

Efficiency and investment — two key drivers for cane farming in 2016

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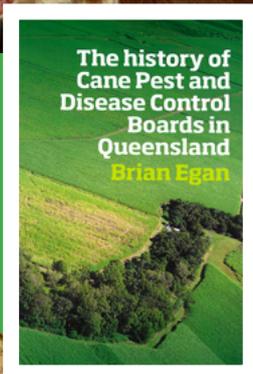
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Daniel and Alan Andersen are Silkwood farmers making a shift from growing pawpaws to sugarcane. They explain their move to sugar on page 16.

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Price rally to kick off 2016

By Paul Schembri, Chairman CANEGROWERS

As we take the first steps into 2016 it is timely to take stock of the year that awaits us. Every new year always brings fresh hope of better fortunes for our lives and our industry.

Farmers are remarkably resilient. Each year we rule a line under the previous season and replace it with new expectations that all of our hard work and perseverance will be rewarded.

Each year, old foes revisit us and no doubt new tests will emerge – pests, disease, adverse weather and political challenges. But the optimist in me says that new opportunities will present themselves as well!

The world sugar price is a bright note for our industry in 2016. Last year we saw prices fall to around \$320 a tonne taking our returns well and truly below the costs of production.

Over the past few months we have seen sugar prices strengthen to be more than \$450 per tonne. That rally is on the back of a tightening of the production/ consumption equation to such a point that commentators predict a global deficit this year – the first for five seasons. The low Australian dollar exchange rate is also boosting our returns.

Allied to the sugar price recovery was an announcement in the Christmas rush that will lead to better prices for Australian farmers in the future. The World Trade Organisation's 162 member countries agreed to bring to an end all export subsidies.

Subsidies destroy the world price by pump priming up production which is then dumped on the world market where it has the effect of depressing the price.

For Australian growers who have 100% exposure to the world price, subsidies are toxic. Let's hope that the world price will now be a greater reflection of the costs of efficient production as happens in Australia.

More than anything else, we hope that the marketing dispute will come to an end in 2016. The amendments to the *Sugar Industry Act* passed by the Queensland Parliament in December give growers not only a choice of marketer but also equal negotiating power with millers.

CANEGROWERS acknowledges that the mills remain strident critics of the

legislation. We do not believe that the legislation is financially debilitating as claimed by the mills.

The time has come for mills to now sit down and enter into discussions with growers about 2017 and beyond. I do commend a number of mills which have already commenced dialogues to put these contracts in place.

Finally, 2016 will be a challenging year on the environmental front. Reef regulation compliance is set to be reinstated and much as we are opposed to this we need to accept that the government is going down this track.

Most growers will ask, "What do I need to do?" As a first step I encourage you to register with Smartcane BMP and benchmark your business in its three core modules. Every district has a BMP Facilitator to help with this.

I have started in earnest to move through the accreditation process myself and yes, the initial stages probably made me curse a bit! As the weeks have gone on though, while I have found it challenging I now have a greater understanding of my own business.

We need to get on top of the environmental challenges we face once and for all and Smartcane BMP gives us the best chance of governments leaving us to manage our own industry. Why not make 2016 your BMP year?

We hope the weather is kind to us in all districts and a good crop grows for harvest in 2016. ■



“Each year, old foes revisit us and new tests emerge... pests, disease, adverse weather and political challenges. But the optimist in me believes new opportunities will also present themselves!”



CANEGROWERS

Important Notice for CANEGROWERS Members Directors Elections 2016

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Tableland CANEGROWERS Limited
ACN 114 759 376;

CANEGROWERS Cairns Region Limited
ACN 111 567 429;

Tully Cane Growers Ltd
ACN 112 000 414;

Herbert River District Cane Growers Organisation
Limited ACN 106 007 925;

CANEGROWERS Burdekin Limited
ACN 114 632 325;

Proserpine District Canegrowers Cooperative
Limited ABN 41 948 426 763;

Mackay Canegrowers Limited
ACN 111 817 559 (Mackay Area Committee
and Plane Creek Area Committee);

Bundaberg CANEGROWERS Limited
ACN 110 868 801;

CANEGROWERS Isis Limited
ACN 110 648 041;

Maryborough Canegrowers Limited
ACN 111 775 583; and

Rocky Point District Cane Growers Organisation Ltd
ACN 111 827 251.

Inkerman Cane Growers Organisation Limited
ACN 110 648 443

Elections under the respective Cane Growers Organisation Ltd Constitutions

Nominations for the election of Directors to the above Cane Growers Organisation Ltd Company Boards for the three-year term commencing 1 May 2016 close with the Returning Officer, CANEGROWERS, 100 Edward Street, Brisbane Qld 4000 (GPO Box 1032, Brisbane Qld 4001) at 5pm on Friday, **19 February 2016**.

Nomination forms must be signed by the eligible nominee and not less than six (6) Members as defined in the Constitution under Clause 5.2 "Members" (Clause 6.2 "Members" for Proserpine Cooperative) at the date when supporting the nomination.

Attention is also drawn to Clause 13.3 "Qualification for membership of the Board" of the above CANEGROWERS Company Constitutions (Clause 14.3 "Qualification for membership of the Board" for Proserpine Cooperative and Clause 25.4 "Eligibility to Hold Office" for the Mackay Area Committee and Plane Creek Area Committee), and Schedule 2, Clause 8 "Nomination – Procedure" whereby a member which is a corporation, estate, partnership or trust must appoint one (1) authorised representative who may nominate for election as a Director.

Nomination forms and full particulars in regard to appropriate qualifications of nominees can be obtained from the Manager of each Cane Growers Organisation Ltd local Company office or direct from the Returning Officer, on application to elections2016@canegrowers.com.au or by mail to GPO Box 1032 Brisbane Qld 4001 or by phone 1800 177 159.

Jodie Mittelheuser

Returning Officer

elections2016@canegrowers.com.au
GPO Box 1032 Brisbane Qld 4001

NEWS IN BRIEF

New train deal for sugar and molasses

The Brisbane-based, ASX-listed company Aurizon has signed a new rail haulage agreement with Wilmar Sugar Australia.

The two-year agreement will see Aurizon haul approximately 245,000 tonnes per year of bulk sugar from the Proserpine Mill to the QSL facility in Mackay and 60,000 tonnes of molasses from the Burdekin mills to the Port of Townsville.

The new agreement is in addition to the existing 1.2 million tonnes of bulk sugar contract Aurizon has with Wilmar in the Burdekin region.

Aurizon's Executive Vice President of Commercial & Marketing Mauro Neves said Aurizon was delighted to reach agreement on a new contract with Wilmar, which extends a relationship dating back more than 20 years.

"The contract guarantees rail capacity to Wilmar, provides the company with an efficient rail service from mill to port and meets our needs commercially as we grow our business.

"Sugar plays an important part in Aurizon's diverse portfolio of bulk freight businesses in Queensland which range from minerals and fertiliser to agricultural commodities and livestock.

"Our commitment is to continue providing safe, quality, reliable and efficient services which help Wilmar deliver its product to market." ■



End of the road for export subsidies

It was a Christmas present many farmers didn't realise they had received – a global agreement to abolish agricultural export subsidies.

The World Trade Organisation decision binds its 162 member countries to eliminating some \$15 billion worth of subsidies. Around 90% of them are in Europe and North America.

"The decision tackles the issue once and for all," WTO Director-General Roberto Azevêdo said in a speech following the decision.

"It removes the distortions that these subsidies cause in agriculture markets."

The agreement struck at a December

meeting in Nairobi is good news for Australian sugar exports.

The European Union's remaining sugar export subsidies will have to be removed on 30 September 2017.

As an indication of what their removal might do to the market, a sharp reduction in the EU's use of export subsidies in 2005 made a significant contribution to the strength of world sugar prices over the past decade.

The Wall Street Journal reported that the WTO decision came as India, the world's second largest sugar producer, was planning to release some of its huge sugar stockpile onto world markets.

The Indian Government has offered to give refiners a bonus for every ton of sugar they export from the 9.1 million tonnes of stocks the country is estimated to have been holding on 1 October, 2015. ■



CAMBODIA: NEW MILL SET TO CRUSH

A Chinese company is set to start sugar production in Cambodia at a new mill claimed to be the biggest in the world.

The Khmer Times newspaper reports the facility cost more than \$400 million Australian to build and will be able to produce 1,000 tons of sugar per day to supply the domestic and export markets.

The government is urging farmers to plant sugarcane to supply the mill in the Preah Vihear province where it has granted two companies, Rui Feng and Lan Feng, 18,000 hectares for plantations and the factory.

During construction local villagers seized equipment in a bid to stop evictions and the clearing of land where they had been farming. They had petitioned Cambodia's parliament and local authorities over the disputed land.

The Cambodia Daily says campaigners argue the villagers had been farming there since the fall of the Khmer Rouge in 1979, well before the country's Land Law cutoff for title rights set at 1996 and ahead of the land grants in 2012. ■

HAWAII: FINAL SUGAR HARVEST

Hawaii's last sugarcane plantation has indicated it will its final sugarcane crop in 2016 after 145 years of production.

The Weekly Times reports Alexander & Baldwin Inc will divide its 14,500 hectare plantation on Maui into smaller farms to grower biofuel, food and pasture crops.

About half of the 675 people who work for its Hawaiian Commercial & Sugar subsidiary will be laid off from March with employees being given preference on agricultural land leases. ■

Spotlight on pulses in 2016

The United Nations has declared 2016 the International Year of Pulses (IYP 2016). Chickpeas, field peas, lentils, lupins and mungbeans are all pulses.

They are a vital source of plant-based proteins, vitamins and amino acids for people around the globe and are also an important source of plant-based protein for animals.

Importantly for sugarcane growers, pulses are leguminous plants that have nitrogen-fixing properties which, when used in fallow areas, can contribute to increasing soil fertility and have a positive impact on the environment.



Chickpea sprouts

The Year aims to encourage connections throughout the food chain so pulses are used more, boost global production of pulses, better utilize crop rotations and address challenges in the trade of pulses.

Australians are being urged to get involved by taking the Pulse Pledge along with millions of people around the world.

"International Year of Pulses represents a significant opportunity to showcase Australia as a key supplier of pulses globally while raising their overall awareness as a versatile, nutritious food," said Georgie Aley, Australia's IYP National Committee Chair and Managing Director of the Grains & Legumes Nutrition Council.

"We encourage Australians to pledge to eat more pulses in 2016 and upload to social media, using the handle #LovePulses." ■

OCEAN TEMPS COOL EL NIÑO'S HEELS

Ocean temperatures in the tropical Pacific are gradually cooling and climate models suggest the El Niño weather pattern will decay over the coming months.

The Bureau of Meteorology says a return to neutral conditions is likely in the second quarter of 2016.

Weekly sea surface temperatures have been cooling since late November but recent tropical cyclone activity in the central tropical Pacific has produced strong westerly winds which have slowed the decline of El Niño.

Based on the 26 El Niño events since 1900, around 50% have been followed by a neutral year, and 40% have been followed by La Niña.

Models also suggest neutral and La Niña states are about equally likely for the second half of 2016, with a repeat El Niño the least likely outcome.

Historically, the breakdown of strong El Niño events brings above average rainfall to parts of Australia in the first half of the year. ■



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Choice in marketing lifts farm investment prospects

Investing in Queensland sugarcane farms makes good sense – family businesses have known this intuitively for decades and they're feeling more confident about the future now that grower choice in sugar marketing has been secured. But how are arms-length investors viewing the landscape?



For these businesses, both the macro and micro issues need to be right for their financial commitment to cane farming to pay off. What impact have the grower choice changes to the *Sugar Industry Act* had on the way they're viewing the industry?

Ten years ago a group of five Sydney-based investors decided to get into sugarcane farming.

It was the start of a journey and an education for them.

In the relatively short time that the SISL Group has owned and operated cane farms in the Burdekin region, it has grown its portfolio from an initial 150 hectare farm to two aggregations of 1,500 hectares near Giru and Mona Park.

In the 2015 season they harvested 168,000 tonnes of cane.

The group prefers to focus on running its farms and not making too much public noise but you may well have heard about them in the past few months.

Managing Director **Steve Kirby** has been a vocal supporter of grower choice in sugar marketing and the model proposed by CANEGROWERS in answer to moves by three milling companies to force all sugar marketing through their own channels.

Steve Kirby recently talked to *Australian Canegrower* about the impact of the pro-competition amendments to the *Sugar Industry Act* passed by the Queensland Parliament in December.

AC: Steve, what attracted you to invest in sugarcane farming in the first place?

Steve: At a micro level, sugarcane is a resilient crop that reduces the risks of a "bad" year. But equally important to us is the macro level fairness, arms-length nature and transparent segregation of the industry in Australia as it is currently structured. This separation of growing, milling and marketing functions allows us, as an investor, to select the part of the value chain that fits our risk appetite and skill set. Further, the well established rules underlying the industry gave us confidence that our relative inexperience would not result in another participant gaining an unfair advantage over us.

AC: So the changes proposed by your miller, Wilmar, in 2014 - pulling out of QSL and planning to market all sugar from their mills through their own company - would have come as a surprise?

Steve: You bet! When I was first presented with the proposal I was sure it was an ambit claim that was merely setting the scene for a compromise that would move the industry forward. How wrong I was. So we ended up with the situation where amending the *Sugar Industry Act* in the Queensland Parliament was a last resort.

AC: Having seen the legislation now, what do you think it means for your business?



Steve: Firstly, I should say that SISL is a dispassionate investor. What I mean by this is that although my colleagues and I spend a lot of time at our farms we don't live on a cane farm. This physical separation is important because we do not allow ourselves to "fall in love" with our assets. If the macro environment is not right, we will sell the assets and move on.

Having said that, from our perspective the legislation reinforces the boundaries between the different participants in the industry and eliminates the possibility of non-arms-length transactions. The legislation doesn't prescribe any particular solution. It merely sets a base-line from which the industry can go forward. It is therefore a good macro setting.

I also believe that in making explicit what has been historically implicit for 100 years - the growers' economic interest in the raw sugar - Australia has made it more attractive to invest in cane farming. I believe investing in cane farmland is the sleeping giant for foreign and institutional investment in the sugar industry.

If we can attract new investment - whether it is capital from overseas, Australian institutional investors or from within the sugar industry - into both existing farms and the development of new farms there will be follow-on investment into new mills, rail links and ports to deliver this sugar to market and the high wage jobs that go with it.

AC: Is there anything in the legislation or the new landscape for cane supply contracts with mills that worries you?

Steve: The legislation is not prescriptively detailed - what I mean by this is that it does not spell out exactly what the growers and millers must do. It sets guidelines with the intention of delivering a contestable market for sugar milling services. As I see it, the drafters of the legislation envisaged all parties negotiating in good faith in accordance with the principles set out in the Act but there's a lot of room for disagreement at the negotiating table.

Specifically, I am concerned at the possibility of deliberate 'foot dragging' in the contract negotiation process because that would result in the parties unnecessarily having to go to mediation to find a resolution and that just means more delays to implementing the intent

of the legislation. On the other hand, MSF, Tully and Wilmar don't have cane supply agreements in place for 2017 so there is an incentive to engage in the negotiations implied in the Act. This is certainly the approach I will expect everyone to take.

AC: And it sounds like you envisage the legislation being a catalyst for third party capital acquiring cane farms over the next decade Steve?

Steve: I do indeed. I think that the clarity of properly defining economic interest is important not just at an industry level for Australia, but also at a personal level for individual cane farmers. A family business is more likely now to take the plunge to buy another farm and expand their operation because they have more control over their business and are not captive to choices made by their miller.

AC: So you're talking about external capital enabling a ready market for buying (and selling) cane farms to emerge?

Steve: It really is in the interests of all farm owners, family business and investors like us, and for the future of the industry for there to be strong interest in the land as a productive investment. I really think the new marketing structures



SISL group
managing
director,
Steve Kirby

will strengthen the market for cane farms.

A strong market will enable those who see their land as their retirement fund to realise the best price possible for it while the industry keeps its production base. With existing land kept in the industry and the marketing environment creating an incentive for new land to be brought into production, there will continue to be good jobs in cane regions that will sustain the communities regardless of who actually owns the land. ■

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Warren Males

CANEGROWERS Manager
Economics

“We are committed to working with all mills and QSL to ensure smooth implementation of the Sugar Industry Act”

UNLESS OTHERWISE AGREED

crucial words in the *Sugar Industry Act* amendments

Arguably some of the most important words in the *Sugar Industry (Real Choice in Marketing) Act 2015* are, “unless the grower and mill owner otherwise agree.”

These words appear three times in section 33B of the Act, the section that deals with provisions for the treatment of Grower Economic Interest (GEI) sugar in cane supply agreements.

The policy objective of the Act is to provide cane growers with the right to have real choice over who sells and prices Grower Economic Interest (GEI) sugar and addresses the imbalance in market power between mill owners and growers.

The Act does not say how these choices should be made nor does it stop growers and mill owners reaching agreement in relation to the pricing and marketing of GEI sugar on whatever terms they choose.

It simply provides a minimalistic framework for terms that must be included in a cane supply contract.

These minimal requirements include:

1. Unless otherwise agreed – a related sugar pricing term that requires the cane payment amount to be worked out in a stated way by linking the amount to the price of GEI sugar (S33B2b).
 - *This links the price of cane to the price of sugar. It does not prescribe how that link should be formed.*
2. If the supply contract contains a related sugar price term, unless otherwise agreed, it must include a term requiring growers to bear the sale price exposure for GEI sugar (S33B2cii).
 - *This provides growers with an opportunity to choose how their GEI sugar price exposure is managed.*

3. If the supply contact includes a GEI sugar price exposure term, unless otherwise agreed, it must contain a term providing for an entity nominated by the grower to be the GEI sugar marketing entity (S33Bdii).

- *This provides growers with an opportunity to choose who markets their GEI sugar. CANEGROWERS preference is for growers to have a choice between the mill they supply and QSL for the marketing of GEI sugar.*

None of these provisions are prescriptive. But they do provide for contestability in the provision of marketing services for GEI sugar.

Contestability will stimulate innovation in the provision of pricing and marketing services and provide the discipline on the providers of marketing services (mills and QSL) to continually strive to improve their performance, lift their productivity and lower costs.

While leaving significant scope for growers and mill owners to reach agreement on terms that suit their needs, the Act also provides a mechanism to resolve disputes that might arise in the negotiation of the supply agreements.

In the accompanying article, **Chris Cooper** (CANEGROWERS Legal Adviser) provides a brief description of the commercial dispute resolution processes, including arbitration, provided for in the Act to resolve any deadlocks that may occur in the negotiation of cane supply agreements. ►



As important as these cane supply agreements are, they represent the first stage in the chain that links growers through the mills to the export market for raw sugar.

Where growers choose QSL as the marketer of GEI sugar, mills will need to enter Marketing Facilitation Agreements (MFAs) with QSL to enable this to occur.

Under these MFAs, which could be based on provisions contained in existing raw sugar supply agreements, sugar could continue to be marketed through QSL or the mill.

While no changes to existing arrangements are required ahead of the 2016 season, early implementation of the new structures will provide growers with an opportunity to manage their price risk exposure for the 2017 season and beyond.

It will also enable the marketers of GEI sugar, whether that be the mill or QSL, to enter forward sales contracts for sugar produced in those seasons with confidence.

CANEGROWERS is committed to working with all mills and QSL to ensure smooth implementation of the *Sugar Industry (Real Choice in Marketing) Act 2015*. ■

Cane Supply Contracts Dispute Resolution & Arbitration

One of the most important and positive outcomes of the recently passed *Sugar Industry (Real Choice in Marketing) Amendment Act* is the return of arbitration as a mechanism for resolving pre-contract disputes between growers and millers when negotiating the terms of Cane Supply Contracts.

History

Arbitration of one form or another was the norm in Australia's sugarcane industry for almost a century, right up until 2006, when pre-contract binding dispute resolution was removed from the *Sugar Industry Act* as part of industry reforms.

While the Act required there be a written cane supply agreement, the terms of that agreement were a matter for commercial negotiation between growers and mills, with no mechanism to resolve disputes.

If agreement could not be reached on the terms of the supply contract, then growers could not supply cane and crushing could not be undertaken.

What's changed?

The successful passage of the *Real Choice in Marketing Amendment Act* through Queensland's parliament in December 2015 has resulted in the re-establishment of a pre-contract dispute resolution process.

This is a win for growers, who can once again enter into cane supply negotiations, confident that any disputes arising will be resolved fairly and impartially by an independent arbitrator.

The Act now effectively provides that:-

- a grower or bargaining agent may give a notice to the mill owner requiring them to use all reasonable endeavours to negotiate a supply agreement within a certain period; and
- if at the end of the negotiating period agreement has not been reached on the terms of the supply agreement,

Chris Cooper

CANEGROWERS
Legal Advisor



and there remains a dispute about the proposed terms of the supply contract; then

- either the mill or the grower may refer the dispute to arbitration for determination pursuant to the *Commercial Arbitration Act*.

What is arbitration and how does it work?

Arbitration is a common and recognised commercial means of resolving a dispute between opposing parties.

The objective of the *Commercial Arbitration Act* is "to facilitate the fair and final resolution of commercial disputes by impartial arbitral tribunal without unnecessary delay or expense".

In the context of the *Sugar Industry Act*, if there is a deadlock in negotiations and the grower and mill owner cannot agree on the final terms of a proposed supply agreement, an arbitrator can be appointed.

The arbitrator will review the case, and if necessary conduct a hearing, before making a determination.

Generally an arbitration decision is final and binding, however, an appeal to the Supreme Court might be possible where there is a clear error of law.

Experience and practice in the sugar industry suggests appeals would be extremely rare.

Arbitrator's fees can vary greatly, anywhere between \$1,500 - \$10,000 per day, depending on the qualifications and experience of the arbitrator.

This cost is shared equally between the grower and mill, in addition to covering the cost of their own legal representation.

The duration of arbitration proceedings can vary depending on the complexity of the dispute.

However, experience suggests most sugar industry pre-contract disputes are determined with a one day hearing. ■



Loans for drought recovery and improved productivity

Drought-affected farmers in Queensland are being urged to apply for concessional loans through QRAA, a state government statutory authority dedicated to delivering financial assistance.

The Federal Government is making up to \$30 million available for Drought Concessional Loans and up to \$15 million for Drought Recovery Concessional Loans to Queensland farmers this year.

Federal Minister for Agriculture and Water Resources, **Barnaby Joyce** said the loans represent the cheapest finance available to farmers in the 80% of Queensland recognised as being in drought.

"Concessional interest rates are currently at 3.05% for Drought Concessional Loans and 2.71% for Drought Recovery Concessional Loans," he said.

"Drought Concessional Loans are available for an interest-only term of five years, while Drought Recovery Concessional Loans are available for 10 years with interest-only repayments available for the first five years."

A rainfall deficiency report is a crucial part of an application and

an interactive map accessed via the QRAA website (www.qraa.qld.gov.au) indicates some sugarcane areas have experienced a one in 50-year rainfall deficiency over the past two years.

"I strongly encourage any farmer thinking about applying for a concessional loan or any other assistance measure not to self-assess their eligibility and to talk to the experts at QRAA, the Department of Human Services or their local Rural Financial Counselling Service to find out more about their options," Mr Joyce said.

QRAA has also announced low interest rates for the Queensland Government's Sustainability and First Start Loans for primary producers.

Fixed interest rates for loans drawn down from 1 January 2016 are 3.39% for one year, 3.38% for three years and 3.56% for five years.

Queensland primary producers can access Productivity Loans of up to

\$650,000 to improve the viability of their primary production enterprise with no set up or exit fees and repayment terms of up to 20 years.

"I strongly encourage any farmer thinking about applying for a concessional loan or any other assistance measure not to self-assess their eligibility and to talk to the experts at QRAA..."

QRAA Client Liaison Officers are available to meet on-farm to discuss the loan criteria, terms and conditions and assist with the application process.

For further information visit the website or call 1800 623 946. ■



QFF ENERGY SAVERS hunting down the \$\$ for you

Queensland Farmers' Federation (QFF) is undertaking an Energy Savers program in conjunction with Ergon Energy in a bid to help farmers reduce their high energy costs.

The program is designed to identify and speed up the adoption of improvements in on-farm energy use that will aim to lower energy costs for QFF's member industry producers.

QFF will be conducting 100 audits of on-farm systems such as heating, cooling, lighting and irrigation as well as assist farmers to identify potential savings and provide information on financing options.

A collection of best-practice case study data around energy efficiency will share the findings of the audits across a wide range of agricultural sectors.

CANEGROWERS is working alongside QFF to ensure that the cane industry is

well represented in the Energy Savers program and that resources relevant to cane growers are generated.

The QFF Energy Savers website (www.qff.org.au) is where farmers can access case studies and information about a range of farm energy efficiency practices.

There's also a regular email newsletter which farmers can subscribe to in order to receive updates about new additions to the site.

ENERGY SAVERS OBJECTIVES:

- Understand current energy usage in production operations and on-farm processing facilities
- Audit current operations and develop energy management plans
- Develop financial evaluations of energy management proposals, including the return on investment

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Market Update

By Shaun Tupou, Treasury Analyst

Current as of 25 January 2016

Sugar

It's been a choppy fortnight for raw sugar futures as flat prices have fluctuated sporadically on the back of macro-economic weakness in China and a positioning transition for the Non-Index Funds. The Prompt ICE 11 contract, March16, slid to two-month lows at 13.93c/lb before quickly turning higher in the following sessions. Unfortunately for Australian sugar producers, the fortnight-high above 15 cents (15.12 c/lb) was quickly erased, as further concerns around the macro environment of global markets weighed down on sugar prices.

Much like these flat prices, we note that spread activity has picked up, with front spread March/May yo-yoing out to a top of +51, before closing in at +25 on Friday night.

The latest Commitment of Traders report offered the market some excitement, as Non-Index Funds reported an increase of around 40,000 longs on Friday night. While this print triggered a run past 14.75c/lb (March16), the failed rally further supports a macro-led environment. Non-Index Funds now currently sit net long 198,000.

Despite the Brazil harvest being complete, the UNICA (Brazilian Sugarcane Industry Association) report for the second half of December was released last week. It had nothing unexpected to add, with final sugar production for the year at 30.5 million tonnes.

On the currency front the Brazilian Real has recently suffered under the downward pressure of steady growth in the USA. Despite trading to a top of 3.97, the Real weakened immensely once the 4.00 barrier was broken. This fresh weakness in the Real aids the probability for a higher production of ethanol in Brazil this year.

Looking ahead, our focus remains on the macro environment and developments in China. The lack of fundamental stimulus in sugar continues to support this focus as we await news on the upcoming Thai and Indian crops. The Indian crop is now well under way and, provided there are no major events, should remain in line with original estimates of 26-27 million tonnes. In addition to this, we note that indications for slightly lower production by other major sugar producers are also tipped to head lower due to lower yields, with most continuing to feel the effects of El Nino weather events.

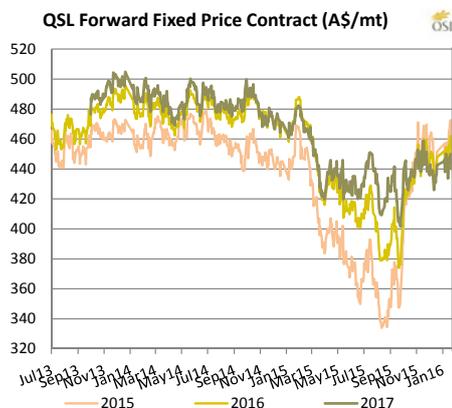
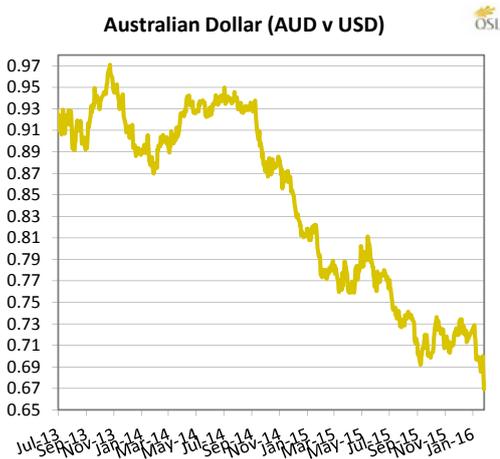
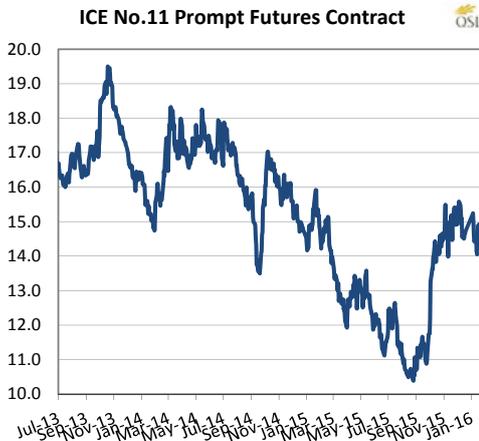
Currency

2016 has been dominated by the macro events in China and the flow-on effects through global equities, commodities and currencies. The Australian dollar has followed suit, making fresh seven-year lows, (0.6827) over the past 14 days.

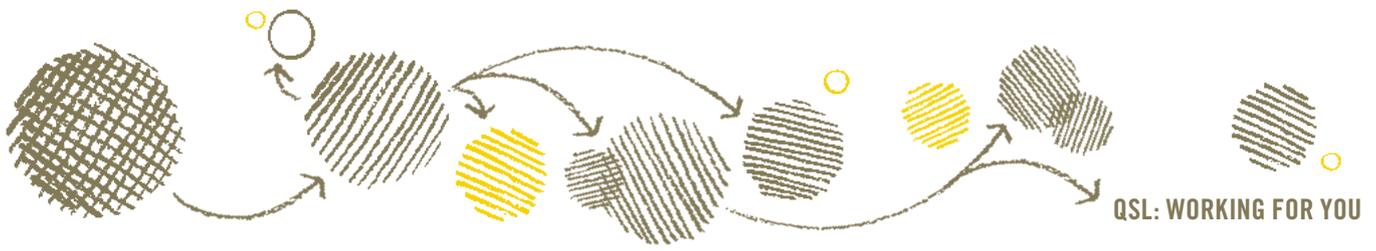
Gaining traction over the back half of last week, the AUD has bounced off these lows to hold its own, bobbing either side of 70 cents on Friday night. Despite chopping higher and lower through a 200-point range (0.6850 and 0.7050), the AUD will look to stabilise this week with the Federal Open Market Committee (FOMC) rate announcement due.

Short-medium term AUD risk remains on the downside, as the key driver for the week is the FOMC rate announcement. The Fed is expected to keep rates on hold, but will likely note a drawback on US economic activity. Global growth and unstable market conditions continue to hinder positivity for the Aussie dollar.

While all care is taken in the preparation of this report the reliability or accuracy of the information provided in the document is not guaranteed. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any of the information contained in this report.



Data source: QSL Daily Market Report (Futures and Currency) & QSL Daily Indicative Prices



Contracts, trade terms and payments

By Patricia Doobay, QSL Marketing and Operations Manager

QSL is responsible for the shipment and sale of approximately 2 million tonnes of Queensland raw sugar every year. As well as coordinating the logistics required for shipment, the QSL Operations team also oversees the payment arrangements for each of these sales. This week QSL Marketing and Operations Manager Patricia Doobay explains the systems in place to ensure that efficient and timely payment is received for the sugar we sell on behalf of our members.

At the core of most trade is the negotiation of an agreement between a buyer and a seller which binds both parties to the performance and execution of specific contract terms. This includes the obligation of the seller to deliver goods and/or services, hand over specific documentation, and arrange the transfer of property in exchange for payment in a specified currency. QSL's contracts for bulk raw sugar are typically written in accordance with the Sugar Association of London rules that were founded back in 1882 to provide rules and contract conditions for the proper conduct of the raw sugar trade. These rules include clauses that commit to quantity, quality, delivery time and place, and payment terms.

Responsibilities for the various costs that arise from the transportation and movement of goods for export are very often the cause of disputes in international trade and so need to be carefully defined in contracts. The internationally recognized International Chamber of Commerce (ICC) developed a "three letter" trade term system (popularly known as Incoterms) to define and communicate responsibilities, including the costs and risks associated with the transportation and the delivery of goods. These trade terms reduce the uncertainties that can arise from different interpretations and, because they are accepted by governments and legal bodies, "Incoterms 2010" is regularly used in contracts around the world.

QSL'S SALES ARRANGEMENTS

QSL's sale contracts primarily use three Incoterms: CIF, CFR and more recently FOB.

These Incoterms outline certain risks and costs associated with the shipment and delivery of bulk raw sugar cargoes as contracted with our customers, and can be briefly defined as follows:

- **CIF (Carriage, Insurance and Freight)** – This is when the seller must pay for the marine insurance, delivery to the loading terminal, cost of loading into the ship and delivery to the destination port. The risk of loss or damage is transferred from the seller to the buyer when the cargo passes the ship's rail.
- **CFR (Carriage and Freight)** – This is the same as CIF, however marine insurance is not included. The buyer will be responsible for the insurance and any premiums due.
- **FOB (Free on Board)** – This is when the seller undertakes to deliver and place the goods on board the ship nominated by the buyer. The seller is responsible for all charges up to and including the delivery of the cargo over the ship's rail after which the buyer will be responsible for further costs, including freight and associated costs to the destination.

It is important to note that regardless of the Incoterm used, the title of the sugar cargo will not pass until QSL receives payment in full.

THE CONTRACT IS KEY

For QSL, the contract is pivotal as it outlines the terms and conditions that the seller and buyer have agreed on. The parameters that we closely monitor for a successful contract execution are:

- **Quality and specifications** – We work very closely with our supplying mills to ensure the product delivered to our bulk sugar terminals meets QSL's brand specifications and customer requirements. We also liaise with customers to assure them that what they have contracted for (often many months earlier) is what they will receive at the time of shipment.
- **Shipping contract** – We work with our chartering brokers before and after contracts have been finalised to lock-in the best freight rates available at the time of the sale. Areas that are taken into consideration during contract negotiations include loading and discharging port requirements as well as owner availabilities.
- **Payment terms** – Sugar cargoes are worth millions of dollars and so it is imperative that QSL ensures payment will be received as per the contract terms after shipment. Payment is usually under a Letter of Credit through a recognised and accepted bank. Alternatively, Cash Against Documents (CAD) is also sometimes used and means just what the name suggests – that QSL will be paid on the presentation of contract-specified documents. This usually entails QSL presenting the specified documents under ICC rules to the buyer's bank, with the documents only released to the customer when they have been paid for.

In a future column we'll take a closer look at how our primary payment method – Letters of Credit – work. ■



“We did Smartcane BMP to be as cost efficient per unit of production as we can while at the same time looking after the environment.”

BMP drives greater farm efficiency

Efficiency gains for improved productivity have come hand in hand with environmental sustainability for Innisfail farmers **Morrie** and **Jeanette Spina**. They've recently been accredited in the three core modules of Smartcane BMP, the industry's best management practice program.

Morrie and Jeanette have 150 hectares of cane across three farms, including one tucked behind houses within a stone's throw of the Innisfail central business district. The others are within a 10-minute drive from the home farm.

In the 2015 season they cut 12,800 tonnes of cane for an average CCS of 12 across the three farms.

Jeanette says the Smartcane BMP accreditation process made them look at their farming operation differently and identify efficiencies.

With a plant nursery business to run as well, there's not a lot of spare time to be had in Morrie and Jeanette's working schedule.

“We looked at everything,” she says. “Fuel and time especially - how many times Morrie would pass up and down a row was a big thing to try to cut down.”

“We were trying to be as efficient as we could as farmers, because we're not getting big money for our cane and I was probably already doing half of the record-keeping we needed for accreditation,” Morrie said after receiving his certificate

from Innisfail Smartcane BMP Facilitator Deb Telford.

In many cases they've found changes which have given them cost or time efficiencies have also had environmental gains.

For example, fewer passes through the paddocks of Q200, Q250, Q251 and Q247 mean less soil disturbance affecting soil and crop health.

Guinea grass is a constant problem but moving from broad-scale spraying to spot spraying means less chemical is being used for a better result.

“We do the spot-spraying with a quad bike which uses a lot less fuel than the tractor and just a little bit of poison rather than spraying a lot out up high,” Jeanette says.

“We no longer wait for the guinea grass to get high,” Morrie adds. “I can jump on the quad bike when it's small and it takes less time.”

With two of the farms on the banks of Bamboo Creek and the North Johnstone River they are very aware of the off-

farm impacts of their farming practices. Subsurface application of fertilisers ensures that expensive input stays where it needs to – in the crop.

“Morrie re-built our fertiliser box to make it bigger and higher to hold more fertiliser so he doesn't have to come back to the shed as often which saves fuel,” Jeanette says.

Smartcane BMP accreditation has been the latest step in their drive for production efficiency and environmental best practice which has already seen them work with Terrain NRM and the Australian Government Reef Programme (formerly Reef Rescue) to install GPS equipment for controlled traffic farming, acquire a bed renovator and high rise sprayer.

“We did Smartcane BMP to be as cost efficient per unit of production as we can while at the same time looking after the environment,” Morrie said.

“In our area, farmers are the best conservationists there are because of what we get for our cane, we can't afford to be wasting time or money.” ■

Big event calendar on offer for growers and millers

By James Ogden-Brown, Leader, SRA Adoption Group

With the 2015 season complete, and the industry in full swing towards the next crop, we are heading into the time of year when there are a number of field days and events occurring across the industry.

Sugar Research Australia is among several organisations providing important updates on research and other activities in coming months, to make sure that farmers and millers have access to the latest information to help them grow and mill the crop in the most productive and profitable way.

I encourage all those in the industry to access the industry calendar website, www.canecalendar.com.au, to see the latest events and information for their region.

Many of you would also receive updates on SRA activities via our regular newsletter, but if you do not currently receive it then you can subscribe via the "subscribe to updates" link on our website or by emailing Andrea Evers at aegers@sugarresearch.com.au.

There are a number of useful and important events coming up that may be of interest to you.

Introductory harvester operator workshops

15 – 15 March in Bundaberg; 16 – 17 March at Childers; and 18 March at Maryborough.

SRA will run these introductory harvester operator workshops in most regions prior to the 2016 harvest.

Dates in other regions will be available on the SRA website and via our newsletter, once confirmed.

Workshops in the southern region are confirmed and will include one-on-one harvester operator review during the harvest season to allow for a more personalised and detailed explanation of what is talked about in the workshop and for the participant to ask any questions directly to the trainer.

Burdekin nitrogen trials, grower updates

16 March at Giru and Brandon; 17 March at Home Hill and Clare.

Join us for a review of the latest trial results, presented by SRA Researcher **Julian Connellan**, Chief Investigator of the 'Nitrogen fertiliser requirements for representative soils of the Lower Burdekin cane growing district' project.

He will present up-to-date findings specific to each local area. Guest speakers will include **Dr Frikkie Botha** (SRA) and **Dr Barry Salter** (SRA). An expert panel session will be held to answer questions, discuss the latest trial results and findings and what they mean to you.

SRA Research forums

14 April in Bundaberg; 18 April in Cairns; 20 April in the Burdekin; and 22 April in Mackay.

A date for an event in the Herbert region is to be advised.

SRA is holding forums in regional locations to highlight some of the latest research information for sugarcane growers and millers. Planning for these events is underway.



Milling research forums

SRA and QUT will run milling research forums in March for the milling community.

Planning for these events is underway and the milling community will be notified of further details.

Advanced entomology and pest management workshop

12-13 April at Ingham.

Presented by leading entomologists and research specialists, this advanced course is designed to increase the technical knowledge and skills of sugar industry advisors.

Delivered in an interactive way, participants will be encouraged to discuss the issues they face and ask questions.

Extension officers, productivity services officers, researchers, resellers and advisors will find this course of particular interest.

These are just some of the upcoming events that SRA is involved in for the coming months.

Please visit the events section of the SRA website www.sugarresearch.com.au for more information, or call (07) 3331 3333.

We will continue to update you on events in your region as they get closer and I encourage you to come along and hear some of the latest research and information. ■

Silkwood's sugar revival

AS FARMS RETURN TO CANE

A few short years ago it was Australian agriculture's boulevard of broken dreams, a place where battered cane farmers walked off the land only to be replaced by unwitting Australian retirees who did their dough investing in risky tree plantations. Wind the clock forward to 2016 and the cane lands surrounding the Silkwood-Japoon Road are a beacon for the sugar industry's resurgence.

By John Flynn

Everyone from Thai sugar giant Mitr Phol to local farming families are investing in the relative stability of sugarcane in the Silkwood area for the longer term.

One of those families is the Andersens who have turned to sugarcane from pawpaws in the hope of building a farming future for their three sons.

The hectares of plant cane sprouting in the blocks on the northern side of the Liverpool Creek floodplain provide the first hint of a transformation taking place in the Silkwood district.

The second hint is a shiny green John Deere 6830 tractor with a brand-new fertiliser box attached sitting just a few metres from a graveyard of antique farm implements that reveals a lot about the history of Silkwood.

Still standing proud, despite its original 'Queensland red' duco fading, is the unmistakable shape of a Massey Ferguson MF105 compact harvester.

The story of this district is one of immigrant farmers who built an industry from nothing and embraced innovation and mechanisation, to lead the world as producers of premium sugar and become the backbone of Queensland's regional economy.

If the old Massey Ferguson could talk, it would tell a tale about how things went so wrong for Silkwood so quickly.

There were the years of poor sugar prices, the grower-owned South Johnstone cooperative mill going into receivership and being sold, the loss of cane land to Managed Investment



Scheme tree plantations as farms were sold, and then the bullseye hits from two category five cyclones in the space of five years.

In one sense, the second of those cyclones, Yasi in 2011, proved a blessing in disguise for the Silkwood district.

Yasi splintered the blocks of abandoned trees on plantations which were soon liquidated and snapped up by cane growers.

Through its Australian arm MSF Sugar, new South Johnstone Mill owner Mitr Phol grabbed a sizeable chunk of the land and quickly returned it to cane.

Land was leased back to local cane growers and Silkwood was back in business.

Watching the sugar industry's resurgence with great interest, pawpaw and cattle farmers Alan and Deborah Andersen realised it was time for a change. ▶





Above: The Andersens relax in the shed - Jeffrey, Alan, Daniel and Adrian.

Left: (top) Alan Andersen on the farm he bought to keep his family working together and (bottom), the old Massey Ferguson harvester that is a tribute to the area's past.

"I just thought it was a way of keeping us working together as a family. That's a big thing to me it is, otherwise they would have gone their separate ways and you'd never see them again"

CYCLONE HEARTBREAK

With two farms in the Japoonvale district, the Andersens had endured their share of heartbreak on the pawpaw plantation during the years of awful weather.

Sugarcane offered the relative security of harvesting a crop, even in the worst seasons.

"We lost everything in Larry and the year after we lost everything from all that rain," Alan Andersen says.

"That was two years and then in Yasi we lost everything again.

"With pawpaws, you get a storm and they'll just fall over.

"Cane might blow over too like ours did the first year but at least you can still cut it. With pawpaws you can't do that."

Flanked by his sons Daniel, Jeffrey and Adrian in the tractor shed, Alan provides an insight into the family's transition into the sugar industry.

The Andersens were keeping an eye out for a suitable property when they stumbled onto what Alan described as a "rundown" cane farm on the Number 5 Branch Road.

The 200 hectare property includes about 111 hectares of cane land.

Most of the rest will be fenced to graze cattle, with a small area to go under pawpaws.

It was at the urging of his father Walter and his three sons that Alan decided to take the plunge.

"My old man is 91 and he really wanted us to get into cane farming. He's been looking around for a while and then Daniel's seen this one," Alan says.

"The boys wanted it, Daniel had worked on cane farms and the old man wanted to and I just thought it was a way of keeping us working together as a family.

"That's a big thing to me it is, otherwise they would have gone their separate ways and you'd never see them again."

Continues page 18...





Above: The Andersens bought their cane farm in 2014 and have worked hard to re-establish the cane blocks.

“It’s a breeze compared to growing pawpaws, but a lot of people probably wouldn’t think that”

ROLLING UP THE SLEEVES

When the Andersen family took on the property in 2014 there was plenty of work for Alan and his sons to tuck into.

Fortunately Daniel, who had completed his apprenticeship with HB Machinery in Wangan, brought to the project a solid understanding of cane farms and a roll-your-sleeves-up attitude.

Jeffrey, who is employed with the South Johnstone Mill’s corporate farming arm has also learnt a thing or two about cane farming.

Most of the effort needed to re-establish the blocks on what was once a successful cane farm was labour-intensive.

The farm was sensibly laid out and the blocks well drained, so there was little engineering work required but most of the cane couldn’t be salvaged meaning a major re-planting effort was needed.

“Everyone tells me it was a really good cane farm, that the brothers who had it did all the groundwork but then it was left to guinea grass and cane that was never harvested.” Alan says.

“We slashed it first then we let it grow up and then sprayed it and burnt it and cultivated.”

Given there was little cross-over between the equipment needed for pawpaw farming, the cane farming venture required some serious capital outlays.

For starters, the Andersens purchased a second-hand John Deere 6830 tractor and a Howard rotary hoe.

Another recent addition is a Johnstone Agricultural Machinery triple-row stool splitting fertiliser box that was funded in partnership with the Australian Government Reef Programme.

The fertiliser box allows nutrient to be applied sub-surface, minimising the risk of it being lost into the Liverpool Creek and making its way onto the Great Barrier Reef.

That’s particularly important in a district that is famous for inshore reefs that sit just off the mouth of Liverpool Creek between Cowley and Kurrimine Beaches.

Most of the hard work has now been completed. ►

The Andersens ripped, offset disc ploughed and rotary hoed the blocks before hiring a planting contractor to get the new crop started with GPS aligned rows.

"We've pretty much got the cane farm all up to date now," Daniel says.

"We spent a lot of time planting - 25 hectares this year, 65 last year and next year won't be much at all.

"We'll spend a lot of time trying to fence to get the cattle side of it going, plus work on the pawpaw side of it."

CANE IS A BREEZE

Daniel's eagerness to get into sugar cane is very much about lifestyle choices.

Having grown up watching his parents working on the pawpaw plantation, unable to take days off while tending to a crop that required constant attention, going to a more resilient crop made sense.

"You can catch up on this cane work and have a day off, but pawpaws, you've got to be there every week," he says.

It might be just a dream, but Alan too is looking forward to living a slightly more relaxed lifestyle, if that's possible for a farmer who now has an interest in three distinctly different agricultural pursuits.

"Deborah and I start Sunday afternoon and we go through to Wednesday on pawpaws," Alan says.

"When I come here Thursday to go to work it's a pleasure, no matter what I'm doing."

Although many growers might likely disagree, growing sugarcane is an easy life when compared with pawpaws, according to Alan, who describes working with the fruit crop as being like "a dairy farmer with a ladder".

"It's a breeze compared to growing pawpaws, but a lot of people probably wouldn't think that," Alan says.

"To me pawpaws are always a problem. We haven't come across any real problems with the cane, but if we do we'll just deal with them as they arise."

True to that statement, the *Australian Canegrower's* parting image of the Andersen family farm is worth recounting...

Needing to test the output rate on their new fertiliser box, as farmers do when problem solving, the Andersens improvised.

With Daniel at the wheel of the John Deere, the father and sons set off down the road between two fixed points.

Jeffrey, Adrian and Alan hold buckets beneath the fertiliser release tubes to catch the contents.



Back at the shed, it weighed in spot-on.

As this family knows through life experience, even the toughest problems can be overcome when the family works together.

For Alan Andersen, the goal of creating a future in farming for his sons is what matters most.

"It's very important to me, most important to me, I'd like to see them all together," Alan says.

"We'll always have our differences, but it's all good.

"I don't boss them around. They know what they're doing and what's got to be done and we all get in and do it." ■

Above: Daniel and his brothers urged their father to purchase the farm where they could all continue to work together.

Left: Jeffrey, Adrian and Alan catch fertiliser in buckets to confirm the output rate of their new fertiliser box.



Board history tracks story of attacks on cane crops

The story of Queensland's sugarcane Pest and Disease Control Boards is a history of all the things that've attacked cane crops – with greyback cane grubs writing the first chapter.

"The earliest recorded damage was in Mackay in 1872 only four years after the first mill was built," says **Brian Egan**, a former BSES plant pathologist and author of a new book, *The history of Cane Pest and Disease Control Boards in Queensland*.

Endemic to Australia, the grubs thought the new sugarcane fields were a paradise compared to the native grasslands they'd been living in.

With no other control methods available, growers and millers put up money for bounties to be paid for adult beetles.

Across the Mackay, Johnstone River and Herbert River regions more than £2,500 was spent buying around 38 tonnes of beetles from collectors!

Then, quite suddenly, the problem abated. From billions of eggs laid in 1897, few emerged as beetles in 1898.

"Entomologists now think that a build-up in the soil of predators and pathogens may have exercised biological control by attacking the young grubs," Brian explains.

"But after several years of very light damage, the grubs and beetles were back in their millions and damage was severe."

Legislation in 1923 formalised the Cane Pest Boards.

Disease Control Boards were set up in 1938 and then the two were amalgamated in 1941.

"With the cooperation of grower and miller organisations, BSES and support in parliament, they were responsible for large increases in productivity," Brian says.

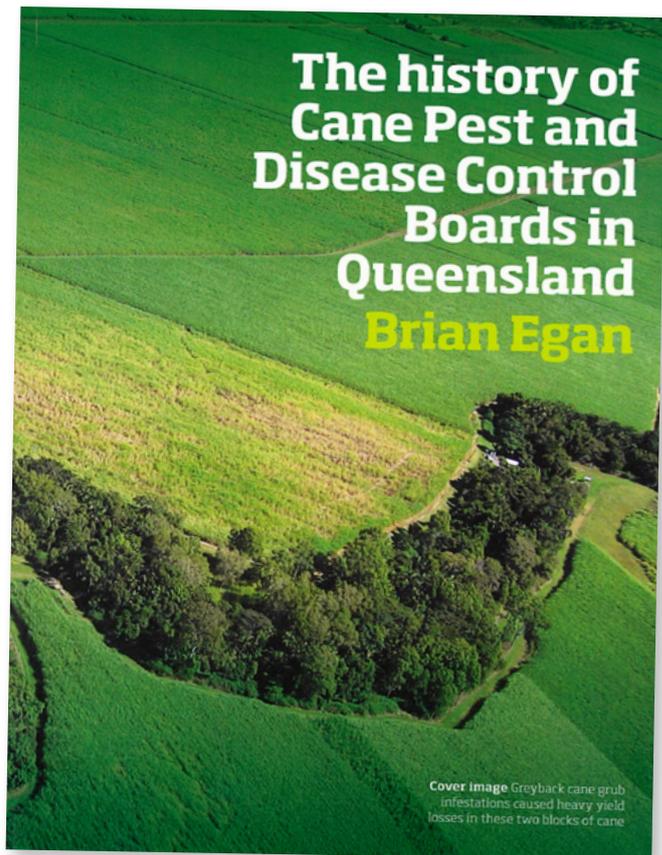
Through rat control efforts, the appearance of ratoon stunting disease, Fiji disease and many other threats, the boards continued to evolve until in 2003 the *Sugar Industry Act* privatised the statutory boards and the BSES and abolished compulsory levies.

The modern era of voluntary productivity boards was born.

There has been no change to the ownership of the company, the Board of Directors or senior management.

Since 2010, Impact Fertilisers has been a wholly owned subsidiary of the Ameropa Group, a private, family-owned international agri-business.

Jim Mole, CEO of Ameropa Australia, explained the name change allows the company to bring all of its Australian brands under one umbrella.



Brian Egan's book, started as a BSES project, has now been published with support from the combined cane productivity services and Sugar Research Australia.

"This really is a journey through the problems that've cropped up and how industry has coped with them," Brian says.

"It's important that the newer people in SRA and the productivity services know about and benefit from the history of what's happened before them."

Copies have been sent to academic and industry-related libraries and CANEGROWERS district offices with some still available at the Mackay Area Productivity Services office. ■

New name for fertiliser company

Impact Fertilisers Pty Ltd has changed its name to Ameropa Australia Pty Ltd.

The change took effect on 1 January 2016 but the company will retain the Impact Fertilisers brand as a trading name meaning that customers will see very few changes.

"It also recognises the global backing of our parent company," he said. "The signage at our fertiliser distribution centres and depots, as well as at our SSP manufacturing facility, will remain proudly as Impact Fertilisers."

"Impact has a long history serving Australian agriculture and will continue in its mission to make fertiliser easy for our customers," he said. ■

FROM THE EDITOR

with Neroli Roocke

Part of my role at CANEGROWERS is answering the many and varied queries that come into the organisation on via our website.

Late last year I received a somewhat affronted note via email from one reader:

"This is a nice informative website. But don't any of these farmers have partners?"

Most farms are run by two people and the other equal farmer partner is usually a woman.

Why do they always have to be invisible?"

To tell you the truth, I don't know why it seems that the women in the sugarcane industry are invisible.

In my reply to the correspondent I pointed out that most of our cane farms are family enterprises, run as

partnerships sometimes with several generations involved and women are working in all aspects of the business – in the office and in the tractor seat!

I explained that we have women in harvesting crews and productivity services companies and that in five of our 13 CANEGROWERS district offices, the key grower advocate is a woman.

We also have many women living on cane farms who are pursuing careers off-farm – they are teachers, nurses, sugar mill chemists, accountants and countless other important figures in their local communities.

So I know you are there!

Perhaps it should be a challenge for cane farming women in 2016 to throw off the cloak of invisibility!

The CANEGROWERS elections will be held over the next few months. Nominations open on 29 January.

Why not put your hand up for a representative position in your district? The first step is to contact your local Chairman or Manager.

I also hope to see many of you at the Women in Sugar conference in Mackay 15-16 March. In case you missed it, there was a registration form inside the back cover of January's magazine or contact Marice Perna for details 4954 0148 mariceperna@gmail.com

Cheers!

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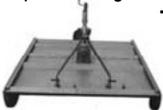
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Rainfall Report

brought to you by AustSafe Super

Location	Recorded rainfall (mm)		Year to date	Average rainfall (mm)
	7 days to 9am			
	18.01.16	25.01.16	January	
Mossman	41	12	196	450
Mareeba AP	0	0.8	75	203
Cairns	5	26	146	385
Mt Sophia	20	42	145	503
Babinda	0	8	8	633
Innisfail	9	36	234	504
Tully	4	39	142	598
Cardwell	13	7	138	435
Lucinda	4	13	94	372
Ingham	12	31	43	372
Abergowrie	0	24	57	335
Townsville	4	1	101	269
Ayr DPI	5	0.2	124	210
Proserpine	30	1	217	297
Mirani	11	3	101	326
Mackay	154	0	238	278
Sarina (Plane Ck)	96	1	184	362
Bundaberg	2	10	142	172
Childers South	11	13	60	125
Maryborough	12	1	67	163
Tewantin	11	0	55	218
Eumundi	11	0	85	228
Nambour	6	0.4	62	230
Woongoolba	0	2	2	164
Murwillumbah	3	6	60	198
Ballina	35	1	106	179
Woodburn	0	0	39	142



AustSafe Super



The industry super fund for rural and regional Australia.

Zero indicates either no rain or no report was sent. These rainfall figures are subject to verification and may be updated later. 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 the Bureau of Meteorology's Commercial Weather Services Unit.

Mossman – Tully

MERINGA COWPEA, 2 bags, \$65 eac inc GST. Phone 0427620316.

CELLI MULCHER 2.5 metre with side shift. 2011. Near new, 150 hours. \$5,000 + gst. Ph: 0408 728 072

MAN 25-256 tandem tipper, unreg, \$7,500 +gst. Four furrow square plough, Long brand \$3000 +gst. Lely Roterra 33 Series, 3m wide, \$1500 +gst. Ph: 0409 720 972

TOFT 6000 with Rotary Chop & Cat 3306DI Motor, good Billet machine Ph: 0428 100 564

Herbert River – Burdekin

PLATFORM SCALES. 1000KG. \$200 plus gst. Ph: 07 4777 4966.

CATERPILLAR D2 crawler.3J series. Canopy and blade. Non-runner. \$1200 plus GST. Ph: 07 4777 4966.

1994 ACCO single steer 2350E 240hp road ranger gear box. Set up for hauling pioneer bins in Burdekin. Remote for winch \$27500 incl gst. Ph 0428981379

AUSTOFT 96, Full Track, VGC, \$80,000 + GST. Ph: 0408 272 967

HEAVY MACHINERY, Ward No 7 Combination Turret Lathe, in good condition \$1000. Ph: (07) 4777 4200 after 6pm.

HBM billet planter - modified, 1x SCANIA, twin steering haulout. Ph: 0429 488 077

7HC G&G Bronze Turbine Pump. 50ft 6" columns with stainless steel shaft. Good condition. Ph: 0414 582 340

Mackay – Proserpine

12T SELF-PROPELLED 6x6 elev infielder 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)

6500 TOFT cane harvester, Good Condition, \$60,000. Ph: 0458 525 310
MITSUBISHI LANCER 07 model, sports pack, 2.4L, manual, mags. Ph: 0457255961.

RINAUDO Stainless Steel Side Dresser Fertiliser Bin; Bonnell Fertiliser Bin; Howard Rotary Hoe 100inch; Hodge 5 disc Reversible Super Plough; 4 & 5 inch irrigation pipes and spray line. Ph: 4942 7012 or 0407 692 121

1975 ACCO Truck 1930A Model tandem drive, 16ft drop side steel tipping body, 100,000 klms genuine, good condition for age, reg May 16 concessional rego, always shedded, \$9000. Ph: 0419 705 530

VALTRA 6400 4WD Tractor - 100HP, air-con cab, 2004 model, 3700 hours. Good condition. \$30,000 (incl GST) ONO. Ph: 0418 710 958 / 4950 3048.

TRAILCO T300 Water Winch – 10 chain of 3.5 inch snap tight hose, Nelson 200 Big Gun Good Condition \$8000.00

APPROX 18 chain x 4 inch Aluminium spray line irrigation pipes, most pipes have sprinklers \$30 per pipe. Ph: 0419 705 530
7 Tyne McLeod Ripper – with crumble roller, good condition \$5000. Ph: 0419 705 530

Concrete cement cylinders 8 x 1.2 meters \$25 each, 2 x .6 meter \$15 each, 750 ID and 900 OD. Ph: 0419 705 530

Hodge fertiliser box - 1 tonne stainless steel. 1 x 2000L Hardi Tank on stand. Ph: 0427 59 7 267

TRAILCO T400 irrigator \$5,500 inc GST. Southern Cross double hose winder \$5,500 inc GST. Ph: 0458 597 202

HBM 1 row Billet Planter, Good running gear. Heavy duty rear wheels with adjustment for row width. Fresh paint. Tidy machine - \$13500+gst. Ph: 07 4945 3300

AUSTOFT trail haul with 140 McCormack electric over hydraulics with air brake. Ph: 4954 1327

4230 JD tractor with Populin Billet Planter (will sell separately); MF 188 tractor; MF 178 tractor; Ford 7000 tractor. Ph: 0407 692 121

MOLLER BILLET planter, 600kg stainless fert box, 600L water, 100L lorsban tank, twin feed chains, single wide row and dual row shutes. Vgc \$35,000 inc. Ph 0409 595 321

AUSTOFT 7700 full track cane harvester 1995 model g/c, \$50,000. Wade 1.5m lathe g/c, \$2,500. Westhill triaxle harvester lowloader trailer coupled to 4480 chamberlain with weight transfer hitch, \$25,000. 7000 chopper system & 4ft ceiling fan, \$2,000. 2-in-1 15-chain Upton irrigator, \$8,000 Bonel trash extractor with toppler, \$3,000. Westhill whole stick plant cutter, \$2,000. All prices plus GST. Ph: 0427 760 211

AUSTOFT 7700, 1988, 4 blade choppers, good condition, \$40000 + GST. Ph. 0407595745

MOLLER Billet planter, 600kg stainless fert box, 600L water, 100L lorsban tank, twin feed chains, single wide row and dual row shutes. Vgc \$35,000 inc. Ph: 0409 595 321

West Hill Land Plane. 12 Foot blade. Draw bar type, angle and tilt blade. Good condition. \$5000 plus GST ONO. Ph: 0418 710 958

20 Plate Drag offset - \$1000 plus GST ONO. Ph: 0418 710 958.

Howard Rotary Hoe- 80 Inch. Late Series. No crumble roller. Excellent condition. \$4000 Plus GST. Ph: 0418 710 958.

Bundaberg - Rocky Point

JOHN DEERE harvester, 3520, 2012, very low hours, Ph: 0427 599 679

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

K LINE SPEEDTILLERS for hire, efficient tillage implement, phone AgQuip hire. 1300 859 869 www.agquiphire.com.au

CASE CVX175 2007 tractor, 8013 hours, transmission recently overhauled, air-conditioned, air brake system for trailer, trailer hitch. Ph: 0459 224 461

CASE CVX175 2009 tractor, 8431 hours, air-conditioned, air brake system, trailer hitch. Ph: 0459 224 461

BONEL BILLET planter. 2 x 2tonne tipper bins. 305 Massey cane harvester. Any reasonable offers considered. Ph 0428 598 307.

TOFT 7000 harvester, early model, 240hp, Komatsu, leg-basecutter, 2-blade chop, Ph: 0413 584 728

2008 CASE Wheeled Cane Harvester, 8000 Case Wheel Cane Harvester, 2002-7700 Full Track Cane Harvester, Case Billet Planter with Plastic Fert Bins, Suscon Box. Phone Garry 0427 589 219

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FORD TW15 or 25 tractor engine block. Ph: 0418180650 anytime

TRACTOR TYRES of all sizes. Ph: 0418 775 698 all hours.

HOWARD 3 Furrow Swing Plough. Ph: 4776 3535 (AH)

TRANSPORTER - 9, 12 or 14 tonne- with or without tractor. Prefer Carta or Corrodini. Ph: 0418 186 054

TIPPER TRUC, single axle, diesel, power steering, pre 2000 model.

Ph: 07 4777 4966

BONEL 1 tonne fertiliser box prefer dual worm. 400lt spray tank only. Mackay area only. Ph: 0427 591 884

M130 HOWARD rotary hoe for parts. Requiring side case gears, bearing plate, sub shaft and side case cover.

Ph: 0429 377 162 Mackay region

12 or 14 tonne carta or corradini tipper pref without tractor. Ph:0427 655 018

Positions Vacant

HERBERT AREA - Haul-out operator required for billet planting. Ph: 0418 784 020 or after hours (07) 4777 4264

Work Wanted

HARVESTER CONTRACTOR available for 2016 cane season - Tully/ Innisfail/ surrounding district. Looking for farmers interested in smaller Group (80,000 tonne max). 0418 183 584

WALKERSTON AREA - Seeking stick-planting position & willing to train carting cane this year on my day's off, work 7 on - 7 off.

TULLY / INNISFAIL AREA - Harvester operator, haulout operator or farm hand. Qualified fitter and turner, little experience in a harvester (wheel & track) experienced in hauling cane and farm work, quick learner and reliable. Ph: 0417 284 140

BURDEKIN AREA - Seeking farm work, haulout job for 2016, have experience, HR license, forklift license, white card and chemical accreditation. Ph: 0417 682 797 or email jgreco127@yahoo.com.au

Property

MACKAY: 1750 Acres, seven lots, Coastal flat freehold property. South of Mackay supplying Mackay Sugar. High rainfall area and endless potential for diversification. House and garage, equipped irrigation system, shed, machinery and equipment. Ph: 0407 157 792

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Three-row markout bar and tines,
Burdekin

Two 4-tonne side tippers, gooseneck,
100 inch Howard zonal rotary hoe,
100 inch Maschio zonal rotary hoe,
Meringa and Tully

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