

Tully hit a record as the 2016 crush continued into the New Year - Regional Round-up

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season
comes to
a wet end in
Mackay**



**Australia's
energy policy
is broken and
we'll all pay
more**



**\$11.8 million
funding to
support cane
growers and
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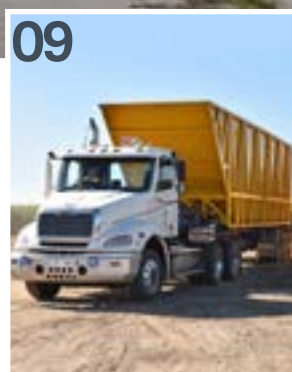
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Cover picture: Mossman CANEGROWERS' newest board director Liza Giudice is on a mission to improve grower-mill relations in her district.

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Editor: Wayne Griffin

Design, subscriptions and classifieds:

Jacqui Segond

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Level 6, 100 Edward Street, Brisbane,
Queensland Australia

ABN 94 089 992 969

Postal Address: GPO Box 1032, Brisbane,

Queensland 4001 Australia

Telephone: 07 3864 6444; Fax: 07 3864 6429

Email: info@CANEGROWERS.com.au

Website: www.CANEGROWERS.com.au

CANEGROWERS/Members Card Hotline 1800 177 159

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Challenges and opportunity lie ahead

By Paul Schembri, Chairman CANEGROWERS

As we take the first tentative steps of 2017, it is opportune to reflect on some the challenges, threats and opportunities that we face in the year ahead.

“I want to acknowledge the enormous effort of all growers, harvesters and mills to bring the crop in.”

I am very mindful that last season was frustrating for many growers, particularly in mill areas where we battled to get crops off well into Christmas and the New Year.

Many members, particularly in the Mackay and Rocky Point districts, will have unharvested cane as a reminder of how fraught farming can be.

By all accounts, around a half a million tonnes out of an estimated crop of around 35 million tonnes remains unharvested.

I want to acknowledge the enormous effort of all growers, harvesters and mills to bring the crop in.

In the north, the effort in wet and boggy conditions was nothing short of remarkable.

I'd also like to thank the staff and management of NSW's Condong Mill for the assistance provided to Rocky Point after what has been a particularly difficult year for growers in that district.

The crop prospects for 2017 remain unclear as experience has taught us that it's much too early to make predictions on estimates.

In fact, over the past five years we have witnessed enormous late season growth, something that appears to be a new phenomenon in the industry.

Growers from across the state tell me there is remarkably good cane in prospect, but equally as much poor cane.

CSA NEGOTIATIONS

The dark cloud that hangs over our industry is the unresolved marketing dispute between Wilmar Sugar and its growers.

Despite every attempt by Wilmar to frustrate growers into signing its marketing contract, around 90% are

standing their ground and refusing to accept terms that would strip them of their long-held marketing rights.

The time has come for Wilmar to acknowledge that growers are not going to accept anything less than the marketing choice that legislation provides.

MSF and COFCO have realised that a partnership with growers is the key to their success. Both have shown the right attitude and have not engaged in long, drawn out political gamesmanship or negative public relations campaigns.

It is time for Wilmar to accept that it has failed to convince growers of the merits of its grand plan for marketing.

It is time to restore trust by immediately resolving the outstanding issues that are the barrier to an On Supply Agreement with QSL.

In a related issue, a recent interview with *The Australian Financial Review*, quoted Foreign Investment Review Board Chairman Brian Wilson making some grossly misinformed comments suggesting that our Real Choice in Marketing legislation in Queensland

treated foreign mill owners unfairly.

Turn to page 18 to read my full reply to this article. ■





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NEWS IN BRIEF

Marathon season comes to a close

The final tally of the long 2016 sugarcane season in Queensland shows more than 34.3 million tonnes of cane was sent to the state's 21 mills.

CANEGROWERS estimates that will be turned into at least 4.3 million tonnes of raw sugar which, based on a price of \$470, is worth around \$2 billion to the Australian economy once sold on the export and domestic markets. Average CCS was 12.89.

THE REGIONAL BREAKDOWN IS:

- Northern 12.7 million tonnes
- Burdekin 8.6 million tonnes
- Central 8.8 million tonnes
- Southern 4.1 million tonnes

A number of districts cut above their crop estimate, notably Bundaberg at

110%, Proserpine and Tableland at 105% and Isis at 104%.

There is around 500,000 tonnes of standover cane, the majority in the Mackay district.

More details about the end of the season in the later finishing mill is in the Regional Round-up on page 6. ■

Pictured: It was a soggy, rainy end to the season in Mackay. These photographs are from Mitch Zunker, taken as the last rake of cane headed to Farleigh Mill.



BOARD ANNOUNCES LEVY CAP

CANEGROWERS Queensland will implement a change to its levy structure for the 2016 crush, following last year's decision by the statewide Policy Council and Board to approve a 50,000 tonne cap on State (QCGO) levies.

The cap is designed to give members the best possible value for money, while ensuring CANEGROWERS can continue to advocate for growers as effectively and efficiently as possible at the highest levels of industry and government.

It aims to ensure that all growers see value for money in membership and has come about as a result of direct feedback from members.

CANEGROWERS CEO Dan Galligan said he hoped the change would, "Ensure our members who are the largest producers of cane are also our largest supporters."

The cap applies to State levies only, with district companies continuing to set their own levy structures.

Growers with production exceeding 50,000 tonnes in 2016 will be contacted directly by CANEGROWERS Queensland with further information now that the 2016 crush is complete.



CANEGROWERS CALENDAR AND POCKET DIARY

Readers should have received a copy of the CANEGROWERS annual calendar and pocket diary included with their 19 December issue of *Australian Canegrower*.

The calendar features a selection of images taken around Queensland's cane-growing districts throughout the year.

If you have an great industry-related image you think would make a good entry for the 2018 calendar, please email it to us on editor@canegrowers.com.au.

If you'd just like to get your hands on another copy of this years calendar or pocket diary, please contact your local CANEGROWERS office. But be quick, stocks are limited and won't last. ■

Australia's energy policy is broken and we'll all pay more

By Dan Galligan, CEO CANEGROWERS

A report commissioned by CANEGROWERS has revealed that the Australian Energy Regulator (AER) is on course to rubber stamp a seriously flawed proposal from Ergon Energy for future electricity tariffs.

It is a proposal based on assumptions that Ergon's own data contradicts and it would leave electricity users being penalised when they need power most – in the peak of summer.

In October, the AER said Ergon had justified its plan for summer seasonal network peak and inclining block tariffs.

A final pricing decision is due early in 2017 and, suspecting another bad result, CANEGROWERS engaged economic consultants Sapere to take a close look.

What Sapere found has direct implications for all electricity users, households, businesses, and agricultural irrigators because half of all power bills is attributed to the network component, that is the poles and wires.

The new Tariff Statements by Ergon and other networks are part of national network pricing reform which aims to reduce peak demand to reduce or avoid future network investment and hopefully make future bills lower than they otherwise would be.

The summer peak (energy and demand) tariffs put forward by Ergon apply hefty penalty rates to businesses using a lot of power during most weekday business hours and for residential customers using a lot of power during afternoons and early evening, every day of the week.

This benefits off-peak users, but is a cost to businesses and families who cannot easily change the times they use electricity.

Under inclining block tariffs, rates go up in three steps as usage increases. These do not reflect network supply costs but instead unfairly penalise above average users of electricity and reward lower than average users.

Under this scenario larger families, more

energy intensive businesses, including irrigators, and those without solar panels would pay more.

What is galling about this proposal is that Ergon's own *2016 Distribution Annual Planning Report* shows that 98% of the low voltage network has enough spare capacity to meet all forecast peak demand growth for the foreseeable future.

"Under this scenario larger families, more energy intensive businesses, including irrigators, and those without solar panels would pay more. "

The Report shows that the network congestion data used by Ergon in its tariff proposal overstates congestion by a factor of approximately 375. The scale of this pricing distortion is a whopping \$1.8 billion over five years.

So, there is no hefty expansion bill on the horizon that they're trying to avert with these penalising tariffs. There would be no reduction in future network investment because none is needed!

The spare capacity means any reduction in peak demand would not mean lower power bills in the future, it will just mean some customers unfairly pay far more than the cost of the network service.

In fact, the problem may even get worse because as customers are rewarded for

reducing demand, higher future tariff rates may be needed to cover fixed network costs and allow the energy company to meet the fixed revenue target the AER has already approved.

This situation facing regional Queensland does not seem to be a one-off. The same flawed approaches have also been applied to Energex and in other parts of the National Electricity Market.

In the view of Sapere and CANEGROWERS, Ergon's tariff statement breaks national electricity rules and if it goes ahead and approves this flawed logic, the AER would also break the rules for price setting.

There is an appeal process built into the power pricing process but it is expensive and uncertain.

The Sapere report concludes there are solid grounds for reviewing the AER's entire network tariff statement review process.

On behalf of all electricity users therefore, CANEGROWERS is urging all Australian governments to step up, step in and take an active role in these regulatory decisions.

Recent national commentary has demonstrated that we have a lack of national and state energy policy and this is having real hip pocket impacts on our members.

After all, distorted network prices discourage business investment and reduce energy productivity.

The full Sapere report commissioned by CANEGROWERS, *Errors in Australian Energy Regulator's Draft Decision on Ergon Energy's 2016 Tariff Structure Statement*, can be downloaded as a pdf here: <http://bit.ly/2jxFdpO> ■

CANEGROWERS Regional round-up

Burdekin

The Burdekin's 2016 season concluded in early January just as the rain started to belt down.

The last cane was harvested on the afternoon of Monday 2 January, with the last bin tipped at Inkerman Mill at 10:30am the following morning, finalising the season for both the Burdekin region and the whole Wilmar Sugar group.

A total of 73,000 tonnes was crushed at Inkerman after Christmas, taking the total crush for the district to 8.71 million tonnes with a seasonal CCS just under 14. This is the Burdekin's fourth biggest crush on record.

Thanks to all in the district who have persevered through a very trying season. We've finally made it to the end and can now look forward to 2017.

The season ended up with about 410,000 tonnes more cane than originally forecast. Wilmar's cane supply management said it's a tribute to all sectors of the industry that we could get the whole crop off the ground.

Wilmar extended thanks to Inkerman Mill employees, growers and harvesting contractors for persevering through to the end of a long and challenging season.

Wilmar Sugar has committed to an extensive capital and maintenance program at all of its mills over the coming months, despite the shorter maintenance season.

FINISH DATES

The 2016 season crush-out dates for the Burdekin mills were:

INVICTA - Sunday 18 December

KALAMIA and PIONEER - Friday 23 December

INKERMAN - Tuesday 3 January 2017.

Plane Creek

Wet weather forced an early end to the season for the Plane Creek area, with just 6,615 tonnes in the final week bringing the season total to 1,346,383 tonnes (95.5% of the 2016 estimate).

Tully

Records, rather than rain, were falling in Tully on New Year's Eve, with growers, harvest crews and mill workers completing two crushing seasons in one year while also setting a record tonnage for crushing with less than five hours of 2016 to spare.

The 2015 crush was completed on 4 January 2016, while the last bin of the record 2,935,956 tonne 2016 crop was tipped at 7:37pm on 31 December 2016.

It was an enormous effort from all involved to successfully manage the crop from the largest area ever grown in Tully.

It must be acknowledged that there was an element of luck involved, as the predicted 'wet' did not arrive in Tully, but went around us.

Maybe we need to shift the Golden Gumboot elsewhere. Sarina, maybe?

The second record crush must be pleasing to mill owner COFCO, which shared the pain of two poor seasons in the aftermath of Cyclone Yasi.

Growers are now considering the marketing options made available under the CANEGROWERS Collective Cane

Supply Agreement, which has facilitated Grower Choice in Marketing and the ability to secure what seems to be very attractive sugar prices for the 2017, 2018 and 2019 seasons.

There are a number of challenges and opportunities for the local industry in 2017. Can we utilise the SRA harvest project to manage larger crops in a shorter time? Can we utilise Reef Trust funding to improve profitability while managing water quality impacts on the Great Barrier Reef?

While the past is not necessarily an indicator of the future, the Tully Sugar industry has a record of achieving great things when it works together.

The local community that relies so much on the prosperity of the cane growing, harvesting and milling sectors, needs a secure future and, like us all, has expectations that all sectors can co-operate for the benefit of the industry and community.

Let's all celebrate our achievements, work to improve things, and enjoy our family and friends for a while before getting back to the grind.

The 'Slack Season', what 'Slack Season'?



Widespread falls of up to 140mm on the two days following Christmas Day made the resumption of harvesting difficult. The final cane was crushed at 4.02pm on Tuesday 27 December.

Average CCS for the final week was 10.86 units, with the season average at 12.97. The wet field conditions caused further decline in average CCS and bin weights.

Proserpine

The last bin of the Proserpine harvest was tipped at 3:43am on Sunday, 25 December, bringing total throughput for the season to 2,000,582 tonnes. This is the fourth highest throughput for Proserpine Mill and the first time since 2005 that the mill has exceeded 2 million tonnes.

Unfortunately, the season average CCS of 12.71 was disappointing considering the increased tonnage. A negligible amount of cane was stood over due to the impact of rain in the final weeks.

All sectors of the industry are to be congratulated for getting a big crop off and through the mill, especially in such a weather-challenged year. The district has received over 500mm of rain since the beginning of the year, which has been beneficial to the 2017 crop.

Pictured: Paul 'PJ' Schembri got into a sticky situation in his haulout following heavy rain across the Mackay district. This photo was taken on Charlie Zahra's cane farm with contract harvester Richard Windsor two days before the harvest was called to end after further rain. PJ said it took around 45 minutes to pull the gear out of the mud. "It was very wet but we kept going in that paddock. It was extremely slow going but we got there in the end," PJ said. "It has been a very demanding year!"



Rocky Point

The 2016 season for Rocky Point was very disrupted. With a non-functioning cogeneration plant and a fire in the Rocky Point Mill, growers were lucky to get just the 149,270 tonnes off this season.

Here is a full breakdown of the tonnes crushed by Rocky Point Mill and by Condong Mill in NSW:

Miller	Dates	Tonnes	CCS
NSW – after RP Fire	10/12/2016-21/12/2016	39,039	13.40
Rocky Point Mill	31/10/2016-29/11/2016	87,840	13.79
NSW – pre RP Operational	18/7/2016-30/10/2016	22,391	13.03
Total Tonnes		149,270	

We sincerely thank staff and management in New South Wales for their assistance during the season, on both occasions. ■

Herbert River

The 2016 season harvest came to an end on Wednesday 28 December, with just a few groups able to operate that day because of the showers in the week leading up to Christmas.

About 40,000 tonnes of cane remain unharvested around various parts of the district.

The season, which commenced on 25 June after rain delayed plans for a staggered start on 14 June, was plagued by wet conditions in the early stages as well as at the finish.

Mill reliability was again found wanting. Estimating accuracy was also an issue for the later stages of the season notwithstanding that the overall estimate had been upgraded through the season from the pre-season estimate of 4.45 million tonnes.

The final crush was 4.812 million tonnes of cane. Seasonal average CCS was 12.3. For the season, some 1,982 tonnes tested below 7 CCS and of that, around 30 tonnes was below 5 CCS.

The last cane was tipped into B side Victoria Mill in the 28th week of the harvest, the longest season in memory for many.

We must pay tribute to the harvesting operators who stuck to the task magnificently and to all involved in the operations of the season.

Whilst the rain made for a sticky finish, it has definitely provided a boost for the young cane.

New South Wales

SUMMER RAIN SWEETENS THE SEASON

Cane farmers across the northern rivers are all smiles as recent rainfall and hot summer days are providing the ideal growing conditions for cane.

With last year's crushing season producing higher than forecast yields and CCS, the NSW sugar industry has been enjoying a dream run across both the growing and production sectors.

"With the combination of stable weather conditions, high performing mill operations and a strong world price, our industry is enjoying a long awaited good run," Sunshine Sugar CEO Chris Connors said.

With over 100mm recorded already for the month of January across the Tweed, Richmond and Clarence valleys, growers are hopeful of even bigger, sweeter cane this season. ■



SMARTCANE BMP NEWS

Burdekin completes first on-farm accreditation

Giru grower Tom Pontarelli has successfully completed the Burdekin's first Smartcane BMP on-farm audit accreditation with the help of local BMP facilitator Terry Granshaw.

Over a period of three months, Terry and Tom gathered all the information necessary for an independent auditor to give Tom's farm the Smartcane BMP tick of approval in December.

"The auditor had a good understanding of how the Burdekin sugar industry works and completed the audit in three hours, including a farm tour and scrupulously looking over Tom's records," Terry said.

"The auditor had a great attitude and listened as Tom explained his unique rotation of horticulture and sugarcane and how the farm was evolving."

"The auditor had a great attitude and listened as Tom explained his unique rotation of horticulture and sugarcane and how the farm was evolving over time."

Previously registration, self-assessment and accreditation have all been processed online via the Smartcane BMP website.

"In the Burdekin, registration and self-assessment are now completed either one-on-one or in a small group of ten at the Burdekin Productivity Services office," Terry said.

"This not only streamlines the process, but creates excellent interaction between the growers." ■

Pictured: Smartcane BMP accredited grower Tom Pontarelli with Burdekin BMP facilitator Terry Granshaw.



Money Matters

with AustSafe Super

TIME IS TICKING – MAXIMISE YOUR SUPER CONTRIBUTIONS

Changes to contribution limits passed through both houses of Parliament on Wednesday 23 November 2016, as part of the Federal Government's superannuation reforms.

From 1 July 2017, after-tax (non-concessional) contributions will be limited to \$100,000 a year for those under 65 years of age, reduced from the current \$180,000 limit, or \$300,000 over a period of three years, currently \$540,000. These changes are targeted at making the superannuation system more sustainable for all Australians.

It's a considerable reduction to the after-tax contribution caps but there's still time to take advantage of the current legislated contribution caps and contribute up to \$540,000 for the 2016/17 financial year. Known as the bring-forward rule, if you're under the age of 65 as at 1 July, and have not utilised the bring-forward rule in the previous two financial years, you can still do so before 30 June 2017.

Your after-tax contributions are contributions you can make into your super fund once tax has been paid on them. These include:

- Personal contributions – made by you personally on which no tax deduction is claimed.
- Spouse contributions – contributions made by your spouse to your fund on your behalf.
- Excess contributions – contributions you have not elected to release from your super fund.

If you think you're in a position to take advantage of the \$540,000 after-tax cap, it's important to seek advice to ensure it aligns with your current retirement planning strategy.

Our Financial Planner is available to discuss and determine if you have a need for personal advice without any obligation. A quote will be provided for your approval to proceed. Call 1300 131 293 to find out more.

AustSafe Super is the industry super fund for rural and regional Australia, and has been committed to looking after members' super throughout their working life and into retirement for over 25 years.



Rocky Point growers pray for better season in 2017

Rocky Point growers are crossing their fingers for a better year in 2017, following a disastrous 12 months that ended with almost \$7 million worth of cane left in the paddocks.

Local CANEGROWERS Chairman **Richard Skopp** said that despite growers' best efforts and the assistance of Sunshine Sugar's Condong Mill, less than half of the district's 300,000 tonne crop was crushed in 2016.

"Growers are very frustrated with how the last twelve months have gone," Richard said. "We've done everything right, upheld our end of the industry, but we've been let down badly by the mill and co-generation plant."

The season got off to a terrible start in Rocky Point, with growers forced to haul standover cane across the border

to NSW's Condong Mill due to on-going problems with the co-generation plant that supplies the local mill with steam and electricity.

When the co-gen plant finally got up and running in October, partly thanks to a \$1.2 million bailout from growers, the mill operated for just four weeks before a control room fire brought crushing to a grinding halt.

Growers once again began hauling cane to Condong, crushing another 40,000 tonnes before the NSW mill shut down operations on 21 December.

"We're very grateful to the staff and management at Condong Mill for their assistance, without them we wouldn't have had a season at all," Richard said.

"We estimate the crop will be about 450,000 tonnes this year and while we've been assured the Rocky Point mill will be up and running to begin an early harvest, we don't have a great deal of confidence.

"We'll just have to hope they come through."

Pictured: 25 trucks carted cane around the clock to Condong Mill, as Rocky Point harvest crews worked 24 hours a day to get as much of the 2016 crop off as possible.



IMPROVING WATER QUALITY - GOOD FOR THE ENVIRONMENT AND FISHING

Supplied by the Reef and Rainforest Research Centre

Cane farmers in Far North Queensland are doing their part to improve the quality of water in their catchments for the sake of both the environment and recreational fishing – and they are partnering with regional and national non-profit organisations to tell the public about their efforts.

CANEGROWERS Cairns district chairman **Stephen Calcagno** spoke at a meeting of the Babinda Fishing Club in November 2016. He told around 30 keen fishers and their families how Cairns region cane growers are doing their best to adopt Best Management Practices through the industry's Smartcane BMP program.

Stephen spoke in support of OzFish Unlimited, a nation-wide fish conservation organisation, which aims to get recreational fishers contributing to a better fishing future all over the country.

"We definitely hear you when you say that there's issues with runoff and water quality," Stephen said.

"I'm here to tell you about what we in the cane industry are doing – we're adopting the Best Management Practices and we're even engaging with 'Project 25' through the Reef and Rainforest Research Centre, which is about properly measuring water quality all the way through the catchment to find out exactly where stuff like sediment and nitrogen is coming from, so we can do something about it."

More information about the Australian Government funded National Environmental Science Programme's 'Project 25' and other projects contributing to improved water quality on the Great Barrier Reef is available at the Tropical Water Quality Hub website www.nesptropical.edu.au/.

Fishers can help put something back into their fishery by understanding and restoring fish habitats by signing up at www.ozfish.org.au or calling north Queensland Project Manager Jeff Perks on 0403 410 500 or OzFish founder Craig Copeland on 0419 185 538. ■



Burn Ashburner

CANEGROWERS Manager -
Industry

“By easy work, I mean reviewing the past season and planning for the season ahead. In other words, getting your business in order.”

The season's hard work is mostly over

NOW IT'S TIME FOR THE EASY STUFF

The new year kicked-off with several mills still crushing in a race to get the 2016 crop in. So now it's time to relax, take a break, recharge the batteries, and do some of the easy work.

By easy work, I mean reviewing the past season and planning for the season ahead. In other words, getting your business in order.

For this I suggest taking a good look at the Smartcane BMP Farm Business Management module. This module has 13 statements (table 1) that provide sound principles for running a business.

On paper these statements may not seem like anything out of the ordinary, but the issues they address are quite often placed in the too hard basket.

It may be easy work, because there is no physical activity involved, but it makes many a head hurt!

GOALS & RISKS

Setting goals and making plans on family farms is often a complex issue, confusing farming goals with personal goals, across different members of the family.

I suggest starting with some simple goals. Don't think it needs to be complex.

Assessing the risks to your business and making plans to overcome these risks can also be confronting.

Some risks, like fire, are easy to see and can be covered by insurance.

Having one of the most variable weather systems in the world is also a significant risk and many farming practices are designed to overcome this (drainage, etc).

However, risks posed by the miller - such as poor performance, mill closure, no CSA,

a change in owner, etc. – are not so easy to assess or mitigate.

In extreme cases I hear growers talk of selling or going out of cane.

While these are legitimate actions in the face of risk, decisions need to be carefully thought through. In the end it boils down to individual risk preferences.

SUCCESSION

Succession planning is another issue that has received significant airtime over recent years. Despite this, there are still growers with no succession plan in place.

This may not be the easiest conversation for family businesses, but it can be the difference between leaving behind a healthy, viable business or not.

Finally, I think growers have a great opportunity in benchmarking.

Most mill areas have productivity figures available and I would encourage growers to make full use of these and work with your local productivity service to fully understand your farm's potential and what could be done to unlock this.

In a competitive world, we must strive to be better all the time and if someone has found a way to do this, I would want to know.

Remember - if it doesn't work on paper, it probably won't work in the field.

I hope 2017 is a good one!

TABLE 1. Smartcane BMP Farm Business Management module statements:

- | | |
|--|--|
| 1. Legal obligations and clear title to resources | 7. Business and financial records |
| 2. Business goals and plans | 8. Cash flow analysis |
| 3. Risks to natural resources and the environment. | 9. Business analysis |
| 4. Financial risk management | 10. Business decision making |
| 5. Succession planning | 11. Investment in research and extension |
| 6. Production and quality of cane is monitored | 12. Employee training, learning and networking |
| | 13. Employee roles and responsibilities |

TRANSPORT PERMITS BRING CHRISTMAS CHEER TO GROWERS AND HARVEST CREWS

Rain might have hampered the final days of the 2016 crush, particularly around Mackay, but it wasn't all doom and gloom with harvest crews cutting more than 100,000 additional tonnes of cane, thanks to special transport arrangements negotiated by CANEGROWERS.

A total of 30 exemption applications were approved enabling harvest crews to move machinery across critical roads and along approved routes during the Christmas-New Year curfew period that otherwise restricts movement of oversized vehicles between 24 December and 8 January.

The majority of applications came from the Mackay region, where over half a million tonnes of cane remained uncut heading into the Christmas period, but crews in the Herbert, Burdekin and Tully areas also had applications approved.

Following successful negotiations between CANEGROWERS, the Department of Transport and Main Roads, and the Queensland Police Service, a TMR taskforce set up shop in the

CANEGROWERS Mackay office to help speed up the process.

CANEGROWERS Mackay CEO Kerry Latter praised the TMR 'flying squad' for their efforts in pushing applications through as quickly as possible.

"On behalf of all the families I represent, plus growers from Herbert, Tully and the Burdekin, along with the communities they are a part of, I thank TMR and QPS for the quality of the teams that have played a part in this," Mr Latter said.

Growers, harvest crews and transport contractors were also appreciative of the efforts to get a permit system in place at such short notice, with Mt Ossa Haulage just one of the many operators to express their gratitude (right).

To the team at CANEGROWERS,

Mt Ossa Haulage would like to thank all the people involved in the relaxing of the Christmas-New Year curfew for oversized vehicles.

We acknowledge the hard work and time of all groups involved, and a special thank you to Sarah from TMR for her patience and politeness.

We were able to complete 17 shifts in the time allotted and I know the growers and contractors were very grateful to have the opportunity to continue harvesting.

Everyone was happy with the arrangement.

Mackay cane growers were subsequently able to harvest a further 100,000 tonnes of cane during the curfew period and this is a significant amount.

The hard work by all was very much appreciated.

*Greg and Kandy Fisher
Mt Ossa Haulage*

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Help shape the future

STRATEGIC DIRECTION OF SRA



Neil Fisher

CEO - Sugar Research Australia

SRA is starting the comprehensive consultative process of developing a new five-year strategic plan. This new strategic plan will run from 2017 to 2022 and will shape the future direction of SRA's investment in research, development and adoption activities for the Australian sugarcane industry.



“As part of our second strategic plan, regional forums will be held across the industry in the coming weeks.”

As most readers will know, SRA was established in 2013 as an industry-owned company responsible for investing in, undertaking, and managing a portfolio of research, development and adoption projects that drive productivity, profitability and sustainability for the Australian sugarcane industry.

The first few years of SRA have been focused on establishing strong foundations in terms of strategic and operational objectives, as well as systems and processes to address the needs, priorities and expectations of our industry and government investors.

These activities have been guided by SRA's inaugural 2013/14 – 2017/18 Strategic Plan, which was developed on the back of significant investor and stakeholder consultation, and SRA's Annual Operational Plans.

When SRA was created, our industry investors asked SRA to focus on applied research so that we could create immediate outcomes in relation to existing problems within a short time frame.

Our existing portfolio of research has a strong focus on this applied research, but the SRA Board has reviewed the portfolio and its balance between the main types of research (Strategic Basic Research; applied research or proof of concept; experimental development; adoption; industry capacity and capability building; and R&D support).

Based on that, the Board now see that there is a need to consider an increased investment in Strategic Basic Research (SBR).

SBR is experimental and theoretical work undertaken to acquire new knowledge directed into specified broad areas in the expectation of useful discoveries.

It provides the broad base of knowledge necessary for the solution of recognised practical problems.

This type of research creates the opportunity to seek out new increases in productivity or profitability.

It is unlikely that SRA has the financial capacity on our own to make a significant investment in this type of research, so it will be important for us to partner ►

with other research investors / providers to build synergies that can collectively add value directly to each partner.

As part of our our second strategic plan, regional forums will be held across the industry in the coming weeks.

The purpose of these forums is to allow SRA to understand your thoughts on the issues and opportunities facing you in your region, and to discuss how SRA may be able to improve the way it helps the industry in the future.

There is an exciting future ahead for innovation in agriculture. Recently, the Rural Industries Research and Development Corporation (RIRDC)

commissioned Deloitte Access Economics to consider innovation that could be adapted or applied to improve the productivity and competitiveness of Australian rural industries.

The report identified six key innovations that could benefit the rural sector, which included: big data analytics; robots and automation; nutritional genomics (interactions between genes and diet); microgrids (small-scale power grids); GPS trackers; and crowd funding.

The report also identified the potential of gene editing. Gene editing creates small and precise changes to the DNA to bring about changes in a gene or group of genes.

These are all part of our future thinking at SRA when it comes to ensuring that SRA delivers valued solutions for a growing sugarcane industry.

We want to hear what you think.

The upcoming regional forums are a chance to talk about innovations and the future strategic direction of SRA.

To RSVP, please contact Andrea Evers on aegers@sugarresearch.com.au or (07) 3331 3308.

For information contact Executive Manager, Investor Relations, Leigh Clement, lclement@sugarresearch.com.au or (07) 3331 3329. ■

Location	Venue	Date	Time
Gordonvale	The Mulgrave Rambler	Monday 30 January	8.30am-10.30am
Tully	Tully Mill Recreational Hall	Tuesday 31 January	8.30am-10.30am
Ingham	Royal Hotel	Wednesday 1 February	3.00pm – 5.00pm
Ballina	Ballina RSL	Friday 3 February	8.30am-10.30am
Mackay	Shamrock Hotel	Monday 6 February	8.30am-10.30am
Ayr	Kalamia Hotel	Wednesday 8 February	8.30am-10.30am
Bundaberg	The Waves Sports Club	Friday 10 February	8.30am-10.30am

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QSL Pool Pricing Update—2016 Season



By Tim Thompson, QSL Risk and Compliance Manager

“The QSL Harvest Pool this year is largely in line with earlier forecasts due to significant increases in production in areas like the Herbert River and Tully.”

With the harvest finished throughout Queensland, increased attention is turning to the results of QSL’s 2016-Season pools.

Growers have been particularly interested in QSL’s management of our production risk pool, the QSL Harvest Pool, following recent reports of standover in the Mackay region.

It’s important to note that the structure of the QSL Harvest Pool means that a portion of the sugar in the pool is not sold or priced until it is received by QSL.

This means that, although there has been a small shortfall in expected QSL Harvest Pool production, it is expected that there will be **no adverse impact** on QSL-managed pools as a result of needing to correct the export sales program, given the size and management of our Production Buffer throughout the season.

In fact, the QSL Harvest Pool this year is largely in line with earlier forecasts due to significant **increases** in production in areas like the Herbert River and Tully.

However, it is likely that there may be some impact on the **forecast price** of the QSL Harvest Pool.

This is because the current QSL Harvest Pool indicative price is calculated on a mark-to-market basis, which is a combination of the pricing already achieved (a known figure) and an estimate of the value of the remaining unpriced sugar based on the current sugar price.

This means fluctuations in the sugar price or the amount of sugar delivered to the QSL Harvest Pool, can affect the earnings secured for the pool.

In the case of the 2016 Season, the slight drop in delivered sugar to the QSL Harvest Pool could see an adjustment in the Harvest Pool’s final price as opposed to the pool’s current indicative price levels.

This is because less sugar would be priced as opposed to the current mark-to-market estimate. This could be a negative or a positive for the pool price, depending on the sugar price at that time.

QSL encourages growers to contact their mill for information about Advance payment values and how market price and production fluctuations may impact on upcoming payments.

UPDATE TO 2017 POOL PRICING TERMS FOR MSF SUGAR AND TULLY SUGAR GROWERS

QSL advises MSF Sugar and Tully Sugar Ltd growers that the Pricing Pool Term documents for our **2017 Target Price Contract** and **2017 Fixed Price Forward Contract** self-managed pricing products have been updated.

The change clarifies that growers selecting these products have the option to choose an accelerated Advances rate or the standard QSL Advances rate for payments relating to these pools.

The accelerated Advances rate for these pricing products is not mandatory, as the Pricing Pool Terms previously suggested.

MSF Sugar and Tully Sugar Ltd growers who have nominated tonnages for QSL’s 2017 Target Price Contract Pool and/or QSL’s 2017 Fixed Price Forward Contract Pool should advise their mill of their Advances preference for these products by **28 February 2017**.

The full amended Pricing Pool Terms are available on the QSL website (www.qsl.com.au) and in the QSL Grower Handbook for MSF Sugar and Tully growers.

Please note the 2017 QSL Guaranteed Floor Pool, available to all QSL growers, will continue to offer a 90% payment by the end of December, 2017. This is not optional for this pool and the cost of finance is accounted for in the pool’s gross price, not in the QSL Shared Pool. ■



QSL's Grower Services Team

Got a question about QSL's Pricing and Pooling products? Want to know how you can choose QSL as your GEI Marketer? Or, do you want to the latest market information?

QSL's Grower Services Team is on hand to answer your questions. Call us for a chat or to set up a time where we can come to you.



CATHY KELLY
*Industry Relationship Manager -
 Central and Southern Districts*
 Ph. 0409 285 074
 Email cathy.kelly@qsl.com.au



CARLA KEITH
*Industry Relationship Manager -
 North Queensland*
 Ph. 0409 372 305
 Email carla.keith@qsl.com.au



DANIEL MESSINA
*Grower Relationship Manager -
 Far North Queensland*
 Ph. 0429 660 238
 Email daniel.messina@qsl.com.au



JONATHAN PAVETTO
*Grower Relationship Officer -
 Herbert River*
 Ph. 0428 664 057
 Email jonathan.pavetto@qsl.com.au



KATHY ZANCO
*Grower Relationship Officer -
 Plane Creek and Proserpine*
 Ph. 0437 645 342
 Email kathy.zanco@qsl.com.au



REBECCA LOVE
*Grower Relationship Officer -
 Burdekin*
 Ph. 0429 054 330
 Email rebecca.love@qsl.com.au

DISCLAIMER:

This article contains information of a general or summary nature. As such, the completeness of the information provided in this update is not guaranteed. The update does not constitute financial, investment or product advice or a risk management strategy. You should therefore seek your own financial advice. Nothing in this update should be relied upon as a representation as to future matters. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any information contained in this update.

On a mission to improve Mossman's grower-mill relations

by Wayne Griffin

Liza Giudice's 2016 appointment as a director of Mossman CANEGROWERS marked a milestone for Queensland's cane industry, with Mossman's four-person board becoming the first to boast an equal number of male and female members. But making history wasn't what prompted the 37-year-old former mill worker and mum of two to put her hand up for a directors' position. Instead, she's on a mission to improve the relationship between Mossman's growers and the local mill.



Pictured (clockwise from top): Liza and Michael Giudice on their 150 ha cane farm at Newell; (right) Mossman chairman Drew Watson and Liza accept their Smartcane BMP accreditation certificates from local facilitator Rebecca Stone; (above) Zara and Flynn check in on the chooks.

"I think the relationship between the mill and growers is very important for this area," Liza said when *Australian Canegrower* visited her on the 150ha cane farm she shares with husband Michael and children Flynn (4) and Zara (2) at Newell, just five minutes north of Mossman.

"Because I used to work for the mill and I have an understanding of the mill operations and the cane pays and so on, I thought I might have something to offer in terms of working on the relationship.

"That was my main reason for taking on the role, to try to build up that communication which I felt may have been a bit lacking over recent years."

"I realise there will always be a certain amount of conflict between growers and the mill, in any area, but if we can have a good solid relationship to begin with, then we can reduce that conflict."

Luckily 2016 was a good year for Mossman's growers and the mill, with a bumper crop cut and crushed by mid-November. It wasn't completely without problems, however.

"There has been a bit of an issue with the supply of bins and we'll need to work on this next season," Liza said.

"The shortage of bins means that harvest crews are waiting around and what should be an 8-hour day turns into a 12 or 14-hour day, which isn't fair on the crews."

"Other than that, the mill has been working well. We haven't lost a lot of time to stoppages or breakdowns, so compared to some of the other districts we're probably in pretty good shape."

While some women may have reservations about taking on a leadership role in a male-dominated industry, Liza is quite at home working with growers.

"I've worked in a lot of different male-dominated environments over the years, like the mill, and I've also worked in construction, so it doesn't really bother me too much.

"I also know a lot of the growers from my time at the mill, helping sort out their cane pays and things like that, so that has helped in the transition to CANEGROWERS."



"Also, I'm certainly not in the minority within Mossman CANEGROWERS.

"The office is run by **Evelyn Matthews** and **Karen Moffatt**, both of whom do a fantastic job, and I also have Carmel Raldini on the board with me alongside **Drew Watson** and **Glen Fasano**."

With a young family to care for, juggling home and work commitments is something Liza has had become adept at.

When she's not running around after Flynn or Zara, or compiling spreadsheets of weekly crushing figures for CANEGROWERS, Liza is helping Michael run the day-to-day business of the farm.

"I don't drive the tractor or work the plant, but I look after a lot of the office side of the business. Plus, I've learnt how to calibrate a fertiliser box pretty well," she said.

"I come from a cane farming family. My dad stopped farming when I was pretty young, but my uncle and cousins are still farming cane in Tully, so I guess it's in my blood."

Liza was the driving force behind the farm's recent Smartcane BMP accreditation and was surprised at how painless the process was.

"I completed most of the paperwork and sat down and went through everything with the auditor," she said.

"It was a relatively simple process to be honest.

"It does take a bit of time preparing the

documents, but I think most growers would be surprised at how easy it is. I'd definitely encourage all growers to get on board with BMP."

Now, with the 2016 season done and dusted and Smartcane BMP accreditation achieved, Liza's focus is back on her main objective, improving the relationship between growers and mill in Mossman. ■



FIRB Chairman comments “grossly misinformed”

by CANEGROWERS Chairman, Paul Schembri

In a recent article in *The Australian Financial Review*, Foreign Investment Review Board Chairman, Brian Wilson, is reported as saying that the “mistreatment” of Wilmar and Queensland’s Real Choice in Marketing legislation were inhibiting foreign investment.

He is quoted as saying that Wilmar has been reduced to a “second class” of business and the company’s economic investment has been eroded.

CANEGROWERS supports foreign investment in the sugar industry but it cannot be at the detriment of the financial future of cane farmers.

Australian cane farmers do not want to be economic cannon fodder for any corporation, foreign or otherwise.

As for the claim that Real Choice in Marketing is preventing investment in our industry - this is laughable.

Earlier this month, MSF broke ground on its \$75 million Tableland Mill Green Energy Power Plant Project.

This is its first step in a \$500 million renewable energy project announced late last year.

The Foreign Investment Review Board (FIRB) would be far better looking at its own processes and ensuring its decision-making is in the national interest and not the international interest.

(Read CANEGROWERS Chairman Paul Schembri’s full reply to The Australian Financial Review article below.)

To: The Editor, The Australian Financial Review

Foreign Investment Review Board Chairman Brian Wilson has displayed how little he knows or understands about the \$2 billion Australian sugar industry in his comments in *The Australian Financial Review* of 5 January, 2017.

Legislation passed in Queensland to safeguard competition and choice in the provision of raw sugar marketing services DO NOT discriminate between local and foreign owned companies in the milling sector.

There are no ‘two classes of businesses’ as Mr Wilson incorrectly states. The Queensland Parliament should rightly be offended by Mr Wilson’s implication that it would pass legislation which would seek to differentiate and discriminate against foreign-owned businesses in this way.

Everyone is and should be subject to the same rules which, of course, can and do change because of changing circumstances. Think of labour laws, food safety rules and environmental requirements which evolve over time.

Is Mr Wilson suggesting by his comments that foreign companies coming into Australia should be immune from future changes in law?

It is shame Mr Wilson did not take the time to concern himself with the way Wilmar has treated Australian farmers as a second class business risk that simply needs to be managed on their balance sheet.

Six of the seven milling companies operating in Queensland (including three which are foreign owned) have negotiated commercially viable cane supply contracts which comply with the 2015 *Sugar Industry (Real Choice in Marketing) Amendment Act*.

Only Wilmar Sugar has, as yet, been unable to do that.

This is not an issue of foreign ownership. Ownership structure has nothing to do with fairness for small businesses in their relationship with much larger, regional monopolies.

Growers have a direct economic interest in the outcome of the marketing of the sugar. A percentage of their business income is dependent on the final price the sugar gets on the world market and they accept the risks that come with forward pricing this component.

This was the case when Wilmar Sugar bought the CSR mills, with FIRB approval, nothing here has changed.

The 2015 legislative amendments were made necessary by Wilmar Sugar’s move to railroad growers into using only a marketing pathway that it owns.

Under the legislation growers can choose between a mill-owned marketing company, the industry-owned QSL or any other entity which decides to set up shop in Queensland.

In this way it encourages competition in marketing.

Mr Wilson is wildly incorrect in his statement that giving our members, small business owners, the ability to choose a marketer is ‘..likely to restrict competition and deter new spending on mills or more innovative marketing..’

Without the legislation, there is no competition and therefore no incentive to drive innovation and efficiency in marketing services and other trading companies would be permanently locked out of the Queensland market.

Investment has not been deterred. In August, MSF Sugar (owned by the Thai company Mitr Phol) announced it would spend \$75 million before the end of 2018 on a green power station on Atherton Tableland as the first step to a proposed \$500 million investment.

It has also spent millions on programs to improve irrigation efficiency to boost its cane supply and has successfully negotiated collective cane supply agreements with growers.

We invite Mr Wilson and your editorial staff to talk with us, visit our farms and meet our members to truly understand this vibrant, productive and proud Australian industry before further ignorance on this issue is displayed in the pages of this paper.

**Paul Schembri, Chairman,
CANEGROWERS**

Welcoming in a fad free New Year

By the Australian Sugar Industry Alliance Nutrition Team



Now is the perfect time to kick-start healthy eating habits. If your New Year's resolution is to get healthy and lose weight, well done! Losing just 5-10% of your starting weight, or dropping a few centimetres from your waistline, will reduce your risk of lifestyle-related conditions, such as type 2 diabetes and heart disease and it will benefit your health and wellbeing in the long term.

However, it can be quite daunting to know where to start with so many different diets promising results. If you have tried eating like a caveman, cutting out sugar and loading up on protein and are still struggling to see results – why not skip the fads and go back to basics with a bit of old-fashioned moderation!?

Here's how to spot a fad diet and get you started on your healthy, fad-free New Year...

First things first, it's important to separate fact from fiction so look for nutrition advice you can trust:

LOOK FOR ADVICE THAT IS:

- ✓ Backed by science
- ✓ In line with the Australian Dietary Guidelines www.eatforhealth.gov.au
- ✓ From a professional with recognised nutrition qualifications
- ✓ That is sustainable and can be followed long term

AVOID ADVICE THAT:

- ✗ Promotes or bans certain food/s or food group/s
- ✗ Pushes a 'one-size-fits-all' approach
- ✗ Focuses on short term changes
- ✗ Promises a quick fix i.e. magic pill or supplement
- ✗ Makes claims based on a single study

Thankfully, there is an eating plan that will help you to get results without cutting out any foods and focuses on eating in moderation.

Here are five 'Back-to-Basic' fad-free tips to help you make positive changes to your eating habits to achieve and maintain a healthy weight.

1. Fill up on low kilojoule, high nutrient foods

These include wholegrain breads and cereals, fruit and vegetables, lean meat, fish, eggs, legumes, nuts, and low fat dairy foods. Build up to the recommended five serves of vegetables (around three cups) and two serves of fruit every day. A good place to start is to fill half your dinner plate with vegetables and eat fruit as a snack.

2. Eat regular meals and always start with breakfast

Breakfast eaters are more likely to be a healthy weight and less likely to regain lost weight. Including a good source of protein (such as an egg or baked beans) and some low glycaemic index (GI) foods (like wholegrain toast or low-fat yoghurt) at each meal will provide important nutrients and help keep you fuller for longer.

3. Cook at home

By cooking at home using healthy ingredients you'll boost your nutrient intake and cut out lots of additional salt, fat and sugar which is often added to takeaway and packaged foods. If time is against you, try and get organised on the weekend – do a bulk cook and stock your fridge with lots of vegetables and lean meats to cook in a hurry.

4. Keep your portion sizes moderate

Over the past 30 years, the amount of food on our plates has increased... as have our waistlines! Decreasing portion sizes at every meal is a sure-fire way to lower energy (kilojoule) intake. Try using a smaller dinner plate and putting any leftovers away to help avoid the temptation of going back for seconds.

5. Enjoy treats... in moderation

Whether your weakness is savory or sweet it can make it difficult to eat well. The good news is that you don't have to cut out any food, as long as you moderate your intake. Everyone is different, so cutting back to a square or two of chocolate a day or having one glass of wine instead of two may be a step in the right direction for you. ■

NEW FUNDING PACKAGE WORTH \$11.8 MILLION TO SUPPORT CANE GROWERS AND THE REEF

Supplied by NQ Dry Tropics

Burdekin and Wet Tropics sugarcane growers can bid for funding of up to \$500,000 to reduce nitrogen levels in water leaving their farms and entering the Great Barrier Reef Lagoon. The Australian Government has made up to \$11.8 million available through Phase IV of its \$210 million Reef Trust, which aims to reduce runoff from sugarcane land by helping farmers better match fertiliser application to crop requirements.

Last year's successful Burdekin pilot tender saw farmers bid for a total of \$2.84 million, and NQ Dry Tropics has again been appointed to support Burdekin farmers through the bidding process.

Terrain NRM will administer tenders in the Wet Tropics on behalf of the Wet Tropics Sugar Industry Partnership (WTSIP).

NQ Dry Tropics CEO, Dr **Scott Crawford**, said that this was a great opportunity for farmers to build upon the success of last year's Reef Trust tender program.

"NQ Dry Tropics and Terrain see the reef tender as a great opportunity to continue the good work that the Burdekin and Wet Tropics sugar cane industries have already achieved in improving the quality of water flowing to the Great Barrier Reef," he said.

"Sugarcane farmers will have the chance to implement on-farm nitrogen reduction or irrigation improvements that they may have been thinking about for some time, which improve water quality entering the reef lagoon," he said.

"The great thing about this project is that it engages farmers to put their own ideas into practice about how they think they can improve nitrogen management on their farms," Terrain NRM CEO **Carole Sweatman** added.

THE GREAT THING ABOUT THIS PROJECT IS THAT IT ENGAGES FARMERS TO PUT THEIR OWN IDEAS INTO PRACTICE ABOUT HOW THEY THINK THEY CAN IMPROVE NITROGEN MANAGEMENT ON THEIR FARMS

"Applicants in previous rounds have been funded for a range of different solutions including applying mill mud and purchasing specialised equipment

for precision farming, using legumes as a source of nitrogen, as well as trialling biological fertilisers."

The Reef Trust competitive tender is an innovative way to encourage cane growers to put a price on the cost of improving their nitrogen and irrigation management practices.

Farmers design their own projects and, if successful, are offered grant funding for the total cost of their project

Interested farmers are invited to bid for funding through a number of competitive reverse tenders conducted over a number of years.

Funds will be allocated to successful bidders offering the best value-for-money reduction.

The first tender will open in early 2017. The application period is 6 February – 6 March 2017 (closes 2pm), with expressions of interest to be submitted between 23 January – 13 February (closes 2pm).





"I was mindful that I wanted to reduce my nitrogen application, but the tender made it more attractive as a business decision and it has given us the ability make positive change."

Dr Crawford said that NQ Dry Tropics and Terrain would ensure that farmers across both regions hear about the opportunity and have the information they need to make a decision to submit an expression of interest and tender bid.

"NQ Dry Tropics and Terrain are committed to making this project a success.

"We have been working closely with the Department of the Environment and Energy to provide information and tools farmers will need to develop an informed bid for their proposed project," he said.

NQ Dry Tropics will host two information sessions on the 23 January and 6 February at Ayr Showgrounds Main Hall.

For information on the Burdekin tender, phone NQ Dry Tropics on 1800 504 699 or email burdekintender@nqdrytropics.com.au

For more information on the Wet Tropics tender, email reeftrust@terrain.org.au or phone 1800 899 486

Burdekin Delta cane grower **Mark Castelanelli** has accessed Reef Trust assistance in a previous round to help improve nitrogen and irrigation management on the 400-plus hectare farm he runs with his son, Andrew.

His story was featured in the 7 November 2016 edition of *Australian Canegrower*.

"I was mindful that I wanted to reduce my nitrogen application, but the tender made it more attractive as a business decision and it has given us the ability make positive changes," he said.

"I'd encourage other farmers to look at it and I think the tender provides a great opportunity."

Above: Burdekin grower Mark Castelanelli received funding from Reef Trust III in 2015. Pictured with NQ Dry Tropics Project Officer Luke Malan (right).



**Are you passionate about sustainable agriculture?
Do you have strong technical skills/knowledge in
cane production systems? Is delivering extension
support to growers and building and maintaining
relationships your strength?**

We are looking for these qualities in a

Senior Field Officer - Cane Extension

(Fixed term until 30 June 2019)

As a part of the Sustainable Agriculture team, this position will support the adoption of sustainable practices in the sugarcane industry within the Burdekin Dry Tropics region.

The Senior Field Officer will support and facilitate:

- The delivery of technical extension related to enhanced irrigation efficiency and nitrogen use efficiency for Burdekin cane farmers.

Main duties and responsibilities

- Developing and maintaining relationships with cane farmers, industry and community groups to promote sustainable management of land and water;
- Working with cane farmers to support the adoption of sustainable land management practices;
- Providing technical advice and support to farmers to achieve practice changes for enhanced irrigation efficiency and nitrogen use efficiency.

Requirements

- Proven experience and technical skills/knowledge of sustainable sugarcane farming practices;
- Demonstrated experience and skills in farmer engagement, including technical extension support to achieve management practice change outcomes;

In return, as an equal opportunity employer we'll offer **professional development opportunities, flexible hours and a close-knit and friendly environment.**

You'll be rewarded with an **attractive annual base salary \$65,000 to \$82,245 per annum plus 12.5% super + 5 wks annual leave.**

To find out more and to get a copy of the application guide and position description visit www.nqdrytropics.com.au/employment or call **Colleen James** on (07) 4724 3544.

Interested? Email your application including cover letter, resume and address the selection criteria to careers@nqdrytropics.com.au

Applications close at **5pm Tuesday 31 January 2017.**

**Are you passionate about sustainable agriculture?
Do you have strong technical skills/knowledge
in cane production systems? Is building and
maintaining relationships your strength?**

We are looking for these qualities in a

Cane Team Leader

(Fixed term until 30 June 2019)

As a part of the Sustainable Agriculture team, this position will support the adoption of sustainable practices in the sugarcane industry within the Burdekin Dry Tropics region.

The Cane Team Leader will be responsible for the development and delivery of the Sugarcane Innovation Program and will lead the coordination and delivery of the sugarcane sub-program.

Main duties and responsibilities

- Mentoring, coaching and supporting Cane Team members in their day-to-day work and performance;
- Leading and/or contributing to the planning and delivery of innovation projects and activities that support the objectives and goals of the Sustainable Agriculture program;
- Program and project management responsibilities including monitoring, evaluating and reporting on progress of projects against milestones and budgets;

Requirements

- Demonstrated and proven experience in managing high performing functional teams.
- Experience and/or technical skills/knowledge of sustainable sugarcane farming practices.

In return, as an equal opportunity employer we'll offer **professional development opportunities, flexible hours and a close-knit and friendly environment.**

You'll be rewarded with an **attractive annual base salary \$80,000 to \$93,588 per annum plus 12.5% super + 5 wks annual leave.**

To find out more and to get a copy of the application guide and position description visit www.nqdrytropics.com.au/employment or call **Colleen James** on (07) 4724 3544.

Interested? Email your application including cover letter, resume and address the selection criteria to careers@nqdrytropics.com.au

Applications close at **5pm Tuesday 31 January 2017.**

NQ Dry Tropics is a not-for-profit community organisation working with landholders, industry and government to manage natural resources in the Burdekin Dry Tropics region.

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Next deadline is **23 January 2017**.

* As a FREE service to CANEGROWERS members, *Australian Canegrower* will print suitable classified advertisements **UP TO 5 LINES FREE, FOR ONE ISSUE ONLY**. A charge of \$5.50 will apply for each extra line or part thereof. A charge will apply for advertising of non-cane growing activities. Advertisements must relate exclusively to cane farming activities, e.g. farm machinery etc. Advertisements from non-members are charged at \$11 per line incl GST. Only pre-paid ads will be accepted.

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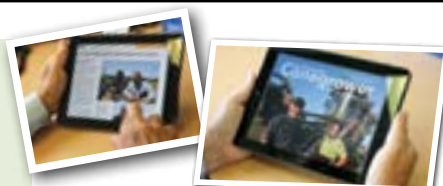
Mackay Region call Noel Jensen 0438 595 325

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NEW MACHINE!
GT FULL TRACK INFIELD TRANSPORTER 14 TONNE FRONT UNLOADING ELEV to 4.2 metre delivery.

CAT 325HP Engine. 9 roller track frames, two speed track drive motors, New 50-1 ratio track drive hubs. SAI piston elevator drive motors, 24" curved grouser plates. Full moving floor. S.A.L.T chains. **PROVEN DESIGN ENQUIRE NOW!!**

MACHINES NOW IN Available:

JOHN DEERE 2014 3520 Track, low hour machine. 8 blade chopper.

JOHN DEERE 2013 3520 Track, low hour engine. 10 blade chopper

JOHN DEERE 2007 3510 Track, engine rebuild 2,300 Hrs. 8 blade chopper

CAMECO 2006 3510 Track, engine rebuild 4,500 Hrs. 10 blade chopper.

REDUCED TO SELL !!

2011 MASSEY FERGUSON 5465 4WD Tractor 120 HP. 1,967 Hrs. Front suspension, Linkage & D/Bar fitted.

NEW! BILLET PLANTER 2500 Immediate Delivery. In Mackay NOW.

NEW! 4 SLAT OPEN BUTT ROLLERS Suit JD 3510/20 and CASE. Helps Drop Dirt. Enquire NOW!

WRECKING CAMECO 1996 Track Harvester. No engine, walking gear or topper available. Other parts available L&S track hubs, 8 Blade, Diff chopper drums, base cutter box, various hydraulic valves & Hydraulic motors.

NEW! Chopper Drums to suit JD 570 available. Enquire NOW!

IN STOCK NOW 12, 10, 8 & 6 BLADE DIFFERENTIAL CHOPPER DRUMS Suit '05 to current 3520 CAMECO/JD. Tungsten Hard Faced on Wear Areas. New seal plates, Clamping Bars & Dowels with kit.

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Classifieds

Mossman-Tully

7 tyre Lely ripper & roller drawbar.
Ph. 0427327977

3 row 400l tandem interrow trailer \$990.
MF 168 multi power tractor \$4,600. Prices
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MF 102 cane harvester T6354 dot 4 engine
18.4.28 near new tyres with oil brake
trumpet housing the lot \$4,000. 4 Ton Hbm
side tipper 18.4.30 tyres under slung and
draw bar hook up \$4,000 GST included Ph.
0412 488 898 South Johnstone area

Santarossa 10 ton high and low lift side
tipper with ram and pump \$11,000.00
Ph. 0418 793 590

Articulated 2003 John Deere 7710 with 14t
Carta Bin. Shawn Ph. 0418782815

Inter Row Cane Stripper MF Multi Power 178
2 double sided fans \$8,000 Ph. 4068 5168
after hours

Rice Harvester, Case 2166, 1997 Model,
4WD with Shelbourne stripper front 18' and
Case 1010, Draper front 18'. Well maintained,
VGC. Ph. 0407 595 218

8 x 1 1/4" Coil Tynes, 6 HBM Clamps to suit.
\$380 (incl. GST) O.N.O Mob: 0407 631 346

JD 3520, 2012 model, adjustable powerfeed
roller, elevator extension, GPS, well
maintained, selling at end of 2016 crush.
Ph. 0427 667 964 (contact CORRECTION)

HBM Billet Planter \$15,000 incl. GST
Ph. 0427 595 464 Gordonvale Area.

Herbert River-Burdekin

2 x T7030 New Holland tractors with 10 tonne
Newton elevated tippers. Front suspension,
cab suspension, 7000 hours, excellent
condition. Case Maxxum 125 tractor with 10
tonne Newton elevated tipper. 3500 hours,
excellent condition. Ph. Mario 0408 670 702.

John Deere 7520 Tractor, Toft Planter
fertilizer boxes through rate controller, 1991
Toft harvester rubber rollers, Mercedes 2222
truck 4x2.5 bins, John Deere 4290 tractor
4x2.5 bins. Ph. 0428827048

Massey Ferguson T3 20 with cane loader
on front Petrol/Kero Engine New Water
Pump. Runs, needs tune up. \$3,500
Ph. 0402 902 887

Mackay-Proserpine

2 New tyres & rims to fit Case Farmall 80JX.
Starmaxx 380-85R 38. \$4,600 + GST.
Ph. 0488 598 447

STL Shares - 62,433 - At Market Value.
Contact: Alan - 0427 638 218

Massey Ferguson 105 Harvester suit Biller
planting always kept in shed. \$7,000. Moller
Billet planter single axle with steering S/S
Fert Box Vgc \$16,000. Ph. 0423 262 715

FERTILISER BIN: 2 T hydraulic-lift trailerable
side-dresser, 4 coulters and legs. can be fitted
with dbl disc-opener, in exc cond. Suitable for
1.5m to 1.8m row spacings. \$9,900 inc gst or
open to offers. Ph. 0409 221 601 Koumala

Rainfall Report

brought to you by AustSafe Super

Location	Recorded rainfall (mm)	Average rainfall (mm)
	2016 Rainfall	Jan - Dec
Mossman	1958	2249
Mareeba AP	487	911
Cairns	1397	2001
Mt Sophia	2371	3346
Babinda	3590	4236
Innisfail	2934	3559
Tully	3426	4082
Cardwell	2063	2116
Lucinda	1978	2101
Ingham	2054	2032
Abergowrie	1741	1790
Townsville	953	1117
Ayr DPI	531	932
Proserpine	1354	1379
Mirani	1546	1493
Mackay	1770	1562
Sarina (Plane Ck)	2225	1725
Bundaberg	1049	1007
Childers South	973	875
Maryborough	834	1153
Tewantin	1090	1697
Eumundi	1059	1668
Nambour	1145	1694
Woongoolba	722	1342
Murwillumbah	1468	1573
Ballina	1225	1770
Woodburn	987	1358

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



**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.

Chamberlain C6100 in gc \$4,000 Ph. 0400583247

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)

Bundaberg-Rocky Point

High rise spray rig. Ph: 0428 53 53 85.

Uptan 80m boom irrigator g/c Ph. 0412 370 022

Avokah water winch 410 turbine with hose reel & 200m waterlord hose g/c \$6,600 Ph. 0412 370 022

David Brown 990 tractor g/c \$7,700 Ph. 0412 370 022

Bonel billet planter with suSCon Blue box. Good condition. Best offers. Ph. 0428 598 307

Sell 6 roller McLean half-tracks with dead axle to suit Toft \$6,000 + GST. Ph. 0448 034 046

Wanted

2.5 ton trailerable stool-splitter fertiliser box. Ph: 0427 327 279

Contractor wanting cane to harvest in the 2017 season and beyond in Marian and Mirani Districts Ph. 0427 593 883

CANE WANTED for 2017 and subsequent seasons. Tully area. Shawn Ph. 0418 782 815
Wanted: Set of 50" rims & tyres. Ph. 0438 421 217

Wanted to buy: 66 40 Ford New Holland 2-wheel-drive with a cab. Ph. 07 4959 1451

Wanted whole stick plant cutter. Cane leaf stripper prefer it to have toppler. Ph. 0428 529 216 Mackay area

Wanted to buy double 6 tonne BSM or Greaves side tipper or 14 tonne elevator bins with or without tractors. Ph 0428588197

Wanted—Trash incorporator with 1 tonne bin and scalloped discs. Ph 0448 034 046

WANTED TO LEASE. Cane farm land Balnagowan/Dumbleton area. With or without equipment. Ph. 0428 598 688

WANTED TO BUY: 2 x double 4-tonne Plane Creek haulout trailers. Ph. 0428 611 714

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

WANTED-double row billet planter, any make considered. 0439 556 234

Positions Vacant

Looking for a permanent employee to assist with daily operations on our cane farm near Mt Ossa. Person must be obliging and well attended, capable of maintaining farm machinery and possess basic knowledge on electrical and mechanical issues. Experience elevator tipper Toft 6000 wheelie for planting purposes would be an advantage, however applicant should have prior learning with regard to paddock preparation and spraying etc... Person can expect a friendly working environment along with a wage package to enjoy. Ph 49588044

Work Wanted

Burdekin area: Seeking full time work on vegetable or cane farm. Will consider other work. Chemical certificates, can drive spray rig, tractors in general, forklift ticket, drivers license, honest and reliable, mechanically minded. Call 4782 8259 Brad

Property

FOR SALE Cane farm Tarakah Rd Abergowrie, 270 acres freehold. Genuine enquiries please phone 07 4777 4633 or 0408 608 664

OAKENDEN: Cane farm for sale. Irrigated, flat, no rocks, good soil, close siding for carting, close to town. Call (07) 4958 5224 or 0428 575 787

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

FOR SALE - Lot 190 Old Tully Road - 31.8323ha (78.6 acres) freehold - 21.04ha - Good cane-plant to 4th - 3.46ha fallow - .69ha with 40 - Tahitian Limes - Zinc shed 5bays - 2 lockable - Case 5150 & John Deere 3140 + implements - 2016 cane crop is excl. Call Lyn 0407 627 942

INGHAM: Cane Farm for sale. Hawkins Creek. Total area 48.3ha. CPA 46.6ha. Shed, electricity & water. Genuine enquiries Ph. 0407 635 175



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Spotted anything unusual?

NOTHING WILL PROTECT YOUR CROP BETTER THAN A GOOD HARD LOOK

Growers have an important role in keeping watch for exotic pests, diseases and weeds that could devastate the Australian sugarcane industry.

Early detection and reporting is the key to protecting farms, industries and the communities that rely on them. Every moment lost harms our chance of successful eradication.

If you spot anything unusual in your crop please call the Exotic Plant Pest Hotline on 1800 084 881. The call is free (except from mobiles).

Visit phau.com.au/industries/sugarcane for further information and a list of the top priority cane pests.



Look, be alert, call an expert