

Sugar Research Australia launches independent performance review

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GROWER

25 April 2016
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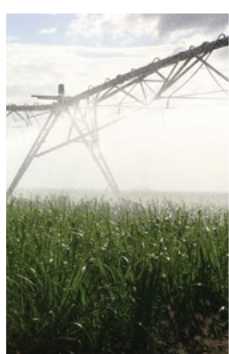
BMP HELPS GROWERS TRACK INPUTS



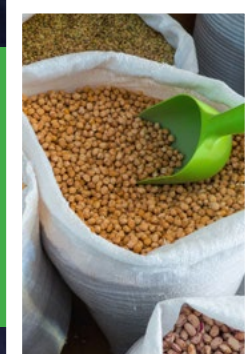
CANEGROWERS



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THE OFFICIAL MAGAZINE FOR AUSTRALIA'S SUGARCANE INDUSTRY

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Cover picture: Isis grower Neil Kingston receives his Smartcane BMP accreditation certificate from local facilitator Bruce Quinn.

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Hoping for a late wet season

By Paul Schembri, Chairman CANEGROWERS

Here we are in April and it appears that for a second year in a row, the wet season is missing in action or is leaving it to the last minute to make an appearance.

I hope that by the time this edition of *Australian Canegrower* reaches your mailbox, the weather has delivered what you need.

No one reading this should assume that our crop is in bad shape. It is rather that a failure of a wet season erodes a lot of potential productivity that may not be realised.

Our crops can respond to late growth as evidenced by last year but time is running out. Let's hope the rains return to a field near you!

I have said at a recent Annual General Meeting of growers in the Mackay district that our fortunes as an industry can change for the better almost as rapidly as our industry condition can deteriorate.

Nine months ago, just as we fired up for harvest in 2015, industry circumstances were dire – we'd had a failed wet season, faced the rampant spread of Yellow Canopy Syndrome, world sugar prices had collapsed, the dispute over marketing was raging and we had a new Queensland Government talking about a revival of environmental compliance monitoring.

This all made for a perfect storm of adversity that seemed, at the time, to sweep up all in its path.

Fast forward to the present and how our industry circumstances have changed.

World sugar prices are stronger, the marketing dispute is progressing towards more pragmatic discussions and we now have a clear undertaking from the Queensland Government that growers accredited in Smartcane BMP will not be subject to regulation inspections (and the government has confirmed funding for our best management practice programme).

By no stretch of the imagination are we suggesting that all of our problems have faded away. But at least the industry has a more positive platform on which to move forward.

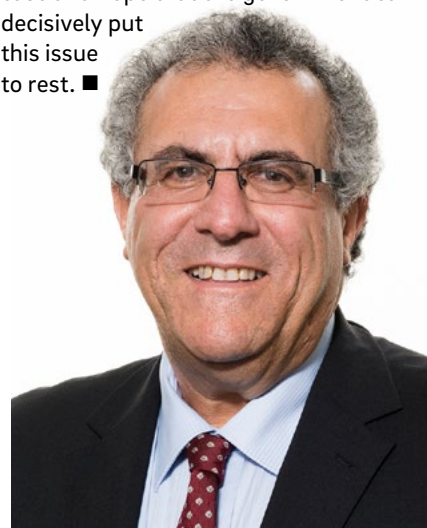
One issue which has reared its head this year is that of a sugar tax, following on from Britain's decision to put a levy on sales of soft drink.

I am constantly being asked about this and have spent more time with journalists talking about it than any other issue of late. It needs to be understood that this is part of a worldwide phenomenon, we are not alone in this.

CANEGROWERS will be taking steps to employ all of the political influence that we have to oppose a soft drink (sugar) tax.

Such a tax would cause enormous damage to our industry but more than anything else, demonising one food item and attempting to tax it out of existence will not solve our contemporary and complex health issues – it is illogical to blame only sugar when statistics show soft drink consumption is falling.

I am going to Canberra to push our case and hope that the government can decisively put this issue to rest. ■



“Our crops can respond to late growth as evidenced by last year but time is running out. Let’s hope the rains return to a field near you!”

Reef protection regulations— working with farmers and graziers

The Queensland Department of Environment and Heritage Protection (EHP) has a renewed compliance program in relation to reef protection regulations in the high priority reef catchments of the Wet Tropics, Burdekin and Mackay-Whitsundays. Having worked with industry to shape this program, our departmental officers are now starting to contact landholders and arrange property visits to provide information and education on best practice and reef protection regulations.

Here are some key information points about the reef protection regulations.

1. The regulations apply to graziers with properties over 2000 hectares and all cane farmers in the Wet Tropics, Burdekin and Mackay-Whitsunday regions.
2. Our highest priority is to assist cane farmers to increase the adoption of soil testing practices, and to ensure they follow the regulated standards for nitrogen and phosphorus fertiliser application in the Wet Tropics and Burdekin.
3. We recognise the good performance of cane farmers and graziers who have already adopted and are using best practice through initiatives such as the Smartcane Best Management Practice (BMP) program or Grazing BMP program.
4. If you are accredited under a BMP or equivalent program, and continue to apply those standards you will not be the focus of this compliance program.
5. This compliance program will focus and help those cane farmers and graziers who are yet to make improvements in their performance, particularly in areas where there are high fertiliser, sediment and pesticide losses.
6. We are not trying to catch people out. Our initial aim is to communicate and educate, not to penalise. We want to ensure that farmers and graziers understand what's required under the regulations and to work with them to meet these requirements.
7. We will continue to support industry to increase the number of accredited BMP farmers and graziers, and the wider adoption of regulated standards.
8. While not an immediate compliance priority, we will also continue to work with cane farmers in the Mackay-Whitsundays, and graziers and other regulated activities within the three reef catchments as part of our overarching compliance program.

It is possible to help both your business and the environment. Becoming an accredited producer under your industry BMP program can increase your farm's profitability and minimise your impact on the Great Barrier Reef.



More information about this program is available on
www.qld.gov.au/FarmingInReefCatchments
by emailing **RWQinfo@ehp.qld.gov.au** or calling **13 QGov (13 74 68)**.

NEWS IN BRIEF

FUNDS NEEDED TO PLUG BIOSECURITY HOLES

An independent review of Queensland's biosecurity capability has made 32 recommendations.

The Department of Agriculture and Fisheries has grouped the recommendations into four focus areas:

- *Addressing Biosecurity Queensland's immediate capability gaps*
- *Developing a best practice Queensland biosecurity system where industry, the community and all levels of government accept their proportionate share of risk management responsibilities*
- *Sound decision making on the level of investment for specific pests and diseases based on risk, rates of return and distribution of public and private benefits*
- *Building the leading biosecurity agency in Australia – as a leader and enabler for the Queensland biosecurity system with the range of policy levers and business models required to meet future challenges and opportunities.*

The Queensland Farmers Federation CEO **Ruth Wade** said the recommendations would fill well-known and agreed gaps in the biosecurity system.

"It is positive to see that many of the shortcomings of the existing biosecurity system have been identified and that the government at least in principle supports the recommendations," she said.

"After a seven-month delay in releasing the final report and the government's response, QFF is disappointed that appropriate funding has not yet been secured to deliver these much needed reforms."

QFF was pleased to see the government agreed that industry based Best Management Practice programs (such as Smartcane BMP) can be part of the solution.

"These programs have been delivering on farm biosecurity and market access ready production systems," Ms Wade said.

"The concept of shared responsibility features heavily in the rhetoric, however government needs to step up and take its share of responsibility as well as providing the legal mechanisms and frameworks for industry to participate. Government cannot simply transfer its responsibilities for biosecurity to industry.

"QFF, along with its industry members, looks forward to working with the government to ensure that the majority of the recommendations are implemented and appropriately funded," said Ms Wade.



Loss of industry leader

The CANEGROWERS family is mourning the loss of respected Tableland grower, **Brad Maisel** (pictured above), whose R22 helicopter crashed into waters off Noah Beach south of Cape Tribulation on Thursday 7 April.

Brad is survived by wife **Stacey**, their daughter **Jordan** and sons **Nate** and **Coby**.

CANEGROWERS sends its sincere condolences to Brad's family, including his brother and business partner **Tom** who is the CANEGROWERS Tableland Chairman.

The Maisel family would like to take this opportunity to thank everyone for their kind words of support, prayers and generosity during this difficult time.

Cane supply talks begin with Wilmar

CANEGROWERS representatives have met with Wilmar in Brisbane for the time since the *Sugar Industry (Real Choice in Marketing) Amendment Act* passed through the Queensland Parliament in December 2015.

The cordial meeting began a process of working through key issues to be addressed for Grower Choice in sugar marketing to be implemented in cane supply agreements for 2017 and beyond.

CANEGROWERS presented its framework for delivering choice to growers, consistent with the provisions of the Act, including key principles that will need to be included in both Cane Supply

Agreements and the agreement between the mill and marketer of Grower Economic Interest sugar (On-Supply Agreements) to facilitate grower choice in marketing.

While Wilmar has not outlined its model at this stage, it has agreed to do so.

During the meeting Wilmar acknowledged the importance of treating all GEI marketing companies on an equal basis.

CANEGROWERS has undertaken to work with Wilmar to progress the development of the draft agreements Wilmar is planning to circulate by 30 June.

ELECTION RESULTS - NEW DISTRICT BOARDS READY TO START

The CANEGROWERS 2016 election process has been completed and here you can see the names of the growers who will be representing their colleagues on local boards for the next three-year term.

The term for these experienced and first-time Directors begins on 1 May.

During the coming weeks, each District Board will meet for the first time and one of their tasks will be to appoint the Director who will sit on the State Policy Council.

This newly formed Policy Council will meet for the first time in Townsville on 25 May and will elect the CANEGROWERS Queensland Board of eight members, to serve for the next three years.

MOSSMAN Donald Andrew Watson Carmel Natala Raldini Glen Patrick Fasano Position Vacant	INNISFAIL Alan Colgrave Joseph (Joe) Marano Sam Spina Victor Guarrera Wayne Gattera	BUNDABERG Mark Andrew Pressler Allan William Dingle Kelvin Arthur Griffin Larry Stephen Borg Anna Marie Attard Dean Neville Cayley Antonio Castro
TABLELAND Wayne Vincent Kattenberg Thomas Dale Maisel Maryann Salvetti Claudio Santucci Rajinder Singh	HERBERT RIVER Christopher Alan Bosworth Jeffrey Joseph Cantamessa Steven Marbelli Michael Don Vince Pisano Salvatore Orazio Torrisi Vincent Anthony Russo Paul Marbelli	ISIS Robert Allan Mackenzie Peter John McLennan Salvatore Mark Mammino Anthony Mark Russo Position Vacant
CAIRNS REGION - Mulgrave Zone John Ross Arcidiacono John Peter Ferrando Paul Llewellyn Gregory Richard James Hesp Neil Warren Maitland John Mario Piccolo	BURDEKIN Steven Robert Pilla Isidoro (Sibi) Torrisi Philip Mark Marano Owen Raymond Menkens Gregory Alexander Rossato Roger David Piva	MARYBOROUGH Roger Edward Bambling Jeffrey John Atkinson Ashley Gordon Petersen Alan Mervyn Otto Allen Keith Birt
CAIRNS REGION - Babinda Zone Barry Raymond Stubbs Frank Gatti Stephen Calcagno Daniel Messina Carmelo Alfio Zappala	PLANE CREEK AREA Sergio Berardi Kevin Joseph Borg Malcolm Charles Langdon Wayne Peter Schmidtke	MACKAY Paul Vassallo Gregory Peter Plath William Andrew MacDonald Michael Stanley Deguara Joseph Borg Francis Anthony Perna Anthony Douglas Ross Philip John Deguara Paul Anthony Schembri Andre Charles Camilleri John Damian Muscat
TULLY Delbag (David) Singh Joseph John Vasta Thomas Francis (Tom) Harney Christopher Condon James Basil (Jamie) Dore	PROSERPINE John Robert Casey Eric Lindsay Altmann Anthony Quentin Hinschen William Geoffrey Blair Glenn Andrew Clarke Peter Eric Quod Anthony Joseph Large	ROCKY POINT Anthony Ronald Huth Michelle Fischer Richard John Skopp Benjamin Carl Spann Gregory John Zipf



Burn Ashburner

CANEGROWERS Manager -
Industry

“I encourage growers to make decisions based only on their own circumstances.”

GOOD DECISIONS

based on the right information

Everything CANEGROWERS does ultimately filters back to assisting growers on the farm. So a grower making good decisions, based on the right information, is an important final step to get full value from CANEGROWERS.

Most of my Spotlight articles for *Australian Canegrower* have been based around a theme of farm level decisions and economics. I have shown:

- *An example where the difference between a range of good and not so good farming practices can reduce the farm net profit (before depreciation, living and interest) by \$548/ha (from \$946/ha to \$362/ha). This is mostly within the individual grower's control.*
- *The production costs per ha and per tonne based on FEAT and the ABARES costs for different farm sizes and regions which provide growers with a benchmark and a chance to have a long hard look at where they are.*
- *The break even yield required when adding a ML of water ranging from 9 tonnes cane for high cost winch systems to 3 tonnes cane/ha for lower cost flood systems.*

On-farm decisions are the result of many things, but there is no doubt that messages can be confusing and/or contradictory and either stop growers listening or may provide growers with a generalised situation which does not apply to all farms.

There are three areas where I think this may be happening namely transport, nitrogen use and irrigation.

TRANSPORT

Since February 2014 when the Heavy Vehicle National law came into force and Queensland Transport and Main Roads (TMR) became responsible for permits for over dimension class 1 agricultural vehicles

and not the local police, I think there has been confusion.

There have been articles in this magazine which explain the changing legal requirements to move these vehicles and, through CANEGROWERS representation, it is expected that there will be more change.

However, even if this is confusing, it does not mitigate a grower's liability.

There is only one business at risk - the grower's. My first point is to urge growers to make sure they comply with current regulation.

Even if the risk seems low, the consequences can be high with no insurance cover.

In particular, if you want to move an agricultural vehicle over 4.0m wide on a critical road (mostly but not just the Bruce Highway) I recommend you start the process of applying for a permit now.

IRRIGATION

There is a lot of rhetoric around electricity prices with industry statements like, "electricity prices are forcing growers to switch off their pumps or go off grid".

At the same time I have read a number of extension/productivity service articles, particularly in the areas with limited water, encouraging growers to use their water because it pays them to do so.

These are both right but each individual will be different.

My second point is to encourage growers to make decisions based only on their own circumstances. ►



If you put on another ML of water, how many additional tonnes of cane is required to get a return and what is the risk of getting it?

To ensure that there is no emotion involved (the electricity rip-off is enough to make anyone angry) and to have another view, it may be a good idea to ask your local productivity services or advisor to give you an opinion.

NITROGEN

The third area of confusion is around nitrogen use.

The industry recommends Six Easy Steps but some growers believe that they require more fertiliser than this process calculates and there are groups (mostly water quality related) believing that reducing nitrogen according to yield potential is the way to go.

All the above are correct in certain circumstances but so far only Six Easy Steps has a significant body of science behind it.

My third message is for growers to look at their particular circumstances and work out how much additional yield they need to get a return on every last dollar of N/ha.

This needs to be balanced with the environmental concerns.

Again use your productivity services or consultant to get another objective view.

This may seem simple and obvious but I urge growers to make sure they are making decisions with their eyes open.

There is really only one loser if you get it wrong – the grower. ■

BMP and the market's need for sustainable sugar

The major users of refined sugar, such as Coca-Cola, Pepsi, Nestle and Unilever have committed to sourcing 100% sustainable cane sugar by 2020.

There has been recent interest in how major sugar-producing countries, such as Australia, will meet these requirements.

This included a recent visit to the Mackay region by the global acquisition manager for Coca-Cola.

The degree of alignment between Smartcane BMP and international standards such as Bonsucro has already been established.

During 2016, we will address any gaps so that Smartcane BMP accreditation can lead to cross-accreditation with programs such as Bonsucro. This will mean that growers can use the BMP program to retain access to markets.



BMP and reef regulations

A compliance program for reef protection regulations has re-commenced in the Wet Tropics and Burdekin via the Department of Environment and Heritage Protection (EHP).

EHP officers will contact landholders and arrange farm visits.

Growers accredited in the core modules of Smartcane BMP will not be the target of this compliance program.

Growers who have benchmarked through self-assessment and started working towards accreditation are also not likely to be a target of the program - rather, they are likely to be given 12 months to complete their accreditation.

For more BMP news, check out our Smartcane BMP newsletter on page 12.





The innovation bus drives the road to success

Supplied by Terrain NRM

With 60 people in small buses over four days travelling 1,600km, who would have thought they'd all be so happy!?

A recent agricultural innovation bus tour of the Great Barrier Reef Catchments left most of the participating farmers feeling enriched and motivated to step outside the square and try new farming techniques at home.

Farmers from a range of industries travelled the Wet Tropics, Dry Tropics and Mackay/Whitsunday regions to learn how other farmers are improving their land management practices and saving money.

As a result, they gained a network of friends to share information with, a greater knowledge of soil health, a better understanding of water quality and updates on new techniques.

"This has given many the inspiration and confidence to question their current approaches on their own farms and strive to be better in ways of efficiency, economy and environment," Terrain's Regional Landcare Facilitator **Fiona George** said.

One of the highlights was a visit to the Australian Institute of Marine Science where participants heard firsthand from

coral ecologists and saw the SeaSim marine aquarium research facility to understand the impacts of water quality on lagoon and reef health.

One participant said, "Every farmer should see this as it puts our [farmers'] contribution into perspective! We can do a lot to help the reef".

Farmers shared what they have drawn from other countries such as **Ben Poggioli's** cultivator from the United States and **Simon Mattsson's** Nuffield scholarship research about multi-species cover crops and how they can enhance soil health and reduce the need for synthetic inputs.

Another stop was **Ray Zamora's** farm at Euramo where he makes his own bio-fertiliser, uses cover cropping, and is diversifying into rice. He is also trialling an aerator to reduce compaction.

Almost all participants claimed that the trip changed their understanding of innovation in agriculture and many indicated that they would like to try different approaches on their own farms from what they learned on the tour.

"Cross-industry and cross-regional trips take people out of their comfort zone and expose them to new thinking, new ideas, new machines, and new practices," **Fiona** said.

"The important thing is that we are able to work together to continue to provide farmers with a supportive network and perhaps funding to bring ideas to fruition."

Mackay farmer **Simon Mattsson** said, "It's the NRM organisations working together like this that help us to share innovations and get the message out to industry."

Mark Savina from Cairns said, "One piece of new information makes the trip a success!" ■

The tour was a collaboration between Terrain NRM, NQ Dry Tropics, Reef Catchments, and Herbert Cane Productivity Services Ltd with support from the Australian Government's National Landcare Programme, Queensland Water and Land Carers (QWaLC) and the Queensland Government.

PERFORMANCE REVIEW

of Sugar Research Australia

By Leigh Clement, Executive Manager, Investor Relations

An important aspect of Sugar Research Australia (SRA) delivering value for sugarcane growers, millers, and our government investors is having our performance as a company assessed and then reporting the results back to the industry.

As part of that, the first independent Performance Review of SRA is occurring over the coming months.

SRA already undertakes several measures to chart our objectives and to benchmark our performance, but this review is the first independent assessment of SRA's performance.

All industry-owned organisations like SRA are required, under their statutory funding agreements with the Commonwealth Government, to commission regular independent corporate performance reviews.

In short, the review will examine how effectively and efficiently SRA is fulfilling its obligations to levy payers and government.

Following a competitive tendering process, a project team headed by Scott Williams of Scott Williams Consulting has been appointed to undertake the first performance review for SRA and has commenced its work.

A key component of the project will be to consult with industry.

The project team will contact key industry organisations to obtain input into the review.

The team also invites any industry stakeholder (growers, millers, research providers, consultants or any other interested party) to make a submission.

SRA is soon approaching our third anniversary as an industry-owned company, following our establishment in 2013 to deliver Research, Development and Extension (RD&E) activities and services that drive productivity, profitability and sustainability for the Australian sugarcane industry.

We already have a suite of measures that are used to demonstrate performance against the strategic and operational objectives laid down in SRA's Strategic Plan.

SRA's performance to-date has been reported in both SRA's Annual Reports and SRA's Performance Report 2014/15.

The difference with this current Performance Review is that it is independent, and its outcomes will include recommendations for

improvement to SRA's performance in delivering its Strategic and Annual Operational Plans.

People or organisations wishing to do so should visit the project website (www.sraperformancereview.org) or send an email to submissions@sraperformancereview.org.

Alternatively, please contact Scott Williams on 0413 059 190. Submissions close on 17 June 2016. ■

Pictured: Growers, millers and industry representatives recently attended a series of forums that were held to showcase SRA research. The events were held in April in Bundaberg, Cairns, Ayr and Mackay, and were an opportunity to hear directly from researchers about some of the broad spectrum of work that occurs at SRA. Each event began with a number of presentations, following by lunch and the opportunity to speak with researchers, adoption team staff, and the research funding unit.

The review will examine how effectively and efficiently SRA is fulfilling its obligations to levy payers and government.



2017 QSL options for MSF growers

Changes to State legislation mean Queensland cane growers will have the option of marketing choice for their Grower Economic Interest (GEI) sugar for the 2017 season and beyond.

QSL is currently working with MSF to ensure the necessary systems and procedures are in place to enable MSF growers

to exercise this option in the near future. While the final range of QSL 2017 season products is still in development, here is a broad overview of the pricing pools QSL intends to offer MSF growers next season:

	QSL GUARANTEED FLOOR POOL*	QSL ACTIVELY MANAGED POOL*	QSL 2-SEASON FORWARD POOL*	QSL HARVEST POOL*
Commitment	Committed sugar	Committed sugar	Committed sugar	Uncommitted sugar
Pool's aim	Provides a guaranteed minimum return with the potential for higher returns	Targets the best return over the season by pricing more frequently as short-term market opportunities arise	Priced over 2 seasons to target the best return, with some pre-set triggers	Designed to manage a limited amount of production variation
Season involved	Current season	Current season	Next season	Current season
Manager's pricing discretion levels	No discretion to vary from pricing plan	+/- 30% from the pricing benchmark	+/- 30% from the pricing benchmark	+/- 20% from the pricing benchmark
Production risk	Individual production risk	Individual production risk	Individual production risk	Only paid for what is delivered

**QSL cannot guarantee the price performance of these pools*

QSL INDIVIDUAL GROWER FORWARD PRICING OPTIONS

In addition to the QSL Pool options outlined in the table above, it is also intended that MSF growers will be able to access the following three QSL Individual Grower Forward Pricing Options:

	FIXED PRICE FORWARD CONTRACT*	TARGET PRICE CONTRACT*	IN-SEASON FIXED PRICE FORWARD CONTRACT* (Proposed new offering)
Pricing horizon (How far can I price forward?)	Up to 3 seasons beyond the current season (eg. For the 2017 season pricing can be done for the 2017, 2018, 2019 and 2020 seasons)	Current season plus up to 3 seasons forward (eg. 2017, 2018, 2019 and 2020)	Current season only New product for pricing during 2017 season
Pricing commencement	Any time prior to the Pricing Declaration Date	Any time prior to the Pricing Declaration Date	Any time after the Pricing Declaration Date
Pricing completion date	28 February in the year crushing is to commence for relevant season	15 June in the year crushing is to commence for relevant season	Up to 15 April 2018

*(2016 season nominations closed on 29 February 2016) *QSL cannot guarantee the price performance of these pools and final terms are subject to change. Minimum order size to be advised. Future exposure ratio 1:2:2:1.*

Full details regarding these QSL Pools and Pricing products, as well as information regarding the 2017 Marketing and Pricing nomination processes, will be forwarded to MSF growers when finalised and also featured on the QSL website.

OTHER MILLING DISTRICTS

QSL is yet to finalise its 2017-Season pricing products for other milling areas but these will be designed to

be responsive to local needs, with the potential for innovative new products, particularly in the individual grower forward pricing space.

However, we must have On-Supply Agreements in place before we can market Grower Economic Interest sugar, and so are focused on working with industry to ensure this is done well before the commencement of the 2017 season.

While these discussions continue, growers who'd like to receive updates on our progress as well as information about our 2017-season products as they are released can now do so via our website.

Just click on the 2017 Marketing Choice section of our homepage (www.qsl.com.au) and submit the Registration of Interest form.

We'll add you to our mailing list and keep in you the loop as Marketing Choice becomes available in your area.



Global Supply and Demand Outlook looking constructive for prices

By QSL General Manager Trading and Risk Dougall Lodge

In the last few weeks a number of sugar analysts have published updated reports on the supply and demand situation for 2015/16 and the outlook for 2016/17.

We now have greater clarity on the production a few key countries, with Thailand's 2015/16 crop winding up and Brazil's 2016/17 crop now underway.

While the analysts are varying a little in their numbers what is clear is that they all agree that the 2015/16 deficit is expected to be larger than originally expected and we are now moving into two consecutive deficit years, which should remain a constructive driver for sugar prices.

Global sugar production is the main driver for the deficit, and has dropped significantly in 2015/16 with the top five producers (Brazil, India, EU, Thailand, China) experiencing lower crops as a result of relatively poor weather conditions and lower returns impacting the relative attractiveness of sugar.

While there is an expected recovery in global production in 2016/17 led by Brazil, this is not expected to be enough to meet consumption requirements.

Global sugar consumption has continued to grow with around 1.5% growth increases in both 2015/16 and 2016/17 expected.

This growth is less than previous years, but reflects the ongoing consumption growth in line with GDP growth in developing

countries, where per capita sugar consumption levels are generally relatively lower than developed countries.



Stocks have been at relatively high levels for the past couple of years, but with expected draw downs in India and China, are likely to return to lower levels in 2016/17.

This will also contribute to these two large consuming markets' reduced ability to avoid purchasing in the event of any price rallies or tightness.

Let's take a look at the update of the situation in Brazil and Thailand:

BRAZIL

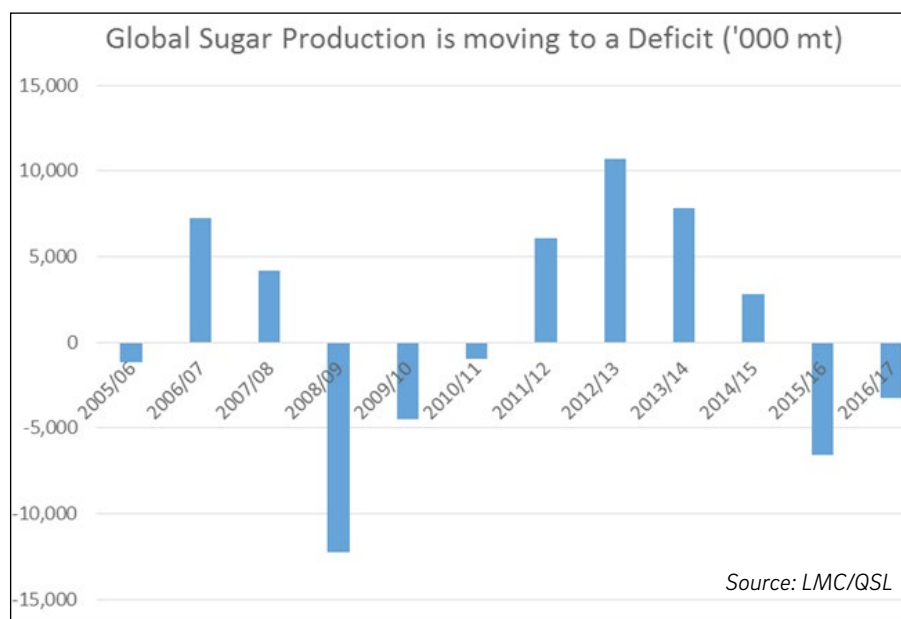
- After a rain-affected end to the 2015/16 Centre South Brazilian crop leading to a standover of around 40 million metric tonnes (mt) of cane, there will be a very large cane crop of around 620-640 million mt ready for crushing during 2016/17. Many mills have started early, and it is expected that the season will again go through to December for a number of these too.
- The expected 2016/17 sugar production estimates range from around 33-36 million mt, depending on the sugar-ethanol mix.

This mix will be one of the key factors to determine if the sugar deficit will be at the large or small end of the range.

- At this point, the sugar returns are more attractive than ethanol, but the early season sugar production mix levels will be driven by the quality of sugarcane harvested and the financial status of the mill.

THAILAND

- The 2015/16 crop is now complete, with a drought-impacted final cane crop at around 94 million mt, down around 10% versus 2014/15 and the original crop targets of around 105 million mt. This reduction has come about despite an estimated 4% increase in cane acreage versus 2014/15. Around 10.4 million mt of sugar has been produced, down from 12.1 million mt last year.
- It is expected that there will be a recovery in the crop for 2016/17 but this will depend on the rainfall in the lead-up to the new crop in November. Already we are hearing that there could be a potential delay in start-up. ■



BMP training workshops piloted and underway

The BMP program has contracted Sugar Research Australia (SRA) to design and deliver training that supports growers in their pursuit of BMP accreditation. **Belinda Billing** leads this project for SRA.

Belinda initially consulted with BMP facilitators and other extension providers to identify the gaps in available training that would make the most difference for growers. As a result, training has been organised on the following topics:

- *Irrigation Essentials*, provided by **Steve Attard**
- *Improving Soil Health*, provided by **Peter McGuire**
- *Cane Grub and Weed Management*, provided by **Trevor Willcox** and **Allan Blair** with support from Nu Farm and Bayer
- *Practical Drainage Management*, provided by **Allan Rudd**
- *SIX EASY STEPS* training, provided by **John Panitz**

Chemical accreditation courses will be run where there is a need.

All training is supported locally by BMP and extension staff.

These local staff are able to ensure the training is relevant to the growers and that follow up is provided where it is needed.

Delivery of the workshop began in February and participation and feedback to date have been very good with many participants commenting that they intend to make changes to farming practice following the training.

Training sessions are run with groups of 15 to 20 people, with numbers capped at 20 to ensure good interaction and plenty of opportunities for discussion.

So far Peter McGuire has run 15 Improving Soil Health courses, in Bundaberg, Childers, Maryborough, Mackay, Koumala, Home Hill, Clare, Innisfail, Tully and Ingham (where he has run three grower workshops and with demand for more). Industry reviews have been run for the Practical Drainage training and Cane Grub and Weed training and dates are currently being finalised for the grower training.

Chemical accreditation training has been run in Mackay.

An industry review of the irrigation training has been run with the course kicking off for growers in the Burdekin this April.



TRAINING CALENDAR

Improving Soil Health:

May 16: Babinda, Spirit of Babinda Hall
May 17: Mulgrave, SRA Meringa
May 18: Mossman, Bally Hooley Hall
February: Mackay and Proserpine – dates to be confirmed

Practical Drainage Training:

May 3: Tully, Tully Mill Recreation Hall
May 11: Babinda, Spirit of Babinda Hall
May 12 Innisfail, Sugar Heritage Centre
May 13: Mulgrave, SRA Meringa

Irrigation Essentials:

October: Plane Creek, Mackay and
Proserpine dates to be confirmed
November: Childers and Maryborough
dates to be confirmed

Cane Grub and Weed

Management Training:

May: Bundaberg, Childers and Isis
July: Mackay and Proserpine

Six Easy Steps:

May 24 and 25: Burdekin
Other regions will be provided with Six
Easy Steps training upon request

If you are interested in attending any training contact Belinda on 07 4783 8602 or 0475 954 437. Or you can email bbilling@sugarresearch.com.au.

WHS self-assessment workshops underway

The Smartcane BMP Workplace Health and Safety (WHS) module has been revised to make it more concise and relevant, with input from Workplace Health and Safety Queensland (WHS Qld).

WHS Qld also offered to help run workshops in each district to help growers assess their current practices and get a better appreciation of their obligations under the *Workplace Health and Safety Act 2011*.

Forty-five growers have attended the first five workshops (Tablelands, Mossman, Mulgrave, Burdekin) and feedback has been consistently positive.

Growers indicated they would be taking actions as a result of their improved understanding of WHS obligations.

These actions include documenting procedures (e.g. visitor induction; risk assessment), hazard maps, and conversations with contractors, better signage, and additional training.



Two of the workshops noted the lack of industry-organised meetings with harvester and haul-out drivers, to cover WHS, before the start of each season.

Pictured: At the Mackay workshop, Clifford Pratt (grower), Adam Spinelli, Helen Pastega (grower) and Jill Fox (grower). Back: John Turner, John Eden and Ann Jansen (grower).

Farm chemical records books a best-seller!

The *Farm Chemicals Record Book* produced by Smartcane BMP is designed to record the relevant facts each time pesticides are used on a farm. It meets the record-keeping requirements for BMP, and also meets the requirements of various State Government regulations.

This book has been very popular – with almost 1,000 copies being distributed to growers during 2016. Another print run has just been completed so your local BMP facilitator will now have plenty of copies available. Happy recording!



◀ Smartcane BMP project manager Mick Quirk presented Tully Sugar extension agronomist Greg Shannon with the company's accreditation certificate for its 2,000 hectares of cane farms. Also getting their certificate recently were Kuttambul growers Frank and Tony Perna.

New facilitator for Tully

Nick Stipis has recently started as the new BMP facilitator in Tully. Nick was a school teacher who went farming in Tully for a number of years.

Nick has served on the CANEGROWERS board and the board of Tully Sugar.

Nick had long been interested in production and environmental issues, and was one of the earliest to gain COMPASS accreditation.

Frank Hughes has done a great job in the Tully Smartcane BMP role over the past two years, but is keen to spend more time on his farming activities.

While Frank will continue to provide assistance and support to the program, Nick will be the primary contact.

L-R Alan Colgrave, Bob and Vera Moore, Alf Strano with CANEGROWERS Innisfail staff Mary Thomas, Margret Cameron and Carolyn Jones



BMP HELPING CHILDERS GROWER KEEP TRACK OF FARM INPUTS

By Amy Claireton

Last October **Neil Kingston** took up the challenge to gain Smartcane BMP accreditation for his farming operation at Cordalba, near the Isis Mill.



Over several months Neil and **Gaylene Kingston** worked to complete all of the core modules necessary for Smartcane BMP accreditation – covering nutrition, cultivation and irrigation.

In March, their business became the first to be accredited in the Isis Mill area and it was quickly followed by accreditations for **Tim Baldwin** of South Kolan and **Noel Johnson** from the Alloway district.

All together the businesses in the process of gaining accreditation and working towards it account for over half of the cane area supplying the Isis Mill.

Neil is a long-serving chairman of Isis Productivity Limited and sees the BMP process as a useful way to reassure governments and the community that farmers take their environmental responsibilities seriously.

"Most growers work hard to look after their land and to avoid causing any problems downstream," he said.

"To do that, most of us already have in place many of the records and practices that are required for BMP accreditation.

"Many growers also have other evidences of their efforts to keep up to date with best practice through attending various courses, all of which can help support the application for BMP accreditation.

"For us, uploading the files and having everything in the right format was the main job and it was great to have assistance from **Bruce Quinn** from Isis Productivity Limited and **Wayne Stanley** from CANEGROWERS Isis." ►



Above; Having entered two years of farming practice data into a spreadsheet to be BMP-compliant and finding the process easy, Neil is now keeping his farm records up to date.

Opposite page; Neil and Gaylene's farm at Cordalba is irrigated with winches and underground drip irrigation.



Gaylene is a qualified accountant so the farm's finances were in good order and provided some of the information needed to update the farm records.

Although Neil had previously kept a notebook and other records of farm input rates and applications, one of the greatest benefits of completing the BMP accreditation is that he now has an excellent record of baseline information that is easily kept updated.

"Bruce has actually produced an excellent spreadsheet for growers to use to record their farming operations and inputs," said Neil.

"It's not about everyone farming the same, it's about everyone farming in a safe and environmentally-responsible way, which most growers are doing their best to achieve"

"To meet the requirements for accreditation, we needed to provide records documenting the farming practices and input applications for at least two years."

It took him two days to enter the necessary information about sprays, fertiliser and cultivation into the spreadsheet Bruce had developed.

"It is a simple and practical tool that helps growers meet the requirements for accreditation but is also a great way to keep records into the future, taking the place of writing notes in a notebook or trying to accurately remember details about fertiliser applications and cultivation in each block."

Neil has found the spray recording sheets particularly useful as a way of keeping track of the products applied to different blocks and monitoring the effectiveness of each application.

"The real value of the recording sheets will come over time as we keep them up to date," said Neil.

"Bruce has even built in a 'group entry' feature for situations where the same treatment, say fertiliser, has been applied to multiple blocks.

"Other than improving our farm record system to meet the auditor's requirements, the only other thing that was identified as needing immediate action was to upgrade our chemical storage facility," he said.

"This is something that many growers will probably need to attend to and it is a good prompt to get our facilities upgraded to store chemicals safely."

The farm has been in Neil's family since 1892 when his great-grandfather cleared the first 16 hectares to grow cane.

After farming around 260 ha for many years with his brother John, Neil and Gaylene now farm 70 ha and produce around 7,000 tonnes of cane and fallow 15–20% of their land each year to maintain a productive rotation.

"There are lots of ways to farm that are acceptable and meet the BMP requirements," Neil said.

"It's not about everyone farming the same, it's about everyone farming in a safe and environmentally-responsible way, which most growers are doing their best to achieve and may just need to change a few things to become accredited."

Neil has also been very impressed with the efforts of the Isis Productivity Limited staff to include women involved in farming businesses in the BMP process. He says their input to the management of cane businesses is highly valued in the industry.

Continues page 16...



He believes that it is better to be proactive about accreditation programs that demonstrate that cane growers are generally using best practice.

"For growers who also grow horticultural crops, the process should be fairly straightforward as the records kept for programs like FreshCare can be used to meet the requirements of Smartcane BMP," he said.

"There are also potential marketing opportunities for accredited growers who would like to go on to obtain Bonsucro certification for their sustainable farming practices."

"There are also potential marketing opportunities for accredited growers who would like to go on to obtain Bonsucro certification for their sustainable farming practices."

Neil has always been interested in new technologies and new farming practices throughout his farming career.

He has been quick to adopt technologies such as green cane harvesting and minimum tillage, subsurface drip irrigation, zonal tillage and GPS guidance.

"We put drip irrigation in over 20 years ago in a block that was difficult to water using winches," he said.

"The block has several short rows, is near the highway and runs beside several houses so it has been an ideal solution and a very productive way to apply water. I just wish that GPS had been available when we laid the drip tape!"

He is now able to use the irrigation records in conjunction with weather data available from weather stations around the district to make better use of irrigation water during the season and to be sure the water applied is producing optimal returns per megalitre.

Now that Neil is operating the farm on his own he takes advantage of contractors with GPS fit-outs to plant his cane and this makes it easier to apply herbicides and fertiliser during the season.

The GPS lines are also then available for the harvester to use, minimising damage to the stool area, especially in large or lodged crops.

Neil was a founding director of the Central Harvesting Co-operative, which now harvests about 40% of the Isis Mill supply area.

Although no longer serving on the board Neil is pleased with how the company has progressed since it began in 2008. ■

Pictured above: Neil and Gaylene Kingston were the first Isis mill suppliers to gain Smartcane BMP accreditation. A new chemical storage facility was one of the few things they needed to do to meet the requirements.



A model of a farming idea

When a farmer needs a tool in the future shed won't be the only place to look.

If a team at the University of Southern Queensland (USQ) has its way, new tools are more likely to be found with a mouse or touchscreen.

USQ's new Agricultural Systems Modelling Research Group (ASMRG) is working on a range of tools to help farmers and managers make better decisions in both the paddock and the office.

Headed by **Dr Keith Pembleton**, the group is working on tools including apps for hand-held technology such as smartphones and tablets.

"The office might be where farmers and managers order their fertiliser or their seed, but the paddock is often where production decisions are made, and the tools we're developing are aimed at giving them greater confidence in making those decisions," Dr Pembleton said.

"What we are doing is bringing the power of agricultural modelling tools literally into the hands of decision-makers, including broadacre grain producers, cotton growers, sugar producers and graziers."

ASMRG has been established as part of USQ's Broadacre Agriculture Initiative with the Queensland Department of Agriculture and Fisheries (QDAF), and its modelling incorporates big data from a range of sources, including NASA, the Australian Bureau of Meteorology, CSIRO and state governments.

"We're working across a range of other areas to investigate ways to increase farm productivity while minimising environmental impact."

ASMRG is part of USQ's Institute for Agriculture and the Environment, and is working with other USQ centres to develop tools which collect and interpret data.

USQ Agricultural Systems Modelling Research Group: from left, Dr Shreevatsa Kodur, group leader Dr Keith Pembleton and software developer Bo Zhao.



It is investigating areas including crop physiology and pathology, and the effect of the environment on areas like production, soil, climate and management to give us a better idea and prediction of crop yields.

Dr Pembleton said ASMRG app development aimed to supplement and build on farmer and manager experience to bolster the rationale behind decisions which fall into two areas; tactical and strategic.

"Tactical decisions cover areas like when to irrigate, how much water to use, and how much fertiliser to apply," he said.

"Strategic decisions look at what rotation of crops to follow, whether to invest in irrigation infrastructure and what enterprises to run. We want to help producers make the right call with regard to these decisions."

Dr Pembleton expects ASMRG's first prototype tools will be ready for testing by June or July. ■



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Finding the funds for energy efficiency and renewable power

From QFF Energy Savers Plus

So you want to do something about your high electricity costs but it's going to cost money...

There are actually many financing options available to farmers looking at energy efficiency projects.

Deciding which option is best will depend on the existing credit limits of the particular farm and the type of project that is being planned.

The QFF Energy Savers Plus website contains links to the following financing options (loans) and funding options (grants or rebates):
<http://bit.ly/1N7HsnQ>

FINANCING OPTIONS

Financing is where money is lent for a project and must be repaid over time – either in a conventional loan repayment schedule, or out of the energy cost savings for the projects.

There are several options:

- *Equipment finance*
- *Extension to commercial loan or property mortgage*
- *Energy efficiency loan*
- *Lease arrangement*
- *Energy Services Agreement*

Each of these financing structures has advantages and disadvantages.

The choice of product depends on the farm's specific requirements.

ENERGY EFFICIENCY LOANS

Energy efficiency loans are becoming available in the marketplace.

These loan products are tailored to overcoming barriers to energy efficiency implementation. In practice these loans are similar to equipment financing with preferable rates or longer loan periods.

Advantages:

- *Reduced upfront costs for the project*
- *Interest charges can have tax advantages*
- *Repayments are generally fixed and known in advance*
- *Finance is potentially at a discount to market rate and loan periods can be longer than otherwise offered*

Disadvantages:

- *Interest rates are generally higher than commercial loans/mortgages*
- *There are limited number of firms offering these products.*

The Clean Energy Finance Corporation (CEFC) has made \$300m available to the agriculture sector and is working with commercial lenders such as NAB, CBA and Firstmac to make low interest finance available for energy efficiency and renewable energy projects.

The CEFC presentation on the QFF website includes a number of example projects financed by CEFC.

Farmers can access these loans through these commercial banks.

The Queensland Rural Adjustment Authority (QRAA) offers Sustainability Loans which can provide Primary Producers with finance up to \$650,000 to cover capital costs to achieve a more productive and sustainable primary production enterprise.

These can cover a range of projects including energy efficiency and renewable energy equipment.





ENERGY SERVICES AGREEMENTS

An Energy Services Agreement (ESA) provider designs, constructs, owns and operates equipment.

The end-user pays fees to cover operation and maintenance costs, including energy costs, and to repay the capital and implementation costs.

The fees are indexed to CPI, labour rates and in some instances can be decoupled to energy price escalation.

A customer can typically purchase equipment at the end of the ESA term.

An ESA provides the end-to-end delivery of energy efficiency and renewable energy projects.

Finance can be arranged using any of the finance options above, or can be provided by the ESA provider.

Advantages:

- No or reduced up-front cost
- ESA is off balance sheet
- Payments are tax deductible (operating expense)
- Implementation and operating risks are transferred to the ESA provider
- The ESA provider has an incentive to maximise energy savings. They guarantee savings or the customer only pays for the output of the equipment

Disadvantages:

- Can be a higher cost than using other finance options in isolation, due to transfer of risks to the ESA provider
- ESA suppliers will generally not undertake projects that do not require significant on-going maintenance
- ESAs may only be available for large projects

In practice these loans are similar to equipment financing with preferable rates or longer loan periods.

There are numerous ESA providers in the market, including:

1. Websters Group offers Energy Efficiency Partnerships of \$5,000-\$50,000 for farm efficiency upgrades.
2. Global Clean Energy Finance provides solutions to large size agribusiness with project costs of \$150,000 and above.

FUNDING OPTIONS

There are currently a number of options to gain some funding or rebates for energy efficiency and renewable energy projects.

Businesses interested in the potential of renewable energy may be eligible for grant assistance from the Australian Renewable Energy Agency (ARENA) which was established by the Australian Government in 2012.

Its priorities for new investment includes solar energy for irrigation and the use of renewable energy in industrial processes.

The Emissions Reduction Fund (ERF) is the Australian Government's market-based mechanism to encourage a reduction of greenhouse gas emissions.

Individuals and businesses can create Australian Carbon Credit Units (ACCU) by implementing projects with verifiable carbon emission reductions.

ACCUs can then be sold in regular reverse auctions or on the voluntary market.

Projects can consist of a large energy efficiency project on a single site, or a group of aggregated projects.

More information and links to the programs above are available on the QFF Energy Savers Website at www.qff.org.au/energysavers



EVETTS & ALLMAN
FINANCIAL ADVISORS

Tailored financial advice gives more freedom and more choice

Supplied by Kim Evetts & Dan Allman, Evetts & Allman

This is the final of our four-story series which so far has covered the big financial matters for cane farm owners. We have touched on debt reduction, cash flow management and estate & succession planning.

In this final article we'd like to give a full example from an existing client, **George Blyth**, which explains that, by immersing ourselves into our client's business, we can fully understand the entire situation, equipping us with the right knowledge to tailor the best solution.

Dealing with debt

In 2013 George Blyth and his son **Ryan** had just bought their second cane farm and they were in need of some financial advice.

They wanted to pay off the debt on the farm faster, so they could improve their cash flow and get more out of the income from their two farms.

"We borrowed money to buy the second farm but it was costing us extra because of how the loan had been structured," George explained.

"We wanted to see if there were any other options available that would help save us money on the interest."

When George asked his superannuation adviser, **Kim Evetts**, about his options, Kim recommended that George speak to colleague, **Dan Allman**, about a possible solution.

After exploring the Blyths' financial situation, Dan advised George and Ryan to restructure their assets in a way that enabled them to

pay off their debt straight away and use their self-managed super fund (SMSF) to invest in their farm.

As well as investing their super in an asset that will provide long-term growth and a stable income, this solution saved George and Ryan a significant amount in interest on their loan.

"Dan spent the time to get a good handle on the whole situation," George said. "I told him what I was hoping to achieve financially, and he explored every avenue and left no stone unturned to make it happen. Thanks to Dan's expertise, we're now in a much better position."

More freedom, more choices

With their debt paid off much sooner than expected, George and Ryan now have more financial freedom.

This means they can focus on making improvements to the farms, boosting their super or diversifying their wealth by investing in off-farm assets.

Dan has also advised George on succession planning for his farming business and worked with George's solicitor and accountant to ensure that both of George's sons have a fair stake in the family's estate.

"Dan is brilliant – he's navigated everything really well," said George.

"He fully explains everything in terms of where we're at, what we can achieve and what's going to happen next."

George is now considering his options for the future, which may include buying another farm or subdividing his existing properties.

But whatever path he chooses, he knows he can draw on Dan's guidance and expertise to help him make the right financial decisions.

"Without hesitation I'll consult Dan before making the next move," George said. "It's great to know that he has our best interests at heart and he's only ever a phone call away."

Are you concerned about what your retirement will look like?

Do you need advice on succession planning and where to start?

Perhaps you need some guidance on how to reduce your debt?

Come and talk to us about your goals and concerns and we can help you plan for your future. At Evetts and Allman, we offer a complimentary one hour consultancy session for new clients, so we encourage you to take this opportunity to talk to us and find out how we can help you be in the best financial position for your family's future.

DISCLAIMER

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Demand pushes pulse market

By Neroli Roocke

This is a good time to grow chickpeas in northern Australia according to the Chairman of Pulse Australia **Peter Wilson**.

At a recent Rural Press Club event, Mr Wilson said pulses were currently the only Australian crop growing in both volume and value.

"Not that long ago the pulse industry in Australia was bubbling along at under \$1 billion value to the economy," Mr Wilson said.

"This year the potential is quite wild and I've been relatively conservative with estimating that we could end up blowing through \$2 billion.

"We are exiting the mining boom and entering the dining boom," he said. "We have a great range of products to offer."

Mr Wilson said there were enormous opportunities to be had, with the growth in pulse demand overseas being driven by a greater awareness of the health benefits of eating pulses, coupled with a growing Asian middle class seeking more protein-rich foods.

India is the main destination for Australian pulse exports followed by Bangladesh, Egypt and Pakistan. Mr Wilson identified Indonesia, Malaysia and the United Kingdom as emerging premium markets.

"In my opinion we are running into solid, inelastic demand for things such as desi chickpeas and that's not something you hear often in agricultural commodity circles," he said.

"There is no other producer of better desi chickpeas in the world than Australian farmers and particularly those in north eastern Australia."

Mr Wilson said supply chain integrity and knowing our customers were the keys to maintaining and building this trade into the future. He said food safety and quality underpins the reputation of Australia's industry.

"We are now focused on a whole range of things that 25 years ago we weren't – food safety is the alpha and omega of our business," he said.

"We are interested in the systems that lead to our certification so that an issue becomes the exception rather than the rule.

"While our customers are out there we have to remember that they are also talking to our competitors.

"We cannot compete against the bulk, cheap sellers," he said. "We need to be upskilling in terms of our quality offering."

The industry is using the declaration of 2016 as the International Year of Pulses to build awareness in the domestic market through promoting pulses for human consumption, growing investment in value adding and investigating better asset utilisation throughout the transport and processing chain.

Mr Wilson said the future of pulses is limited only by our own imaginations.

He said innovation to value add within the industry, through the production flours, snack foods and spreads, would bring about the next stage of industry growth.

"There is also great complementarity with other food groups and great options for using pulses in a Western diet," he said.

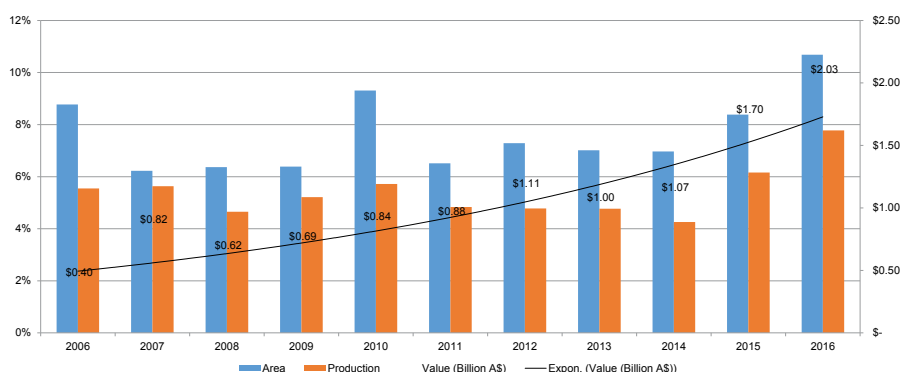
The Pulse Australia website www.pulseaus.com.au has information about the industry, the International Year of Pulses and recipes.

Graph: In 2015, 2.2 million tonnes of pulses were worth A\$1.2 billion in exports. There is potential to increase this to 4.2 million tonnes with a commodity value of \$1.504 billion.

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Tractor-Cane Harvester-Machinery Wreckers

Rainfall Report

brought to you by AustSafe Super

Location	Recorded rainfall (mm)		Average rainfall (mm)	
	7 days to 9am			Year to date
	11.03.16	18.04.16		
Mossman	49	48	937	1585
Mareeba AP	2	2	330	680
Cairns	38	55	632	1459
Mt Sophia	85	142	1060	2260
Babinda	16	210	1158	2708
Innisfail	92	132	1412	2224
Tully	73	237	1597	2623
Cardwell	62	104	1203	1513
Lucinda	26	106	1312	1465
Ingham	81	52	1241	1397
Abergowrie	62	17	862	1286
Townsville	1	20	798	814
Ayr DPI	0.6	19	373	643
Proserpine	2	79	906	911
Mirani	6	36	899	996
Mackay	7	96	1053	996
Sarina (Plane Ck)	15	14	1174	1147
Bundaberg	2	5	462	489
Childers South	1	17	439	396
Maryborough	3	6	463	581
Tewantin	21	9	569	867
Eumundi	18	5	425	861
Nambour	8	13	401	859
Woongoolba	0.4	19	142	617
Murwillumbah	0	4	558	800
Ballina	6	31	542	780
Woodburn	0	38	295	629



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.



JOHNNY FARMING COMPANY

New Hydraulic Heavy Duty OFFSETS

3 metre width, 28 discs,
All bath bearings
\$11,000 plus GST (\$12,100 incl GST)
Other size offsets available are 1.8m, 2.2m,
2.5m, 3m & 3.4metres.
3 point linkage offsets available also

New Heavy Duty SLASHERS

2.1 metres width \$3,300 incl GST
Other sizes available are 1.2m, 1.5m & 1.8m

Johnny Farming Company
Phone (07) 4952 2577 or 0412 535 887 (John)
or 0407 638 674 (Andrew)
133 Schmidtke Road Mackay Qld 4740

Mossman –Tully

Kubota B6100 4x4 tractor with slasher and Triple-K scarifier to suit. 3-point linkage fert bin. 2 inch arch bar. 3-phase plasma cutter, Unimig 105. 3-row folding cotton king. Ph: 4066 9889.
12' Land Plane. \$7,000 + GST - ONO. Ph: 0417 722 229.

Herbert River – Burdekin

2012 Case IH 8000 has 2070 hours on the clock. Steering wheel fitted at dealers work shop, original spare front & rear tyres to go with machine. Ph: 0429 840 117
JOHN DEERE 1640 4WD tractor 64hp, mechanically sound, 5000 hours, tyres fair, \$10,000 plus gst phone for photos. Ph: 0417621625
Prime mover Inter 2670 1982 model & 40ft mcgrath trailer. ph 07 47766249
8.1L John Deere engine to suit 3500-3510. Fuel tank for 3510. ECU for 3510. Set of John Deere 8 Blade Choppers. Ph: 0407 167 716
HBM Fertiliser Box, \$500+ GST. Four Foot Slasher, \$500 + GST. Ph: 0407 640 076
Tyres & Rims for sale, 2 x 18-4-38 (40%), \$1650 ono. 0418 182 068

Mackay – Proserpine

Don Gough Stick Planter, new tyres \$1,800. Ph: 07 49596197

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, GC, \$60,000. Can also be sold for parts. Ph: 0458 525 310
Toft 4000 cummings motor 4ft ext rams on elevator very tidy machine \$15000.00 +gst ono. Ph: 0427588037.
John Deer cotton picker with 3 point,mister,spray boom,1200litre tank,elect controls,\$1100+gst .PH 0427588037
Parts to suit Ford tractors 5000 & 7000. Includes complete engine, gear box parts, rear axle assemblies. Ph: 4959 2230
2 Row Main Engineering Billet planter. Double disc openers. Adjustable shutes, hydraulic adjustment on row width. Solid machine, ready for work. Ph: 0408 770 905
HBM Billet planter. 1 row. Tidy machine. Lots of money spent over the years. \$11500+gst. Ph: 0408 770 905
Fiat 600, clean & tidy, runs well, reg. \$8,000. Tyre 420/70 R24 continental, near new \$900. Shed gantry 4400x3800x9mm \$800. 8m manually fold up flat boom, adj nozzles & droppers \$800. Ph 0407 773 929.
Valtra 6400 4WD Tractor - 100HP, Air-Con Cab, 2004 Model. 3700 Hours. Good Condition. \$30 000. (incl GST) ONO. Ph: 0418710958 / 49503048.
Rear Tipper 5ton, Electric over hydraulic lift, 23.1 x 30tyres. Good condition always kept in shed \$6000. Ph 07 4959 0447 / 0412 164 647
Late model Case A/c cab to suit 7000 harvester or excavator. Exc cond. \$6500 + GST. Approved ROPS frame to suit Volvo truck. Exc cond. \$7000 inc GST. Ph: 4959 3009 after 7pm
Rubber belted elevator to suit Bonel/ Pouplin. 800mm wide stainless flights spray or dip tank. PH: 0413 622 932
International Snoopy 3388, good engine, has transmission problems, good tyres, \$5500 inc gst ONO. Ford 7840, 4wd, 3pl, A/C, reasonable condition, just had alot spent on it. \$18700 inc gst ONO. Ph: 0427 504 118
Yoeman 9 tyne ripper with crumble roller, GC, \$9000inc gst ONO. Howard 90inch Rotary Hoe with crumble roller, Heavy

Duty, GC, \$7000 inc gst ONO. Four ton elevating bin for planting, GC \$4000 inc GST ONO. Ph: 0427 504 118
Toft 5000 harvester, good condition, V8 Mercedes, adjustable chop length, good plant cutter, selling due to upgrade. Ph: 0427 504 118
5 tonne rear tipper bin for planting or wet weather harvesting on 18.4x34 tyres VGC. \$4,500 + GST. Ph 0419 797 238
Toft 6000 Series 3 Harvester, Good for age, half tracks, Swinging knife, CAT engine, always shedded, Price: \$8,500+GST ONO. Kubota B7000 intra-row tractor and spray trailer, Price: \$7,500+GST. Please call 0428 888 008 or email hunterkj@gmail.com
BUCKET (NEW) suit Backhoe or 5T Excavator: 650mm GP bucket, \$590+GST. Ph: 0419700761.
TRUCK – Mack 6x4 prime mover, 1995, PTO hydraulics, spring suspension, sleeper cab, 18 speed Mack gear box, ball race turn table. \$26,000+GST. Ph: 0419700761.
TRAILER - TIPPER TRI-AXLE SUPA DOG, 1998, g.c, bisalloy, spring suspension, air operated dolly lock, 2-way tail gate, tare 5520kg, tarp mechanism but no tarp or hoops, gc. \$14,000+GST. Ph: 0419700761.
6ft stainless steel slasher; good condition; \$6,800 + GST. Phone 0407 595 218
Hodge Ratooner 18x36 inch disc; always been under cover; as new condition; has only done one day's work. Ph: (07) 4956 5736
HBM 1 row billet planter. Good running gear. Heavy duty rear casters with adjustment for row width. \$12,000+gst 0408770905
JCB 3185 Fastrac coupled to 15t EHS elevating bin. Good condition \$103,000 + GST. 0418 720 373
JD150 Whole Stick Harvester \$6000. Howard Slasher 6ft \$4000. Delta 7 Tyne Ripper \$4000. Superior 7 Tyne Ripper \$4000. Forklift to suit front end of tractor \$1500. All plus GST. Ph: 0427 565 059.
24" grouzers to suit harvester or excavator. Exc con. AV tractor in GC. \$2000 + GST. New 15" chopper drums. \$1000 ea + GST. PH: 4959 3009 after 7pm
1999 model White 8310 Fieldmaster tractor. Original 2500hrs, 150hp, 125 pto hp. \$44,000 inc GST.Ph: 0400 790 839

Bundaberg - Rocky Point

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

Hodge 2 tonne fertilizer box 2 row with coulters \$5250inc. 1/2 tonne fertilizer box on 2" toolbar & 10 - 1 1/4" tynes, \$1700 inc. Hodge 3 row cane rake, \$1500inc. 4" Avoca Irrigator T4.10, \$4500inc. Ph: 0418 874 615

Cane Harvester - Modified 4000 Corradini - rotating extractor hoods, primary and secondary. The latest 6000 epi-cycles, Austoft shredder topper, front end 7000, GC. For sale or parts. Ph: 0427 598 333

Grizzly 36 plate folding 28" disks, fully optioned, good condition \$40,000+GST. 0427 769 086

Wanted

FORD TW15 or 25 tractor engine block Ph 0418180650 anytime

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

Incorporated Colder Assembly x 2; prefer McCloud but will consider others. Ph: (07) 4954 1174

Gear box for 100" Gallagher rotary hoe. Ph 0427 714 443

Massey 105 Harvester or similar for cutting plants and Billet Planter HBM or Poplin. Ph: 07 49596197

7 - 8 Tonne drop side tip truck. Prefer Mackay north. Ph: 0488 633 777

FIAT 70-66, any condition. Ph: 0438 773 287

Work Wanted

TULLY/ INNISFAIL AREA - 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

SARINA/MACKAY AREA - Seeking position as haulout operator for 2016 cane season. Experience with elevated bins and roll on - roll off. Ph: David on 0427502148.

INNISFAIL AREA - Seeking work. Have HR(b) license, forklift license. Over 23 year driving experience. Live locally in Innisfail. Phone 0474 441 169 or email: dn0770@yahoo.com.au

PIONEER VALLEY / MACKAY AREA - Seeking haulout work for the 2016 season. Many years experience as a cane grower and haulout operator. I hold all relevant licenses. Contact Ross - 0458 596 502

ANY AREA - Cane harvester mechanic seeking employment. Three years experience in the field. I am a class one journeyman. Contact me on matangajosiah@gmail.com

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

MACKAY: 422 hectares, cattle and cane. Huge supply of water, absolutely drought-proof property, 120ML water license, right on the coast. Ph: 0407 157 792

HERBERT RIVER: Cane farm 60.73ha with machinery and 4 bedroom dwelling at 194 Lannercost Ext Rd, Ingham Ph. 40454321

WALKERSTON AREA: Cane farm for sale, fully irrigated, 42.5ha cane 3.6ha grazing Ph: 0418 185 663

ABERGOWRIE - Cane farm for sale (Tarakan Rd), 270 acres, 4 lots, all freehold. 2016 crop not included. Interested persons please phone 4777 4633

INGHAM: Cane Farm for sale, Hawkins Creek. Total Area 48.3ha. CPA 46.6ha. Shed, electricity and water. Genuine enquiries Ph. 0407635175.

Wanted to lease canefarm in the Mackay area. Currently farming in the Farleigh area. ph - 0409 897 557

BUNDABERG - option 1- 366ha house/ cattle&cane - Option 2 522ha cane/ peanuts/soya bean. Huge water allot. Total 888.6ha 7lots freehold. Ph: 0411 105 558

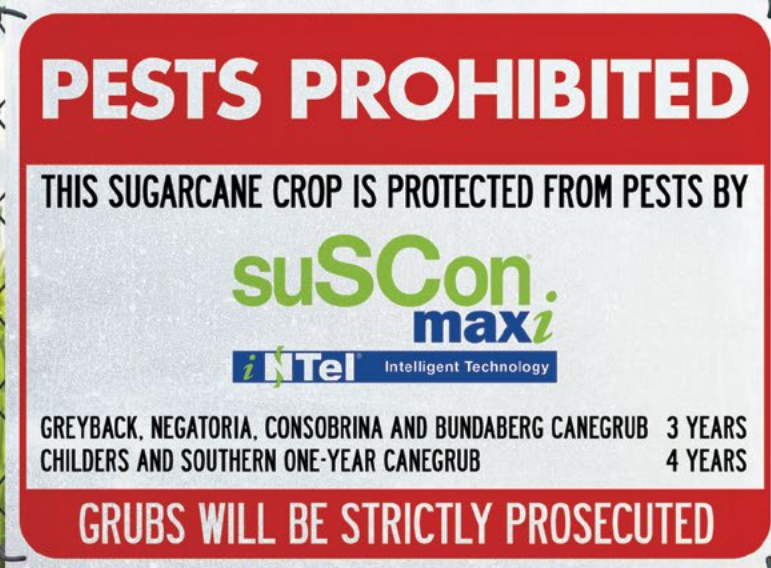


Celebration!

Rocky Point sugarcane and a harvester took pride of place recently when Samuel Mischke married Samara Teske. Left to right: Steven Pahlke, Adam Fischer, Matthew Rasmussen, Luke Carney, Nick Skopp, Samuel Mischke (groom), Samara Mischke (bride), Deni Teske, Shayla Kelleher-Beazley, Jasmine Simonyi, Paige Eastell and Annie Reck.

Pic by Nicole Laufer Photography

Have you heard the latest intel? We've set the bar even higher.



suSCon maxi Intel - longer control, same price.

- Provides up to 3 years protection against greyback, negatoria, consobrina and Bundaberg canegrub damage in sugarcane.
- Provides up to 4 years protection against Childers and southern one-year canegrub damage in sugarcane.
- Controlled release of active, imidacloprid, resulting in the most prolonged control of target pests in sugarcane on the market.



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