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COVER IMAGE: Innisfail grower Joel Pappalardo has had to find efficiencies in his farming practices to ensure he can maintain off-farm employment.

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Reef regulations around the corner

By Dan Galligan, CEO CANEGROWERS

With the next window for a parliamentary vote on the second tranche of Reef regulations coming in August, the State Government is running out of time to show they've listened to and respect the issues raised by our industry.

Since this latest wave of regulations was proposed as part of the 2017 State Election campaign, CANEGROWERS has been working tirelessly to demonstrate that more legislation is not required.

We have done this by showcasing the work of farmers who are proving that a profitable and sustainable sugarcane industry can exist alongside a resilient and vibrant Great Barrier Reef.

As these regulations have matured from the proposal stage to the Bill that's currently before Parliament, we have become even more active, harnessing the support of hundreds of growers to attend and give witness to the Parliamentary Committee tasked with investigating the Bill.

We also gathered close to 2000 signatures for a national online petition opposing the Bill.

Staff across the regions have been attending meetings, writing letters and providing constructive and progressive feedback designed to demonstrate that this legislation will do more harm than good and that there are better ways.

Our principle objections are clear. With over 70% of Queensland's cane-producing area now benchmarked, and more than 20% accredited, under the industry's best management practice program, Smartcane BMP, we've demonstrated that farmers are embracing environmental sustainability within a profitable farming context.

These are just the formal validations, but we know that hundreds and hundreds of farmers are involved in a multitude of projects and programs that support improving water quality while managing their farm, beyond, within, and on the way to Smartcane BMP accreditation. It is all valued and effective work.

The fact is, further regulation will stall the motivation and confidence of this progress. It sends a signal that government may forever feel the need to have their hand on the tiller when it comes to farming operations.

These regulations go to a whole new level of detail when it comes to government oversight of day-to-day farming decisions and the data associated with them.

They should send a chill down the spine of any industry in Queensland, as they set in place a new paradigm for the environmental regulation of farming.

It is going to take an enormous level of resilience for our industry to stare down this impending regulatory burden.

Smartcane BMP and programs of its kinds are designed to balance the need for profitability within a sustainability framework.

No such filter exists when the predominant objective is compliance to a regulatory regime and judgement against targets that are not aligned with our farming operations.

The government may yet act on some of the internal disquiet that's building within its own ranks.

Politicians across the parliament are starting to turn their minds to the design and necessity of this legislation and, as they do, so they are starting to finally ask some questions.

They are starting to see that the Bill is unfair, unjustified and poorly designed.

Before, during and after the parliament considers this Bill, CANEGROWERS will continue to oppose its passage. ■



"Before, during and after the parliament considers this Bill, CANEGROWERS will continue to oppose its passage."

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NEWS IN BRIEF

Mill purchase secures Mossman's sugar future

Dreams of creating Queensland's first innovative bio-precinct, with sugarcane at its heart, are a step closer to reality this month following the acquisition of Mossman Central Mill by the grower-led group, Far Northern Milling Pty Ltd.

The purchase, announced on Friday 5 July, marks the end of 28 months of arduous negotiations between FNM representatives and government officials as growers sought to secure \$45m in state and federal funding to complete the purchase from former owners Mackay Sugar.

While it's hoped the deal will secure the long-term future of Mossman's sugarcane industry, it's also expected to bring an end to the district's long history of raw sugar exports.

"I am extremely excited to announce that the group of growers from Mossman and Tablelands who has supported my Board and I over the last 28 months, now own Mossman Mill."

"I am extremely excited to announce that the group of growers from Mossman and Tablelands who has supported my Board and I over the last 28 months, now own Mossman Mill," said Far Northern Milling Chairperson **Maryann Salvetti**.

"I would like to acknowledge the contributions from Douglas Shire Council and the Federal and State governments.

"They have supported our business case to transition the mill from an exporter of sugar onto the world market to a bio-precinct which will add significant value to the feedstock from the mill and ultimately provide consistently higher returns to both the growers and the mill," Mrs Salvetti said.

With the mill secured, the focus for the FNM team going forward will be to source value-adding projects to be built on the bio-precinct land adjacent the mill.

"We will be working quickly to assemble a project team to lead our value adding process," Mrs Salvetti said.

"This team will scrutinise the technology, marketing and offtake agreement potential, before providing recommendations to the Board on the bio-precinct projects that we will take to final investment decision."

"As growers we are extremely excited at the prospect of producing high value products which will see us become price makers instead of price takers", Mrs Salvetti said.

"We are also excited for the Mossman community to be able to share in the prosperity through job creation and business growth," she said.

CANEGROWERS Chairman **Paul Schembri** praised Mossman growers for their vision and determination.

"I am full of admiration for the drive and determination of the growers in this far northern region," Mr Schembri said.

"In particular, I want to acknowledge the Far Northern Milling Board led by Maryann Salvetti which has worked through a long and difficult process.

"The growers of the Mossman and Tableland regions have dreamt big, committed their money and are now seeing this deal become a reality.

"Their vision to develop a bio-precinct in the town is providing leadership for their community. It will have far-reaching impacts and secure their farms as suppliers of feedstock for new products such as bioplastics." ■

PAKISTANI COMPANY MAKES BID FOR ISIS MILL

Grower-owners of Isis Central Sugar Mill (ICSM) will be asked to consider a \$35 million takeover bid by Pakistani company, Almoiz Group, at a shareholder meeting in September, it's been revealed.

If approved by shareholders and the High Court, the Pakistani conglomerate would take a controlling 54.03% interest in one of Queensland's last remaining grower-owned mills, with the transaction to be completed in two stages.

The first stage would see Almoiz pay \$16m directly to ICSM shareholders to acquire 35% of existing shares, at \$10.45 per share.

A further \$9 million would be used to subscribe for new ICSM shares, \$6m of which would be paid directly to eligible growers over three years in the form of additional cane payments.

\$1 million would be earmarked for a planting incentive of \$250 per hectare for the 2020 crushing season, with \$2 million to be used for working capital.

This first stage would give Almoiz a 45.66% stake in ICSM and three of seven seats on the mill's board of directors.

Stage 2, which would occur 2-3 years after the completion of stage 1, would see Almoiz invest a further \$10m in new ICSM shares at \$10.45 per share.

This would boost the group's holding in ICSM to 54.03%, giving it a controlling interest and a fourth seat on the 7-person board. Growers would retain three seats, with one required to be filled by an independent director.

According to a fact sheet supplied to Isis growers, Almoiz is part of a large, family-owned, industrial group that produces sugar, beverages, steel, animal feed, energy and textiles.

The group, which was founded in 1966 by cane farmer **Shamim Khan** (now Chairman and CEO), generated over \$450 million during the 2017-18 financial year.

Almoiz owns five sugar mills in Pakistan, which are supplied by more than 40,000 sugarcane and beet farmers, and produces about half-a-million tonnes of white refined sugar each year.

It is the primary sugar supplier for the Pakistan operations of some of the world's largest food manufacturers including PepsiCo, Coca-Cola, Unilever and Nestle. ■

Smartcane BMP accreditations pick up pace

More than 400 cane growing businesses, many involving several generations of a family, have achieved accreditation in the core modules of Smartcane BMP – the Queensland sugarcane industry's best management practice program.

"We congratulate every member of the '400 club' for their energy, effort and commitment to the future of their industry," CANEGROWERS CEO **Dan Galligan** said.

"In the early years of the program we pointed out that it would take a season or two for growers to collect the necessary records, and make changes on-farm, to meet accreditation requirements, and that is what we now see happening."

An impressive 50% of growers who have gone through the benchmarking process, to rate their farming practices against those required under Smartcane BMP, have reported making improvements to their farming system.

"This is a big win for the environment and their business' bottom line, as often the two go hand in hand," Mr Galligan said.

The industry-driven effort to implement sustainable farming practices will deliver long term benefits for the surrounding environment. This includes the quality of the water in the creeks and rivers which flow towards the Great Barrier Reef.

"We currently have 96,902 hectares of Smartcane BMP accredited cane growing land in Queensland," Smartcane BMP Manager **Kate Gowdie** said.

"This equates to almost one in every four hectares of all cane land being accredited through the program.

"The uptake by industry of this voluntary accreditation scheme demonstrates the value that growers place on their industry and the practices they adhere to.

"The program is not only helping growers boost productivity and profitability, it's

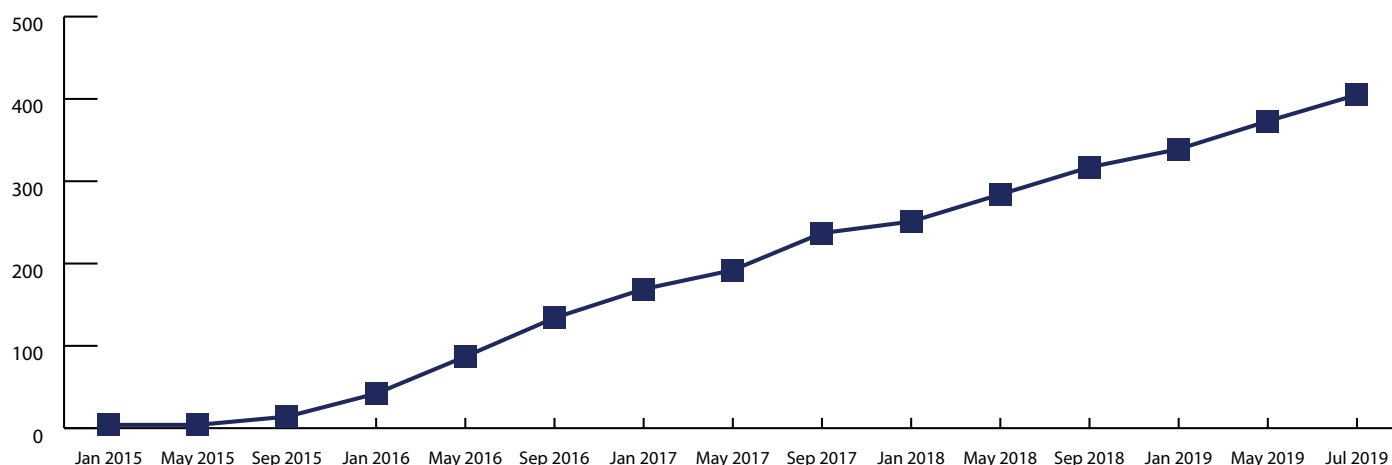
also helping the industry set the record straight on sugarcane farming practices."

The program provides growers with a platform to record their on-farm practices and compare them against industry standards, while at the same time creating a body of evidence that demonstrates to customers, government and end users that Queensland cane is grown responsibly and sustainably.

The below graph shows the rapid acceleration in the number of accreditations in the past 12 months.

CANEGROWERS acknowledges with appreciation the support and backing of the Queensland Government. ■

Number of Smartcane BMP accredited enterprises over time



CANEGROWERS REGIONAL ROUND-UP

Supplied by CANEGROWERS district offices

MOSSMAN

In week 5 (6 July) coastal growers processed 23,3320 tonnes of cane for a mill average of 11.21 CCS. While Mareeba growers processed 11,081 tonnes for a mill average of 13.26 CCS. To-date Mossman Mill has processed a total of 141,353 tonnes for a mill average of 11.45 CCS.

With the exciting news that Far Northern Milling Pty Ltd has taken ownership of Mossman Mill, growers now have the confidence they need to get on with making preparations for the seasons ahead. Thankfully, weather conditions are favourable for planting to get underway.

Congratulations to all involved in what was a long, drawn out process, especially the Board of Far Northern Milling. It is only through their tireless efforts and determination that we now have a future for the industry in Mossman.

CAIRNS REGION

Wet weather and mill breakdowns have not provided the best start for growers supplying Mulgrave or South Johnstone mills. Wet paddock conditions and delayed cane brought about by a shaky start to both factories and has led to a below average commencement to the 2019 crushing season. Minimal planting has taken place across the area. At the time of writing, the sun is out and growers are hoping for an improved performance by the mills.

INNISFAIL

The commencement of crushing at South Johnstone sugar mill for the 2019 season has been impacted by a combination of significant stoppages in the mill and wet weather. At the time of writing (5 July), only 61,229 tonnes had been crushed since crushing commenced on 21 June. 143 hours had been lost due to mill stoppages and 58 hours due to wet weather. Consequently, the CCS in the cane is not great, with the current season to-date average only 10.87 as at 5 July.

Since 1 January (186 days) only 46 days have been recorded with zero rainfall at the Innisfail weather station. The prolonged wet weather has also impacted on the farming operations, with very little planting completed to date.

TULLY

Tully Mill has crushed 344,000 tonnes for a year to date CCS of 11.7. Supply has been difficult with constant showers pushed in by the south-easterly winds. Although modest rainfall by Tully standards, the cool conditions have made harvest difficult. The mill ceased crushing on Friday 5 July and will recommence when conditions improve.



Sam Torrisi presenting a trophy to Darren Harragon at the Cane display at Ingham Show.

HERBERT RIVER

Herbert River's 2019 season kicked off on 25 June with Victoria Mill commencing crushing. The factory started with only a few minor commissioning issues, but cane supply was very patchy with only around 6,000 tonnes cane on Friday, 28 June. Both sides at the Victoria Mill have now been commissioned and it has been reported that they are in position for full cane supply.

The CCS results have been encouraging with an average of around the 11.7 CCS. At the end of week 1 (30 June) a total of 42,627 tonnes has been crushed. At the time of writing it is expected that rain towards the end of week 2 will hinder harvesting and further delay certain areas that have not been able to commence as yet due to wet conditions.

BURDEKIN

Burdekin mills have now crushed more than one million tonnes of cane for the season, reaching the milestone on Friday 28 June.

Showers in the latter part of the week impacted harvesting operations. As a result, the throughput for the week ending 6 July was just over 280,000 tonnes, in a week that included scheduled stops at Invicta on A side and Pioneer Mill.

As at 6 July, a total of 1,358,355 tonnes has been crushed,

which is approximately 16.5% of the estimated crop for harvest. The highest CCS sample for week 4 was 17.55 from a rake of Q183 first ratoon, recorded in the Pioneer area. In week 5 the highest CCS sample was 17.2 from a rake of Q183 plant cane, recorded in the Invicta area.

There are no scheduled stops planned for Burdekin factories this week. However, crews are using the weather-related downtime to do maintenance and checks at all mills.

PROSERPINE

Proserpine's 2019 crop has been estimated at 1.62 million tonnes, which is slightly up on the previous year.

The mill's crushing program had to be delayed by 24 hours to allow for installation and commissioning of an injection water pump. Crushing finally got underway just after 3:30pm on Wednesday, 26 June. Due to the short week, throughput was below budget at 30,525 tonnes. Fortunately, the light rain received late in week 1 was not enough to interrupt harvesting, but restricted average weekly CCS to 12.55.

Week 2 began strongly with the mill performing well until heavy rain forced the suspension of harvesting on Friday, 5 July. Up to that point, the mill had crushed 62,124 tonnes at an average CCS of 12.64. Some parts of the district received in excess of 100mm of rain and there is limited chance of any harvesting in week 3. The mill's crushing plan will be reviewed, but at this stage the harvest is expected to be completed by the second week of November.

PLANE CREEK

Plane Creek Mill crushed 46,618 tonnes in the week ending 6 July, with 130,571 tonnes crushed so far for the season. Plane Creek Mill achieved good throughput for the week until widespread rain brought harvesting to a halt on Friday 5 July. The mill is not expected to resume crushing operations until fields have had a chance to dry out.

The average weekly CCS increased by 0.3 of a unit to 12.77. The average bin weight also increased slightly to 3.88 tonnes. The highest CCS was 14.60, from a rake of KQ228 Plant and also Q208 other ratoon both in the Main Line productivity district.

BUNDABERG

Bundaberg Sugar mills processed 59,323 tonnes during the first week of the 2019 season. The average CCS for the week was 12.85 CCS, which is in line with the long-term average for this week of the season. The highest individual CCS for the week was 15.30 units for Q252 PL cane in Millaquin.

The four major varieties supplied during the week were KQ228 accounting for 41.2% of supply with a CCS average of 12.89 units, followed by Q240A at 26.9% of supply with a CCS average of 12.96 units, Q208A at 10.6% of supply with a CCS average of 12.05 units and Q242A at 9.4% of supply and a CCS average of 13.07 units.

Seasonal CCS recorded to date for Burdekin is 13.62. Of the district's mills, Pioneer has nudged ahead with 13.77 to Inkerman's 13.75.

In terms of variety, for week five KQ228 and Q240 are the highest supplied at 31% for each variety followed by Q183 at 20%. On a district basis KQ228 achieved 14.27 CCS followed by Q183 at 14.16; Q240 was 13.84.

MACKAY

As at 6 July, Farleigh, Marian and Racecourse mills had crushed a combined total of 736,357 tonnes. Individual totals for the week were:

- Farleigh – 56,912 tonnes
- Marian – 63,813 tonnes
- Racecourse – 37,181 tonnes

The total for the week was 157,906 tonnes with a CCS of 12.32 (year to date CCS: 11.69).

Nordzucker AG's proposed investment in Mackay Sugar will be considered at an extraordinary general meeting of voting shareholders and a general meeting of investment shareholders set down for Monday 29 July at 5pm. A Notice of Meeting and Explanatory Memorandum together with an independent expert's report are being posted to shareholders and are also available on Mackay Sugar's website: www.mkysugar.com.au

The three Mackay mills will cease harvesting on Sunday 28 July and no harvesting will occur on 29 July so that shareholders can attend the meeting. Proxy votes can be returned to the Mackay Sugar corporate office up to 48 hours before the EGM. The Board of Mackay Sugar unanimously recommended the proposal to growers as the best opportunity currently available.

An untimely rain event (4-8 July) cast a grey pall over the harvest in both Mackay and Plane Creek with totals in different parts of the region varying from 40-70 mm. Only weeks into the crush and with less than 10% of the crop crushed, growers and harvesters alike are concerned about rain-caused delays preventing machinery from getting on the ground.



ISIS

Inclement weather and boiler "challenges" saw a slower than expected start to the 2019 crushing season at Isis Mill. Cane harvesting and transport equipment made their way into the field one day later than expected, on Monday 8 July, with processing of the 2019 crop commencing the following day. The Isis Mill area estimate is 1,041,028 for the 2019 season, with a shorter than average season length expected.

Road users are reminded that all cane rail crossings are now active with cane locomotives and bins now traversing the rail network. Please take care on the regions roads as equipment associated with the harvest and transport of cane is quite large and slow moving. Motorists and pedestrians are reminded to remain vigilant as harvesting and transport activities associated with the crushing season occur 24 hours per day, 7 days per week. ■

Policy Update

Environment with Mick Quirk

Industry with Burn Ashburner

Push back on the proposed new regulations

While I know many growers are suffering from a degree of fatigue on reef-related issues, it's important to keep you updated with CANEGROWERS' efforts on this front.

We continue to argue for the new Reef Bill to be withdrawn or, at the very least, significantly amended to address its many flaws.

For example, we see absolutely no need to change the existing regulations for cane farming, especially when the new regulations being proposed by government are poorly designed and are not evidence-based.

The consultation phase on these regulations continues to reveal technical faults, excessive complexity and unresolved confusion.

If the government insists on implementing the new regulations, there has been a concerted effort by growers and industry reps to at least minimise the adverse impacts of the new regs.

To this end, we have provided much honest and constructive input to government officers. And, to be fair, much of this has been taken on board by officers of the Department of Environment and Science.

However, despite all this effort, the proposed new regulations remain so flawed that, even with more effort from all involved, the only assured outcome will be annoyance and frustration for growers.

Further, the implementation of these new regulations is likely to be something of a black hole that sucks the time and energy of growers, their advisors, their industry reps and, I suspect, the government compliance team itself.

We all need to keep sending the message to government that the proposed new regulations for cane farming are seriously flawed, are not repairable, and should not be legislated.

While doing this, we need to emphasise that this is not simply a knee-jerk reaction from industry, but comes after careful analysis of the new regulations and multiple discussions with government representatives. ■



Cane analysis - the basis for cane payments

A core function of CANEGROWERS is working with millers to ensure that Cane Supply Agreement terms are met. This role is vital to ensuring the smooth functioning of the industry for both millers and growers.

The provision of cane analysis is one such term agreed to in CSAs. Mill staff provide the analysis according to agreed methods and cane analysis auditors review the system to ensure it is operating as it should.

This system is central to determining CCS and, in turn, calculating growers' cane payments. It determines the CCS split between millers and growers, and then between growers and growers.

Mistakes can be costly.

CANEGROWERS recently conducted a workshop for cane analysis auditors, where participants had an opportunity to work through various aspects of the auditing process and to share issues they've encountered during their work.

Topics covered included:

- The weighbridge and tip
- Sample tracking
- Sampling and cleanliness at No 1 mill
- Analysis of Brix, pol and fibre
- NIR validation and control charting

Sugar Research Australia's KFA Leader for Milling Efficiency and Technology, **Steve Staunton**, provided an update on the current research being conducted using NIR. There was also an explanation from the National Measurement Institute on their role in providing pattern approval for instruments used to measure CCS.

Cane analysis is an important part of the production process that is largely out of the individual grower's control.

Members rely on CANEGROWERS to the work with millers to ensure auditors have the appropriate training and expertise to carry out this vital role, and to provide ongoing support and input into the cane analysis process.

This system did not appear overnight. It is one of the many valuable, but less recognised, services provided and developed over many years by CANEGROWERS on behalf of our members.

Thank you to the auditors who perform this critical function. ■



Economics with Warren Males

Prevention is the best cure

The Hayne Financial Services Royal Commission final report, delivered in February this year, commences with several observations:

- Poor conduct was driven by the pursuit of profit and personal gain;
- Banks knew more about what they were selling than their customers;
- Financial service providers, paid by the banks, often acted in the interests of the bank, not the customer;
- No one was held to account when the law was broken.

Although finding fault with the banks over their bad behaviour, Commissioner **Hayne** also pointed the finger at Australia's financial regulators for failing to do their jobs.

As Dr **Kenneth Wiltshire**, an emeritus professor at UQ Business School, notes - in relation to the banks, any first-year economics student could recognise the sector as one big oligopoly.

Regulation is not the enemy of free enterprise. It is a mechanism to overcome market failure.

As Dr Wiltshire writes, 'Regulation should be preventive, not curative. It is better to have a fence at the top of the cliff than an ambulance at the bottom' (*The Australian*, 20 February 2019).

In 1912, the Brown Royal Commission on the Sugar Industry found that market forces were not working well in the industry, with mills having more power than growers. The Commission's report stated: 'Australian statesmanship should seek to prevent as well as ameliorate - to deal with evils as they arise without waiting for them to reach a stage when any remedy must involve far-reaching social and industrial dislocation.'

Using the language of the day, the Brown Royal Commission came to the same conclusion as did Dr Wiltshire, 107 years later.

Implementing the Sugar Code, the Federal Government has taken the sensible approach and placed a fence at the top of the cliff. It provides a guide, while leaving growers and mills free to determine cane supply and pricing arrangements on whatever terms they choose.

The introduction of competition into the provision of marketing services has been significant. Growers now have a wider range of mechanisms to manage risk than ever before.

With an ability to develop commercial relationships with the marketer of their choice, and mechanisms to match their price risk profile with their production risk and individual circumstances, growers can and are investing with confidence in their own future, the future of their district and the wider industry.

Investment in the milling sector is flourishing. Under the Code, Mitr Phol (MSF Sugar), Nordzucker (Mackay Sugar), Almoiz Group (Isis Central Sugar Mill), CoFCO (Tully Sugar), Finasucre (Bundaberg Sugar) and Wilmar (Wilmar Sugar Australia) are all investing in the future of our industry.

While the Code remains in place, the ambulance can tend to emergencies elsewhere. ■



Money Matters

with Sunsuper

QUEENSLAND BUSINESS HAS BIG DREAMS TO DO GOOD FOR ITS COMMUNITY

In Queensland's southern sugarcane region you'll find one of the oldest dental surgeries in the country, built by Thomas Gaydon in 1894 in Childers.

With a dream to 'slay decay' and aptly known as The Decay Slayer, Dr Phillips has been improving the dental health of his community for the past 25 years.

After learning about Sunsuper's Dreams for a Better World program offering small businesses grants to help them improve their local community, Dr Phillips applied to give back to the Wide Bay Region.

With a dream to help locals doing it tough improve their dental health, Dr Phillips was selected from more than 400 entries, and his practice received a Small Business grant from Sunsuper.

Over the past nine months Dr Phillips has used the grant to provide free dental care to 15 local residents, helping them restore their confidence and significantly improve their dental health.

Sunsuper's Dreams for a Better World program is once again getting behind local businesses and not-for-profit organisations that want to further their community impact in regional and rural communities.

Community initiatives that help improve the health, wellbeing, education or financial outcomes for Queenslanders have the chance to receive a share of \$150,000 in grants from Sunsuper.

In the past eight years, Sunsuper has funded more than 115 community programs around Australia, helping to fund initiatives that improve sustainability and address homelessness, mental health and domestic violence.

If you know a local business or not-for-profit organisation that can dream big dream and do good, apply for a Sunsuper Dreams for a Better World grant.

Small Business grants close 2 August and Community grants for not-for-profit organisations close 13 September. Visit dreamsforabetterworld.com.au/apply



QSL loyalty delivers more than a bonus



By Greg Beashel
QSL Managing Director and Chief Executive Officer

2022-Season pricing now available

QSL is now accepting grower pricing orders for the 2022 Season.

Growers marketing with QSL can now also access additional pricing tonnages for the 2020 and 2021 Seasons.

GEI Sugar pricing limits for forward seasons are now:

- **2020 Season:** Up to 60% of your GEI Sugar estimate
- **2021 Season:** Up to 50% of your GEI Sugar estimate
- **2022 Season:** Up to 40% of your GEI Sugar estimate

Contact your local QSL representative for further information about your grower-managed pricing options.

The advent of Marketing Choice for Queensland cane growers back in late 2016 brought with it a new era of competition for our industry. Since then, we've seen a proliferation in the products and services available to growers, including a number of marketer 'loyalty' schemes.

QSL's Loyalty Bonus has been available since 2017 and has proven very popular with growers, with a total of over \$5 million paid to participants since its inception.

So how does it work? Quite simply, clients who elect QSL as their marketer for three years in advance receive an additional \$/tonne allocation in the current season as a thank you for choosing QSL.

"In short, we don't make money from you, we just make money for you."

The bonus payment was worth an extra \$1.50/tonne of sugar in both the 2017 and 2018 Seasons* and consists of a share of the returns from QSL's corporate activities, with these results incorporated into eligible growers' Shared Pool allocations for each applicable season.

It should be noted that growers supplying Isis Central Sugar Mill, Bundaberg Sugar and Far Northern Milling automatically receive their share of these returns through their millers' current supply agreements with QSL.

HOW WE COMPARE

While a number of our competitors now also offer loyalty or nomination schemes, the QSL Loyalty Bonus comes with some important advantages that really add up. These include:

\$ – NO MARGINS OR MARK-UPS

QSL is a pass-through organisation that offers services at cost and returns all value created to the growers and millers who choose to use our services. Because we don't need to factor in a profit for shareholders or the business itself, we don't need to add margins and corporate mark-

ups to our services. In short, we don't make money from you, we just make money for you.

\$ – PASSING ON SAVINGS

Our not-for-profit & income-tax-exempt status minimises costs, allowing us to maximise the value returned to those who choose to use our services.

\$ – STRONG PERFORMANCE

When you sign up with a marketer, you are limited to using the pricing and payment options they offer. As Australia's most experienced marketer, QSL has a strong track record of outperforming the market and our competition. So when you sign with another marketer, you lose access to QSL pools that have previously outperformed similar competitor products.

\$ – PREMIUMS MATTER

Your sugar returns not only reflect your pricing choices, but the premiums your marketer has negotiated on your behalf through the sales process. QSL has unrivalled long-term relationships with blue-chip Asian customers. We don't sell to our own refineries, but instead are driven by securing the best value available on the global market for those we represent.

\$ – THE VALUE OF STORAGE

QSL has a state-wide production footprint and is the only marketer exporting through every Queensland bulk sugar terminal. Not only does this help us manage local weather and production issues and maximise our shipping flexibility, but also allows us to leverage that unmatched storage space to access often-superior out-of-season prices. This kind of additional value finds its way back to QSL growers via stronger pool returns and higher premiums.

\$ – UP FRONT & TRANSPARENT

QSL has a proven commitment to transparency, with regular reporting of



our returns and clear guidelines around how and when we pass on costs. That means no nasty surprises in the form of additional fees for services such as grower-managed pricing.

\$ – ACCESS & SUPPORT

Whether you're a small grower or the largest in the district, we're happy to provide the support you need. Our Grower Services Team is based in six regional locations throughout the state, with telephone support also available. Growers using the QSL Direct portal also have the ability to manage their QSL pricing 24 hours a day, helping them stay on top of their business and act promptly to take advantage of market opportunities when they arise.

The additional returns associated with the points above are all in addition to the QSL Loyalty Bonus, a bonus that is available to all marketing choice growers, be they large or small, new or existing. It rewards all eligible growers equally, rather than seeking to attract new growers with a better deal than existing growers enjoy.

When considering alternate marketers' loyalty schemes, make sure you do the sums and take into account the savings and benefits available only to QSL growers – benefits that can far outweigh what on face value seems like an attractive offer.

For more information about the QSL Loyalty Bonus, please contact your local QSL representative or call **1800 870 756**.

*Current estimate.

DISCLAIMER:

This article contains information of a summary nature about QSL's Loyalty Bonus and other activities. You should not make a decision based on this summary information unless you have read the full Pricing Pool Terms available on QSL's website or from your local QSL office. Please note that the information in this article does not constitute financial, investment or product advice. Growers should seek their own financial advice before making any decisions in relation to QSL pool/offering selection and pricing. Information about past performance should not be relied on as an indication of future performance and nothing contained in this document should be relied upon as a representation as to future matters.

QSL welcomes new Proserpine rep

Karen Vloedmans has joined the QSL team as Proserpine's Grower Relationship Officer.

Karen will be a familiar face for many growers, having lived in the district for 17 years and worked with a range of local boards, including the Proserpine Chamber of Commerce, Tourism Whitsundays and the Community Bank.

In her new role, she'll man QSL's Proserpine office 5 days a week from 9am to 3.30pm Monday to Friday, using her previous experience in marketing and management, together with her passion for rural and regional Australia, to support local QSL growers.

Karen admits she has an absolute desire to see the community of Proserpine and the greater Whitsunday region prosper and thrive, and believes QSL offers a unique opportunity to do just that.

"It's fantastic that Proserpine cane growers have access to their very own not-for-profit marketing company that not only provides services at cost, but is such an established and respected player on the global sugar market," she said.

"There are many ways the average grower can benefit from QSL's products and services, so I'm really looking forward to working with farming families to help them make the most of this tremendous industry asset."

To contact Karen, call **0429 804 876** or drop into the QSL office at 88 Main Street, Proserpine.



INNOVATION AND EFFICIENCIES MAKE WORK-FARM BALANCE POSSIBLE

By Wayne Griffin

As any small-scale grower will know, upgrading equipment to implement practice change can be a costly exercise. But sometimes the best, most innovative ideas are also the least expensive.



When Joel Pappalardo made the move back to Innisfail in 2014 to take over the reins of the family farm, he knew he was in for a hard slog.

In cane, as in other crops, it's become increasingly difficult for small-scale growers to make a living solely through farming, with many forced to rely on off-farm employment to make ends meet.

Luckily, after more than a decade in the mines of Weipa and the Hunter Valley, Joel had an electrical trade to fall back on, and the South Johnstone Mill needed electricians.

But, with a young family to care for, juggling the mill job and farm work was a difficult task, especially with Innisfail's regularly wet and unpredictable weather.

In a bid to make his farming operation more efficient, and free up valuable time, Joel set about updating machinery and modernising his farming system.

"I'd like to farm full time, but I don't think the economics will let me do that. Not at the minute anyway," Joel said when *Australian Canegrower* visited his Innisfail farm recently.

"That means I have to work off-farm which brings its own set of challenges, the weather probably being one of the biggest. My availability might be there, but the weather might not allow me to do what I need to do. I might be committed to work on a fine day, but when I'm off it's raining."

Luckily dad, **Santo**, is around to lend a helping hand. But Joel knew if he was going to make the farming life work to suit the needs of his growing family, he'd have to make changes.

"Dad helps out when he has time available, to the point where I'd be lost without him at times. His efforts are much appreciated, that's for sure," Joel said.

"Before I came home he worked the farm the old-school way, and he was quite happy there, but I knew that if I wanted to take the reins and also maintain a job off-farm, then I wasn't going to be able to go old-school, I was going to have to bring in some new methods of farming.

"I've had to purchase quite a bit of equipment. I mean, I probably could have got away with some of the stuff that dad already had, but I wouldn't have been able to do the day job. So that's probably what made the change more drastic than it otherwise would have been, buying that equipment to make me more efficient so I could keep the day job."

As well as investing in new machinery and installing more than 600m of sub-surface drainage, Joel also moved to minimum till, adopted the Six-Easy-Steps nutrient management system, and incorporated legume fallows into his farming system to improve soil health.

He also signed up with the industry's best management practice program, Smartcane BMP, achieving accreditation in June this year.

However, by far the most innovative, cost-effective and efficiency-enhancing change Joel has made on-farm has been the design of an electric-drive, sub-surface, variable-rate fertiliser box.

"When we decided to do the BMP thing and go with sub-surface fertiliser application, I knew we needed a stool-splitter," he said.

Continues on page 14 ►



Carla and Joel Pappalardo with two-year-old Alessia and baby Matteo.



"The result was excellent, I'm really, really happy with it. Dad was rapt with it as well. He loves the fact that we can stop a drive on the fly."

"First I tried to buy one. I looked for a second-hand one everywhere, but I just couldn't get one. And if they did come up, they were out of my price range, like above \$30,000. So, I tabled the idea of building one with dad, which he was really into. Then I said I wanted to build it electric and he really wasn't into it anymore.

"He was really opposed to the idea actually. He just couldn't get his head around it – how it was going to work? We've been doing it with chains and sprockets for years, he didn't see why you would change that?

"And in one sense he was right, if the concept isn't broken, don't fix it. But I had a picture in my head of what I wanted to do – concepts that I'd seen in mining. Obviously, I wasn't 100% sure if it was going to work, but I wanted to have a go.

"Also, I was already thinking about going down the road of variable rate. I saw merit in it, you know, why over-fertilise when you don't need to. But variable rate with a chain and sprocket set-up is difficult – with electric it's easy. And obviously with me being an electrician I could do that work myself."

In 2017, Joel purchased a neighbouring farm, increasing his total cane production

area to almost 85 hectares. That purchase, coupled with the gift of two toolbar legs from a family friend, was the catalyst behind his electric drive fert-box project.

"When I purchased the other farm a lot of the rows were short and different lengths, so I wanted to be able to stop one row if it fell short but continue to fertilise another one and not be fertilising headlands and that. I wanted it to be fully flexible. Each individual drive needed to be individually controlled, each three rows, and variable at that," he said.

Joel applied for a grant through the Australian Government's Reef Trust 3 program, but there was little interest in the project initially.

"I made a start first in my head and then Reef Trust 3 came in and I applied for a grant. At first they were reluctant to fund a sub-surface fertiliser box because that stuff had already been done under previous grants, but because I tabled it being electric and variable rate, and at a price that they were impressed by, they said alright we'll give this guy a go."

He spent the 2017 season completing the project, in between growing cane, working at the mill, and family life, before putting it into service during 2018.



Pictured: Despite initial concerns about the practicality of an electric-drive, sub-surface, variable-rate fertiliser box, Innisfail cane grower Joel Pappalardo's innovative design turned out to be a huge success, greatly increasing the efficiency of his farming operation.

And although it took up much of his free time, he's confident it was time and money well spent.

"The result was excellent, I'm really, really happy with it. It actually exceeded my expectations to be honest with you. Dad was rapt with it as well. He loves the fact that we can stop a drive on the fly.

"There weren't very many teething issues at all either. It really worked from the get-go. One thing that did change was I decided to put a double-disc opener on the back to apply the fert, rather than a tine, and that brought the drop point of the fertiliser back considerably, by about 400mm.

"That changed the angle at which it fell, made it a lot steeper, so I had a few problems with the flow of the fertiliser, it would sometimes get caught. But that was about the only issue we had.

"Other than that, the drives did exactly what I expected them to do. We did a number of calculations to make sure the speed of the drives were going to be within a range where I could pick up anywhere from four to six bags an acre.

"There's no wheel to close the stool after the fertiliser has been dropped in, but it seems to close itself."

Once he was sure his fertiliser box design was a success, Joel even named it, in honour of the man who gave the project a kick-start.

"This project probably wouldn't have even started without a bloke named **Morrie Zammit**. He actually gave me two of these legs, which gave me the confidence to make a start on the project.

"Morrie was a family friend and he's actually passed on since, but without him I probably wouldn't have even started, so that's why his name is on there," he said.

The success of his fert box design has also given Joel the confidence to continue making efficiencies to his farming system.

"I'm hoping to move to GPS controlled traffic and incorporate mapping so I can really target inputs" he said.

"I really love the industry; I just wish it was maybe a little bit more economically stable so that we didn't need to work external jobs.

"It would be good to be able to exclusively dedicate your time and efforts to farming." ■



New report identifies opportunities and challenges for

DIVERSIFYING SUGARCANE REVENUE STREAMS

A new report commissioned by Sugar Research Australia (SRA) has identified opportunities and challenges for diversifying revenue streams for the Australian sugarcane industry.

The report was prepared by Lazuli Consulting, who worked extensively with SRA members and industry stakeholders to gain a more detailed appreciation around value-adding and diversification within the sugar industry value chain. They also analysed the technological and market landscape in Australia and overseas.

"Sugarcane is an incredible crop," SRA CEO, Mr Neil Fisher, said. "In Australia it is grown across diverse climatic conditions from subtropical New South Wales along the Queensland coast into the Wet Tropics, and it is generally much more resilient to climatic and disease challenges than other crops grown in these regions.

"Sugarcane is the economic scaffold for many regional communities in Queensland and NSW. It also produces a large biomass, yet we are not extracting the full potential from this biomass.

"Diversification already plays an important role in the industry through products such as molasses, rum, ethanol, and electricity cogeneration, but this new report by Lazuli Consulting identifies that there are other opportunities for our industry. However, these opportunities may also face considerable challenges in becoming commercial reality."

Mr Fisher said the report was an initiative of the SRA Board and had also been identified as an industry need at a Futures Forum convened by SRA and industry in April 2018.

CANEGROWERS Chairman Mr Paul Schembri welcomed the report as a platform from which the industry can move forward.

"As farmers, we are proud of the crop that we produce and the significant amount of biomass it offers as feedstock to new ventures," Mr Schembri said. "This report is a good starting point for industry discussions around a more diversified future for the industry and the mechanisms by which all sectors



can benefit from the rewards that new opportunities present."

Managing Director of Lazuli Consulting, Mr Eris O'Brien, said that the report identified the primary opportunities as electricity cogeneration, ethanol, food products and densified biomass, and a secondary list of opportunities as specialty chemicals including sugar and animal feed.

Mr O'Brien said that the report reinforced the view that Australia was heavily reliant on raw sugar production when compared with major competitors such as Thailand and Brazil.

"Construction costs in Australia are high compared to other sugar-producing countries, and financing projects is difficult without long-term, commercially priced off-take agreements," he said.

Despite these and other challenges, the report identified the importance of the Australian industry continuing to investigate new technologies and opportunities.

SRA currently invests in this research area through Key Focus Area six of its Strategic Plan: Product Diversification and Value Addition.

This includes a major research project supported by SRA through investment from the Australian Government

Department of Agriculture as part of the Rural R&D for Profit program and by the Queensland Government Department of Agriculture and Fisheries.

"Lazuli Consulting's report is a timely and valuable input to the industry's thinking," said Mr David Rynne, Director of Trade, Policy and Economics at the Australian Sugar Milling Council (ASMC).

"With world raw sugar prices returning less than the cost of production, and with margins being eroded, Australia needs to reassess its heavy reliance on raw sugar.

"ASMC is in the early stages of developing a revitalisation strategy for consideration by other industry stakeholders including government, and diversification is one of the key pillars of work.

"This report demonstrates the array of possibilities available - to add value and shore up the viability of the sugar industry while delivering substantial environmental objectives," said Mr Rynne.

"The report also demonstrates the array of obstacles our members face."

- SRA acknowledges the investment contribution from the Queensland Department of Agriculture and Fisheries towards this research activity. ■

New AmiTron[®] giving cane growers strong results

Supplied by UPL Australia

Early weed control is important to give cane a clean headstart, but can carry some risk when rain is limited and infrequent. AmiTron[®] herbicide is reducing that risk and giving growers flexibility in their weed control programs.

AmiTron (700g ai/kg amicarbazone) is a new UV stable herbicide with both pre- and post-emergent activity against grasses, broadleaf weeds and some sedges.

Ingham cane grower **Robert Quabba** tried AmiTron last year after hearing about it from Northern AgriServices agronomist **Gary Williams**.

Robert and his brothers farm 235 hectares of cane over two properties in the Ingham area.

Last year they used AmiTron for the first time in ratoon cane and trialled the new herbicide in plant cane against their normal regime.

Their plant cane trial was undertaken on a six hectare block comparing two pre-emergent applications side-by-side. Half the block was treated with a mix of AmiTron at 500g/ha plus Gramoxone[®] at 1.6L/ha, and the other half was treated with a mix of diuron, Balance[®] and Gramoxone.

Robert found that the AmiTron herbicide mix did the "better job."

"Vines were evident where we used the other brew and there was a lot more arsenic weed present," Robert said. "But the AmiTron mix kept the vines out and was pretty clean. I'm really happy with the result."

Vines are problematic as they have large tough seeds with the vigour to germinate from depth and push through a trash blanket.

The unique ability of AmiTron to move through the soil with pulses of irrigation or rainfall allows the herbicide to reach deeply embedded germinating vine seeds.

Being UV stable with an excellent ability to pass through trash, AmiTron provides a good fit for some application timings not available to many herbicides in cane.

It's just as effective over a fresh green trash blanket as it is on bare soil, providing growers with flexibility for use on ratoon or plant cane.

Robert used AmiTron in his ratoon cane last season with great results.

A herbicide tank mix of AmiTron at 500g/ha, 100g/ha Balance and 1.2L/ha Gramoxone was applied post-harvest, straight over cane up to two-leaf stage on a green trash blanket.

"I'm rapt with the results in the ratoon cane and will definitely be using AmiTron again," said Robert. "I find that if you can get it clean post-harvest it stays clean."

As in most cane growing areas last year, Ingham had a very dry start to the season, receiving limited rainfall post-harvest until December, when the skies finally opened and months of very wet weather followed.

Gary Williams, agronomist at Northern AgriServices in Ingham has been impressed with the performance of the new herbicide so far, noticing good efficacy up to 12 weeks after application, even on out-of-hand applications receiving considerable rainfall since herbicide application.

"I've found AmiTron to be a good tank mix partner," he said, "and when used in conjunction with a grass herbicide you get very good control of both grasses and problematic broadleaf weeds and vines such as arsenic weed and passionflower."

When used in the right tank mix AmiTron not only allows for longer periods of efficacy, but can also help in achieving a wider weed spectrum.

"AmiTron is a very flexible herbicide," Gary said. "Most importantly, it provides us with a good alternative to diuron."

For more information on using AmiTron including suggested use, environmental guidelines and best practice, visit amitron.com.au ■

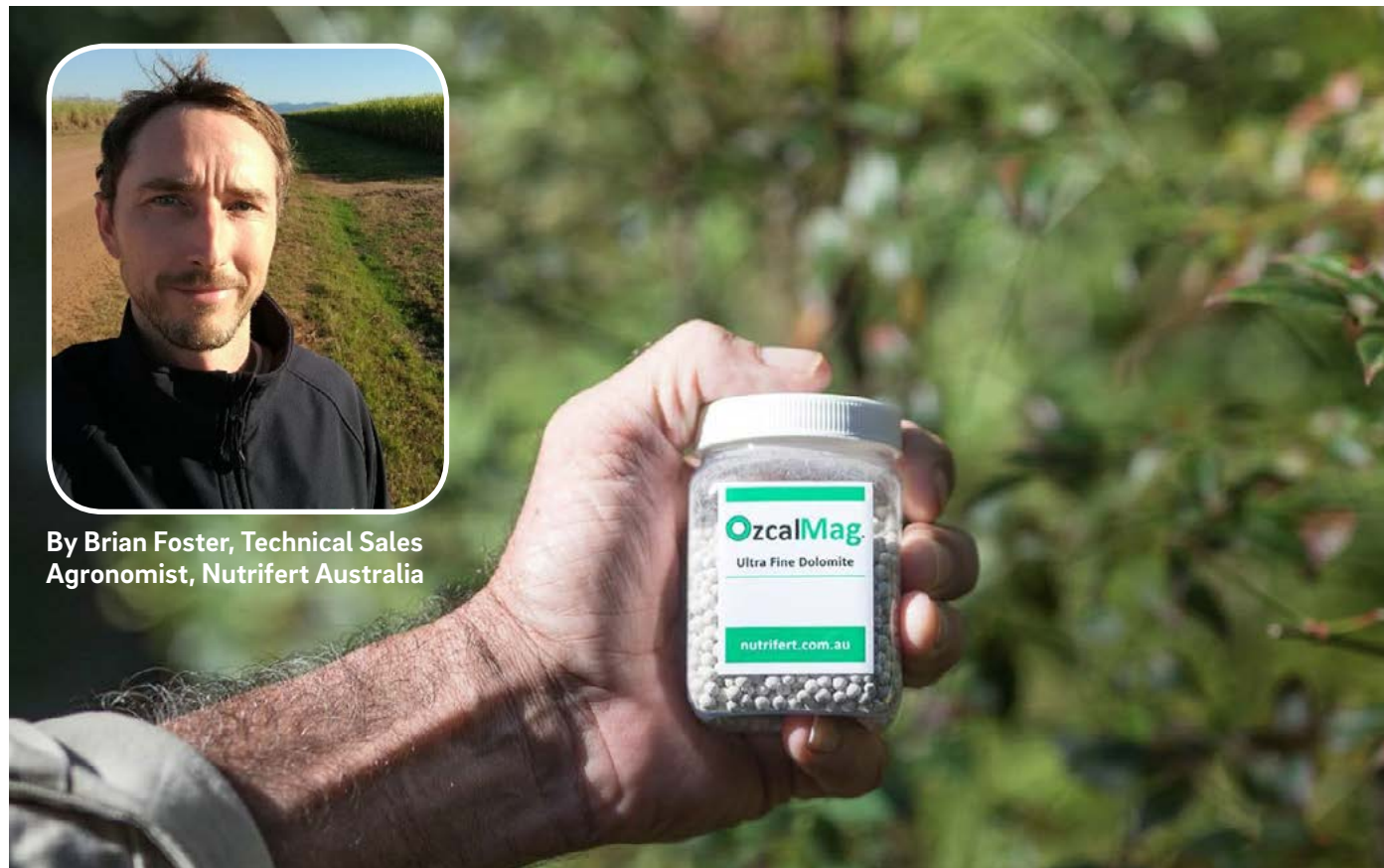
Pictured: The Quabba's plant cane trial approximately 12 weeks after broadcast pre-emergent application. (Below left) application of AmiTron and Gramoxone compared to (below right) diuron, Balance and Gramoxone application. Ingham, 2018.



Trial results show **OZCALMAG ACHIEVES SIGNIFICANT pH CHANGE AND BOOSTS SOIL NUTRIENTS**



By Brian Foster, Technical Sales
Agronomist, Nutrifert Australia



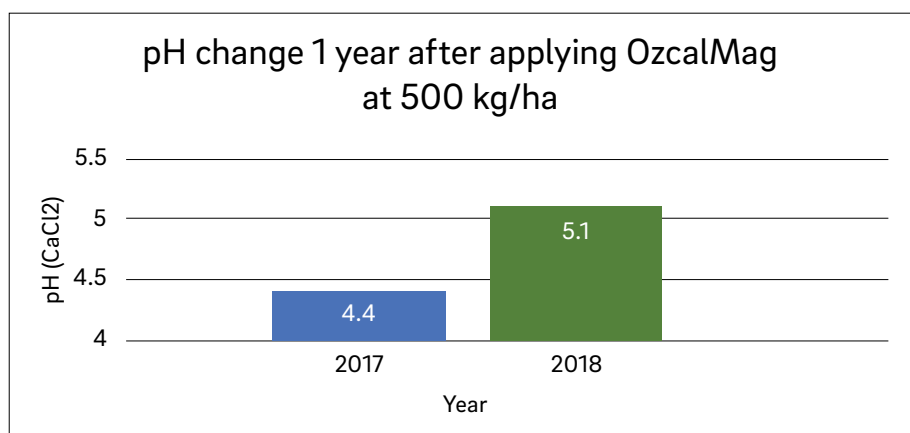
Granulated ultra-fine **OzcalMag** is the superior choice when it comes to dolomite. Recent trial results have shown significant positive benefits of **OzcalMag** on pH and nutrition.

Bundaberg Region Soil Trial

OzcalMag was applied at 500 kg/ha on a previously harvested sugar cane soil near Bundaberg. No crop was planted during the season, and a follow up soil test was taken 1 year after application to see if any changes had occurred.

Before application the soil was very light with deficient calcium and magnesium levels. It was also acidic, with a pH of 4.4. One year after application calcium, magnesium and pH levels had all increased.

This dispels the myth that changes as a result of ultra-fine amendments do not last in the soil.



Key Results:	1	pH increased by 0.7 (CaCl ₂), from 4.4 to 5.1
	2	Calcium levels increased from 140 ppm to 300 ppm
	3	Magnesium levels increased from 24 ppm to 55 ppm

OzcalMag Granular Dolomite

The ultra-fine particles contained in every granule of OzcalMag (dolomite) (95% under 45 micron) deliver superior soil pH adjustment, plus quick calcium and magnesium release into the soil.

The smaller the dolomite particle is in size, the greater the number that will come in contact with soil particles. Which means a greater exposed surface area of particles to react with acidic soil to neutralize pH and release calcium and magnesium.

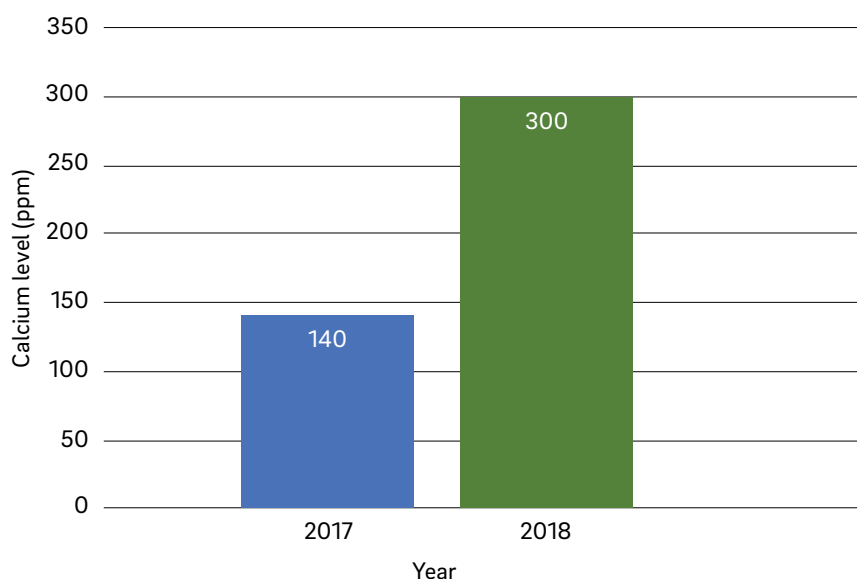
Each OzcalMag granule releases ultra-fine particles immediately upon contact with moisture, working deep into the soil to amend not just the top few centimetres, but the entire root zone. This means you achieve your desired pH faster using OzcalMag compared to broadcasting bulk dolomite lime, while also supplying your crop with available calcium and magnesium.

This makes it a great option not just for pH adjustment, but for supplying nutrition in acidic soils as well. You can clearly see here the results will last too.

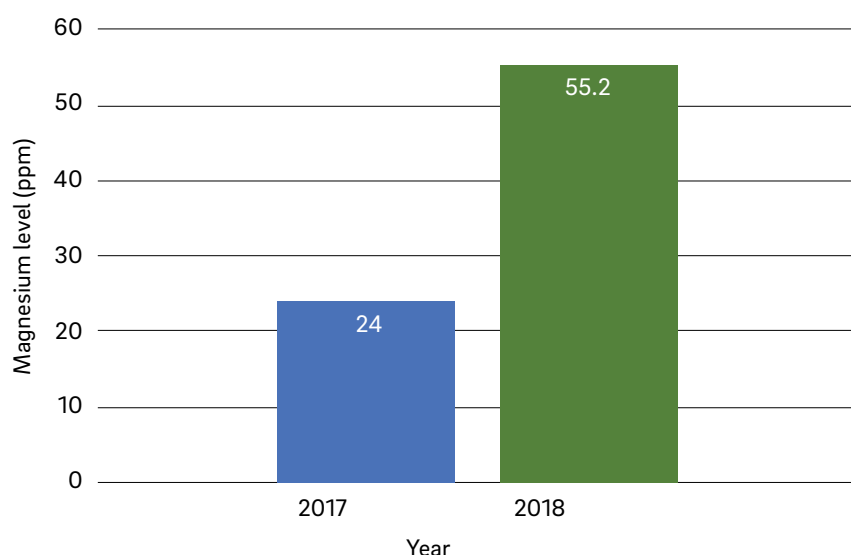
Precision Application

The granular form of the dolomite in OzcalMag allows direct placement in the fertiliser band where plant roots are active. Continuous nitrogen fertiliser use will acidify the root zone over time, therefore it is important to focus on concentrating dolomite applications in this area. Being in granular form, OzcalMag can be applied as a straight or in a blend with fertiliser for a **one pass application** (broadcast or banded). The research has shown that OzcalMag enhances the power of fertiliser when blended together.

Soil Calcium levels 1 year after applying OzcalMag at 500 kg/ha



Soil Magnesium levels 1 year after applying OzcalMag at 500 kg/ha



Application Rates

The superior release capabilities of OzcalMag allow it to be applied right up until the day of row forming for planting crops. Rates will vary depending on the situation. Things to consider are the type of crop, broadcast or in row application, row spacings and soil test results.

We recommend yearly applications to maintain a steady pH throughout each season, and to boost beneficial soil microbes and maintain soil structure. ■

BIGSHOT FERT APPLICATOR

NOW AVAILABLE IN THE BURDEKIN

Supplied by LiquaForce

"BigShot has been independently proven by the University of Southern Queensland to reduce nitrogen leaching by up to 17%".

A full-time liquid BigShot fertiliser applicator is now operational in the Burdekin.

The LiquaForce liquid fertiliser applicator is an ideal vehicle for the resourceful and economical application of LiquaForce product, BigShot, to ratooning crops.

LiquaForce BigShot is a specialised blend that is good for your crop, bank balance and the environment.

More than 15 million litres of LiquaForce BigShot liquid fertiliser were applied to cane fields from Sarina to Mossman in the 2018-19 season.

The blend is specifically developed for ratoon application and is the centrepiece of the LiquaForce Ezy3 complete crop management system.

A fertiliser based on nitrogen, phosphorous, potassium, zinc and sulphur, as well as the addition of organic components, BigShot has been independently proven by the University of Southern Queensland to reduce nitrogen leaching by up to 17%, and verified as an enhanced efficiency fertiliser (Pittaway et al 2018).

The USQ research showed the organic elements in BigShot help to slow down the release of nitrogen by stimulating soil microbes to take up luxury amounts of nitrogen, even converting some fertiliser to organic nitrogen.

Furthermore, compared to granular fertiliser, more nitrogen remains in the soil 199 days after applying BigShot, meaning the rate of application is reduced over the peak summer growing season – and that means improving your bottom line while reducing off-site nitrogen loss into the environment.

LiquaForce BigShot: the benefits are clear!

- ✓ Better results with less fertiliser
- ✓ Improved soil health
- ✓ More fertiliser in the crop and not the environment
- ✓ Compliance-plus under BMP and Six Easy Steps
- ✓ Reduced cost of operations through greater efficiency
- ✓ Reduces operator harm and fatigue by removing health and safety risks – no bag lifters!

The LiquaForce Ezy3 complete crop management system works to produce a triple bottom line for **production, environment and social outcomes.**

Get the best out of your crop this year and be part of the growing number of Queensland cane growers embracing practice change for the better.

Call LiquaForce today on 07 4776 5711 or visit our website www.liquaforce.com.au or connect with us on Facebook www.facebook.com/liquaforce/ ■



Liqua FORCE

THE FUTURE IN FERTILISING

At LiquaForce we're committed to supporting growers who have made the switch from granular fertiliser to our liquid complete nutrient management program to make significant gains in yield, environmentally friendly practices and financial savings.

But don't take our word for it – let the results speak for themselves!



Cameron Flegler, far north Queensland cane grower

"I use your products as it gives an even distribution of all elements of the fertiliser to the paddock. The contractor applies it in a timely application and does a thorough job showing pride in his work. For the cost of the completed job it gives good value."



DiMauro Family, far north Queensland cane growers

"We certainly see the fit with LiquaForce to complement our other farming practices after using the products for the last five years. It is certainly a bit dearer than granular options, but our yield, sugar and net returns certainly justify the higher value proposition with LiquaForce."



Maifredi Family, far north Queensland cane growers

"We have been using LiquaForce products for years now and cover all our farm nutrient planning and fertiliser usage based on PlantStarter, Big Shot and starting last year the Valu range for split applications of nitrogen."

INCITEC PIVOT FERTILISERS LAUNCHES NEW ENTEC APPLICATOR IN MACKAY

Supplied by Incitec Pivot

A new facility for applying liquid treatments to fertilisers was officially launched in front of a big crowd of cane growers and dealers in Mackay recently.

Incitec Pivot Fertilisers (IPF) launched its latest liquids applicator, the first of its type in North Queensland, to support the growing demand for ENTEC among cane growers.

ENTEC is an enhanced efficiency fertiliser treatment which stabilises nitrogen fertiliser and reduces the potential for losses including runoff, denitrification and leaching.

In recent years, dealers and agronomists in the Mackay – Whitsunday region have worked hand in hand with IPF to develop the market for ENTEC because it improves nitrogen uptake in cane and reduces losses.

Welcoming more than 50 guests from Proserpine, Mackay and Sarina to the opening, Trent Cosh, vice president northern with IPF, said the new facility at the company's primary distribution centre (PDC) in Mackay would not have been possible without the support of local cane growers and dealers.

"This facility is another significant investment in our liquid capabilities, not only for ENTEC but for other fertiliser treatments such as Green Urea NV and spray-on trace elements," he said.

Mr Cosh said IPF recently installed a similar liquids facility at Port Kembla in collaboration with GrainCorp, reflecting the company's broad strategy to invest, innovate and grow.

"Investments like these clearly signal that we are committed to supplying our customers with the right products at the right time in the right places," he said.

"We also take our environmental responsibilities seriously, investing not only in improving fertiliser management on-farm but also at our primary distribution centres and other sites."

Site supervisor at the Mackay PDC, Jim Lui, led visitors to see the applicator in action while Rob Dwyer, tropical systems agronomist with IPF, hosted other guests to informal talks with Steve Lawn from

EHS Manufacturing who developed the 'Stool Zippa' closing wheel to reduce nutrient losses in sugar cane.

"The Stool Zippa delivers compacted soil cover over the fertiliser band, keeping the nutrients where they have been placed and reducing runoff losses by nearly half," Mr Dwyer said.

Mr Lawn explained that the Stool Zippa had been developed over several years as a result of numerous field trials and computer-based simulations showing exactly how the finger press wheels performed in a range of soil conditions in sugar cane.

As the sugar season kicks off, demand for ENTEC treatment is ramping up at IPF's Mackay facility, as well as their Cairns and Townsville sites which also now have their own treatment applicator. ENTEC treatment across the cane regions of Australia has never been more accessible for growers.

Growers can expect to see more of ENTEC, fertiliser that stands its ground,

with television and radio advertising planned to coincide with the rugby league season. ■

Pictured: (below top) Stool Zippa, (below bottom) Jim Lui shows some of the first ENTEC treated urea produced by the new liquids applicator at Incitec Pivot Fertilisers in Mackay.



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* 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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2008 John Deere 3510 Wheel machine, JD 8.1 Litre engine, 3,700 hrs remanufactured engine, standard toppler. New chopper box bearings. 8 blade JD chopper drums.

2005 CAMECO 3510 Wheel Harvester, JD 8.1 Litre new engine, 3,500 hrs. SAI chopper motor conversion 8 blade chopper.

1997 CASE Track Harvester Komatsu 325 HP engine 6,000 hrs. 15" x 8 blade, raised cab with tilt kit, standard toppler.

1995 CAMECO Track Harvester 325 HP CAT engine 1,500 hrs rebuilt engine. Very good condition for age.

BSM 6 Tonne Side Tipper, Single axle unit 23x1x26 tyres, fitted to 2007 model New Holland TS115A, 4WD. Will separate.

CASE 7700 pump drive gearbox complete 2006 model & CANETEC PUMP BOX complete 4 outlets.

NEW! BILLET PLANTER 2500. Rubber belt cane feed. Immediate delivery.

2x TOFT 7 tonne Hi-Lift side tipping trailers. Remote hydraulic's. 23x1x30 tyres on single axles.

Whole Topper late model CASE as new complete with hydraulic valve.

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

IN STOCK NOW 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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Mossman-Tully

1x Massey Ferguson 6475. 1x Massey Ferguson 5465. 6 tonne side tipping haulout tractors. VGC. Ph: 07 4056 2063.

HBM billet planter, wide elevator, tank for liquid fertiliser, 2 cameras, stray bar and shute, 2 fill fertiliser boxes. Toft 6000 harvester, 4 tonne tipper bin with hydraulic paddle \$25,000. Ph: 0407 364 012.

Pressure Cleaner 2,000 PSI PTO Driven, GC \$300 + GST. Ph: 07 4067 6236.

International B414 - good tyres, high clearance, mid-mounts \$4,500 ONO. Ph: 0407 581 733 or 0421 042 466.

Mackay-Proserpine

12T self-propelled 6x6 elev infielder. Very good condition. Ph: 0438 606 578 (Mackay). 6t side/tipper on Leyland tandem. Good condition. Ph: 0438 606 578 (Mackay).



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Classifieds

Don Mizzi 741 model on Fiat 750 special turbo plus MF102 half-tracks to suit. Ph: 0438 606 578 (Mackay).

Celli Tiger spike hoe, 2.5m wide with hydraulic crumble roller and oil cooler. Very good condition. Ph: 0438 606 578 (Mackay).

Howard AH Rotary Hoes fully reconditioned - 1x 100", 1x 90", 1x 80". Howard AR Rotary Hoes fully reconditioned - 2x 80". Also available S/H AR Howard 90". Parts available for Howard AR & AH Rotary Hoes from \$50 to \$500. Ph: 07 4959 5885 or 0407 643 441.

2014 New Holland T7.220 auto command tractor with 2008 14 ton Carta elevating bin. 5,600 hrs on tractor. VGC. \$190,000 inc GST. Mackay area. Ph: 0419 726 140.

6t side tipper Ian Ritchie, Excellent condition \$15,000 + GST. Ph: 0478 719 294.

2015 Case Track Harvester 8800, Trimble GPS, shedder topper, hyd. adjustable fronts 1.50m to 1.85m. Balance valve fitted to front suspension; iFit engineering chopper drums; Glenella Engineering taper locks on chopper gears; Blackey Bisalloy elevator floors; greasing system fitted; Tungsten on front shoes; floating side walls & base cutter discs. All in good condition. Ph: 0427 617 807.

Track transporter; 2x6t side tippers; V10 Mercedes motor; Robot running gear. Good condition. Ph: 0427 617 807.

2016 Case 8800 Track Machine, 2200 Hours, EHS 8 Blade Choppers, Trimble GPS, Blackey Bisalloy elevator floors, Standard Topper, 2 speed wheel motors, Pro Rata Engine Warranty. Very tidy machine. Ph: 0428 182 464.

New Holland TS110A 4WD, 110hp, 4,980hrs, \$42,900 Inc., Kubota M135X-DC 4WD, Loader + 4in1 bucket, 135hp, 4,970hrs, \$58,000 Inc. Ph: 0418 788 643.

Engine Overheating alarms, Digital reading, 100% Oz Made, cheap compared to rebuild costs, multiple uses, available with dual or single sensor inputs, Local supplier. Ph: 0438 552 711.

Bundaberg-Rocky Point

Criton Mark 2 Harvester with 135 Massey Ferguson Tractor attached. Fiat High Spray Rig 7 Foot clearance. 2x 6000 Austoft Harvester Elevator Sleys and 1 Ram. Quantity of elevator flights to suit Austoft Cane Harvesters 4000 & 6000. Hydraulic Wheel Motor to fit Austoft Cane Harvesters 4000 & 6000, as new condition. Quantity of commercial pumps and motors to suit

Austoft Cane Harvester 4000, 6000 & Mark 1. Diff and Episicals to suit Austoft Harvester Mark 1 and Mark 2. Dyna Power motors and pumps. Quantity of 5 inch irrigation pipes. Topper to suit Austoft Harvesters 6000 & 7000. Ph: 0427 598 333.

Avoka T4/10 winch near new hose \$5,500. 7 tyne ripper with crumble roller \$5,000. 3 leg square plough \$4,000. Cut away disc with rake \$250. GAL Fert bin with ripper & coulters for trash \$2,500. Fert bin with 11/4" tynes on 2 1/2" tool bar \$2,000. 1200L fuel tank \$300. 600L spray tank \$250. JHC 20 plate offset \$1,500. 90" hoe with ripper & crumble roller \$4,500. Cane planter with 2 trailers \$300. 3 point linkage scoop \$350.

10ft land plane \$3,000. Curly tyne bar with cane rakes \$800. 600L silvan spray tank/6m boom \$1,800. All prices incl GST. Ph: 07 4159 9489 or 0458 599 486.

P&H trash incorporator fertiliser box, plastic bin, stainless steel worm \$12,000 + GST. 100" heavy duty powered rotary hoe \$7,000 + GST. Whole stick planting machinery and various other items. Ph: 0417 617 084.

Wanted

Moller billet planter with tandem & rocket steering assembly. Ph: 0412 964 155.

Tractor from 75hp - 115hp in good condition. Ph: 0409 478 584.

Rainfall Report

brought to you by Sunsuper

Location	Recorded rainfall (mm)		Average rainfall (mm)	
	7 days to 9am		January–July	
	01.07.19	08.07.19		
Mossman	16	0	2438	1761
Mareeba AP	0.2	0.2	629	724
Cairns	11	16	1848	1628
Mt Sophia	63	16	2593	2655
Babinda	69	11	2444	3402
Innisfail	42	81	2702	2849
Tully	13	0	1925	3303
Cardwell	6	16	1910	1686
Lucinda	10	0	2215	1705
Ingham	10	14	2636	1591
Abergowrie	11	44	1856	1457
Townsville	0.8	5	1747	882
Ayr DPI	0.6	18	947	727
Proserpine	0	43	1391	1049
Mirani	7	60	1381	1155
Mackay	4	87	1042	1209
Sarina (Plane Ck)	0	51	1302	1316
Bundaberg	7	4	242	652
Childers South	8	7	245	552
Maryborough	21	12	433	781
Tewantin	139	19	749	1217
Eumundi	55	39	498	1172
Nambour	114	50	826	1169
Woongoolba	106	38	553	906
Murwillumbah	82	0.5	474	1103
Ballina	156	55	791	1265
Woodburn	0	0	261	968



dream with
your eyes open

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

STL shares wanted. Ph: 0408 448 227.

Work Wanted

Experienced harvester operator requires position for the 2019 season. Any area, willing to travel. Ph: 0400 790 460.

Experience on tractors, willing to work harvest season, any area – willing to travel, open QLD manual drivers licence, forklift ticket, white card. Ph: 0459 604 865.

Property

Wallaville-Tirroan cane farm for sale in 3 adjoining blocks. 205ha CPA, 16ha

grazing. 50/50 red/black soil. 865ML water allocation BWS, 106ha gravity-fed centre pivot irrigation with balance winch and flood. One house renovated 2017. One house built 2005. 3 machinery sheds. Ph: Geoff 0477 704 134.

Cane farm Mulgrave Valley. 35 kms South of Cairns. 209 Acres Total. Approx 170 Acres cane area. Ph: Steve 0410 600 247.

Cane farm Mulgrave Valley. 40 kms South of Cairns. 185 Acres Total. Approx 100 Acres under cane. Ph: Steve 0410 600 247.


Cane farm, Silkwood area. 27.82 ha total, 27.62 under cane on 1 freehold title. 5 yr av 97 t/ha. 7.5 kms from Kurrimine Beach. Shed and bore water. Ph: 0417 647 002.

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.

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 6kms 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.





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