QSL - Grower Pricing Agreement is milestone moment in sugar marketing choice



THE OFFICIAL MAGAZINE FOR AUSTRALIA'S SUGARCANE INDUSTRY



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ACCC decision a game changer

By Paul Schembri, Chairman CANEGROWERS

Recently, during the saturation media coverage of Cyclone Debbie, an announcement was made by the Australian Competition and Consumer Commission (ACCC) that went relatively unnoticed. However, the significance of this announcement for cane growers is substantial.

ACCC commissioner Mick Keogh announced that the commission had authorised collective bargaining for CANEGROWERS, allowing for greater collaboration and cooperation when negotiating on issues around value -adding, diversification and On-Supply Agreements.

This effectively overturns previous advice from some mills that these issues were off limits to growers.

Mr Keogh also said, in a wide-ranging interview on ABC Radio, that the Real Choice in Marketing legislation and the Federal Code of Conduct were both necessary to ensure competition in the Australian sugar industry.

It is encouraging that the grower position of market failure as a result of deregulation has high level support from Australia's independent competition regulator.

This view by the ACCC is a game changer for cane growers, as the Queensland Productivity Commission and the Federal Productivity Commission had both been calling for the repeal of the legislation, a call the Queensland Government had supported.

I now call on the Queensland Government to revisit its stance and to discuss the issue with the ACCC.

Cane growers refuse to be economic servants of large milling monopolies.

Should the Labor Government, if reelected, repeal this important legislation the industry will descend into chaos.

SOCIAL LICENSE

It is critical for any industry operating in Australia to enjoy social acceptance - that an industry and its value chain add economic and social value to our communities.

Sometimes people can confuse social license with the economic standing of an industry.

However, industries larger than sugar have been consigned to the pages of history because they lost the critical mass of community support.

In the Australian sugar industry, our two greatest challenges remain environmental sustainability and the sugar and nutrition debate.

Whilst the environmental debate has been with us for nearly three decades, the sugar and nutrition debate has emerged recently to grow to be possibly our greatest threat.

We can't simply stick our heads in the sand and hope these issues will go away. We need a structured approach to turn adverse perceptions into positive sentiment.

For that reason, CANEGROWERS has joined forces with the Australian Sugar Milling Council and QSL to put together a structured campaign to reverse some of these unfavourable views. This will come at considerable cost, but failure is not an option here.

"The world is won by those who turn up,"

CANEGROWERS. Be assured that we are doing everything we can to ensure the social standing of our industry and have engaged a reputable consultancy that is helping us structure this

campaign. ■

is a saying I remember

from my early days in

"Be assured that we are doing everything we can to ensure the social standing of our industry."



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NEWS IN BRIEF

Financial help for farmers impacted by TC Debbie

Cane growers impacted by Severe Tropical Cyclone Debbie and associated flooding can turn to QRAA to access recovery grants of up to \$25,000 and concessional loans of up to \$250,000 to help re-establish their farming businesses.

Since the disaster, QRAA staff have responded to more than 2,000 enquiries about assistance from farmers, small businesses and nonprofit organisations.

RECOVERY GRANTS UP TO \$25,000

Eligible primary producers can apply for initial grant amounts of up to \$5,000 prior to incurring clean-up and restoration costs by providing evidence of the direct damage, such as photographs and quotes.

Subsequent grant amounts up to a total of \$20,000 to assist with additional cleaning and reinstatement costs can be accessed with evidence of completion of works and payment.

Examples of eligible costs include purchasing, hiring or leasing equipment or materials to clean property or to immediately resume farming activities; removing or disposing of debris; repairing or replacing fencing; and repairing or reconditioning essential plant or equipment.

Grants can also help cover the costs of contractors or additional employee wages to assist with clean-up work, as well as additional fuel, oil and other costs incurred in the use of their own equipment.

HOW TO APPLY

Growers can use QRAA's website www.graa.gld.gov.au to complete and submit applications or download the form and guidelines to submit via email or post.

CANEGROWERS offices in Mackay and Proserpine have printed copies of the form and guidelines on-hand with staff available to assist.

QRAA has staff in all affected areas of Queensland and also available on the customer service line of 1800 623 946.

NATURAL DISASTER LOANS

Concessional loans of up to \$250,000 are available to eligible producers who have suffered direct damage to cover activities such as replanting crops and repairing buildings.

For those who suffered loss of income, Essential Working Capital Loans of up to \$100,000 can help to pay wages, creditors and other working expenses.

Both these loans are provided at a rate of just 1.16% for a period of up to seven years - including up to two years interest only. Check QRAA's website for more details. ■

QUICK TIPS FOR CANE GROWERS

- Visit www.qraa.qld.gov.au for more information on available grants and loans;
- Talk to QRAA on Freecall 1800 623 946 between 8.00am and 5.00pm Monday to Friday for any queries about your application or to connect you with a QRAA representative in your region;
- Contact your local CANEGROWERS office which has copies of application forms and guidelines, and have staff to help you complete your application.

CHINA RULING ON SUGAR IMPORTS EXPECTED

A first ruling is expected from China later this month (May) on its safeguards investigation which could impact on exports of sugar from Australia and other countries.

CANEGROWERS prepared and led the Australian Sugar Industry Alliance presentation to China's Ministries of Commerce, Finance, Agriculture and Customs when representatives visited Australia in February.

The investigation is into the impact on the Chinese domestic industry of an apparent surge in sugar imports.

Australia has submitted that the growth in imports was a reflection of significant structural difficulties faced by the Chinese industry and that the introduction of a short-term safeguard mechanism was not an appropriate solution to the problem.

Reuters reports that China is considering extra duties (of up to 45%) on out-of-quota shipments of sugar, which have been 1.9 million tonnes in the past two years.

The news agency quotes analysts as warning that penalties might increase sugar smuggling. ■



Proserpine cane grower Paul Atkinson showing lodging of his crop caused by TC Debbie to QRAA CEO Cameron MacMillan on a recent visit to the Mackay and Whitsunday regions

Water quality funding announced for cane growing regions

A number of water quality project funding announcements in sugarcane areas have been made by Steven Miles, the Minister for Environment and Heritage Protection and Minister for National Parks and the Great Barrier Reef.

Sandy Creek catchment

A new \$700,000 project over three years will build on earlier work that investigated and documented water quality issues related to farm pesticide and fertiliser use in the Sandy Creek catchment.

"The new project will work with a larger group of cane farmers to deliver a greater uptake of improved practices and thereby improve water quality in that important creek system," Mr Miles said.

"This investment will involve cane farmers measuring run-off water quality and working with local extension service providers on improved farm management practices that reduce nutrient and pesticide losses."

The new project would be run by Department of Science, Information Technology and Innovation in partnership with Mackay Area Productivity Services, Farmacist, Griffith University and other regional partners.

"We are often asked by farmers to prove that chemicals and fertilisers from their farm are ending up in the local waterways," Mr Miles said.

"In this project's predecessor, chemical presence in waterways was measured and farmers involved in the project are more than convinced that improved practices mean less run-off losses.

"Cane farmers can get involved with the project on a voluntary basis and they will benefit greatly from being able to see the positive water quality impacts of their activities in real time."



"The original project also highlighted the benefits that flow from Queensland Government and farmers working cooperatively on environmental issues. The new investment will involve even more farmers across that catchment."

More information is available on www. qld.gov.au/FarmingInReefCatchments

Burdekin wetlands

Cane farmers are being invited to join in on a \$300,000 project to improve the function of Horseshoe Lagoon near Giru and Lilliesmere Lagoon near Ayr through changes to on-farm practices.

"Research and modelling has shown that water quality on the reef can be improved by restoring the function of coastal wetlands to trap sediment, nutrients and other land-based pollutants," NQ Dry Tropics CEO Dr Scott Crawford said.

"NQ Dry Tropics will work closely with cane farmers to develop baseline information and monitor environmental and social changes over time.

'We believe this will result in an engagement and water quality monitoring model that could be adopted for other projects in other locations.

"Cane farmers can get involved with the project on a voluntary basis and they will benefit greatly from being able to see the positive water quality impacts of their activities in real time," he said.

More information: www.qld.gov.au/ FarmingInReefCatchments

Mulgrave Landcare

The Mulgrave Landcare and Catchment Group has a grant of \$25,000 to plant over 2,000 trees, control weeds and remove debris to rehabilitate low-lying cane land near McDonnell Creek.

"The Figtree Creek Wetlands and the Mulgrave River are important, diverse environments for a number of aquatic and land-based plants and animals," Mr Miles said.

"Getting rid of the pond apple will open up the waterways and help restore riparian corridors. Native wildlife, including migratory birds, will benefit from the project and it is anticipated that water quality will also see an improvement."

To find out more about Community Sustainability Action grants, visit https:// www.qld.gov.au/environment/pollution/ funding/community-sustainability/

Policy Update

Environment with Matt Kealley

Industry with Burn Ashburner

Reef Regulations return

In recent weeks much of my time has been spent on reef policy, with reef regulations firmly back on the agenda.

The Queensland Government has released a high-level discussion paper on proposed regulations to improve water quality for the Great Barrier Reef.

The policy objectives of this discussion paper are to broaden and enhance the existing reef protection regulations.

The proposal now extends to all land-based activities and all catchments adjacent to the Reef.

CANEGROWERS has provided a submission to the discussion paper which built upon feedback from district offices.

CANEGROWERS acknowledges that regulations and a targeted compliance program are part of the government's tool kit and will be implemented to help improve Reef water quality.

'Regulations are a blunt instrument that can take away from innovation and can bring everyone down to the lowest common denominator."

CANEGROWERS believes that the sugarcane industry's own Smartcane BMP program is a better approach for growers who are focused on productivity and profitability as well as sustainability.

We welcome the government position that BMPaccredited growers will be deemed compliant with reef regulations.

This is a positive step that supports industry selfdetermination over government intervention.

Meeting water quality targets and improving water quality for the Reef is everyone's responsibility. The cane

industry continues to play its part through practice change actions in programs including Smartcane BMP, government reef programs and via industry extension.

CANEGROWERS encourages the

Queensland Government to continue to work with the industry to ensure the balance between stewardship, productivity and profitability is struck to ensure a healthy Great Barrier Reef and a prosperous Queensland.

Enhanced Efficiency Fertilisers

There is significant pressure on agricultural industries to reduce the levels of dissolved inorganic nitrogen (DIN) in waters which flow to the Great Barrier Reef.

Some commentators believe that raised DIN levels result from the over-application of fertilisers and that growers simply need to apply less fertiliser to solve the problem.

Unfortunately, the solution is not that simple.

Growers don't wake up in the morning and say: "I think I'll waste some money today by using more fertiliser than I need".

Instead, growers apply only what they think is necessary to optimise profitability.

With the development of Enhanced Efficiency Fertilisers (EEFs), we may have found a tool that allows growers to reduce nitrogen while maintaining yield or maintain nitrogen inputs while increasing yield.

While we have already seen some limited trials in this area, there is still much to learn about how EEFs respond in differing cane growing conditions.

CANEGROWERS, in conjunction with Sugar Research Australia, recently won a \$7.1 million Federal Government tender to conduct 60 EEF trials over three seasons.

These trials, which will be delivered by SRA, will test EEFs under different conditions.

This is a major project and, apart from the science and the excitement around the possibility of positive technical results, I think it is a great step forward for the sugar industry to be taking responsibility and leadership in research.

It gives the industry the ability to control the agenda to some extent and own the outcome.

More information on these trials will be provided in the weeks and months ahead. In the meantime, we would strongly encourage growers and regional extension officers to get involved. ■



'This a great step forward for the sugar industry to be taking responsibility and leadership in research. It gives the industry the ability to control the agenda and own the outcome."

Economics with Warren Males

A new tactic to tackle high electricity prices

National Competition Policy (NCP) seeks to ensure that private businesses in Australia compete with governmentowned businesses on an equal footing.

This is done by requiring government businesses to face the same costs (tax equivalent payments, interest rates and dividend payment obligations) that a private business would face.

This seems reasonable because, without the adjustments, government businesses would have an unfair advantage.

In competitive markets the policy works. It lifts Australia's international competitiveness, drives economic growth, improves employment levels and raises living standards.

So far so good. There is a but!

The policy does <u>not</u> work in markets that are not competitive. In natural monopoly markets such as Queensland's electricity transmission and distribution networks there are no competitors.

Powerlink is the only electricity transmission business in Queensland. Energex has a monopoly over power distribution in South-East Queensland and Ergon covers the rest of the state.



Each are cosy monopolies - Energex and Ergon under the new Energy Queensland corporate structure.

Unfortunately, successive Queensland governments have applied the standard generic competitive neutrality principles to these businesses.

Because there are no private sector competitors, the effect is to artificially increase the cost structures of each company. Electricity consumers have borne the cost and the Queensland Government has reaped the reward of this hidden electricity tax.

The regulated pricing framework already provides Powerlink, Ergon and Energex a guaranteed return on their investments, the 'gold plating' we know too well.

From an electricity user's perspective, the naïve application of NCP principles makes already high electricity prices higher and encourages sub-optimal service level outcomes.

Regulations should require Powerlink, Ergon and Energex to price, operate and invest efficiently so energy consumers pay no more than necessary for safe and reliable electricity. Removing the hidden electricity tax is one of the things CANEGROWERS will be asking of all political parties ahead of the State election. ■



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CANEGROWERS INNISFAIL IS THE FIRST SMARTCANE **BMP ACCREDITED BOARD**

Innisfail District Cane Growers Organisation (IDCGO) is the first CANEGROWERS district board to complete Smartcane BMP accreditation. Chairman Joe Marano, Deputy Chairman Sam Spina and Directors Wayne Gattera, Victor Guarrera and Alan Colgrave embarked on the process in October 2015 and the final successful on-farm audit was completed in March.

The 18-month journey was both entertaining and frustrating at times, says Innisfail Smartcane BMP facilitator Deb Telford, who steered the Directors through the accreditation process. But most of all it was rewarding for both herself and the board members.

"All five board members had a unique story to tell as to why they do what they do on their farms and how they achieve industry standard or above for the Smartcane BMP principles," Deb said.

"No two had the same record keeping format or the same farming practices.

"My role as Smartcane BMP facilitator is to make sure that the individual systems they use meet all the criteria for each BMP principle."

One of the biggest challenges faced by Smartcane BMP facilitators is encouraging growers to complete the necessary record-keeping.

"It is always difficult to pin a grower down over paperwork and board directors are no different." Deb said.

"One director uses his GPS units to keep records and this was very straight forward," she said. "Another keeps his records on his farm map, another in a notebook, another in a spreadsheet and another on a paper template.

"Not all of the systems had all of the required fields.

"But with minor adjustments each grower improved his records to better capture what he does on farm and achieve accreditation.

"At times the process was frustrating and entertaining, but ultimately it was very rewarding.



"Frustrating - when one record field has been missed meaning we have to start all over again next season

"Entertaining - the look on their face when they realise they are the last one to be audited.

"And rewarding – just spending time with each grower and hearing how they go about their farming operations, and seeing the grower's pride in receiving their Smartcane BMP certificate in front of their peers."

> Pictured above: Wayne Thomas, CANEGROWERS Innisfail manager with Innisfail Smartcane BMP facilitator Deb Telford.

"Smartcane BMP includes a demonstration of leadership that encourages growers to become engaged. With all of our elected representatives now accredited under Smartcane BMP. individual growers will be encouraged to get involved."





JOE MARANO, CHAIRMAN A

What does your BMP accreditation mean to you?

By being Smartcane BMP accredited we are far more sustainable than we ever have been. It has given us a whole of farm plan that makes us consider any actions that could have an effect on water quality. Water quality improvement is now considered in any farm decisions. It helps us to think carefully in any decisions we make on fertiliser applications, especially in late cut ratoons. It has also helped in record keeping, especially when there are a few operators. It is the way of the future and we're keen to be a part of it.

What does it mean to our district to have the whole IDCGO board accredited?

Having all directors accredited gives us the confidence to go to our members and encourage them to be a part of it and take up the challenge.

Growers have been profitable even without BMP, but this gives us the advantage that the sugar has been sourced from sustainably grown cane and growers have taken up the challenge of doing their bit for Reef protection. They should all be commended for doing this and hopefully it changes the language that has been used against them.

SAM SPINA, DEPUTY CHAIR ▼

What does your BMP accreditation mean to you?

It has placed some robust procedures behind what we do on a day-to-day basis. Smartcane BMP will allow our farming methods to be scrutinised as they've been found to be in accordance with both government and community expectations.

What does it mean to our district to have the whole IDCGO board accredited?

As leaders within our local industry, it is important that we carry this message forward and show our members that it can be achieved. Accreditation of our Board and the fact that we are leading the state in area of cane-land accredited is a proud moment, not only within our district, but also across all of Queensland.

VICTOR GUARRERA ▼

What does your BMP accreditation mean

My Smartcane BMP accreditation means that I am farming to the highest level possible in my area, reducing nutrient losses and maintaining the best water quality that can be achieved. All farmers will be striving to be on the same page.

What does it mean to our district to have the whole IDCGO board accredited?

All of the board members being accredited means that we are committed and that we all value the environment.





WAYNE GATTERA ▼

What does your BMP accreditation mean to you?

BMP is my social licence to farm. I got a lot out of the process through workshops and engagement. BMP is not just accreditation, it is also about continuous improvement.

What does it mean to our district to have the whole IDCGO board accredited?

It shows that the district is committed to sustainable farming and committed to saving the Reef while also increasing productivity. It is leading by example!



What does your BMP accreditation mean to you?

As someone who farms adjacent to mangrove wetlands, achieving Smartcane BMP accreditation has given me considerable comfort to know that my farming operation achieves expectations set by markets, regulators and the community.

What does it mean to our district to have the whole IDCGO board accredited?

A willingness by the IDCGO Board to lead by example will hopefully inspire growers to progress towards BMP accreditation.





Growers and harvester operators invited to join

HARVESTING DEMONSTRATION TRIALS

Sugarcane growers and harvester operators are invited to see first-hand how they could avoid losing valuable sugar from mechanical harvesting by participating in real-world harvesting research demonstration trials.

Trials over many years have shown that there are potential losses of sugarcane and juice (sugar) from common harvester settings.

As part of a major integrated research and adoption program to help optimise harvest efficiency, sugarcane harvesting groups (growers and contract harvesters) are being offered the chance to see this research for themselves, in their own conditions and with their own machinery.

Program coordinator Mr Bernard Milford said SRA was targeting about 10% of the harvest groups in each region for the coming 2017 harvest season.

These volunteer groups will collaborate to run a demonstration trial on one of the group's farms and review the results to decide whether measures need to be taken to reduce losses and what can he done

"This project is designed to answer questions growers and harvester operators have about cane and juice loss with data and hard economics, specific to individual harvesting groups," Mr Milford said.

"It will provide groups with the information to help optimise harvesting and on-going support through facilitated meetings and access to information."

SRA will run the trials to international scientific standards and will coordinate the activity with the mills. In some regions, the work will build on the significant investment by Wilmar Sugar and Mackay Area Productivity Services (MAPS). In Wilmar's mill areas, the trials will add staff to the equipment and personnel Wilmar is already using.

Similarly, in Mackay, MAPS' equipment and officers will be brought into the action. "This practical assistance from Wilmar and MAPS, as well as the enthusiastic support already coming from many industry stakeholders, is vital in rolling out this ambitious project," Mr Milford said.



The trials will be coordinated at a local level by regional coordinating groups that will assist in recruiting and selecting the participating harvesting groups and arranging the logistics of the trials with the mill.

Growers or harvester operators who would like to be involved are invited to contact Mr Phil Patane of SRA on 0431 818 482.

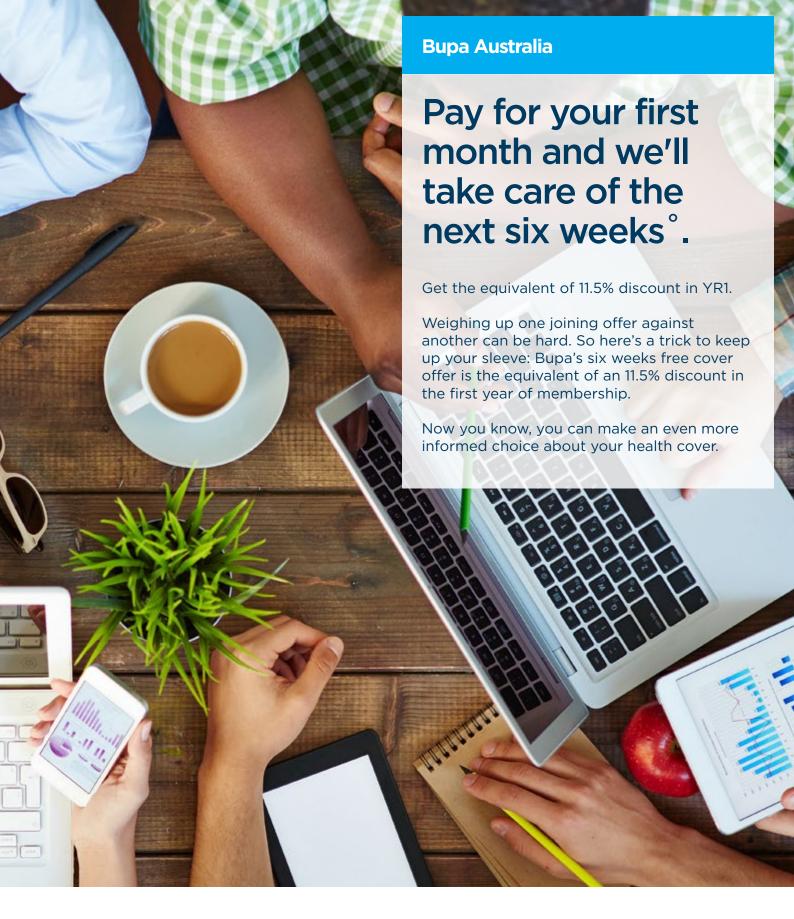
The project is not recruiting harvest groups in NSW or the Burdekin in 2017, but will conduct further work in these areas to ensure that recommendations are appropriate for the burnt cane regions. This service is expected to be provided next season.

"We are reviewing the impact of Cyclone Debbie and will talk to local groups about which trials will be able to go ahead in the central region in the next few days," Mr Milford said. ■

The project is funded with assistance from SRA and the Australian Government Department of Agriculture and Water Resources Rural R&D for Profit Programme.



Photo: Growers and harvester operators are being invited to take part in real-world harvesting trials to help identify and reduce sugar losses from mechanical harvesting.



To sign up to your health plan

















By Grea Beashel QSL Managing Director and CEO

This is an important milestone for the implementation of **QSL Marketing Choice** for Wilmar growers.

QSL starts GPA rollout

QSL has begun the rollout of its Grower Pricing Agreement (GPA) for Wilmar growers, issuing the first contracts to growers who have completed the pre-registration form.

This is an important milestone for the implementation of QSL Marketing Choice for Wilmar growers.

Under the new Marketing Choice arrangements for Wilmar growers, the GPA is one of three different contracts that must be in place before these growers can access QSL marketing and pricing services for the 2017 Season and beyond. These contracts are:

- 1. QSL must have an On-Supply Agreement (OSA) with Wilmar Sugar
- 2. The grower must have a Cane Supply Agreement (CSA) with Wilmar Sugar
- 3. The grower must have a Grower Pricing Agreement (GPA) with QSL

The Grower Pricing Agreement (GPA) is a contract between QSL and a Wilmar grower which details the conditions under which that grower will assign their Grower's Economic Interest in sugar (GEI Sugar) to QSL in order to access QSL's marketing and pricing services.

The GPA only needs to be done once, and then remains valid from its date of execution until expiry of the term of the On-Supply Agreement.

Growers who sign a GPA are under no obligation to choose QSL as a GEI Sugar Marketer in the future, but continue to have the option to do so without resubmitting the GPA paperwork. Key information sought in the GPA includes:

- Grower contact details
- Business entity information, including your ABN
- Details of your designated Pricing Manager and anyone else you wish to authorise to access your QSL Direct account
- Payment directions (i.e. bank account details), including arrangements for liens and other third-party payments.

GPA PROCESSING & AUTHORISATION

Wilmar growers can obtain a GPA in one of three ways:

1. QSL Direct Pre-Registered Growers

Wilmar growers who have completed the QSL Direct Pre-Registration Process will receive a copy of their GPA via email.

This GPA will contain contact and business details previously provided through the Pre-Registration process. Growers will be asked to confirm any prepopulated details and provide the additional information requested before signing the document and returning it to QSL for processing.

While QSL can begin to process your returned GPA immediately, your GPA cannot be activated and your access to QSL Marketing Choice cannot be finalised until the OSA is in place and we have received confirmation from Wilmar that you have chosen QSL as a GEI Sugar Marketer within your finalised Cane Supply Agreement.

Once this confirmation is received, your GPA will be activated and your initial login information for the QSL Direct online grower portal will be issued.

You cannot access QSL Direct or commence pricing with QSL before this time

2. Unregistered Growers

Wilmar growers who have not completed QSL's Pre-Registration process can still receive a GPA from QSL prior to the OSA and/or CSA being in place.

To receive a GPA, these growers should complete and return the Pre-Registration Form available in the Wilmar Growers section of the QSL website (www.qsl. com.au) or by contacting their local QSL Grower Services Team member, detailed on page 13.



3. Via the GEI Sugar Marketer nomination process

Wilmar growers who have not already submitted a GPA to QSL, but who choose QSL as a GEI Sugar Marketer as part of the nomination process within their CSA, will be issued with a GPA once their CSA is in place.

These growers will subsequently receive access to QSL Direct and pricing with QSL once their GPA is processed.

COMPLETING THE PAPERWORK

While you will receive your GPA via email, a hardcopy of this document will also be available by contacting your local QSL regional office or QSL Grower Services Team representative.

You can return your completed GPA via the following options:

- You can scan and email your GPA to qsldirect@qsl.com.au
- You can post your hardcopy GPA to GPO Box 891, Brisbane, Qld, 4001
- You can return your hardcopy GPA to your local QSL regional office (see office details below)

WHAT HAPPENS NEXT?

QSL will process your GPA but will not activate it until we have received confirmation from Wilmar that you have also:

- 1. Elected QSL as a GEI Sugar Marketer;
- 2. Have a valid CSA in place

Once these actions have been verified, QSL will issue you with log-in details for the QSL Direct online grower portal.

All pool and individual pricing nominations, payment arrangements and information and other QSL services will be managed through the QSL Direct portal.

For more information on QSL Direct, please refer to the QSL Direct Fact Sheet available in the Wilmar Growers section of our website at www.qsl.com.au.

HELP AND INFORMATION

A guide to completing the QSL GPA will accompany the GPA when it is issued via email. This guide and other supporting information is also available on our website (www.qsl.com.au) or from your local QSL regional office.

Your QSL Grower Services Team is also available to provide assistance. To make an appointment, contact:

REGION	OFFICE LOCATION	REPRESENTATIVE		
HERBERT RIVER	11 Lannercost St Ingham, Qld 4850	JONATHAN PAVETTO P: 0428 664 057 E: jonathan.pavetto@qsl.com.au		
BURDEKIN	Young St Ayr, Qld 4807	REBECCA LOVE P: 0429 054 330 E: rebecca.love@qsl.com.au CARLA KEITH P: 0409 372 305 E: carla.keith@qsl.com.au		
PROSERPINE	88 Main St Proserpine, Qld 4800	CATHY KELLY P: 0409 285 074 E: cathy.kelly@qsl.com.au		
PLANE CREEK	36 Broad St Sarina Qld 4737	KATHY ZANCO P: 0437 645 342 E: kathy.zanco@qsl.com.au EMMA SAMMON P: 0418 978 120 E: emma.sammon@qsl.com.au		

NEW FACE JOINS QSL TEAM

Emma Sammon has joined the QSL Grower Services Team in the Plane Creek District.

Emma, who has held a number of state and local government roles and most recently worked in a private sector transport business, will be based in QSL's Sarina office as our primary contact for Plane Creek growers when Kathy Zanco starts maternity leave in coming weeks.

You can contact Emma on 0418 978 120 or email emma.sammon@qsl.com.au



DISCLAIMER:

PLEASE NOTE: This report contains information of a general or summary nature. While all care is taken in the preparation of this report, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. Information about past performance is not an indication of future performance. The report does not constitute financial, investment or product advice, a risk management strategy, a recommendation to invest in any of the pools described in this report, or an offer or invitation or recommendation with respect to any of the pools. You should read the Pricing Pool Terms, which will be available on the QSL website, and seek your own financial advice before making any decisions in relation to the Pricing Pool Terms and selecting pools.

Industry Spotlight



Matt Kealley CANEGROWERS Manager -**Environment & Sustainability**

Technology moves quickly and has always played a strong role in agriculture as farmers, including cane growers, embrace new ideas and tools.

Digital agriculture and smart farming

Ten years ago, an IT contractor was connecting our computers and printers to a network. On his hands and knees, he was at the back of what he thought was the printer trying to attach the cable.

He said to me "Matt, can you see if you can find the port for the cable?" to which I replied, "That's the fridge!".

We laughed for ages and it didn't occur to me then that one day we would be connecting the internet to the fridge and many other things.

Technology has always played a strong role in agriculture. From mechanical harvesting to mill mud spreaders and sub-surface fertiliser placement, many of the innovations now in use have come from growers.

Smart farming is the creative way of bringing pieces of technology together to solve problems, improve efficiency, increase production and ensure sustainability.

Digital agriculture is about using technology and the data collected to do this.

According to the CSIRO, digital agriculture could radically redefine the role of farmers and the management of the agricultural landscape.

The tools are in place - computer programming, smartphones, satellites, the internet of things, big data, precision agriculture, gene editing and nanotechnology.

What is The Internet of things?

In 1989, the world wide web was created by Englishman Timothy Berners-Lee with the first successful communication between a Hypertext Transfer Protocol (HTTP) client and server via the internet. Where would we be without the internet today?

The term Internet of things (IoT) was coined by in 1999 to describe how 'things' such as physical items, buildings and devices with electronics, software, sensors and network connectivity interact by collecting and exchanging data.

A smart fridge has sensors that detect when you run out of milk and order more from a supermarket! Who'd have thought you could connect the internet to the fridge?

The IoT has the potential to influence how we live, work and farm by allowing things to be sensed or controlled remotely across the existing network infrastructure, creating the opportunity to integrate our everyday world into computer-based virtual systems. By adding sensors, data collection and technology, a hybrid system of the virtual, computer, and physical can be created opening the possibility of improving efficiency, accuracy, profitability, problem solving and sustainability.

For example, a grower could use a smartphone to check on an irrigation system, review data from in-ground moisture sensors linked to soil maps and weather forecasts and maximise irrigation scheduling. Water can be switched on remotely and checked with cameras and drones. The data is wirelessly sent to the farm database, interpreted and reports on irrigation efficiency and operating costs are generated.

Big data and how big is it?

The term 'Big data' relates to sets of data that are so complex and so large that they require new application software and systems to analyse them effectively. Analysing this data effectively can help to find correlations which can identify business trends, combat crime and improve health care.

The future of big data is in the analysis methods used to find value from it. This requires programmers, mathematicians and a range of skills that are not traditionally associated with farming.

As sensors become cheaper and as more things are connected, there'll be more data. In sugarcane, data can include soil physical chemical properties, drone footage and aerial imagery, weather, harvest and haul-out data, planting, chemical and fertiliser inputs. The things that can be measured is endless. The links between the data, through analysis, can lead to innovation.

Extension, education and training are vitally important so we can use the technology to its maximum potential.

What the technology will look like in ten years is hard to say. However, it is safe to say that digital agriculture and smart farming hold enormous potential. It is not just about how to connect the internet to the fridge, but how to interpret the data generated and use it to improve productivity, efficiency and sustainability.



Money Matters

AUSTSAFE SUPER WELCOMES TONY O'MARA AS THE NEW CENTRAL QUEENSLAND **REGIONAL MANAGER**

AustSafe Super has welcomed Tony O'Mara to the team as the Central Queensland Regional Manager.

He fills the big shoes of well-known and long-term serving Central Queensland Regional Manager Stacey Watson who has moved up to the Business Development Manager.

Being local and available to support our members and employers is top of mind for Tonv.

His main focus will be supporting and educating people regarding the great value of utilising a quality Superannuation Fund.

Tony's career in Financial Services commenced in 1994, having successfully enjoyed various roles such as Regional Manager, Superannuation Specialist,

Senior Relationship Manager, General Manager and Senior Financial Adviser, together with having operated his own successful Financial Advice business.

Given his extensive background, Tony has a real passion for assisting rural and regional people to secure their financial future.





He services the area from Gympie to Gladstone, assisting both members and employers alike.

Born and bred in Bundaberg, he has spent his entire life living and working in surrounding areas.

On a day to day basis Tony will be on the road assisting employers and members with all aspects of superannuation, including:

- Employee lunch time shed meetings
- Consolidating and rolling over lost super
- Insurance
- Startina a Pension account
- Assisting employers with online access, contributions and ensuring SuperStream compliance

If you have any superannuation queries as either a member or employer, you can contact Tony on 0437 490 445 or tomara@austsafe.com.au.



Biosecurity changes, challenges and opportunities



By Frank Fox, Biosecurity Queensland

The new legislation is based on the principle of 'shared responsibility', where everyone has both an opportunity and commitment to contribute to biosecurity outcomes.







The biosecurity environment across Australia has been undergoing considerable reform in recent years. Here in Queensland, the recent Biosecurity Capability Review concluded that the state is experiencing unprecedented challenges to its ability to respond to the increasing number, scale and scope of pest and disease threats both from within and outside Australia.

These changes have been driven by increases in global trade and human movement. They are also the result of pests and diseases adapting to new environmental opportunities.

We need a new approach to meet these challenges. What is required is more capability, flexibility and innovation in the way we all manage biosecurity risks.

We can always do things better and there are good examples where various industry sectors have worked with regulatory agencies to deliver mutually beneficial outcomes that are biosecurity compliant and commercially viable.

On 1 July 2016 the Queensland Biosecurity Act 2014 came into force. It provides a framework and various tools to better manage biosecurity in the face of the abovementioned challenges.

The new legislation is based on the principle of 'shared responsibility', where everyone has both an opportunity and commitment to contribute to biosecurity outcomes.

It specifically imposes a general biosecurity obligation (GBO) on persons to ensure they take all reasonable steps to prevent or minimise the impact of biosecurity risks in areas where they may have an impact.

The GBO embraces all sectors of government, industry and the broader community.

Under the new Act, Queensland is better prepared to meet emerging biosecurity risks. New tools and powers allow any response to be tailored to the risks of each incident.

Pests and diseases of concern to the Queensland community are specifically included in the legislation.

These are known as Restricted Matter or Prohibited Matter.

As part of their GBO, persons must not deal with Restricted Matter or Prohibited Matter unless it is done in accordance with the Act.

These requirements may be further spelt out in the Biosecurity Regulation 2016, which supports the Act.

The Queensland Department of Agriculture and Fisheries (DAF) also maintains a Biosecurity Manual which assists industry by providing practical examples of how these legislative requirements can be met.

The Act also contains provisions which effectively authorise co-regulatory arrangements whereby industry and government can work together to deliver biosecurity outcomes.

For example, the Act allows for compliance agreements, industry accreditation schemes and codes of practice, which utilise industry knowledge about best practice risk management for their unique circumstances.

These collaborative options will become an increasing feature of biosecurity in Queensland.

In upcoming articles, I will provide more detail on these changes. Keep them as a guide to inform you of the impact of the new arrangements, including the opportunities that are available to build more effective biosecurity strategies into the future.

*Frank Fox is a DAF officer who has been seconded to QFF to introduce the new biosecurity legislation, to seek feedback from members; and to identify areas for enhanced collaborative effort for the future.



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.







EXOTIC PLANT PEST HOTLINE

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Improving national biosecurity outcomes through partnerships

Does your farm SHRINK

When it rains?



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- ✓ Reduces soil-borne diseases
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Based in Mareeba

TG DRAINS Agricultural drainage contractors

Tim Beets: 0409-115 474 Jeff Benjamin: 0409-892 933 www.tgdrains.com.au





Supplied by TG Drains

Subsurface drainage removes excess water from the soil profile through a network of perforated corrugated polyethylene pipe drains installed between 60 cm and 210 cm below the soil surface.

When the water table is higher than the polydrains, water flows under gravity into the slots of the corrugated pipe.

TG Drains installs subsurface drainage using a laser controlled, purpose built drainage machine that can dig a trench up to 2.1 metres deep.

The machine's digging chain cuts a trench on the design grade and the drainage pipe is laid with a fine gravel filter in one single operation.

The drainage machine is able to lay either 100mm or 160mm polydrain.

A tractor, hauling a gravel trailer equipped with a conveyor belt, drives alongside the drainage machine to deliver a continuous flow of clean, fine gravel into the machine's hopper.

Last year, TG Drains built a self-propelled gravel trailer on tracks.

This allows drainage to be installed under more challenging conditions.

The other advantage of the selfpropelled gravel trailer (or Shrek, as it's affectionately known) is that the discharge conveyor belt can be positioned facing forward, allowing it to drive behind the drainage machine.

This is essential when installing drainage in orchards.

SUBSURFACE DRAINAGE

DOES YOUR FARM SHRINK WHEN IT RAINS? YES! THEN YOU MIGHT NEED SUBSURFACE DRAINAGE

Another benefit when installing drainage in existing cane crops is that the gravel trailer drives in the same tracks made by the drainage machine, therefore minimising the area that is disturbed.

The continuous flow of clean fine gravel avoids slumping of the trench walls and prevents excavated material falling on the pipe and possibly blocking the drainage slots.

The elevation of the gravel hopper at the back of the Mastenbroek machine can be altered hydraulically, allowing the thickness of the gravel backfill to be varied according to soil type.

2017 marks TG Drains' eighth season working with growers in Far North Queensland - growers like Tom Maisel, who said TG Drains had helped return some of the wettest areas of his Tableland farm to full production.

"Wet areas in paddocks are costly, especially under pivot irrigation where infrastructure costs are spread over the entire irrigated area, whether or not the area is entirely productive," Tom said.

"Not only do wet areas cause lost production, they also disrupt planting, fertilising, cultivation and harvesting.

"The best solution I have found for returning these wet areas to full production is through the laser-guided drainage systems installed by TG Drains.

"From the design phase through installation, to the final GPS plotted maps, they provide a professional, efficient operation that pays for itself quickly through increased production."

TG Drains Tim Beets, in conjunction with Jeff Benjamin from Northern Australian Water Strategies, is able to devise a suitable drainage plan to solve each particular drainage problem.

The plan will consider the soil type, the cause of the drainage problem, and groundwater conditions, then use this information to design an economical subsurface drainage network.

TG Drains is working in the Far North Queensland area now and Tim is happy to visit and discuss any drainage issues.

This is obligation free and will give producers a better understanding of possible solutions and an estimate of the likely costs involved.

Visit www.tgdrains.com.au for more info or contact Tim on 0409 115 474 or Jeff on 0409 892 933. ■

PROJECT UPLIFT: SRA Farming Systems Initiative

Supplied by MSF Sugar Ltd

PILOT EXCEEDS EXPECTATIONS

The Project Uplift Farming Systems Initiative is a project that will soon change the face of the sugarcane industry. The initiative is built around a research-based farming system developed on the back of the Sugar Yield Decline Joint Venture (SYDJV) and introduced into the market by MSF Sugar.

Established in 1993, the SYDJV brought together the research expertise of the Department of Primary Industries and Fisheries, the Department of Natural Resources, Mines and Water, BSES, and soil specialists Biological Crop Protection, and set out to investigate methods to improve the productivity of the Australian sugarcane industry.

The findings of the research led to the creation of what has been termed the SRA Farming System – a system that uses legume crop rotation, green cane trash blanketing, minimum tillage and controlled traffic to minimise soil compaction, improve water retention and as a result, maximise crop productivity year on year.

While research indicates the farming system works, MSF Sugar set out to demonstrate just how effective it is and in 2015, partnered with sugarcane growers Paul Gregory and John Porta to run pilot projects on their farms. The 5-year project required the conversion of 500ha of existing sugarcane crop to the SRA farming system.

Now two years in, the results of the pilot are staggering with the initial expectations of all parties being exceeded. We spoke with Paul Gregory about his experience.

"I can't wait for the five-year pilot to be done, when the full benefits of the project will be realised. The farm will be so efficient that triple bottom line sustainability will become a reality for us."

- Paul Gregory

PAUL GREGORY

Paul Gregory's farm is at Gordonvale, 25km south of Cairns and adjacent to MSF Sugar's Mulgrave Mill.

The land was originally bought and cleared by Paul's family in 1950 and has been in the hands of two generations of the family. Paul's father used a horse called Noble to plant the land with its first crop of cane.

By 1992 the family was producing 4,000t of cane, a figure that increased to 6,500t by 2012. Having grown the operation significantly since then, Paul now harvests 23,000t of cane.

To achieve this significant level of growth, Paul acquired new farms and now operates five, with four being part of the Project Uplift Farming Systems Initiative pilot.

The farm not included is leased and was planted shortly before the project commenced, so will stay in its current format to take advantage of the ratoons.

Controlled traffic farming (CTF) is the primary reason Paul agreed to participate in the pilot, and all four farms have

now been converted to a 1.85m row spacing format.

Under the project, Paul has a five year plan for full conversion of all fallows, with 500ha to be laser levelled and under controlled traffic by the end of the pilot.

While there was an initial capital investment in equipment, earthworks, and laser levelling to all blocks, the results have been well and truly worth it with harvest figures on the trial blocks producing twice the return in terms of dollars per hectare.

NB: results are for these farms and for the situation described. All farms are different and this will impact on individual results.

* 2016 Season Results	Tonnes of cane per hectare	Dollar return per hectare	
Lasered fields	156	\$3,800	
Unlasered fields	107	\$1,900	

^{*} Figure 1 (above): Dollar returns per hectare comparing lasered and unlasered paddocks on Paul Gregory's farm for the 2016 season.







The crops were treated the same except for the timing of the harvest and the laser levelling treatment, which indicates that drainage has substantially improved and so has the health of the soil.

While 2016 was an exceptional year due to favourable weather conditions, laser levelling has helped increase yield by opening up land that was previously not available for planting.



For example, one of Paul's paddocks had been affected by high spring tides and wasn't normally available for planting until August each year.

Following lasering in 2016, the paddock has been reclaimed and was able to be sprayed just eight days after heavy January rain.

Aside from lasering and planting, a key component of the farming system is GPS guidance which is installed in the planting and harvesting equipment.

Once used to the idea of driving GPSguidance tractors, Paul found the benefits of being guided straight meant less



dirt into the cane supply, minimal soil compaction, and quicker turnarounds at the end of the field.

"The difference between GPS and manual steering is remarkable - trust the GPS, even if you feel like you're off centre," he said.

When it came to planting, the farming system's soil preparation methods made a difference. Paul's normal time to plant 40ha was around 8 weeks in perfect weather conditions.

In 2016, he had 43ha ready and planted by the end of September - a new record for the farm at only 3.5 weeks after the winter rainfall events.

Aside from the time saving this achieved, there was a significant impact on the bottom line with the tractor using around 4,000 litres less fuel than in previous seasons (based on a consumption rate of 35 litres per hour).

Under the CTF model, Paul believes his ratoons will last better due to less compaction during the harvest period and less damage to the crop by the harvester.

In the wet weather harvest in 2016, he noted no major damage to the ratoon while wet weather harvesting of an unlasered paddock damaged ratoons so badly they could not be left for the following season.

Season	Activity
2015	Didn't laser but planted at 1.85
2016	Every paddock that was planted was lasered
2017	All fallow crops were lasered and in beds in preparation for planting

Figure 2: Converting to the SRA Farming System summary of key activities.

Plant Cane (ex R/P)	Paul's Farms	Zone (Edmonton) ex Paul's Farms	Mulgrave
TCH	126	122	117
ccs	12.37	11.56	11.65
TSH	15.62	14.15	13.63

Figure 3: Productivity comparison's across the Mulgrave region.



For this reason alone, Paul recommends controlled traffic over conventional farming with the lack of soil compaction and time savings achieved in soil preparation being the biggest successes of the pilot so far.

As for the common concern that weeds could get out of control in a wider row configuration, Paul hasn't noticed a difference in his crop with weed control spray use remaining steady compared to previous years.

Paul says the whole project has just clicked on his farm. He's 100% sold on the farming system he now has in place.

It has eased the burden of his rapid farm growth and only two years into the pilot, the efficiencies gained have removed financial constraints and improved his opportunities considerably.

"I can't wait for the five year pilot to be done when the full benefits of the project will be realised," Paul said.

"The farm will be so efficient that triple bottom line sustainability will become a reality for us."

Paul's advice to growers who are reluctant to make a change is to simply look at the facts of the pilot.

He says with greater efficiencies achieved across the board, the figures speak for themselves". ■

Farm	Variety Class	Soil Group	Actual CCS	Cane Yield (t/ha)	Sugar Yield (t/ha)	Net Return (\$/ha)
Laser	Q208 PL	Poorly drained alluvial	12.66	156.14	19.13	3,573
Non-laser	Q208 PL	Poorly drained alluvial	11.49	103.80	11.32	1,87

Figure 4: Productivity comparison's across Paul's farm

FOOD TRENDS when to get on or off the bandwagon

By the Australian Sugar Industry Alliance Nutrition Team

We share some of the latest food trends and whether you should be jumping on or off the bandwagon.



Vive le vegetables!

Vegetarian or vegan, meals without meat are becoming more mainstream. Pulses and legumes such as lentils, chickpeas and kidney beans are more common on restaurant menus and in supermarket products. Vegetables have now become part of the main act rather than a side show and this is great news for health.

Protein power

'High in protein' is a common marketing claim on foods and supplements for both slimmers and muscle builders alike. While enjoying whole foods rich in protein like meat, fish, milk and eggs as part of a balanced diet is a good thing, don't assume processed food products labelled 'high in protein' are slimming or healthy. Most people don't need to use expensive protein supplements to meet their protein requirements.

Smoking & BBQing

Obtaining complex smokey flavours using different fire fuels, bastes and marinades is delicious but avoid charring or burning your food as this can generate dangerous cancer-causing chemicals. To reduce these, marinate your meat before cooking, turn down the heat and shorten the cooking time. And make sure you leave plenty of room on your plate for protective plant foods like grains, vegetables, legumes and nuts.

Free from...

Foods 'free-from' gluten and dairy are now common due to the mistaken belief they're better for you. Unless you have a medically diagnosed allergy or intolerance, they're not. In fact they can be less healthy than the traditional version. For example most alternative nut and grain 'milks' are much less nutritious than good old cow's milk.

Self-preservation

'Everything old is new again'. Young people are again keen to learn how to make jams, chutneys, pickles, relishes and preserves in the quest to eat local home-grown foods, reduce waste and live more sustainably. There can be added sugar and salt, but considering most of these foods are condiments eaten in small amounts it's no big deal.

Fermented foods

If you eat yoghurt or cheese, or drink beer or wine, you experienced the magic of fermentation - a process of using microorganisms such as yeasts, bacteria and fungi as a food production or preservation method. The microorganisms are thought to promote a healthy digestive system by optimising the 'good bacteria' living in our bowels. Examples include sourdough bread, sauerkraut and kimchi (cabbage), tempeh and miso (soybeans), kefir milk drink and kombucha tea.

Coco-nutty

The coconut trend shows no sign of abating. Coconut water is the fat-free liquid from the centre of a young coconut. If you like the taste and can afford it, go for it - just don't believe the hype. Use coconut cream occasionally due to its high saturated fat content, or choose light coconut milk instead. Virgin coconut oil is not the elixir of youth, the secret to fat loss, or good for your cholesterol - it's a definite 'sometimes food'. Extra virgin olive oil is a much healthier option.



Sugar alternatives

As with fat in the past, sugar is having its dark time as a scapegoat for all ills. But rather than embracing a message of moderation, we seem to have jumped straight to banning added sugar and replacing it with highly processed sugar alternatives. Similar to the false hope of fat-free foods, the proliferation of foods with 'no added sugar' is unlikely to save our health. You're probably better off enjoying a smaller portion of the real deal less often.

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Book online anytime of the day or night at www.canegrowers. com.au or email us at ads@CANEGROWERS.com.au

Next deadline is 15 May 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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Bonnel Blower Double Fan \$500, Heavy Duty Ratoon Disc \$2000, Back End MF65 \$500, 500lt Spray Tank with Carry All \$500. Ph. Johnny 4067 1250 after 7pm. Babinda Area.

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Rainfall Report

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	Recorded rainfall (mm)		Average rainfall (mm)	
Location	7 days to	o 9am	Year to date	January-May
	24/04/2017	1/05/2017		Januar y-May
Mossman	17	0	1571	1585
Mareeba AP	2	0	566	680
Cairns	27	7	1168	1459
Mt Sophia	57	3	2137	2260
Babinda	0	0	1217	2708
Innisfail	69	4	2086	2224
Tully	150	0	1562	2623
Cardwell	34	12	1257	1513
Lucinda	28	0	1256	1465
Ingham	31	2	948	1397
Abergowrie	33	4	609	1286
Townsville	6	0	477	814
Ayr DPI	0.6	0.6	599	643
Proserpine	11	2	1131	911
Mirani	15	0	928	996
Mackay	59	17	1645	996
Sarina (Plane Ck)	33	0	2327	1147
Bundaberg	3	5	346	489
Childers South	8	0.8	487	396
Maryborough	19	2	311	581
Tewantin	21	0	749	867
Eumundi	13	1	640	861
Nambour	15	0.2	551	859
Woongoolba	9	2	462	617
Murwillumbah	11	0.6	856	800
Ballina	4	7	837	780
Woodburn	7	6	1116	629





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The industry super fund for rural and regional Australia.

icates either no rain or no report was sent. These rainfall figures are subject to verification and may be updated later. Weather forecasts d satellite images and other information for the farming community can be accessed on www.bom.gov.au. Weather report provided by au of Meteorology's Commercial Weather Services Unit.

74 UD CW40 Farm Truck, Tyres 90% body needs work done \$3300. MF 305 Harvester plants cutter\$5500. Ph 0428597136

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

4 complete wheel motors, as new, to 1998/1999 Austoft Powerhaul. Ph. 49592260.

Rapid spray 200l diesel ute pack tank exc \$660. New galv. Bonel 3 row 1.5 ton fert.box (box only) \$1760 neg. Peter Sala type 1 yard tractor-drawn tumble scoop \$1320. Single axle alum. tray trailer no rego \$330. Haines Hunter 773L exc 62K neg. Ph 0408984560 2012 Mitsubishi Lancer Activ. 5 spd manual. Log book serviced. 73,000kms. 1 owner. Immac condition. Alloy wheels. Rear spoiler. Window tinting. \$11,500. (07) 49502259 0427502259

Toft 6000 series 3 cane harvester. Vertical arm primary. Bent elevator. Plastic hoods. Leg box. Swing knife. CAT 3306 motor. Good Tyres. 0427502259 - Mark

Tractor tyres x 2, 23.1x34, 10 ply 90% \$1700 each; 23.1x34 rims & centres x 2 \$660 each; 14.9x28 rims, centres & tyres x 2 \$250 each; ono, all suit Fiat 160-90. Ph. 49583153 or 0429963628

H0-Howard Crumble Roller. CROLLCH365DT, brand new still in crate, fits rear tool bar of Howard CH2365DT, 2 rollers each@2M. \$4,422 GST inc. Ph. 0428236165 DitchWitch R100 trenching machine with back hoe attachment. F10 Volvo 10-tonne tipper with tagalong trailer used to transport trencher. Ph. 49592260

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. 0438606578 (Mackay)

Bundaberg-Rocky Point

Uptan boom irrigator 80 mtrs . ph 0412370022

J I Case 1194 tractor 49hp 12 forward speeds 4 reverse, 2 speed PTO, power steering, 3 point linkage, drawbar 3000hrs approx \$7700. 4 row Janke precision Planter with fert boxes with plates for soy beans corn peanuts etc. \$5900. ph 0418874615

2009 Case 8000 Cane Harvester. 5800 hours. \$195,000 plus GST and Quinco 1 ton Fertilizer incorporater with plastic bin and stainless worm. \$8,000 plus GST. Good Condition. Ph. 41561409 or 0431044022

David Brown with 5 ft slasher and loader, \$11,000 inc gst; International 856 with loader and bag lifter \$10,000 inc gst; International 766 Tractor \$9,000 inc gst; Trailco irrigator T450 with 1 year old hose 200m \$12,000; Southern Cross irrigator 200, \$9,000 inc gst All prices O.N.O Ph-0419 577 110

Early model 7000 harvester, leg base cutter, 2-blade chop. Ph. 0413584728

Land Leveller 3.5m x 3.5m solid construction \$4,500+GST. Quinco Fertiliser Distributor discs, coulter, rippers rollers stainless steel drive \$9.500+GST. Ph 4159 8340 or 0403 598 345.

Ford 7710 4x4 tractor no cab 7700 hrs good condition. Ford 5000 tractor with Dalmore forklift good condition ring for more info 0408768489

David Brown 990 \$8000.00 Ph 0412370022

Wanted

WTB Moller stone picker draw bar pull prefer high lift bin. Will consider anything. 0428503784 Mark

Wanted - Old style Massey grubber/ripper with curved solid tynes—intact implement or individual tynes. Ph 0417 774 214

Wanted to buy double row billet planter Ph. 0428981379

Wanted: 8' or 10' laser scoop in good or reasonable condition, Ph 4959 8974

CANE WANTED for 2017 and subsequent seasons. Tully area. Shawn Ph. 0418782815 TRACTOR TYRES of all sizes. 0418775698 all hours.

Positions Vacant

Wanted: cane carter for 2017 season, Calen area. HR Licence required for trucks with automatic transmission with elevator bins. Ph. 0408772666

Haulout drivers wanted for the 2017 season in the Sarina area. 4 on/4 off roster. HR or UD licence and previous experience required. Ph (07) 49431206 or email- sheaanddanni@ bigpond.com

Wanted: Cane Harvester Driver wanted for Bundaberg area, approx 50,000 tonnes. Start June 2017. Ph: 0413 698 922.

Experienced cane harvester operator; 7700 full track; 2017 crushing season. Upper Pioneer Valley area; must have mechanical knowledge and hill experience. 30,000t plus. Apply in writing: PO Box 31 FINCH HATTON QLD 4756. More information: 0419260879

Work Wanted

Young, keen UK couple looking for work in the 2017 cane crushing/harvest season. Anywhere in Queensland, Manual labour/ HGV driver/Crane operator experience in UK. Contact Tommy: Tel: 0459630772 email: t.g.alexander@outlook.com

Seeking work as cane harvester operator/ mechanic in any region. Well trained and experienced. Austoft 7700/8800. Can also do farm work. From Mauritius. Ph. 08130133648. E: cyrilg57@yaho.com

Motivated 25-year-old seeks farm job. Currently in Cairns but can travel. Have worked on cotton farm in Bourke, NSW and on livestock farm in Augathella, QLD. Experience in irrigation, moving cows, some knowledge as mechanic. Have drivers license and can drive tractor. Available immediately! Call Emiliano 0466692921

Property

INGHAM Cane farm for sale. Hawkins Creek, Total area 48.3ha, CPA 46.6ha, Shed, electricity & water. Genuine enquiries Ph 0407635175

Wanted Cane Farm 80ha +, with or without a house 30mins from Mackay or Marian, Mirani area. Ph 0407629940

MIRANI area farm land appr. 34 Ha Fully laser levelled Fully irrigated. Perfect Block for lateral move or centre pivot irrigator. Reply to cooperbob2014@gmail.com or Ph. 0456624027

WALKERSTON area: Cane farm for sale, fully irrigated. 42.5ha cane 3.6ha grazing. Ph 0418185663

MARYBOROUGH: Pocket area. Cane farm for sale. 60 acres, 40 acres in cane, fully irrigated, 2 houses, sheds etc. Ph. 41222295

HALIFAX: Cane land for sale. Taylors Beach Road. 27.6 ha. Freehold. Genuine enquiries phone: 4777 7277

Farm for sale (Bellenden Ker), 40km south of CAIRNS. 80ha-40ha under cane. 5brm home + big shed. Around \$800K. Ph. 0427142102

ABERGOWRIE: Cane farm on Tarakan Rd, 270 acres freehold. Genuine enquiries please phone 47774633 or 0408608664

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Paul Gregory, Cairns E5: Farming within the landscape for water quality outcomes



Allen Birt, Maryborough
E2: Less water more often
means more cane and
less runoff



Joe Schembri, Mackay E7: Smartcane BMP – A best practice system for all cane growers



