance continues to be a major issue. Fifty-one growers and invited guests attended a bus trip to tour the Mossman Mill this week. Growers were given an update on the progress of the transport and logistics for the 2014 season before touring the mill and enjoying lunch. Thank you to Ravensdown Fertiliser Australia for sponsoring the bus and to Quinton, Haydn, Mark and the Mossman Mill Staff for taking us on the tour.

INNISFAIL
After experiencing the fifth highest August rainfall on record, the district has experienced some rain-free days and crushing is again fully under way. There have been 16 days lost to wet weather, out of the planned 21 days. This is a concern for both growers and MSF Sugar. With the seasonal forecasts expecting above median rainfall for the next three months, further lost days are expected. The rainfall will stimulate further growth of the crop placing even greater pressure on the finish date. The crop is currently cutting out at 105% of original estimate. CCS has been impacted by the wet weather and finally achieved a daily CCS above 12.0 for the first time this season on 6 August. There are expectations that there will be a well below average seasonal average CCS this year, placing even greater strain on the value per tonne of cane when combined with a falling world market price for sugar.

TULLY
The northern show circuit was completed with the Tully Show and the cane display was a credit to exhibitors and a showcase for the local industry. As usual, the essay competition and colour-in competition drew the younger crowd. This year’s essay was based on “Why should the community care about sugarcane and the farming practices they use?” and the colour-in competition had a harvesting theme. We are not sure who manufactures the purple harvester that featured in a number of entries. An added feature to the display was a three minute phone video competition featuring our younger growers. Graham Maffredi took out the QSL sponsored prize from a number of high standard entries. The crop estimate continues to rise thanks to recent rain and a mild winter. Thirty percent of the 2.3 million tonne crop estimate has been harvested, and even with crushing rates improving each week, we will need a good run to get the crop off by the mid-November target. The ground is drying out and planting is in full swing. The rain delays earlier in the season will make the next few months a busy time for Tully growers.

BURDEKIN
Fingers crossed as we continue to enjoy endless sun shine and with eight weeks of the crush completed, we now have more than 39% (2.9 million tonnes) of the crop safely crushed. The four mills are continuing to perform exceptionally well, crushing more than 390,000 tonnes for the past four weeks. This level of consistent reliability (Invicta 85.9%, Pioneer 93.8%, Kalamia 89.6% and Inkerman 91.5%) is continuing to put pressure on the harvest and haul out contractors and Wilmar continues to closely monitor unfilled bins. Season to date, Wilmar reports more than 27,000 bins have been “unfilled” which represents approximately 80,000 tonnes. Last week’s average CCS level was sitting over 14.47% and dirt levels continue to be lower than past years. CANEGROWERS Queensland Policy Officer Jonathan Pavetto and Debra Burden attended the Ergon Energy Forum in Townsville on 24 July. This forum focused on “Creating Energy Solutions in Queensland”. CANEGROWERS Burdekin Chair, Phil Marano, hosted a meeting of the five Burdekin collectives on 30 July. The goal of this meeting was to leave the politics aside and see if we could co-ordinate our efforts to endeavour to reduce growers input costs. The meeting was very positive. Sugar Research Australia was officially launched as an industry-owned company in the Burdekin on Monday 5 August with a low key celebration at the newly rebranded SRA Brandon Research Station.

PROSERPINE
A total of 183,122 tonnes were processed at Proserpine mill over the last fortnight which was a creditable effort by all concerned given the conditions. Harvesting conditions continue to improve, finally allowing full cane supply to the mill. Bin weights have levelled off. As the season progresses, Q208 has replaced KQ228 as the dominant variety supplied. This is also reflected in the CCS levels. Season to date CCS of 13.51 continues to increase and remains above expectations. With just over 25% of the crop crushed, the crop continues to cut close to initial estimate.

MACKAY
The three Mackay region mills crushed over 250,000 tonnes for the second week in a row, ending with 251,129 tonnes. The largest outages for the week included stops for insufficient cane supply at Farleigh, a broken idler on No1 bagasse belt, primary heater flow problems at Marian, and pan stage bottlenecks in Racecourse. Bin weights this year are still reduced which is impacting on the cycle times at the mills. With a crop outlook of 5 million tonnes, we need to get as much sugar out per tonne as possible. Plane Creek Mill crushed 58,759 tonnes this week with the season to date at 332,115 tonnes. Average bin weight for this week was 3.87 tonnes. CCS for the week was 14.11 (average season to date 13.64).

BUNDABERG
Crushing operations at the Bundaberg mills are progressing well with approximately 31% of the season estimate now processed. During the past week, Millaquin and Bingera mills achieved a combined throughput of 79,862 tonnes, bringing the season total to 470,055 tonnes. The weekly average CCS for the
district was 14.21, an improvement of 0.15 units on the previous week. The weekly average CCS at Millaquin was 14.19 and 14.22 at Bingera. The highest individual CCS of 16.50 recorded in the Millaquin area was shared equally amongst three varieties, KQ228A, Q240A and Q235A for first ratoon cane. Variety KQ228A was again the major variety supplied during the week accounting for 30.8% of supply with an average CCS of 14.31 at Millaquin, and 14.69 at Bingera. Growers are now preparing for their spring planting program while some have already commenced.

ISIS

Crushing has progressed satisfactorily with seven weeks of the season behind us. Isis Mill has crushed 408,867 tonne for an average CCS of 12.87. Mild weather has prevailed and many growers are busy with preparations for planting. It is time to order your Ravensdown fertiliser requirements by phoning the Customer Call Centre or contacting Richie Webb, RFA Account Manager. Arrangements are in place for volunteers to walk cane to remove flood debris in preparation for harvesting. The Burnett Mary Regional Group (BMRG) reports the application for Reef Rescue two has been successful and growers will be informed later this year when the program will roll out. Contact the office for an appointment with an Industry Recovery Officer to assist with the preparation of natural disaster assistance applications.

MARYBOROUGH

Maryborough Sugar Factory commenced crushing on 1 August following delays with wet weather and a major mill breakdown. As at 7 August the mill has crushed 39,660 tonnes at a CCS of 13.32. Growers who have yet to lodge their forms for flood recovery assistance are requested to contact the Maryborough office urgently.

### Cane BMP Update

**By Project Director – Cane BMP, Malcolm Petrie**

The Cane BMP program has progressed well. Final comments were received on the draft BMP draft modules and are currently being reviewed by the respective authors of the modules. Feedback has been constructive and identifies a range of different approaches applicable at district and regional levels. The draft modules will be finalised and reviewed by the state government’s Independent Science Panel in early August.

The recruitment of BMP facilitators is also moving along, with positions likely to commence as early as 1 September. Finally, the BMP team is working on a list of frequently asked questions which will be published soon.

### Help available for flood debris removal

With this year’s cane harvest well under way, many southern region cane growers have been facing the issue of flood debris in paddocks inundated by the January flooding. Cane growers are being encouraged to sign up to a novel approach to address this situation with supervised teams available to assist in clearing flood debris from affected paddocks.

The teams will be made up of local job seekers who will receive training and supervision and an opportunity to increase their skills with accreditation in areas such as vehicle operation, use of equipment, First Aid and OH&S.

An initial group of 12 job seekers started training on 12 August at the Australian Agricultural College prior to starting on the clean-up.

This project is an extension of the Burnett Mary Regional Group’s Flood Recovery program and is a collaborative effort involving the Queensland Reconstruction Authority, CANEGROWERS Bundaberg and Isis, NEATO Employment services, the Australian Agriculture College Corporation and the Bundaberg Regional Council.

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Good decisions, timing and quality operations essential to farming

By CANEGROWERS
Senior Manager – Industry, Burn Ashburner

The profitability of cane growing is essential to the industry’s continued success, and much of CANEGROWERS’ time is spent fighting rising costs.

Currently electricity and water are high priorities. Fertiliser was a major issue a few years back and CANEGROWERS assisted Ravensdown to enter the market and keep the price down (don’t forget to support them). Cane growers are price takers on the world market and there is no way of passing costs on.

Fighting prices is one thing but growers need to work hard (or smart) at making good decisions, getting the timing right and ensuring the quality of the job done is high (particularly when using contractors) because this can make a significant difference to the bottom line. This is particularly true for harvesting, but there are other aspects, which when added together can make a surprising difference.

A base budget was developed using a typical Mackay farm, and a series of partial budgets based on the following assumptions were used to determine the change in profitability:

- Harvesting: the accumulative effect of poor quality harvesting (high dirt levels, going too fast, non-optimisation, blunt blades, compaction from driving on stool, poor hygiene, poor topping) lead to a loss of 8 tonnes cane per ha and 0.8 unit drop in CCS.
- Nutrient: over application of 30kg/ha of N lead to an increase of 2% in tonnes cane per ha and 0.01 units of CCS.
- Weed control: weeds were controlled one week later than optimum and additional spraying and mechanical operations are required on 20% of the area and lead to loss of 0.9 tonne cane per ha.
- Irrigation: 50% of the area was under irrigated by 0.5 ML/ha with a yield loss of 5 t/ha.
- Drainage: due to poor drain maintenance 20% of the farm is affected by water logging and has a yield loss of 5t/ha.

The whole pie in the diagram represents the base budget operating profit (before depreciation, interest and wages for the owner) which is $946/ha. The segments of the pie show the erosion of the base operating profit given the assumptions. For example, the quality of the harvesting is estimated to be reducing the operating profit by $447/ha or 47% and the timing of the weed control by $41/ha or 4%. When the effects of all the assumptions are taken into account, the operating profit is reduced from $946/ha to $362/ha. This is a reduction of $584/ha or $54,800 for a 100ha farm. No grower would be happy with this.

The assumptions used are obviously critical, but management can really make that much difference. The following points are made:

- The big issue is harvesting. If the loss due to poor quality harvesting is halved it is still unacceptable.

Technically, growers should have control over the harvesters with whom they have a contract.

- In practice, the harvesters are under pressure to fill bins (to meet miller needs to optimise transport and scheduling systems) and to ensure their own businesses survival (maybe quantity pays more than quality).
- The incentives across the value chain are not aligned and can really only be solved by all parties genuinely engaging and understanding the effects on each part of the chain with the objective of making sure everyone is better off. This needs to happen sooner rather than later.
- Pay attention to detail because the accumulation of what may appear to be relatively insignificant decisions can lead to a slow bleed of the operating profit. In this example, excluding harvesting, there is still a loss of $137/ha which is $13,700/year for a 100 ha farm. With growers working off farm and farm sizes increasing, there is often less time and opportunity to do the right thing at the right time but there may be a price to pay - make sure it is not too much.
All systems go for the Australian sugarcane industry’s new research body SRA

Sugar Research Australia (SRA) – the Australian sugarcane industry’s new research, development and extension (RD&E) industry-owned company – has commenced operations.

The formation of SRA was a key element of the sugar RD&E reform package which was undertaken to streamline and modernise the industry’s research landscape.

The Australian Sugar Industry Alliance (ASA), backed by the Australian Sugar Milling Council and CANEGROWERS, has steadfastly focused on delivering the reforms since 2011 said John Pratt, ASA Chairman.

“The launch of SRA is a real demonstration of our industry working together to build a strong, viable and sustainable research investment platform for grower and milling businesses, and the many regional communities that sugarcane supports,” said Mr Pratt.

“The outcome of the SugarPoll 2012 was a clear vote of approval by the vast majority of industry stakeholders for the changes to structures and the approach to RD&E in our industry.

“Through ASA, we have been able to work together as an industry and with government to make SRA a reality.”

Funded by a statutory levy – 35 cents per tonne – paid equally by grower and milling businesses, SRA will also attract matching funds from the Commonwealth Government and funds from the Queensland Government.

SRA will continue to carry out in-house research to build the capacity and security of the Australian sugarcane industry in the areas of varietal development, biosecurity and cropping systems.

“SRA is eager and ready to drive research excellence to improve the productivity, profitability and sustainability of our levy payers,” said Paul Wright, SRA Chairman.

Producers can apply for Farm Finance from August 16

From Friday, 16 August Queensland producers can apply for Farm Finance Concessional Loans of up to $650,000 to help restructure debt. Now being delivered by QRAA, the package will provide $60 million over two years to support Queensland farmers struggling with debt.

Agriculture, Fisheries and Forestry Minister John McVeigh said $20 million was being made available in the first of two application periods in 2013-14 financial year.

“The first period will open on August 16 and close on October 31, 2013,” Mr McVeigh said.

“Eligible producers will be able to apply for loans up to $650,000 with a variable interest rate starting at 4.5%.

“These loans will be interest-only for up to five years and will give producers time to get their finances in order and back on their feet.”

Producers can apply for the loans through QRAA by calling 1800 623 946 or visiting their website www.qraa.qld.gov.au.

SRA will continue to carry out in-house research to build the capacity and security of the Australian sugarcane industry in the areas of varietal development, biosecurity and cropping systems.

“SRA is eager and ready to drive research excellence to improve the productivity, profitability and sustainability of our levy payers,” said Paul Wright, SRA Chairman.

CANEGROWERS Chairman, Paul Schembri; Sugar Research Australia Chairman, Paul Wright; and Australian Milling Council Chairman, Quinton Hildebrand.

INTRODUCING THE Rural Production Innovation Systems program

We provide:
- On ground implementation of Project Catalyst, a program led by pioneering growers
- Support for innovative farmer networks
- Expertise on developing innovative agriculture programs
- A network across the Queensland and Northern NSW sugar cane industries

Find your solution at www.rcspl.net.au
Prices finish fortnight in positive territory

By QSL Treasurer, Stephen Stone

Sugar

Sugar prices and the nearby spreads finished the fortnight in positive territory, with the OCT13 contract again testing the 17c/lb. level. The primary drivers at present are the ongoing tightness in physical sugar markets, frost in Brazil and a more stable Brazilian currency. Speculative positions have also been trimmed as more traders take their annual summer vacations in the United States.

The latest crush statistics from Brazil delivered mixed results. With improving weather, the mills are producing less ethanol, however are still favouring ethanol over sugar with a 55/45 split. Crop yield is also lagging at a point when it should be reaching its optimum level.

The price action in raw futures markets, supported by strong white premiums and raw physicals trading at a premium over OCT futures, tend to reinforce the view that the surplus, when it finally comes, will not be as large or as long-lasting as feared.

We remain quietly optimistic for sugar prices in the medium-term, and suggest the three-year-downtrend is largely behind us.

Currency

The Australian dollar recently made new three-year-lows, trading as low as US$0.8850. The Australian domestic conditions now weigh heavily on the currency:

- Soft Australian economic data saw the Reserve Bank of Australia (RBA) cut interest rates to an historic low of 2.5% in early August. Another cut is still likely before the end of 2013.
- The RBA has welcomed the sudden weakness in the currency. This is taken as a green light by speculators to sell and keep selling. This sentiment is reinforced by the uncertainty a Federal election traditionally delivers.
- The Chinese economy has slowed. This drop in momentum is feeding into weaker commodity prices and risk sentiment. The Australian dollar is the best proxy for movement in commodity prices or risk appetite, and has suffered as these measures weaken.

The Australian dollar has consolidated at the time of writing, regaining some composure with a move back above US$0.9200. This largely reflects a market looking to trim record high speculative positions into the North American summer holiday period, and patches of optimism from the occasional piece of stronger Chinese data.

We feel the currency is unlikely to trade back above US$0.9500 in the short-term, and look for further weakness into the latter part of 2013. This is good news for the Australian sugar industry.
QSL’s Advances Program

By QSL Finance Manager – Supplier Relations Bryce Wenham

One of the key value offerings Queensland Sugar Limited (QSL) is able to provide its members are cash advances throughout the year, in and out of the harvesting season. Payments are made to millers on receipt of raw sugar at the sugar terminals, who then pass it onto growers, in advance of QSL receiving payments from customers. QSL is able to do this through its $500 million cash advance agreement and commercial paper program, both of which are backed by QSL’s enviable credit rating. Standard & Poor’s outlook of ‘Stable’ and credit rating of ‘A long-term’, ‘A1 short-term’ also allows QSL to obtain financing at cost effective rates for members, currently about three percent.

The Advances Program payments are paid incrementally throughout the year and are based on expected earnings. The QSL Board regularly reviews and approves the monthly payment rate to determine whether scheduled payment increases still reflect expected earnings in light of actual market performance.

The initial advance percentage of 57.5% was approved by the QSL Board at the April 2013 Board Meeting. At last month’s meeting, the Board approved the scheduled advance payments of 60% and 62.5% for August and September 2013, respectively. While the Advances percentages are the same for all QSL suppliers, the actual dollar amounts paid will vary from supplier to supplier, based on their weighted average pool values as determined at the end of July and August.

The next review of the Advances program will take place at the September 2013 QSL Board meeting and will review the scheduled percentage increases for October and November payments. At this stage these are provisionally indicated at 65% and 67.5% respectively.

It is important to note that the Advances Program outlined below is indicative only and should not be taken as a commitment by QSL with regard to either the advance rate or the date of increase. The program may need to be adjusted during the season depending on movements in the marketing plan, sugar prices and currency movements, and the timing of cash flows. A miller’s position in relation to any pricing elections may also impact the timing and size of advance payments.

The falling Australian dollar

QSL’s Industry Relationship Managers, Cathy Kelly and Carla Keith, have received a number of questions from growers in recent times regarding the impact of the falling Australian dollar on the value of the sugar price. QSL’s Treasurer Stephen Stone has advised that, assuming sugar prices don’t move substantially, each one-cent drop in the value of the Australian dollar increases the Australia sugar price by approximately $4 per tonne. This is great news, but it should be remembered that while QSL locks in prices, it also locks in exchange rates, so the dollar value for much of the 2013 crop has already been determined. The Actively Managed Pool is the only QSL pool where QSL can lift the Foreign Exchange cover.

At this stage, QSL has already managed much of the 2013 July and October exposures, meaning the production buffer in the Harvest Pool and the 2014 March and May contracts in the other QSL pools will benefit more from the lower Australian dollar and quite likely any consolidation in sugar futures.
### Actions to rebuild the Australian sugarcane industry

**Actions to grow regional Australia and boost international competitiveness:**

- The Australian sugarcane industry is undergoing an extensive resurgence. With rapidly increasing demand for sugar from Asia and significant international investment in land and mills, sugarcane growers are focussing on producing more sugarcane.

- Fully deregulated, and in an expansion phase, the Australian sugarcane industry is poised to further increase its contribution to the economic growth and strengthening the social fabric of regional Australia.

*It is vital that the next Australian Government takes this timely opportunity to amplify the economic and social benefits of the sugarcane industry’s expansion by removing the barriers to the sugar industry’s growth and development.*

#### Introduce measures: to reduce cost of production

<table>
<thead>
<tr>
<th>CURRENT SITUATION</th>
<th>ACTION NEEDED</th>
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<tbody>
<tr>
<td>- Government policy is pushing electricity and fuel costs higher, eroding the international competitiveness of the Australian sugarcane industry.</td>
<td>- Axe the carbon tax.</td>
</tr>
<tr>
<td>- Electricity network regulation is a federal issue. Failure to effectively regulate has caused electricity costs for sugarcane irrigators to double over the last seven years.</td>
<td>- The network component of electricity bills is regulated federally by the Australian Energy Regulator (AER). Network charges, 54% of the bill, are higher than the cost of supplying irrigators. Introduce network tariffs for food and fibre production to address the impact of network charges.</td>
</tr>
<tr>
<td>- The fuel tax credit is critical for maintaining current and future production levels – its removal would strike a blow to the viability of farmers.</td>
<td>- Retain the fuel tax credit for off-road and agricultural fuel use.</td>
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#### Invest: in world leading efficiency

<table>
<thead>
<tr>
<th>CURRENT SITUATION</th>
<th>ACTION NEEDED</th>
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<tbody>
<tr>
<td>- The Australian Government’s Reef Rescue program is delivering real outcomes for both growers and the environment. The Reef Report Card shows that the sugarcane industry has improved practices, reducing nitrogen, pesticides and sediment run off. Reef Rescue must be continued.</td>
<td>- Boost Reef Rescue incentive funding directed at sugarcane from $10 million to $15 million per year over the next five years.</td>
</tr>
<tr>
<td>- The Australian sugarcane industry is developing a new world-class best management practice system for sugarcane growing. The Cane BMP drives productivity, profitability and environmental stewardship. Increasing the rate of practice-change adoption requires additional resources.</td>
<td>- Scale-up adoption of the Cane BMP by the Australian sugarcane industry by allocating $8 million over the next four years.</td>
</tr>
</tbody>
</table>
3 Improve: trade access to export markets

**CURRENT SITUATION**
- 80% of Australian sugar is exported. Australian sugarcane farmers are the only sugarcane producers in the world who don’t operate with subsidies or price supports.
- For too long, sugar has been left out of key trade agreements. Growers can’t sell their sugar if they don’t have access to international markets.

**ACTION NEEDED**
- Sugar must be included as an important item in all of Australia’s trade agreements. All trade agreements should be comprehensive with no exclusions.
- Complete the Australia – Korea FTA in 2013 and complete the Australia – Japan FTA and Trans-Pacific Partnership negotiation by 2014.

4 Increase: research & development

**CURRENT SITUATION**
- The Australian sugarcane industry has created a modern research and development body, Sugar Research Australia.
- The Australian Government’s funding of sugar industry R&D has fallen during the past decade, reducing the Australian sugar industry’s competitiveness and ability to sell more sugar into the growing markets in Asia.

**ACTION NEEDED**
- Increase total government expenditure on agricultural R&D by 1% (of total government expenditure on R&D, from 0.5% to 1.5% of Gross Value Product) by 2015. This will help position Australia internationally as a leader in agricultural production.

5 Introduce: an improved regulatory process for chemicals

**CURRENT SITUATION**
- The Australian Pesticides and Veterinary Medicines Authority (APVMA) controls chemical regulations, but does not take economic or social considerations into account with its decision making.
- The APVMA has banned and restricted chemicals which had been a key part of best management practice in growing sugarcane. These decisions lead to perverse outcomes, have negative environmental and economic impacts and stymie continual improvement.

**ACTION NEEDED**
- Develop a national chemical support scheme similar to the Pharmaceutical Benefits Scheme, to help farmers transition to cleaner, greener chemicals sooner. This would include rebates to encourage the use of newer, more expensive, softer chemicals.
- Ensure government decisions take into account economic and social factors, in conjunction with environmental outcomes. This would support the reintroduction of essential agricultural chemicals such as Diuron to be used at critical times.
Cane varieties to suit your farm

By Dr Andrew Ward, Executive Manager, Professional Extension and Communication Unit

The Professional Extension and Communication Unit (the Unit) from BSES has moved over to Sugar Research Australia.

Working with the research community within and outside of SRA, the Unit will continue to provide you with the information and tools you need to help build a productive, profitable and sustainable business.

Choosing the best varieties for your farm

Managing the varieties on your farm is vital. By making informed choices this season you can make a positive difference to your farm productivity and profitability for the whole crop cycle.

We are encouraged to see that more growers are accessing information about our varieties from QCANESelect™ – our online decision-support tool.

We have also been pleased with the positive feedback about our regional variety guides, which were recently posted to every growing business.

If you haven’t received yours yet, let us know and we will send one to you.

The guides are designed to help you select the best varieties for your farm based upon individual farm conditions.

Each guide details the newly released varieties in each region and compares their yield and CSS to the performance of commercial varieties in recent BSES trials. Disease ratings explain how well certain varieties perform against a range of endemic diseases.

The guides also provide advice about which varieties are likely to grow best in certain soil types and conditions, and when sugar levels peak to help you develop your whole farm variety plan and harvesting schedule.

The variety guides will be released on an annual basis to help you plan ahead for success, and they will be just one of the new extension-focused publications SRA will release to levy-payers.

Helping you improve your harvesting

This year’s crush is well under way and we are seeing some great results, particularly in the north.

With harvesting still to continue for another three to four months it’s important to get it right.

Research has shown that not using harvesting best practice (HBP) could amount to financial losses well over $1,000 per hectare.

Throughout the rest of the year the SRA harvesting team will visit designated farms to show growers HBP.

At these trials growers can see first-hand a prototype mobile system that accurately measures cane and sugar loss in-field.

Funded by the then SRDC (project BSS318), the system provides immediate results which can be discussed with the harvester operator and adjustments made while the machine is still in the block.

- Mackay – 14-23 August 2013
- New South Wales – 4-11 September 2013
- Additional sites and dates to be advised

To register contact Phil Patane, Development Officer – Harvesting, SRA on 0431 818 482 or email ppatane@sugarresearch.com.au

Visit the new Sugar Research Australia website www.sugarresearch.com.au to find out more about your new industry-owned company.

Electronic versions of the guides and further information about the harvesting trials can be found at www.sugarresearch.com.au/growingcane
Target 100,000: Shoring up Ravensdown on the south eastern seaboard

By Suzi Moore

On the back of the successful target 10,000 program in one of the regions, CANEGROWERS state-wide is launching a broader Target 100,000 program.

Just weeks after news that Ravensdown was looking to sell its business interests in Western Australia, CANEGROWERS has backed a new campaign to shore up the continued presence of Ravensdown on the eastern seaboard.

While Ravensdown has been clear that Queensland is a growth market, evidenced by the opening of new stores in centres across regional Queensland, not too far in growers memory was the debacle of 2008.

It was the year that Queensland farmers, without necessary competitive forces keeping a lid on skyrocketing fertiliser prices, ended up paying astronomically more for their fertiliser than those in nearby States who had competing forces in local fertiliser supply.

"We do not want to be hung out to dry like that again," says Paul Schembri, Chairman of CANEGROWERS. He said the need for sustainable competition was underscored again recently, when this year’s price deferential was $90 tonne in Rocky Point following RFA’s exit from that market.

"The Target 100,000 program is about making sure Ravensdown remains a strong competitive force here in Queensland. CANEGROWERS is urging growers to show their support by, wherever possible, significantly upping the quota they are sourcing from Ravensdown.

"This starts and ends with us," he says. "It was growers who pleaded with CANEGROWERS to find a way to help put pressure on fertiliser prices when the situation was dire. CANEGROWERS actively sought out and heralded Ravensdown’s entry to the market.

"Now the ball’s back in our court: it’s up to every cane grower member to get on board and support this Target 100,000 program with their orders.

Paul Schembri, CANEGROWERS Chair

Mackay grower, Ian Stevenson was a supporter of Mackay’s Target 10,000 initiative and urges other growers to show their support for Ravensdown.

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Paul Schembri, CANEGROWERS Chair

Now the ball’s back in our court: it’s up to every cane grower member to get on board and support this Target 100,000 program with their orders.

Paul Schembri, CANEGROWERS Chair

McCay grower, Ian Stevenson was a supporter of Mackay’s Target 10,000 initiative and urges other growers to show their support for Ravensdown.
After 37 years, Bob’s hanging up his representative boots

By Jasmine Hunt

After 37 years and an estimated 1000 meetings, cane grower Robert (Bob) Rossi has hung up his CANEGROWERS Director boots, however he’s certainly not slowing down.

When Australian Canegrower visited Bob on his farm at Mulgrave in the Cairns District, fine weather meant Bob was busy with planting.

Being busy on his farm is a welcome change from being busy in boardrooms, which he has been occupied with since the 1970s.

First joining the Mulgrave Mill Suppliers Committee in 1976, Bob retired on 30 April 2013 from his directorship.

During these 37 years, Bob says he has experienced many changes in the industry, and has helped achieved some of them. And that’s the reason Bob threw his hat into the ring in the first place – to make a difference.

“In 1978 I went to Townsville for the funeral of the Italian Consular General at the time and the Assistant Consular General said to me: ‘Robert, don’t complain about what is wrong – get in and fix it up’. This will always be a driving force in my life,” he said.

“I try to stick to the issues and away from politics.”

In addition to his role on the CANEGROWERS Cairns Region Board, in 1998 Bob was elected to the CANEGROWERS Queensland Board, to which he served until 2012.

At both representation levels, Bob saw a multitude of industry milestones, including the start of green cane harvesting, amalgamation of the No 1 and No 2 Pools, deregulation, value adding and continued innovation and mechanisation in harvesting, planting, weed control and irrigation.

Bob remembers many of these times.
Top: Bob prepares plant material with the tractor working topper and side stripper. 
Above: Swedish backpackers Cornelia Lusth and Fredrik Comradsen help out with planting on Rossi farm.

fondly, and wonders “where have the years gone?”, however one of the aspects he is perhaps most supportive and proud, is the introduction of Ravensdown Fertiliser Australia into the Queensland market.

“In 2009, we paid $400 per tonne above what Western Australia farmers who bought through Ravensdown were paying for fertiliser,” he said.

“If Ravensdown leaves our market, we will once again be mercy to the monopoly and pay through the nose.

“If farmers could invest even just 30% of their annual fertiliser purchasing through Ravensdown, we would ensure competition in the market.

“Growers asked for cheaper fertiliser, and CANEGROWERS achieved it with a big effort put in.

“I buy 100% Ravensdown fertiliser – around 200 tonne per year – because I remember paying $80,000 above the market price in 2009, and I will not support what could be the future monopoly once again.”

A big supporter of Ravensdown, Bob is also very passionate about being a part of the industry member organisation.

“Elected CANEGROWERS Directors and CANEGROWERS staff do an excellent job representing you and working for you, never undervalue their contribution,” he said.

“What they do is for the benefit of the majority and if it don’t suit you, then don’t white ant the organisation – get involved. You would be much worse off without them.”

An avid learner and teacher (in his local region Bob teaches a dance class twice a week), Bob believes in continued life learning and says travel especially is a great way to learn.

He mentions he is still grateful for the opportunity he had to travel overseas and across Australia as part of the Australian Rural Leadership Course, sponsored by the former Sugar Research and Development Corporation (SRDC). He completed a tour of every state in Australia, Singapore, Malaysia and California.

“The tour was an agricultural tour, however we also looked at marketing and distribution,” he said.

“Even back then, the scale of what could be done in the US was just massive.”

Then in 1995, Bob travelled with Incitec Fertilisers to Florida and Louisiana.

“We saw fertiliser production and went to a number of sugarcane farms, one of which was growing 4 million tonnes of cane.

“Then in 2009 I travelled with CANEGROWERS to Brazil – what an eye opener.

“What we saw on ethanol, sugar, composting and bio-fuels was amazing. Travel always broadens the mind.”

Bob is also passionate about industry learning, and says he enjoyed his years representing CANEGROWERS on the Queensland Rural Industry Training Council, Farmbis and the Rural Training Council-Australia.

He also is a part of the North Queensland Sugar Industry Productivity Group and Terrain NRM, and continues to serve as Cairns Local Marine Advisory to the Great Barrier Reef Marine Park Authority (GBRMPA).

A keen fisherman, Bob believes farmers are environmental stewards, and as well as his work with the local marine and NRM groups, he is also a supporter of the federal government’s Reef Rescue project.
During 37 years of representation, Bob says he has experienced many changes in the industry, and has helped achieved some of them.

He has received funding assistance through Reef Rescue for a hooded sprayer which saves time and chemical use, and Bob finds it extremely effective.

Bob Rossi, Cairns Region grower

He says back in those days, 40-70 bins a day was a normal quota, and they’d often finish harvesting about 2 or 3 pm and then go fishing.

“We’d then be back to start harvesting at 7 am, and you’d clean your catch of fish after that day’s quota,” said Bob.

“Anyone doing 100 bins a day was considered a pretty cool operator.”

Reminiscing on the days of old, Bob says life was less stressful back then.

“Life was about long bush trips, fishing and family and friends,” he said. “Barbecues were more common than today. Life was easier and slower-paced.”

However fondly he may look back on those days, Bob isn’t living in the past and is a firm believer in utilising new technology to the advantage of the farm, the environment and the bottom dollar.

Computer technology plays a large part in his farming business.

“The advantages of using computer and internet technology in planning your farming activities have no limit,” he said.

“In the early days there was a fair amount of ridicule. I used to get ‘the computer won’t plough the field’ statement, to

travelled to the Rossi’s farm to view how green cane harvesting worked.

“After showing the air cleaning system at the back of the harvester we showed them the adjustable front, that went from 1-2 metres, adjustable for crop size,” he said.

“Soon after, we smelt smoke and there were fire flames one metre high at the back of the machine.

“What happened was a smoker had casually dropped his match after lighting up. They certainly learnt first-hand about the fire danger with green cane trash blanket!”

Bob also remembers in 1978 when, due to world over-supply, the industry voluntarily only harvested 90% of the crop.

He said this caused a huge learning curve for harvesters, as some of the Q90 crops at the time were in excess of 80 tonnes per acre (192 tonnes per hectare).

“The harvesters would travel about 100 m and the haul out bin would be full,” he said.

“The haul outs had their tongues out trying to keep up with the harvester.”

Bob recalls a funny story when in 1978 when a group of Bundaberg growers travelled to the Rossi’s farm to view how green cane harvesting worked.

“The only machine that would harvest green at the time was a CLAAS Libertora,” he said.

“We had to import it from CLAAS in Harsewinkel, Germany.

“It was bought over in four crates and assembled within an hour. We were cutting with it that afternoon!”

Now, with upwards of 80% of the industry harvesting green, Bob has a laugh: “Now I guess most of the industry is crazy like me!”

Bob recalls a funny story when in 1978 when a group of Bundaberg growers
A keen fisherman, Bob believes farmers are environmental stewards, and as well as his work with the local marine and NRM groups; he is also a supporter of the federal government’s Reef Rescue project.

Farmers Teaching Farmers is another grass-roots Reef Rescue initiative. Reef Rescue is aimed at addressing off-farm impacts on water quality by encouraging voluntary uptake of the latest technology and best practices.

If Ravensdown leaves our market, we will once again be mercy to the monopoly and pay through the nose.

Bob Rossi, Cairns Region grower

For now, Bob will spend most of his time focused on farm work, with his ‘spare time’ spent fishing, camping, travelling, charity work including fundraising for the Gordonvale RSL, and of course dancing.

Happy to be taking a step back, but also grateful for the opportunities he’s had; Bob thanked the Board, staff and members he worked with during the years.

“I truly loved my 12 years on the CANEGROWERS State Board under Chairmen Harry Bonanno, Jim Pedersen and Alf Cristaudo – I thank all of the staff for assisting during those years,” he said.

“I also thank all of the Board, members and staff of the Mulgrave Mill Suppliers Committee, CANEGROWERS Cairns Region and Mulgrave Board. It was an honour to work with you.

“I wish all growers and CANEGROWERS the best for the future – it won’t be easy but remember to fight for your rights, and don’t back down on any issue that will send you broke.”

Bob said important industry issues that keep re-emerging include mill reliability and performance, and the increasing costs of farm inputs and farm debt, especially following natural disasters.

“Indebtedness across the industry is high and when natural disasters, cane disease or increases in red tape occur, it threatens our financial viability,” he said.

“The cost of inputs rises whenever world prices improve but do not decline when prices drop.

“Even with our high use of modern technology and high productivity per labour unit, the profit margin is decreasing.”

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If Ravensdown leaves our market, we will once again be mercy to the monopoly and pay through the nose.

Bob Rossi, Cairns Region grower

which I would reply ‘but it will tell you what it costs’.

“Now I’d estimate 70-80% of growers use their computer daily for record keeping, doing business activity statements, emailing, checking online for spare parts or machinery manuals...there really is no limit.”
2014 Rural Women’s Award now taking applications

It’s an Award that has changed the lives of dozens of Australia’s rural women over a period of 13 years and it is now accepting applications for 2014.

Australia’s pre-eminent Award for rural women, the Rural Industries R&D Corporation (RIRDC) Rural Women’s Award identifies and rewards women’s contribution to primary industries and rural communities by providing financial assistance, mentoring, resources and support via its nation-wide network of business and community leaders for selected state winners.

Rural women are encouraged to enter themselves or to nominate someone with a commitment and desire to making a real difference to their industry and community.

The Award is open to all women involved in primary industries.

State and Territory winners receive a $10,000 financial bursary to implement their Award vision.

Each State and Territory winner will also have the opportunity to participate in the Australian Institute of Company Directors (AICD) Course and will be supported to develop an individual integrated leadership plan.

A national winner and runner-up will be selected from the state winners with a further $10,000 bursary awarded to support their professional development and contribution to primary industries.

RIRDC Managing Director, Craig Burns, said the Award has a proud history and has helped develop the leadership skills of scores of rural women.

“The Award has opened many doors for so many women and most of our past winners and runners up have used the Award experience to not only further improve their leadership skills but also bring about change within their industry or community,” Mr Burns said.


Who can enter?

The Rural Women’s Award is open to all women involved in primary industries and natural resource management. No formal qualifications are required. Don’t be shy about entering yourself or nominating someone. It is a great learning and development opportunity, so why not give it a go?

What is the bursary?

The $10,000 bursary is the major prize for each State and Territory winner to provide the resources to develop your vision into a project or initiative that will benefit primary industries and rural Australia.

The bursary can be used for formal training in leadership and business management; overseas study tours; establishing business plans or pilot programs; developing educational or promotional campaigns; networking at forums and conferences to grow your knowledge of industries and markets; developing training programs; testing information technology initiatives and publishing books.

The bursary cannot be used for buying capital equipment (without the explicit approval from RIRDC) or further education such as a Masters or Doctorate degree.

What is the AICD Company Directors Course?

The Company Directors Course is a comprehensive and credible learning program relevant to board directors and business entrepreneurs.

The course provides a thorough knowledge of the role and duties of being a board member, and knowledge of organisational performance, strategy development, risk management and financial performance, which are all critical to operating any business enterprise.

What is the process and schedule?

Nominations for the 2014 Rural Women’s Award open on 1 August 2013 and close on 31 October 2013.

Applicants will then be short-listed and interviewed in each state and territory. The successful applicants will be announced at formal state presentation events.

All state Award winners and runners-up will then be invited to attend the Australian Institute of Company Directors Course in Canberra.
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<table>
<thead>
<tr>
<th>Product</th>
<th>Member savings*</th>
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</thead>
<tbody>
<tr>
<td>2012 Holden Barina</td>
<td>$2,000</td>
</tr>
<tr>
<td>2012 Mazda BT-50 XT</td>
<td>$5,099</td>
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<tr>
<td>2012 Mitsubishi Challenger LS-4WD</td>
<td>$3,800</td>
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<td>2012 Nissan X-TRAIL</td>
<td>$6,577</td>
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<tr>
<td>2012 Suzuki Swift GA</td>
<td>$2,100</td>
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* Savings quoted and delivery options are based on suppliers’ stock availability. Stock from manufacturers may affect delivery times.

^ Should you require an item within a specific time frame, please be sure to mention this to your consultant when placing your enquiry.
FOR SALE
Brand new RB Engineering Double Row Billit Planter 2013

- 1 x 3.6 ton Case Excavator
- 1 x 17 ton Hitachi Excavator
- 1 x Dual Row, Double Row HBM Billit Planter Hydraulic Drive
- 1 x Double Row HBM Billit Planter Hydraulic Drive
- 1 x Kubota 9540 FWD Tractor Ex Con
- 1 x John Deere 5520 FWD V/Con
- 1 x Kubota 6040 FWD Tractor Ex Condition
- 1 x 2009 Trimble Auto pilot to suit a John Deere 3510 Harvester
- 1 x John Deere 4520 – FWD VGC

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- 10 ton Elevating Bin for truck mounting
- 1 x Double Bin Trailer with Floatation Wheels
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Burdekin & Northern Region call Wally Ford 0417 937 722

Mackay Region call Noel Jensen 0438 595 325

Childers Region call Peter Irwin 0428 427 212

**Mackay - Proserpine**

12t self-propelled 6x6 elev. infieder. VGC. 6t side/tipper on Leyland tandem GC. Don Mizzi 741 model on Fiat 750 special turbo plus MF102 half-tracks to suit. Mason 9550 4 row precision vacuum seed planter GC. 0438 606 578 (Mackay)

**Ground Preparation, Ripping offsets and rotary hoe. Phone 0427 070 110**

6 Row double disc opener Soybean planter with fertilizer boxes VGC, property sold. 0467 597 551

Fiat 16090 with PK double 6 tonne side-tipper. $65,000 + GST. Will split.

F140, Float & Multiplier converted Massey Ferguson harvester (has done two seasons) $65,000 + GST. Will split. 07 4959 2302 AH. (Mackay)

Howard AH 90’ Rotary Hoe, fully rebuilt, sand blasted, painted, new galvanised panels & new blades $10,500 + GST. 07 4959 5883 or 0407 643 441

Cummins 4B 3.9-c 4 cyl 70 hp rebuilt. Watch dog shutdown $4,000, radiator to flywheel. Cummins C8.3-c 6 cyl turbo 260hp radiator to flywheel, $4,000. Pump Hydro Titan 100x65x315, $500. Pump Southern Cross 125x100x315, $500. 0428 340 685

4 only 21x24 tyres and rims for 12 ton Carta bin $3,000 ONO. 2 only Austoft billet planter fertilizer bins, OFFERS. 96 MODEL Cameco elevator $2,500 ONO. 07 4958 8248 or 0424 191 698

New track hub to suit Cameco 2500. $5,500 inc. 0408 011 983

2x 6Tonne BSM side tipper bins good condition $25,000 each, tractors can be supplied at extra cost Toft 6000 Wheelie Harvester suitable as plant cutter $15,000. 07 4959 1008 A/H 0429 069 282

**Bundaberg - Rocky Point**

Drop-deck, tautliner and flat top extendable for hire. 07 4159 8174 or 0417 004 717.

225 amp tractor pak welder coupled to 22 hp Deutz GC $2700 (incl GST), 2 and 3 row weeder rakes. Don Gough chain drive planter and trailer, double and single disc cleaners, 11 curly tyne cultivators (offers considered on all items). 07 4129 7363 or 0417 077 178 or 07 4937 3018 (Maryborough area)

Howard Heavy Duty 90” rotary hoe with gear box and crumble roller, $6,000 + GST. 2x s/hand Radial RT31 23.5 R25 (VGC) Earthmoving tyres & Rims. Suits Case harvester $5,000 + GST. 0448 034 046
Tractors: Massey Ferguson 7475 155hp 4WD $125,000 Inc GST; Case JX70 70hp 4WD $25,000 Inc GST; John Deere 6520 125hp 4WD $70,000 Inc GST. 0447 655 626 (Bundaberg)

HBM single row billet planter, good condition, offers considered. 0419 788 376 (Maryborough area)

Scoop hydraulic 8’, heavy duty, hydraulic lift, apron, bowl tilt and angle cut. New, can fit laser if required. Price $26,000 plus GST. 07 4156 1516

HBM single row billet planter, good condition, offers considered. 0419 788 376 (Maryborough area)

25T Excavator for hire, competitive rates. Phone Dave 0429 995 141

Wanted: 540 PTO high flow pump for 2130 John Deere. 0412 621 788 or 07 4954 5146 (pm)

Wanted - 5" Hard Hose Irrigator in good condition. 07 4959 6197

Wanted - Fiat 750 Special Tractor with 3 point linkage. 07 4959 6197

Wanted three row Confidor applicator. 0400 583 247

Wanted: 1-2 tonne fertiliser box with 4 coulters ground driven towable or 3pl. Phone Doug 0400 050 212 or Rodney 0429 984 820

Wanted - 5” Hard Hose Irrigator in good condition. 07 4959 6197

Wanted - Fiat 750 Special Tractor with 3 point linkage. 07 4959 6197

Wanted three row Confidor applicator. 0400 583 247

Work Wanted

29yo male looking for haul out work for 2013 season. Have roro experience in the Burdekin at the moment, long days not an issue and ready to start now. 0477 832 261

Weather report brought to you by AustSafe Super

<table>
<thead>
<tr>
<th>Location</th>
<th>Recorded rainfall (mm)</th>
<th>Average rainfall (mm)</th>
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<tbody>
<tr>
<td></td>
<td>7 days to 9am 06.08.13</td>
<td>12.08.13</td>
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<tr>
<td>Mossman</td>
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<td>Mareeba AP</td>
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<td>Mackay</td>
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<td>Bundaberg</td>
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(Zero indicates either no rain or no report was sent). These rainfall figures are subject to verification. Cardwell’s year to date amount is inaccurate due to equipment failure as a result of cyclone damage. Weather forecasts, radar and satellite images and other information for the farming community can be accessed on www.bom.gov.au. Weather report provided by Bureau of Meteorology’s Commercial Weather Services Unit.

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