

Regional round-up: dry weather continues across Queensland's cane country

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COVER IMAGE: CANEGROWERS Tully Chairman Tom Harney said the Sugar Code of Conduct is vital to protecting growers. Read more on pg 5.

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# Enough is enough! Time for decisive action

By Paul Schembri, Chairman CANEGROWERS

The Indian Government's recent decision to increase, rather than reduce, its level of subsidies to cane farmers and millers has sent shock-waves through the sugar-producing world. Even the European Union, once known for its own high level of producer subsidies, has condemned this latest blatant breach of World Trade Organisation rules. We say, enough is enough!

The world sugar price has now fallen to its lowest level since 2008. With 80% of our sugar exported, and almost 100% of our production exposed to the vagaries of the world sugar price, Australian cane growers are being hit hardest of all by these subsidies.

Unlike the weather, which we can do little about, there is a solution to the problem of low sugar prices, but it requires leadership and a sense of urgency from the Australian Government and the governments of other sugar-exporting nations to act in the WTO.

The Australian sugar industry was thrown into the deregulation and globalisation pond 30 years ago, when our domestic protections were sacrificed on the altar of free trade and the domestic sugar market was opened to imports.

In 1989 the import embargo was replaced by a tariff, which was subsequently phased out, exposing Australian cane growers to the world price. The only relief we have is a small United States quota, about 2% of sales, for which we receive the US domestic price.

We are not seeking financial support from the Federal Government – all we want is for the government to roll up its sleeves and provide the leadership the global sugar industry needs, by commencing an action against India in the WTO.

Export subsidies were outlawed by the WTO as recently as December 2015. It would appear to us and other sugar-producing nations that the latest tranche of support for Indian producers, to the tune of around \$1 billion AUD, is a breach of WTO rules.

For the record, we are not opposed to sovereign governments supporting their farmers. If the Indian Government wants to support its farmers, we are untroubled by that. However, when this support leads to over production and the dumping of highly subsidised sugar onto the world market, that is when we become concerned.

To support the welfare of Indian growers by destroying the welfare of Australian growers and our regional communities is not acceptable.

Some people within our industry believe that action in the WTO might be too difficult and take too long to bring about relief. On the contrary, these actions are not only worth pursuing, they are vital. To do nothing is unacceptable.

We have some experience in this type of WTO action. In 2005, Australia, in conjunction with Brazil and Thailand, was successful in a WTO action against the European Union.

That outcome resulted in almost 6 million tonnes of European sugar being withdrawn from the export market, providing a structural improvement in the sugar price.

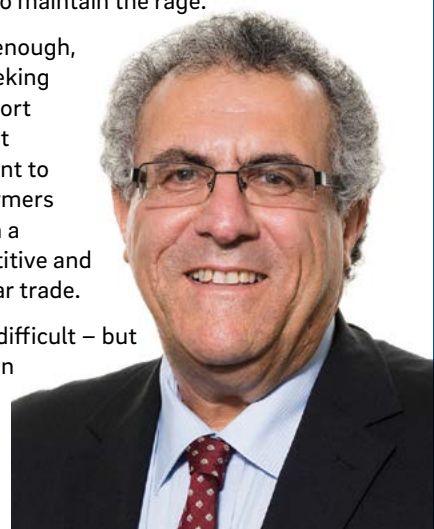
Sometimes, decisive action can cause the offending country to rethink its position.

To his credit, Australia's new Trade Minister Simon Birmingham has hit the ground running on this issue. In the next few weeks, formal meetings will be held between the Australian, Brazilian and Indian Trade Ministers.

For the sake of our industry and our regional communities we urge the Federal Government to maintain the rage.

I can't stress enough, we are not seeking financial support – we just want our government to ensure our farmers get a fair go in a highly competitive and distorted sugar trade.

Yes, it will be difficult – but failure is not an option. ■



*"To support the welfare of Indian growers by destroying the welfare of Australian growers and our regional communities is not acceptable."*



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# NEWS IN BRIEF

## Momentum builds for WTO case against Indian exports

With the Australian Government under growing pressure to take a case to the World Trade Organisation, Trade Minister **Simon Birmingham** has said he is deeply disappointed with India's plan to push ahead with exports of subsidised sugar and will again raise the issue with the Indian Government.

"Our government will continue to stand up for our farmers," Mr Birmingham told Fairfax Agricultural Media.

"It's clear now that further action needs to be taken. We have already secured the support of other nations to stand against these subsidies and are now urgently considering our next steps."

CANEGROWERS wants that next step to be Australia joining other sugar exporting nations to take the issue to the World Trade Organisation.

**"Our industry has been deregulated, throwing us to the mercies of the world market and completely exposing Australian growers to the movements of the world sugar price which is now below our costs of production."**

"We've done some preliminary analysis which clearly indicates that India is in breach of WTO rules," CANEGROWERS Chairman **Paul Schembri** said.

"Our industry has been deregulated, throwing us to the mercies of the world market and completely exposing Australian growers to the movements of

the world sugar price which is now below our costs of production.

"Now is the time for the Australian Government to back us where it counts and insist that India stick to the rules and remove its trade distorting subsidies."

With an election looming and millions of voters relying on the sugarcane industry, the Indian Government has approved an almost \$1 billion package of measures including transport assistance for sugar exports to reduce stockpiles and facilitate grower payments.

"India is exporting its domestic problem of failed sugar policies which encouraged over-production," Mr Schembri said. "Australian growers must not be left to bear the costs of India's breach of international trade rules."

Over the past year, the world sugar price fell 36% as a surplus market anticipated Indian subsidised exports and reached a new low when the Indian announcement was made.

Member for Dawson, **George Christensen**, said growers in his Queensland electorate were now working for nothing.

"The time for talking is now well and truly over and I have already spoken to Trade Minister Simon Birmingham about the need for tough action for the sake of our cane farmers," he said.

"India wants to have a bilateral trade agreement with Australia but this move to further violate international trade rules means there is now less trust.

"How can we do a bilateral trade deal with India when we can't trust them to play by the normal international trade rules?"

## ANGER AROUND THE WORLD

**Eduardo Leão de Sousa, Executive Director UNICA**

"With this bitter announcement, India sends the wrong signal to the Indian producers and, in parallel, hurts even more the revenues of mills and cane growers throughout the world."

"Artificial solutions such as export aids may seem to be an easy solution to get rid of surpluses, but they are highly distortive for international trade and must be condemned.

"The Brazilian industry does not see these measures as an option and we have been encouraging our government to challenge them in the WTO dispute settlement mechanism."

**Vibul Panitvong, Chairman of the Executive Board, Thai Sugar Millers Corporation**

"The Thai industry along with the Office of Cane and Sugar Board have asked our country's Mission at the WTO in Geneva to raise urgent questions with India. It is important that all countries work together on this."

**Leopoldo Bolaños, International Trader, Guatemalan Sugar Association**

"Improved trading conditions are in everyone's interests. Subsidised sugar exports must not be allowed to prevail." ■

The Global Sugar Alliance of sugar exporting nations has labelled the Indian Government's subsidies as illegal.

"If the subsidy is not repealed, dire social and economic consequences will be felt by sugar producing countries around the world," Alliance Chairman and QSL Managing Director Greg Beashel said.

"The Global Sugar Alliance calls on governments from sugar producing countries around the world to launch a WTO action to limit the damage." ■

# Tully growers refer mill cost shifting to ACCC

As the sugarcane industry waits for the outcome of the government's Sugar Code of Conduct review, growers in the Tully region are also waiting to hear from the Australian Competition and Consumer Commission.

As revealed in their Code review submission, CANEGROWERS Tully has lodged one of the first complaints against a milling company under the Code.

The complaint is over Tully Sugar taking \$470,000 from grower payments in extra harbour dues (charges) for sugar exports through the Mourilyan port in 2017 and refusing to meaningfully negotiate over the transfer of costs.

"The mill owner COFCO, which is a wholly state-owned Chinese company, is no longer respecting a historic agreement to pay their portion of the port expenses – something all other Queensland sugar milling companies do," CANEGROWERS Tully Chairman Tom Harney said.

"We don't have an alternative mill to send our cane to and over a number of years, Tully Sugar/COFCO has developed a monopolistic attitude in negotiating Cane Supply Agreements.

"Despite their assurances to work in good faith with us, our cane payments and contract terms have been devalued and our trust has been diminished by extended season lengths and inadequate crushing capacity.

"The shifting of the harbour dues cost from the miller to the grower happened following our 2017 season contract negotiations when growers had no recourse or umpire to turn to.

"We were left with no choice but to sign or face being unable to supply the mill and trust that, along with all other mills, Tully Sugar would honour the standing harbour dues agreement.

"But Tully Sugar is refusing to pay back or even negotiate on the 2017 harbour dues and that \$470,000 of grower money has probably already left the country as a dividend payment to COFCO in China.

"In negotiations to date, Tully Sugar is only prepared to discuss payments for

future years and so far no creditable offer has been made to growers," Mr Harney said.

CANEGROWERS Tully is a staunch supporter of the Sugar Code of Conduct which requires contract negotiations to be conducted in good faith and the parties to act reasonably, fairly and honestly without misleading or harassing any party or proposed party.

The review of the Sugar Code of Conduct is due to report to the Federal Government by the end of the year. CANEGROWERS has urged for it to recommend that the Code be retained and reviewed again in ten years.

"We need this Code to stay in place," Mr Harney said. "Our experience shows what can happen without it – a mill can shift costs and refuse to negotiate."

"We also need COFCO to respect our position and return the growers money back to them." ■

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# CANEGROWERS Regional round-up

Supplied by CANEGROWERS district offices

## Mossman

With almost 71% of the current crop harvested, the original estimate of 850,000 tonnes has been slowly dropping in the dry weather and is now sitting at 827,000 tonnes of cane.

At Week 16 (ending 22/9) Mossman Mill had processed a total of 584,863 tonnes for a mill average of 13.31 CCS.

Coastal growers have supplied a total of 398,900 tonnes for a mill average of 13.22 CCS, while Mareeba growers have supplied a total of 185,963 tonnes

for a mill average of 13.84 CCS. To date 182,970 tonnes of Mareeba cane has also been toll-crushed at the Tableland Mill.

There was a scattering of showers overnight to start Week 18 of the crushing, however dry and blustery conditions seem set to continue around the district. The finish date for Mossman Mill is expected to be around 7 November.

## Cairns region

Weather remains favourable to farming activities and the CCS across the region continues to perform well.

Growers supplying Mulgrave Mill remain frustrated by poor milling performance.

Communication with MSF Sugar and the CANEGROWERS representatives continues regarding this matter.

## Innisfail

Continuing fine weather has allowed harvesting operations to continue smoothly. Some light rainfall was experienced over the district recently, just enough to settle the dust. Due to an unfortunate accident at the mill, crushing was forced to stop for eight hours to allow workplace assessments to be carried out. This is now a standard process at any work site when an accident occurs. A worker suffered a leg injury.

Daily CCS has continued in the high 14's in recent weeks. However, growers were amazed when the daily average CCS exceeded 15 units on September 25. This has been a very rare occurrence in recent years.

The final hectares of planting were completed by the end of September, reflecting a great effort by growers and contractors to get the job done in a shortened period and going into dry conditions.

## Tully

The collapse of a 5-metre length of a 1.4m diameter pipe in the mill's Pan Stage on September 30 caused a serious disruption to crushing. Mill crews worked on the repairs over the long weekend, and, at the time of writing, it was expected that crushing would recommence on Tuesday, 2 October.

CCS has continued to rise and, following a fifth week at over 15 units, is currently sitting at a season-to-date average of 13.96. Dry conditions continue, and fires are now a real threat. A fire in the southern part of the mill area in late September affected 70 hectares of standing cane and trash blanket. Fortunately, thanks to the efforts of landholders and the rural fire crews, no houses or machinery were lost. Traffic on the Bruce Highway was delayed for four hours, causing a significant backup. The crop estimate is also decreasing as a result of the dry weather, however crushing is still expected to continue until mid-December.

## Herbert River

The Herbert's weather pattern has remained fairly dry with a few exceptions. That has augured well for the harvest and enhanced the season-to-date CCS to more than a unit above the five-yearly average. A second increment in the estimated seasonal average CCS has just been agreed and will become effective in mid-October.

At the end of Week 16, Herbert River mills passed the three million tonne milestone, with Victoria and Macknade passing the two million and one million tonne mark respectively.

The district is now approaching two thirds processed, which is a little behind where we should be under the performance target provisions of our Collective CSA, but nevertheless remaining on track for a late-November finish, subject as always to weather and mill lost time remaining within the current forecast range.

Mill throughput has been impacted in the past fortnight by a troublesome shredder vibration issue on Victoria's B side

milling train, while at Macknade a lengthy stoppage was caused by a harvester base cutter blade becoming lodged in a position where it severely damaged the cane carrier belt on a Saturday afternoon requiring a replacement belt to be fitted. The mill conducted as much productive cleaning and maintenance as was possible during the stoppage with a view to minimising further avoidable down time.

Field activity is now firmly focused on fertilising and attending to inputs for the 2019 crop, which could do with some beneficial rainfall to enhance its prospects.

CANEGROWERS Herbert River has commenced formal recruitment for a successor to Manager Peter Sheedy who plans to take pre-retirement leave from late December this year.

Interested people are invited to download the position description from <http://www.canegrowers.com.au/jobs-at-canegrowers>



## Burdekin

There's not long to go now, with the Burdekin cane crush almost at the 75% mark as of Week 16 (week ending 29/9).

An analysis provided by Wilmar at last week's Harvest Management meeting revealed that there is six to seven weeks to go and that Invicta, Pioneer & Kalamia may finish on 8 November, with Inkerman finishing on 11 November. Please note the dates are indicative only and the usual caveats of weather, mill performance and crop estimate apply.

Season-to-date throughput for the Burdekin mills remains ahead of forecast and CCS continues to trend above budget with the most recent weekly average approaching 16 units. Invicta Mill had the highest weekly CCS of all the Burdekin Mills in Week 16 with 16.02. The Burdekin season-to-date average is now sitting at 14.78. Just over 374,000 tonnes of cane were crushed across the Burdekin's four mills in Week 16, taking the total crushed to 5,896,358 tonnes.

The highest CCS samples for Week 16 were 18.3 for a rake of KQ228 first ratoon cane and Q183 third ratoon, both recorded at Pioneer Mill.

The best performing variety in Week 16 on a regional basis was Q252 with 4% supply and 16.44 CCS, followed by Q240 at 31% and 16.11.

## Proserpine

As a result of the continuing dry conditions, the Proserpine crop estimate has been further reduced to 1.58 million tonnes. While the size of the crop has been a little disappointing, mill performance has remained strong with 83% of the harvest now completed.

Throughput for Week 15 was reduced due to a major cleaning intermission, however the mill still managed to remain close to budget.

Lab analysts have identified some low purity cane samples over the past few

weeks and these have been attributed to earlier frost damage. Nevertheless, CCS continues to rise and the season-to-date CCS now averages just over 14.70.

The smaller than expected crop will see the mill complete crushing operations around 19 October.

With the post-harvest weather expected to remain dry, irrigators in the Proserpine River WSS are asked to monitor water orders closely to avoid unnecessary system losses.

## Mackay

Mackay Sugar's three mills processed a combined total of 221,806 tonnes for the week ending September 30.

Individually the mills processed the following:

Farleigh 65,613 tonnes  
Marian 93,769 tonnes  
Racecourse 62,424 tonnes.

This week's total brings the season crushed figure to 3,637,441 tonnes.

PRS for the week was 15.82, bringing the year-to-date PRS to 13.96.

## Plane Creek

Wilmar Sugar's Plane Creek Mill crushed 50,432 tonnes in the week ending September 29, bringing the season total to 869,935 tonnes. Throughput was well down for the week mainly due to a 25-hour maintenance stop. Repairs were carried out on the shredder feed chute to prevent choking and improve crushing rate.

Average bin weights for the week were 3.98 tonnes with the season average at 4.02. CCS continues to rise with 15.81 units for the week and the season-to-date average at 14.49 units.

The highest CCS for the week was 18.09 units from a rake of Q183 plant from the Dawlish Productivity District.

## Bundaberg

Bundaberg Sugar Ltd Mills processed 87,937 tonnes of cane during the week ending September 30, with a CCS average of 15.80 units bringing the total tonnes processed for the season-to-date to 1,191,134. This equates to a little over 89% of this year's crop estimate, with a CCS average of 14.75 units. At this stage it appears the 2018 crush will conclude around October 12.

The highest individual CCS for Week 15 was 18.90 units for Q252 plant cane from the Millaquin supply area.

The four major varieties supplied for

the week were Q240 accounting for 26.45% of supply with a CCS average of 16.13 units, followed by Q208 - 18% and 16.19 CCS, KQ228 - 16% and 15.95 CCS, and Q242 - 13% and 15.23 CCS.

Recent rainfall of 16 – 26 mm gave a temporary reprieve from the hot dry weather.

There were reports of isolated falls of up to 32mm at Alloway and 43mm in the Wallaville area.

Some minor incidents of small hail were reported in the Woongarra area.

## Isis

Weather continues to dominate activities across the region. Rainfall since 1 May has been dismal with just 54mm prior to a hailstorm that arrived Sunday 30 September. Damage from this weather event is being assessed.

We are fortunate to have almost full water reservoirs with Fred Haigh Dam and Paradise Dam both near capacity. Growers are concerned about escalating irrigation costs but are also fully conversant with crop establishment costs and the impact

Continues page 8 ►

## CANEGROWERS Regional round-up

crop failure has on overall farm profitability.

The 2018 crop continues to suffer under the dry weather conditions and as a result the forecast throughput for the 2018 season has been downgraded with an expectation that we will now have around 1,200,000 tonnes of cane available for harvest. ICSM have processed 992,082 tonnes of cane for the 2018 season.

Crushing remains on target with a finish date forecast to be very late October or early November.

CCS continues to climb and has recorded 14.43 units for the season-to-date. The highest individual CCS recorded for Week 14 was attributed to a Currajong Road supplier at Wallaville who achieved 17.98 units from Q240 1st ratoon. Week 16 saw a CCS of 17.92 from Q208 2nd Ratoon.

### Maryborough

The District is now at 73% of the estimated crop harvested, with 635,572 tonnes supplied to MSF Sugar's Maryborough Mill as at 30 September.

Having overcome the breakdowns of a few weeks ago, the mill has been performing pretty well. CCS is building with the final week in September averaging 15.43 and season average now at 13.32.

It was nice to see some storms around over the long weekend.

The Board, with MSF Sugar, has been discussing with all levels of government the merits and benefits of an off-stream water storage facility in the area. It seems funding is tight at a state level, although some Federal funding assistance has been offered to conduct a feasibility study.



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# Policy Update

Environment with Matt Kealley

Economics with Warren Males

## 2,4-D – New spray drift risk mitigation

The Australian Pesticides and Veterinary Medicines Authority (APVMA) has drafted new instructions that will impact on the application of 2,4-D to control vines in mature cane crops.

The proposed new label instructions are expected to come into effect in **October 2018**. They cover downwind mandatory no spray zones and include advisory notes for use in cereals, pasture and fallow situations between October and April.

These new instructions have been developed in consultation with state and territory government authorities and user groups with the aim of protecting non-target vegetation and aquatic areas and ensuring that application does not occur during temperature inversions.

APVMA's plan to issue the new label instructions for approximately 220 products containing 2,4-D will have a significant impact on the application of these products for vine control in cane.

However, these changes only relate to record keeping and application technique, including spray quality, timing and the observance of buffer zones. They do not change or restrict other aspects of the currently approved use patterns and should not affect product availability.

### The zone width differs with the formulation of the 2,4-D.

For sugarcane, the boom spray downwind mandatory no spray zone for aquatic and terrestrial areas is 10m to 50m, depending on the formulation and the spray rate.

For aerial application using a fixed wing aircraft or helicopter, the downwind mandatory no spray zone is 70m to 350m with 150m to 180m being required for higher rates of 2,4-D.

For exact buffer zones for 2,4-D visit <https://apvma.gov.au/node/32831>.

### What next?

CANEGROWERS has consulted with CropLife Australia, Wilmar Sugar, Burdekin Productivity Services, the technical advisory group of the National Working Party for Pesticide Application and several growers on this issue. We have also received information from districts and aerial spray applicators Blanch Air.

We now have an opportunity to meet with APVMA representatives to discuss how the proposed changes will impact the industry.

With the assistance of cane productivity organisations and extension providers we are collating information on grower application rates and methods for products and tank mixes containing 2,4-D which we will present to APVMA at a meeting this month.

We are hopeful that through these discussions we may be successful in achieving some flexibility for growers applying 2,4-D products for vine control in sugarcane. ■



## Price risk management – opportunities and challenges

There has been justifiable global condemnation of India's long-awaited, but only recently announced, sugar subsidies.

CANEGROWERS, joining colleagues in the Global Sugar Alliance, is calling for governments to take strong action in the World Trade Organisation.

India's actions have had a very negative price impact. The headline prompt raw sugar futures price fell to less than US\$9.90c/lb, around AUD\$300/t, immediately after the announcement.

As ugly as that price was, it is important to remember that not all of Australia's sugar was priced at that level.

The sugar futures market provides an opportunity to separate the physical sale of the sugar from its pricing. It is likely that the marketers and pool operators, taking account of the emerging situation, engaged in forward pricing to protect themselves and the pools they operate from the downside price risk.

During September, the futures market was offering opportunities to establish prices for the 2019, 2020 and 2021 seasons at more attractive levels. A lot of cane for these seasons is already in the ground.

Some growers took up those opportunities. For example, according to QSL's website, some growers locked in prices for the 2020 season at more than AUD\$400 per tonne. QSL reports some grower pricing was filled at AUD\$420 per tonne.

The world sugar market is one of the most volatile of all commodity markets. Most marketers provide mechanisms for growers to actively manage their price exposure and take advantage of pricing opportunities when they emerge, should the grower choose to do so.

To assist, CANEGROWERS is developing a Market Information Service for members. The first meetings have been held. This service will not provide financial advice.

If you are planning to take price action, inform yourself. An important first step is to understand your own costs and appetite for risk. Talk to your financial adviser and look for opportunities. They are not always in today's headlines. ■





# Policy Update

Industry with Burn Ashburner

## Safe work month

The statistics tell us that agriculture has a high rate of workplace incidents and deaths, relative to other industries. Unfortunately, the sugarcane industry is no exception. Over the past few years we've witnessed a number of serious incidents involving machinery, cane burning and power lines.

CANEGROWERS, as part of the Rural Industries Sector Standing Committee, is aware that there will soon be a renewed focus on the agricultural sector in terms of workplace OH&S compliance. This focus will centre on major incident issues, such as those involving tractors and other large machinery, electrical power lines and quad bikes. These are all very relevant to the sugarcane industry.



October is Safe Work Month, so it is perhaps timely to reflect on how growers manage their

safety on farm. Smartcane BMP provides a way that growers can do a quick health check to see if they are at industry standard.

## Transport update

CANEGROWERS has been working with the National Farmers Federation and the National Heavy Vehicle Regulator (NHVR) to assist in developing a draft of the *National Class 1 Agricultural Vehicle Notice*. When approved, this Notice will replace FORM 14 and a number of other current Notices.

The draft should be available for comment and sign off by the road managers in coming weeks. A lot of work has been done to ensure that all participating states and local governments are informed of what is in the Notice, thus there should be no big surprises.

Having said that, there are a few issues still to be resolved. From a sugarcane industry perspective, the issue of Queensland harmonising piloting and roadside signage requirements with other states has been escalated to the CEO level of the NHVR. It is hoped we can achieve an outcome that is not only harmonised, but also safe and practical. ■

# Main Engineering

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## Transparency key to monitoring costs



By Greg Beashel  
QSL Managing Director and Chief  
Executive Officer

Unlike our competitors, QSL is an industry-owned service organisation whose main purpose is to maximise returns for the growers and millers who choose to use us. As such, one of our key aims is to maximise transparency around what we do and the results achieved.

Our website ([www.qsl.com.au](http://www.qsl.com.au)) not only features our pool results for the past decade and detailed information around how each product operates, but also provides regular updates on current indicative pool values, including the QSL Shared Pool.

While our Shared Pool is often overlooked when growers are comparing marketing performance, it provides important insight into the costs associated with using our marketing services, as well as the net market premiums and other corporate returns shared with our grower clients.

When considering a marketer, make sure you understand just what fees and costs may be included in their Shared Pool or elsewhere, and how you can access details of these, both before you sign up with them and as the season progresses.

### NO FEES

QSL does not charge fees directly to growers to use its services. Instead, we use the Shared Pool to capture all costs and revenues and then share these on a dollar-per-tonne basis with all those who choose to use our services.

This means the prices on our website and those on our payments statements (where growers are being paid by QSL directly) are what you get paid – there are no other adjustments.

We publish regular updates on the applicable Shared Pool for each milling district, breaking each month's results into the following categories:

- **Net Market Premiums:** Including the current Free on Board return from our sales from Queensland, port differential levy and differential rebate, the Supplementary Commitment premium cost,

accounting allocations and brand allowances

- **Storage and Handling Costs:** Covering all the costs payable to Sugar Terminals Limited in order to use the Bulk Sugar Terminals
- **Finance Costs:** Finance charges and finance facilities charges
- **Marketing and Shared Services Costs:** Marketing costs and QSL Shared Services costs
- **Regional Costs:** Includes Quality Scheme costs, On-Supply Agreement incremental costs and non-recoverable harbour dues
- **The QSL Loyalty Bonus:** Incorporating the QSL Shared Services Charge Rebate and Supplementary Commitment Premium

It's important to note that due to the different supply agreements in place between QSL and sugar millers around Queensland, the QSL Shared Pool value varies between milling districts. You can find the current indicative Shared Pool value applicable to you by clicking on the link to your milling region's QSL Pool Prices at [www.qsl.com.au](http://www.qsl.com.au). ■

## QSL ANNUAL GENERAL MEETING

Queensland Sugar Limited will hold its 2018 Annual General Meeting (AGM) at 10am on Thursday 25 October 2018 at the Christie Conference Centre, 320 Adelaide Street, Brisbane.

QSL Chairman Guy Cowan and QSL Managing Director and Chief Executive Officer Greg Beashel will both address the meeting.

You can find the 2017/2018 QSL Annual Report on our website at [www.qsl.com.au](http://www.qsl.com.au).

*Disclaimer: This article contains information of a general or summary nature only and should not be relied on to make any pricing or pool selection decisions. This information does not constitute financial or investment advice, and growers should seek their own independent advice before making any such decisions, in addition to reading the full Pricing Pool Terms which are available on QSL's website. Information about past performance should not be relied on as an indication of future performance, nor should anything in relation to this article be taken to include representations as to future matters.*





## THE QSL ADVANTAGE

As well as a strong commitment to honest and transparent dealings with growers, QSL also offers the following benefits:

### Owned by you, focused on you

QSL is a Queensland company owned by the state's growers and millers. We exist solely to serve our industry and help it prosper.

### Passing on the value

Our status as an income-tax exempt, pass-through industry service organisation helps to minimise operating costs, and we don't 'clip the ticket', returning all net value to those who use our services. By pooling sugar from growers and millers around the state, we're also helping them band together in the international sugar marketplace to increase their global sales and pricing opportunities.

### Pricing & payment options

Our innovative range of pricing products aims to give you a mix of tools for your business, ranging from QSL-managed pools for growers who want QSL to price for them, to self-managed pricing for those who want to call the shots on pricing up to three years forward. We also have multiple payment products to help you manage your cash flow.

### Experienced professionals

We're Queensland's most experienced sugar marketer with a strong record of outperforming the market. Our approachable, Qld-based marketing and pricing team leverages global networks and long-term relationships with 'blue chip' customers as they work towards maximising your returns.

### Above & beyond

When you market with QSL, you have access to support when and where you need it from both your dedicated local QSL representatives and the wider QSL Marketing team. Our detailed and regular pool updates help you track performance, costs and payments, while our free SMS, email and face-to-face updates help you monitor the market. Growers using QSL Direct also enjoy 24/7 access to orders, results and payment information.

To find out more about the QSL Advantage, contact your local QSL representative.

## Don't miss your chance to market with QSL in 2019

**Marketing nomination deadlines for the 2019 Season are right around the corner.**

**Tully Sugar Growers** – 31 October 2018

**Wilmar Growers** – 31 October 2018

**MSF Sugar Growers** – 31 December 2018

**Mackay Sugar Growers** – Register your interest now

\* Bundaberg and Isis Growers are already contracted with QSL for the 2019 Season and do not need to take any action.



**Lock in your QSL Loyalty Bonus today**



**To learn more about your 2019 QSL pricing and payment options, contact your local QSL rep**

#### Far North Queensland:

Daniel Messina 0429 660 238

#### Herbert River:

Jonathan Pavetto 0428 664 057

#### Herbert River & Burdekin:

Greg Watson 0411 230 800

#### Burdekin:

Rebecca Love 0429 054 330

#### Proserpine & Plane Creek:

Kathy Zanco 0437 645 342

Emma Sammon 0418 978 120

#### Central & Southern Districts:

Cathy Kelly 0409 285 074

#### QSL Direct Helpline:

1800 870 756

Growers should visit [WWW.QSL.COM.AU](http://WWW.QSL.COM.AU) to read the full Pricing Pool Terms for all QSL 2019-Season products.

## Herbert workshops

# DIG THE DIRT ON SUGARCANE SOIL

By Caroline Coppo, Regional Coordinator, Herbert

The SRA Soil Health Project was showcased to over 80 growers at a series of Herbert Cane Productivity Services Limited (HCPSL) 'Digging the Dirt' shed meetings throughout the region in late September. Growers discussed soil constraints and potential solutions while looking at real scenarios through soil pits, field walks and presentations.

## SOIL PITS

Soil pits were dug to 1.5 metres in cane paddocks near one of the three Herbert demonstration sites so that growers could view what was happening below the cane stool and trash blanket.

"We need to think deeper than our topsoils," said SRA Researcher **Davey Olsen**, who is leading the Soil Health Project. The soil pits help explain the full picture for cane plant health by looking at the conditions of the root environment including soil profile characteristics, soil compaction and other restrictions to root penetration.

## SOIL COMPACTION

The soil pits clearly demonstrated the extent of compaction in the soil profile.

Many of the Herbert growers in attendance agreed that, while soil compaction is usually unseen, if your soil is compacted it can never be healthy.

Growers already understand that soil is compacted under the wheel traffic area but, usually depending on harvesting conditions, the area in the row can be compacted as well and it can be likened to 'trying to grow cane in an ice-cream container', according to HCPSL Manager **Lawrence Di Bella**.

## DEMONSTRATION SITES

The six project demonstration sites compare the soil health, productivity and economics of conventional farming systems to new farming systems in a side by side comparison. The sites compare practices such as mounding versus furrow planting, various break crop systems, and 1.65 metre to 1.8 metre wide rows. Importantly, a full costing of the different farming systems is being conducted by economists at the Queensland Department of Agriculture and Fisheries. These sites will run for five years.

## SOIL HEALTH INDICATORS

This five-year project started in 2017 and is measuring over 50 physical, chemical and biological soil health indicators at sites across the Burdekin and Herbert. This data will enable researchers to identify a subset of key soil health indicators that can be used to identify soil constraints and measure soil health. A soil health toolkit of measuring instruments is currently being developed for extension providers and growers so they can make a quick assessment of paddock soil health. This will enable the industry to quickly identify and address soil health constraints such as low pH, sodic horizons, compaction and low labile

carbon as well as understanding the impact of practices on soil health.

## LABILE C

One standout soil health indicator is labile carbon. This rapid turnover carbon is a prime food source for soil biology and plays an important role in nutrient cycling, water retention, root health and soil structure. High labile carbon soils promote a diverse biological ecosystem which greatly increases the resilience of the soil to act as a buffer against soil borne diseases. "Labile carbon is fertiliser for your soil biology," Mr Olsen said.

It is a sensitive indicator of soil biological health and is rapid and easy to measure.

"Labile C has fast turnover and it is punching above its weight in terms of contribution to the soil health and crop health."

The good news is that growers can improve the level of labile carbon in their soils. For example, mill mud, particularly applied sub surface, and legume rotational crops have a beneficial effect to labile C and positive effects on biology and overall soil health.

"Anything you do to your soils you want it to have a lasting effect," Mr Olsen said.





## TILLAGE

Tillage, including laser levelling, results in a rapid loss of organic carbon, destroys soil structure and promotes compaction in the plough-pan horizon. This has huge implications for soil biology, in particular soil fungi. Fungi are incredibly important for soil health. They form a network of long threadlike structures or hyphae in the soil which aerate the soil, protect plant roots, make nutrients available and prevent nutrient leaching. Tillage destroys these hyphal networks. The project has seen a clear link between minimal, or no-till systems and healthy soils with high fungal biomass.

The project in the Herbert and Burdekin regions is one of a number which come under the umbrella of the SRA SOIL HEALTH PROGRAM, a ten year commitment by SRA to invest and conduct research, development and extension activities into industry soil health constraints and provide solutions to optimise yield and profitability outcomes for growers.

If growers would like more information please contact Soil Health Officers **Richard Hobbs** (Herbert) on 07 4776 1811 or **Terry Granshaw** (Burdekin) on 07 4783 1101 for farming systems advice. If you would like to find out more about the project please contact **Caroline Coppo** (Herbert) 07 4776 8218 or **Anthony Curro** (Burdekin) 07 4783 8602.

- SRA acknowledges the funding contribution from the Queensland Department of Agriculture and Fisheries towards this research activity.
- The SRA Soil Health Project of the Herbert and Burdekin regions is kindly supported by HCSPL, Burdekin Productivity Services (BPS), Wilmar Sugar, University of Queensland and University of Southern Queensland. ■

*Pictured: (below left) Lawrence Di Bella from HCSPL and Davey Olsen from SRA explaining soil health from a soil pit on a Macknade Farm, (below) Soil Health Researcher Davey Olsen presenting to growers during the Kicking the Dirt Shed Meetings.*



## HEAVY DUTY FOLDING ROTARY HOES



**3m FIXED & 4.2 to 7.7m FOLDING**  
**Gearbox's up to 400 HP**

**All models available in sugarcane version  
with rubber frame and hoods, removable  
flanges, hydraulic rear door adjustment  
and low friction 4 gear side drive  
- eliminates need for  
oil cooler.**



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CONTACT TERRY EVANS 0438 231362**



# AUSTRALIAN FARM CHOSEN FOR INTERNATIONAL RELEASE OF NEW BREVI ROTARY HOE

*Supplied by Silvan Australia*

With tractors increasing in size and horsepower, international machinery manufacturers continue to scale up their equipment.

Leading Italian manufacturer of rotary hoes and associated cultivation equipment Breviglieri (Brevi) has led the way with the introduction of much larger working-width cultivation equipment.

Brevi, in conjunction with its Australian distributor Silvan Australia, recently unveiled its new Doble 630 rotary hoe, which boasts a 6.3 metre working width, on a commercial corn farm in Western Australia.

In its official international and Australian release, Silvan Australia's Perth-based account manager **Nick Dicembre** worked with local dealer, Wanneroo Agricultural Machinery's **Malcolm Duffy**, to demonstrate the new Brevi Doble 630 on the Gingin property of Trandos Farms.

Trandos Farms is a largescale commercial grower of corn for the domestic supermarket trade.

Following the on-farm working demonstration, **Arthur Trandos** immediately agreed to purchase the new Brevi rotary hoe.

The Brevi Doble 630 is fitted with rear floating doors that provide a very even finish.

With two hydraulic folding wings, it has a folded width of 2.5 metres making it allowable for on road transport between farms or paddocks. For demonstration purposes it was towed behind a Case 335 horsepower tractor.

Mr Dicembre said the Brevi Doble 630 is fitted with an offset disc on each end that moves the soil at each edge under the hoe from where it is distributed evenly after working behind the hoe.

Breviglieri is a long-established Italian manufacturer of rotary hoes and related cultivation equipment.

Available nationally through Silvan Australia, Brevi equipment comes in a range of working widths from 0.85 metres up to the Doble 630.

For more information on the Brevi range contact Silvan Australia on 1300 SILVAN (1300 745 826) or email [info@silvanaust.com](mailto:info@silvanaust.com) for technical and product information.

To see the working demonstration at Trandos Farms on YouTube visit <https://www.youtube.com/watch?v=p1XYL6L2TNs> ■

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*Pictured: (above) The international and Australian release of the new Brevi Doble 630 with its 6.3 metre working width courtesy of two hydraulically folding sections has occurred on the sandy soils of Western Australian commercial corn producer Trandos Farms who immediately purchased the machine. The on-farm demonstration was arranged by Silvan Australia and their agent Wanneroo Agricultural Machinery.*

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# NEW HOLLAND INTRODUCES SMARTTRAX™ II

Supplied by New Holland

New Holland has released its new SmartTrax™ II 2018 model. As part of the manufacturer's T9 Series of tractors, the SmartTrax II Standard Track features a durable Agricultural traction Lug.

"With more brands offering a track solution for high HP tractors, the T9 SmartTrax II release has been a welcome addition to the New Holland T9 wheeled line-up," said Marc Smith, Product Manager for New Holland T9 tractors.

"The uptake of track equipped tractors in the higher HP segments has grown considerably over the past five years. Customers are looking for a tractor that provides increased performance where required in different applications on the farm."

The Standard track modules are designed with an Agricultural lug tread on the T9.615 and T9.670 models. This lug has a tread height of 50 mm, spaced 150 mm apart, offering improved traction over wheels in a variety of soil conditions.

Both the New Holland T9.615 and T9.670 SmartTrax II models offer a standard 36-inch-wide track, which provides 2,800 square inches of ground contact per module, for a total footprint of 11,200 square inches. Traction is maximised for heavy tillage equipment and large seeders when operating in a host of varying soil conditions. The large footprint increases traction and flotation while reducing soil compaction and damage, which leads to increased soil fertility and water drainage. ■



## SPRAYING & MACHINERY PROFESSIONALS!

**NEW**  
300HP  
3.6 & 4M FIXED  
ROTARY HOES  
AVAILABLE

Breviglieri has a long history of innovation and development of top quality tillage machinery. Since 1949, Brevi have pursued and achieved continuous product innovation. The quality of their rotary hoes and power harrows speaks for itself. Silvan Australia has been proudly promoting the Breviglieri range since 2010.

- Rigid body models available up to 300HP with working widths starting from less than 1 metre up to 4.6 metres
- Folding models range from 300 to 400 HP and working widths from 3.6 metres to 6.3 metres
- Full range of speciality rotors available to suit specific soil types and applications (including removable flanges for zonal tillage)
- All models above 80HP available with either skids, cage roller or packer roller for height control

**breviglieri**

**Silvan**

Call 1300 SILVAN (745 826) or visit [silvan.com.au](http://silvan.com.au) for more information or to find your nearest dealer

# Precision ag offers whole farm solution

*Supplied by Vantage NEA*

Second generation cane farmer, **Talbot Cox** and his family have never shied away from investing in technology to better their production, with many considering them pioneers of ag tech in the cane industry.

Their ongoing adoption of precision ag technology has been facilitated by farm management solutions company, Vantage NEA, formerly BMS LaserSat.

**Lew Brandon and Kevin Muspratt** co-founded Vantage NEA in 1979 and immediately started working with the Cox family.

In conjunction with multiple family businesses, Talbot runs Rocks Farming Company (RFC), approximately 3,000 hectares of irrigated sugarcane production based in the Burdekin, North Queensland.

For Talbot, the more informed he has about issues on farm, the easier he finds it to make good management decisions to improve production.

To stay informed, he said he has continued to adopt precision agriculture methods into his farming practice, which has always been an essential part of his family's business.

Since Vantage NEA's inception, the Coxes have used Vantage's solutions extensively, starting with Spectra lasers for land levelling and have transitioned to using the Trimble GPS Field Level II to maintain irrigation flow across their fields.

Fifteen years ago, two of the first Trimble Agriculture auto steer systems in Australia went into tractors at RFC, installed by Vantage NEA technicians.

Since then, the Coxes have initiated a strict, controlled traffic regime across their farms.

With their fleet equipped with a mixture of FMX and the updated TMX 2050 displays, all of the Coxes' fields have row widths of 1.6 metres and are one kilometre long.

Talbot said the auto steer has allowed them to minimise compaction in their paddocks and also prevent crop damage from implements.

Every harvester that cuts the Coxes' cane has a yield monitor, developed by Vantage NEA.

The yield monitor uses Trimble's GPS position and remote logging capabilities to reference a location against feedback from a sensor, installed onto a harvester that distinguishes heavy cutting conditions versus light cutting conditions.

The information from the monitor is then referenced with mill records, giving an accurate representation of yield variation within each block.

Talbot said this has allowed him to identify low performing areas and make informed management decisions on how to improve them.

"Low performing areas of the farm reduce profitability," he said.

"We're looking at trying to have every hectare of the farm producing to a maximum."

Using data from the yield monitors, Talbot was able to identify low yielding areas and with soil testing, found he had high sodicity levels.

He used the yield monitor data to develop a variable rate prescription for gypsum to spread across the paddock, applying a higher amount to areas with high sodicity.

"It hasn't necessarily meant I've used less gypsum, but it's ensured I'm putting the targeted amount on areas that require more, which makes it economically viable," he said.

To further understand any soil issues prohibiting maximum yield production, Talbot has started to use Vantage NEA's unique soil analysis process, the Soil Information System (SiS).

SiS is unlike any other soil analysis solution on the market. The system uses multiple technologies and intelligent targeting algorithms to determine locations within a field that are substantially different to the rest of the field's soil.

These points are then further investigated with a unique Soil Probe, and undisturbed soil cores are collected to a depth of 1200mm and sent to a chemistry lab for analysis.

Soil maps created from the SiS results provide spatial context and relevance to soil information.

Talbot said the soil analysis has been another layer of information that he can compare with his yield monitor data, further informing him of any soil issues in the paddock.

Using precision agriculture has been a continual evolution for Talbot, who has continued to explore ways to become more informed on his management decisions.

Talbot said Vantage NEA had always been on the leading edge of farm technology and have been very supportive with helping to make his cane production more efficient. ■

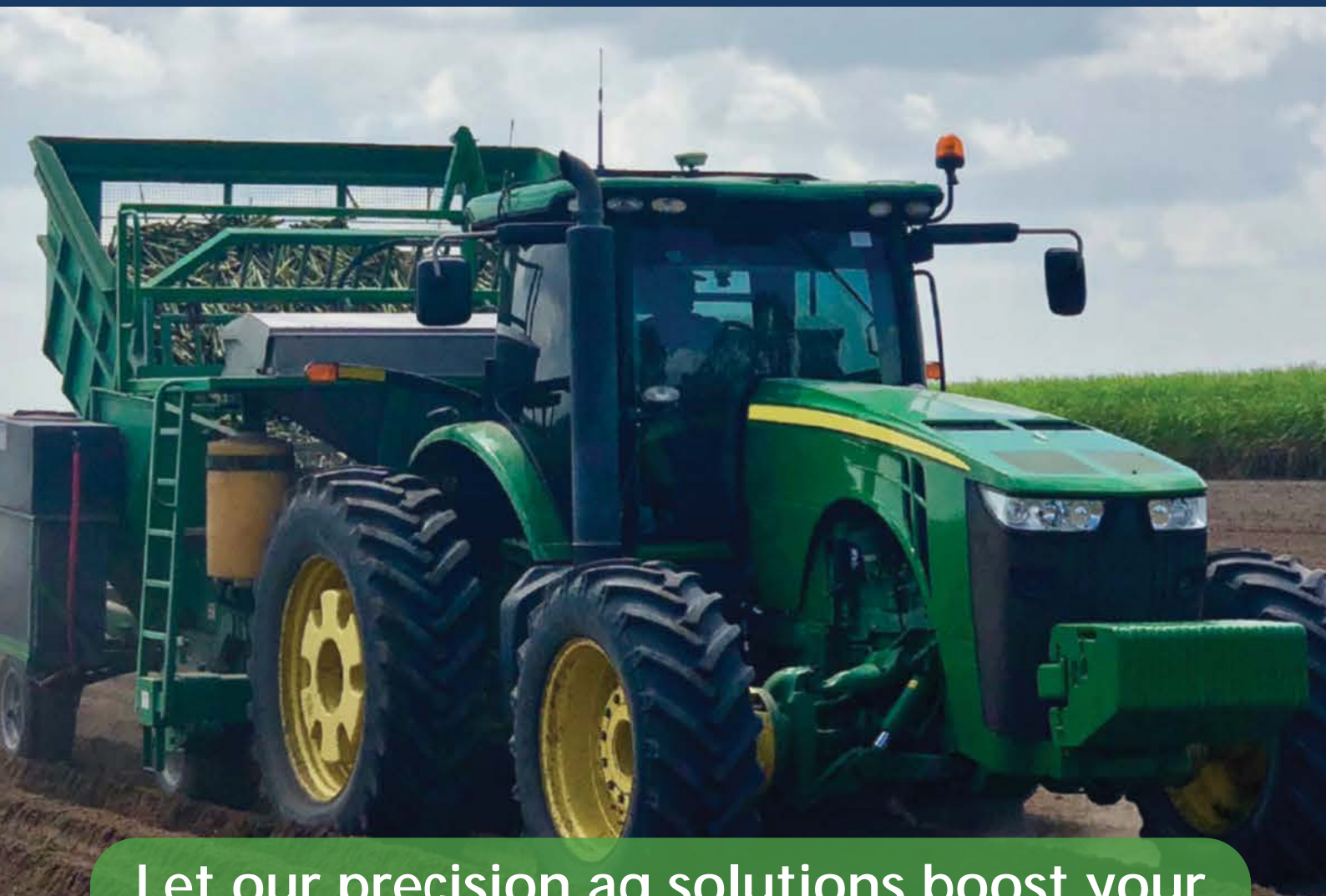
*Pictured: Talbot Cox with some of his Trimble Ag Technology, provided by Vantage NEA.*







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***YOUR PARTNER IN PRECISION AGRICULTURE***

# Resolving disputes through mediation and the dispute resolution centre

From time to time, most growers will become involved in some form of dispute. The dispute could be about any of the following:

- workplace dispute with employees or partners
- a dispute with a neighbour about access, shared boundaries, fencing issues, or perhaps straying livestock
- family disputes including intergenerational disputes
- disputes within harvesting groups
- disputes with your contractor
- disputes with a machinery supplier or repairer
- the list goes on...

Many of these disputes will be resolved reasonably quickly by some form or another. Sometimes though, disputes prove difficult to resolve and some form of action is required to break a deadlock. Legal action is a possibility but usually it is an option of last resort as it can be expensive, stressful, time consuming, uncertain in outcome and damaging to relationships.

An alternative to going to court that continues to gain support within the community, and which I often recommend, is using the local Dispute Resolution Centre (DRC).

## What is a Dispute Resolution Centre?

The Queensland Government supports a statewide dispute resolution service by making available Dispute Resolution Centres. The DRC provides free mediation services to help people resolve disputes.

## What is mediation?

Mediation is a way of helping people settle a dispute without having to go to court. The people who are in dispute get together in the presence of one or two independent mediators to discuss their differences and work on finding a solution that suits them both. The mediators act as an impartial third party and guide the parties through a structured mediation process.

## Who supplies the mediation service?

The service is supplied by the Dispute Resolution Centres, which were established throughout the state by the Queensland Government.

## Will the mediators tell the other person what to do?

No, the mediators are not there to give advice, to offer suggestions or to decide who is right or wrong. The mediators are there to direct discussion between the parties and to help them make their own decisions.

## How does the DRC arrange a meeting?

After noting some details from the person who initially contacts the DRC, a member of staff sends a letter, or phones

the other party/ies offering to set up a meeting between the people involved so that they can discuss their concerns.

## Who attends the mediation?

Usually only the people directly involved in the dispute attend the mediation. If you are upset or unsure about the mediation you may select someone to attend as a support person. You may also organise to contact your solicitor during the mediation if this is useful to progress the matter.

If all the parties at the mediation agree, you may make your agreement subject to checking by a solicitor after the mediation session. Mediators do not give legal advice.

## What if the other party does not respond or rejects the offer?

For mediation to go ahead all the parties to the dispute have to agree to attend. When that is not the case, the file is closed. If this happens, the person who initially contacted the DRC is notified. Even if a reason is given for declining, the DRC cannot disclose the reason to the other person – or to anyone else.

## Is the agreement enforceable in a court of law?

No, generally it is not legally binding – it is up to the parties to keep to their agreement and because they drew up the agreement themselves, there is a good chance that they will comply with it. However, the people concerned can make their agreement enforceable if they choose to. When the agreement is drawn up, they can include a statement saying that they want the agreement to be legally binding. The necessary documents can then be drawn up by a solicitor.

## What will it cost?

In nearly all cases, the DRC services are free.

## What are the chances of a successful outcome?

Records show that nearly 90% of disputes that are referred for mediation through DRC result in a settled or agreed outcome.

If you have a dispute, contact your local CANEGROWERS office or your nearest DRC. DRCs are located in Brisbane, Hervey Bay, Mackay, Townsville and Cairns. Contact details can be found at <https://www.qld.gov.au/law/legal-mediation-and-justice-of-the-peace/settling-disputes-out-of-court/dispute-resolution-centres>. ■



By Chris Cooper  
CANEGROWERS legal adviser





# Notice of 2018 Annual General Meeting

9 am, TUESDAY 13 NOVEMBER 2018

Members of Queensland Cane Growers Organisation Ltd (the Company) are invited to attend the Annual General Meeting (AGM) of their organisation.

The meeting will be held at:

**Time:** 9 am  
**Date:** Tuesday 13 November 2018  
**Where:** CANEGROWERS office  
Level 6, 100 Edward Street  
Brisbane, Queensland

## BUSINESS

### FINANCIAL AND OTHER REPORTS

#### Resolution 1

To receive and consider the Financial Report, Directors' Report and Auditor's Report for the Company and its controlled entities for the financial year ended 30 June 2018.

#### Resolution 2

To receive the Annual Report of the Chairman and Chief Executive Officer on the Company activities for the financial year ended 30 June 2018.

The annual report for 2017/18 is available online now at this link: [www.canegrowers.com.au/page/about/publications](http://www.canegrowers.com.au/page/about/publications) or for a hard copy, drop into your local CANEGROWERS office.

The financial report for 30 June 2018 is available online for members only via the same link or please contact the Company Secretary for a copy at: [Jodie\\_mittelheuser@canegrowers.com.au](mailto:Jodie_mittelheuser@canegrowers.com.au)

By order of the Board



Jodie Mittelheuser  
Company Secretary  
28 September 2018

## IMPORTANT VOTING INFORMATION

For the purpose of the AGM a member is entitled to vote at the meeting and each member has the right to one vote. Any member entitled to vote at the AGM may appoint one proxy.

#### Rules to appoint a proxy:

- The proxy shall be a member of the Company
- The proxy form must be signed by the member or the member's attorney.
- The proxy form must be deposited at the Company's registered office at 6th Floor, 100 Edward Street Brisbane, or emailed to the Company Secretary [jodie\\_mittelheuser@canegrowers.com.au](mailto:jodie_mittelheuser@canegrowers.com.au) by no later than 5pm on Friday 9 November 2018.

TURN OVER FOR PROXY FORM ►

# CANEGROWERS AGM – Proxy Form

[CUT-OUT and RETURN by post or email to: [jodie\\_mittelheuser@canegrowers.com.au](mailto:jodie_mittelheuser@canegrowers.com.au)]



I/We

Full Name BLOCK LETTERS

Address:

Being a member of Queensland Cane Growers Organisation Ltd and entitled to attend and vote hereby appoint:

## STEP 1: APPOINT A PROXY

☐

the Chairman of the meeting (mark box)

or

if you are not appointing the chairman of the meeting as your proxy, write the name of the person or body corporate you are appointing as your proxy

Full Name BLOCK LETTERS

or failing the person or body corporate named, or if no person or body corporate is named, the Chairman of the meeting, as my/our proxy to act on my/our behalf at the AGM of the Company to be held on 13 November 2018 at the office of CANEGROWERS, Level 6, 100 Edward Street Brisbane.

## STEP 2: VOTING DIRECTIONS

If you want to direct your proxy how to vote, mark the appropriate box

	FOR	AGAINST	ABSTAIN
Resolution 1: Financial Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Resolution 2: Annual Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## SIGNATURE OF MEMBER – this must be completed

Member 1 (individual)

Company Only

Company Only

*Sole Director*

*Director/Company Secretary*

*Director*





# STL BOARD ELECTION TIME TO VOTE

A grower representative position on the board of Sugar Terminals Limited is becoming vacant and two CANEGROWERS members are among the candidates standing to fill it.

If you own Sugar Terminals Limited G Class shares you are eligible to vote.

**Constantine Christofides** is retiring as a director of the company which manages Queensland's six bulk sugar export facilities.

The vote to fill the vacancy will be taken at the STL Annual General Meeting on 24 October in Brisbane. For more details or to organise a proxy, visit the website [www.sugarterminals.com.au](http://www.sugarterminals.com.au).

Below are statements supplied by the two CANEGROWERS members standing for the position.

## Owen Menkens (B Com, GAICD)

I am a cane grower in the Burdekin district and have been operating the farm with an average annual production of 30,000 tonnes for 21 years. Prior to that I worked in audit accounting in Brisbane and London.

I am currently Deputy Chairman of CANEGROWERS Burdekin Ltd, a member of the CANEGROWERS Policy Council and a Director of CANEGROWERS where I am Chairman of the Audit and Risk Committee. I have been involved in industry Directorships for over ten years, through which I have an extensive knowledge of a Director's duties and obligations. I have a Bachelor of Commerce Degree and I am a Graduate Member of the Australian Institute of Company Directors. I have also gained accreditation in the industry's Smartcane BMP best management practice system.

I have nominated for a position of Grower Director on STL. STL is a very important component in the sugar industry as it handles 90% of the raw sugar produced. The terminal assets and infrastructure need to be appropriately maintained for the long-term benefit of the industry. The business of STL must also remain sustainable so as to service these assets and provide reasonable returns to shareholders. STL needs to have stability in its long-term direction for both shareholders and the sugar industry. If you have any queries, please feel free to contact me on 0409 480 179 or [owen\\_menkens@hotmail.com](mailto:owen_menkens@hotmail.com)



## Tony Bartolo (B Com, FCPA, GAICD, Dip FP, JP)

I am a third generation Smartcane BMP accredited Mackay district cane farmer, with experience gained during 23+ years of accounting before leaving the partnership of DGL.

I have previously been a Director of Mackay Sugar Ltd, standing as Chairman of the Finance Committee, and on the Audit, Compliance and Due Diligence Committees. In that time the \$120m co-generation plant was financed and constructed within budget during the GFC, \$50m unsecured bonds raised, and the 50,000 tonne molasses bladder constructed at the Port of Mackay. I was part of the Board of The Eton Irrigation LMA to evaluate the scheme with assets of approximately \$230m, conduct strategic planning, due diligence, engage with all stakeholders and prepare a full business case and financial model to Queensland Treasury in July 2014.

I have demonstrated the strategic business acumen and commitment to good corporate governance required to guide a company like STL. I view the sugar terminals as a strategic link in the supply chain in our sugar industry that is built on quality product and the timely delivery of cargo in a safe and efficient manner. I am committed to improving the performance of those valuable assets for the benefit of all shareholders and would enhance the current vision sets of the Board of STL and advance the company's new vision, mission, purpose and philosophy. I can be contacted directly on 0419 797 238 or [tbartolo@outlook.com](mailto:tbartolo@outlook.com)



# Classifieds

## FIRST 5 LINES FREE\* FOR CANEGROWERS MEMBERS!

Book online anytime of the day or night at [www.canegrowers.com.au](http://www.canegrowers.com.au) or email us at [ads@CANEGROWERS.com.au](mailto:ads@CANEGROWERS.com.au)

Next deadline is **15 October 2018**.

\* 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.



**Cane Harvester Parts**

**Neil's Parts Australia**  
**1800 463 457**  
 AH 0417 662 137, 0408 735 148  
[www.neils.com.au](http://www.neils.com.au)

**JOHNNY FARMING COMPANY**

**New Hydraulic Heavy Duty OFFSETS**

3 metre width, 28 discs,  
 All bath bearings  
 \$12,000 plus GST (\$13,200 incl GST) Other  
 size offsets available are 1.8m, 2.2m, 2.5m,  
 3m & 3.4metres.  
 3 point linkage offsets available also



**New Heavy Duty SLASHERS**

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

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


## Mossman-Tully

1.2 tonne S/S Fert Box Side Dress VGC  
 \$5,500 inc GST. 2 Fan HBM Stripper with oil  
 Bath \$2,200 inc GST. Ph: 0427 160 771.

Modified Toft 4001 new motor 3yrs ago has  
 been cutting own cane ideal for billet planter  
 or harvesting your own cane. Break pusher  
 frame with hydraulic spiral. Ph: 0401281262.  
 6630 4WD JD 3750hrs, 38" Rears, HSD  
 Third Arm & Quick Hitch. \$70,000. Howard  
 HR40 100" Hoe & Crumble Roller. \$11,000.  
 Howard AH80 Ripper Hoe & Crumble Roller.  
 \$6,000. ALL O.N.O + GST. Ph: 0419 988 158.  
 John Deere 4430, A/C Cab, 7400hrs, 8  
 Speed Power Shift, Good Rubber, Booster  
 Ram Lift, \$15,000 + GST. Ph: 0416 727 775.

## Herber River-Burdekin

For sale MF 35 3 cylinder diesel. New front  
 tyres and rims. New paint job. Fully serviced  
 with new filters, oils, etc. Runs extremely  
 well \$4000 ONO. Fiat 411R no back tyres,  
 runs well, open to offers. Ph: 0428 394 004.  
 6ft Page Slasher, good condition, adjustable  
 skids. Sunshine Drag Offset with hydraulic



**TAPER SPLINE LOCK**

This is a patented device for eliminating  
 free play in a splined cauliflower of a  
 harvester chopper box.

The lock consists of a cauliflower hub  
 with a large, tapered internal spline.  
 Three splined segments lock into the  
 tapered internal spline and also lock onto  
 the splined, chopper shaft.

- ✓ Locks the spline, simulating an  
 interference press fit.
- ✓ No waiting time is needed before use  
 - tighten the lock and GO!
- ✓ Detailed fitting instructions provided.
- ✓ 13th year of proven service in the field.

\*For further information contact the manufacturer

**Glenella Engineering**  
 16 Blue Gum Drive, MACKAY, QLD 4740  
 07 4942 4081 | [admin@gleneng.com.au](mailto:admin@gleneng.com.au)  
[www.gleneng.com.au](http://www.gleneng.com.au)

ram - no hoses. Ph: 07 4777 6148.

For sale 2 x 1999 10 ton Newton Tipper.  
 Both in good condition. POA. Ph: 0427 912  
 277 or after hours 07 4776 2107.

## Graham Twyford Machinery Sales Pty Ltd

Specialising in Used Cane  
 Harvesting Equipment Sales

WANTED WHEEL AND TRACK  
 HARVESTERS

Side Tipplers BSM  
 Single axle units

23x1x26 tyres  
 one fitted with New Holland TS115A

CASE 7700 pump drive gearbox  
 Complete with eaton and vane pumps  
 2006 model

CUMMINS QSL 8.9L Eng.  
 325 HP @ 1900 RPM. 750 Hrs.

NEW! BILLET PLANTER 2500  
 Rubber belt cane feed  
 Immediate Delivery

VERSATILE TOFT Hi-Lift  
 7 tonne side tipping trailer  
 23x1x30 tyres single axle

TOFT 7 tonne Hi-Lift  
 Side tipping trailer  
 Hydraulic remote hydraulics  
 23x1x30 tyres on single axle

Used 10,000 series  
 Char-Lynn motors 40 cubic inch.

Used 2 x 6,000 series  
 Char-Lynn motors 60 cubic inch.

Whole Toppers 2 x CASE  
 as new one is complete.

OMNITRAC Full Track walking gear  
 complete with 24" rubber belts.  
 Hi-Track drive. 5 roller suit Case or JD.

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

IN STOCK NOW 12, 10, 8 & 6 BLADE  
 DIFFERENTIAL CHOPPER DRUMS  
 Suit '05 Cameco to JD 570. Tungsten  
 hard faced on wear areas. New seal  
 plates, clamping bars & dowels with kit.

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**[www.gtmachinerysales.com.au](http://www.gtmachinerysales.com.au)**



### Mackay-Proserpine

12T self-propelled 6x6 elev infielder VGC. 6t side/tipper on Leyland tandem GC. Don Mizzi 741 model on Fiat 750 special turbo plus MF102 half-tracks to suit. Celli Tiger spike hoe, 2.5m wide with hydraulic crumble roller and oil cooler - VGC. 0438 606 578 (Mackay) Howard Crumble Roller, 4m long (bolts together at centre) brand new still in crate, fits rear tool bar of Howard CH2365DT Rotary hoe, \$4,422 inc. GST. Ph: 0428236165.

Parts available for Howard AR & AH Rotary Hoes from \$50 to \$500. Ph: 4959 5883 or 0407 643 441.

AR 80" Howard Rotary Hoe fully reconditioned, new galvanised doors and gear box panel, good blades \$6600. Other fully reconditioned AR & AH Rotary hoes also available in different sizes. Ph: 4959 5883 or 0407 643 441.

2 x 23.5 R 25 Double Coin REM2 – all steel radial 20 PLY – Earthmover. \$3,500 inc. GST. Ph: 0428 880 771 or 4956 4170.

New Holland M135 4wd 135hp tractor \$18,000 + GST. Ph: 0428 611 714.

Austoft 7700 cane harvester, 1989 model recent rebuilt motor, pumps, base cutter box. Tidy machine, suit cut your own or plant cutter \$38,000 + GST. Ph: 0428 611 714.

Two haul out trailers, double 4 tonne bins, long rocker fitted with 4 super single tyres \$6,000 each + GST. Ph: 0428 611 714.

WTB harvester wheelie 96 onwards. Ph: 0400 794 857.

Monsoon hard hose irrigator. 5in x 350m run. \$25,000 inc. GST. Ph: 07 4950 2166 a/h.

### Bundaberg-Rocky Point

Bonel trash incorporator fertiliser box, plastic bins, stainless steel worm, good condition. \$12,000 + GST. HR40 Howard Rotary Hoe 100 inch; Marell trash blower; Marell whole stick plant cutter; Town & Country planter. Ph: 0417 617 084.

### Wanted

WANTED soybean planter/seeder with disc openers, will consider any size. Mackay area. Ph: 0490 029 387.

### Work Wanted

Haulout, Labourer, Farm Hand. Herbert River area. Ph: Gaden on 0488 535 847.

### Property

GLEN ISLA Cane Farms - Tightly Held Area. Approx\* 334.82 acres in 8 FH titles with fertile alluvial soils. 2 equip irrig bores, mains & hydrants, 190ML allocation. Queenslander style home. Motivated Vendors looking to retire. Ph: Gary Johns 0427 241 250.

HOMEBUSH/OAKENDEN Cane Farm for sale in Mackay region. 100t/ha 5 year average 57 ha property. Fully laser levelled farm with a large bore and underground water mains throughout. Block has 2 deeds 90 acre and 50 acre which can be sold separately. This years crop, Machinery shed with 3 phase power and water, tractor, irrigation winch, some implements and tail water pit pump all

included in sale. Siding on boundary, great soil and no rocks. Ph: Andrew 0428 597 324.

Cane farm PROSERPINE 199 hectares total 155 hectares under cane. 2018 crop 10500 ton approx. 495megs of water. 2x hardhoses and half of the farm is flood irrigated. Farm comes with machinery. 3 houses on the farm main house is fully airconed and has a large swimming pool. Ph: 0400 794 857.

Cane farm Tarakan Road ABERGOWRIE 270 acres freehold Genuine enquiries pls. Ph: 07 4777 4633 or 0408 608 664.

Tropical Paradise Cane Farm/Equestrian Training Property, 96 acres 6klms to PORT DOUGLAS. All farmable land, 70 acres producing quality cane, 25 acres set up for horses. Easy farm to maintain. Ph: Mandy 0408 880 724.

## Rainfall Report

brought to you by AustSafe Super

Location	Recorded rainfall (mm)		Average rainfall (mm)	
	7 days to 9am	Year to date	January–October	
	24.09.18	1.10.18		
Mossman	4	0	2123	1897
Mareeba AP	0	0	652	751
Cairns	7	0.8	1975	1729
Mt Sophia	12	0	3263	2894
Babinda	0	0	1667	3753
Innisfail	8	0.2	2916	3135
Tully	1	0.2	3180	3647
Cardwell	0	0	1606	1807
Lucinda	0	0	1460	1831
Ingham	Tce	0.2	1640	1717
Abergowrie	0	0	1690	1561
Townsville	13	0	769	933
Ayr DPI	1	0	602	780
Proserpine	3	0	822	1136
Mirani	0.6	0	642	1252
Mackay	0	0	680	1293
Sarina (Plane Ck)	0	0	799	1423
Bundaberg	0	17	485	795
Childers South	0	26	629	687
Maryborough	0	11	643	940
Tewantin	0	68	1025	1425
Eumundi	0	18	1000	1383
Nambour	0	68	912	1376
Woongoolba	0	58	793	1088
Murwillumbah	3	19	626	1284
Ballina	17	27	1327	1510
Woodburn	6	6	766	1161



**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](http://www.bom.gov.au). Weather report provided by the Bureau of Meteorology's Energy and Resources Program, Brisbane.



# EXPRESSIONS OF INTEREST

## **LATE MODEL, ONE OWNER, JOHN DEERE USED CH570 SUGAR CANE HARVESTERS FOR SALE**

Due to unprecedented demand, Honeycombes Sales & Service P/L has available for sale a limited number of late model used John Deere CH570 cane harvesters for delivery from December 2018.

We are seeking expressions of interest to purchase machines with build dates ranging from 2015 through to 2017 inclusive. We have a range of both wheeled and track machines available.

Flexible finance\* packages are available and we have negotiated a special interest rate to approved borrowers on these units that are purchased through Honeycombes Sales & Service P/L

\*Conditions apply. John Deere Financial Limited. Approved commercial applicants only.

► Please call Peter Carcary on 0418 779 211 or by email at [peterc@honeycombes.com.au](mailto:peterc@honeycombes.com.au)



Peter Carcary 0418 779 211  
[peterc@honeycombes.com.au](mailto:peterc@honeycombes.com.au)



**JOHN DEERE**