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FEATURES

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The 2021 season is at the halfway point, it has been a long road and growers are keen to take advantage of good prices and finish before predicted wet weather.

20 Wetlands success

Wetlands constructed on sugarcane farms over two decades ago are proving to have more than one postitive outcome.

22 Chasing the dream

Moving house can be challenging but how would you go changing agricultural industries and moving interstate with a young family?

28 Critical soil sampling

A rundown of the best soil sampling techniques to optimise crop performance through determining its nutritional requirements.

COVER IMAGE: The race is on to beat the wet weather and get the best outcome from this season's harvest. Read more on page 5.

CONTENTS IMAGE: Hoyt, six, like his mum and dad is loving life after moving from SA to a sugarcane farm in the Burdekin. Read more on page 22.



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Vews Brefs



On farm discussions about reef regs

LNP Members of the Queensland Parliament have spent September visiting CANEGROWERS members in the Mackay, Burdekin and Tully regions to talk about reef regulations.

Pictured above is Tully grower **David Singh** and his son **Randeep** explaining their farming practices, technology and equipment to Gregory MP Lachlan Millar and Bonny MP Sam O'Connor. Mr O'Connor is the Shadow Minister for Environment and the Great Barrier Reef.

CANEGROWERS argues that voluntary programs, like Smartcane BMP, are the best pathways to sustainable, productive and profitable industry of businesses motivated to adapt and innovate and that regulations, based on a flawed perspective of industry effort, should be repealed.

Plastic ban brings opportunity

CANEGROWERS has welcomed the Queensland Government's ban on some single-use plastic items, which came into effect on 1 September, saying it will help build the business case for local products that are biodegradable, compostable and based on a renewable resource, such as sugarcane.

"This ban is a very positive move," CANEGROWERS CEO **Dan Galligan** said. "As well as taking some plastic out of the environment and waste stream, the ban should stimulate demand for Australian-made bioplastics and biodegradable fibre products.

"The manufacturing technology exists and we have the renewable feedstock growing in our cane fields in abundance.

"What we need are companies with a conviction to invest in processing and manufacturing in regional Australia to replace the many imported products which are gaining popularity with consumers and taking the place of the now-outlawed plastic straws, cutlery and containers."

CANEGROWERS 2020-21 Annual Report is now available

The report can be downloaded from the Publications page on the CANEGROWERS website now and will be available from your local CANEGROWERS office after 12 October.

The CANEGROWERS 2020-21 Financial Report is available to Members on the Member Resources page of the website. Use your membership number and district name to log in.

A notice for the CANEGROWERS Annual General Meeting is included in this magazine along with a proxy form to register your vote if you are unable to attend.■





Growers keep an eye on the horizon

Queensland's 2021 cane harvest tipped over the halfway mark in September, with more than 16 million tonnes of a projected 29.3 million tonnes of cane cut and then crushed at the state's 19 sugar mills.

While some districts enjoyed a perfect start to the season, others have lagged, hampered by wet weather, logistical problems and poor mill performance. The result is that the 2021 harvest is almost one million tonnes behind where it was at the same point last year.

Despite this, growers remain optimistic, buoyed by the highest sugar prices since 2017. Growers are also keeping a weather eye on the horizon, with meteorologists predicting a wetter than average spring across Australia's eastern seaboard.

The Bureau of Meteorology has put the chances of above average rainfall for most cane-growing regions during the October-December period at 65-85%.

Bureau climatologist Dr Andrew Watkins said the main reason behind the prediction for a wetter than average spring was a climate driver called the Indian Ocean Dipole (IOD).

"We've currently got a negative IOD - a phenomenon which typically brings an increased chance of rainfall to southern and eastern Australia," he said.

"This negative IOD is expected to persist throughout spring but is currently weaker than the last negative IOD event we saw in 2016, which brought Australia's wettest May-October period on record."

With almost 50% of this year's cane crop still in the paddock, the race is now on to get as much cane crushed as possible before rain arrives.

"The prospect of an early start to the wet season and above average rainfall, coupled with concerns over mill reliability in some districts, is understandably causing unease for some Queensland growers," CANEGROWERS Head of Economics **Warren Males** said.

"While growers can't control the weather or manage mill performance, they can sleep easy, knowing that any price risk issues that might arise can be managed in consultation with their GEI sugar marketer."

Growers remain hopeful of getting all of their cane crushed. However, if cane is left unharvested, Mr Males said there are more options than ever before when it comes to pricing standover cane.

Pictured: Cane awaiting transfer to the mill in Herbert River. "Thanks to the new pricing structures arising from the Grower Choice in marketing arrangements that CANEGROWERS secured, growers have a lot more flexibility to manage pricing for any cane they are unable to harvest as a result of forecast wet weather."



Redirecting Google Maps

CANEGROWERS has escalated its efforts to assist members to resolve issues with trespassers on farms being directed down private tracks and headlands by Google Maps.

Legal Adviser **Chris Cooper** has written to the internet giant's legal team after almost two years of attempting to resolve mapping and directions errors through Google's complaints and corrections links have been ignored.

Issues within the southern Rocky Point region, highlighted in the September issue of *Australian Canegrower*, were raised with Google by the local CANEGROWERS office more than a year ago.

CANEGROWERS district offices have also made representations to Google on behalf of members in Mackay and the Burdekin and individual growers have lodged their own complaints.

Mr Cooper says a formal letter to Google Australia's legal team has led to a request for more information about the errors.

"It is disappointing that thess problems are persisting," Mr Cooper said. "I hope that by contacting Google's lawyers we are on the path to a resolution for the growers who are being confronted by lost travellers on their farms who've been directed onto private property by Google Maps.

"There is a serious safety issue with large farm machinery being moved around private property being confronted with private vehicles where they are not expected.

"CANEGROWERS is very concerned a grower could find themselves on the wrong end of a law suit for damages and personal injury should an accident occur.

"We will support any member who has this problem and keep the pressure on Google to ensure the errors are corrected."■

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Got powerlines on your farm?

CANEGROWERS members can now access a 50% rebate on the cost of devices which make powerlines more visible.

The discount applies to up to 10 rotamarkers for each farm.

These devices can help prevent accidents involving high vehicles and machinery.

The deal, which is part of an initiative to improve farm safety, is offered through CANEGROWERS membership of the Queensland Farmers' Federation and in partnership with Ergon Energy and Energex.

"Any farming business with overhead powerlines on their property that plants, harvests, sprays, irrigates or uses aerial applications should have a powerline safety plan and install overhead powerline markers to increase visibility and help prevent contact," QFF CEO Dr Georgina Davis said. For more information go to www.qff.org.au/media-releases/ rotamarker-rebate-improvefarm-safety.



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MACKAY REGION

After rain delays LiquaForce applicators are busy applying, now the new plant in Mackay is operational. Growers are very happy with the Bigshot blends as they are performing well with LiquaForce subsurface application, even with damp ground. Yield increases in cane fertilised with LiquaForce BigShot in 2020 are reported from growers up to 20 tons/ ha. Plant cane is performing vigorously with LiquaForce PlantStarter21 and growers are pleased with the response.

Your local rep: Don McNichol 0429 540 066

HERBERT REGION

Another difficult year in the Herbert, planting either side of rain and showers, but growers and contractors alike are saying the benefits of PlantStarter21 are obvious. Apart from the good striking despite the wet and cold soil after rain fell on freshly planted paddocks, there was no concern with clogging fertiliser worms or covering bags from the showers etc. On top of that the contractor could cover around 2 hectares more area per day due to no handling of one-ton bags. Harvesting is also returning good results, with a grower in the Abergowrie area asking us, "what the heck did you put in the LF Bigshot last year?!" He went on to say the volume of cane going through the harvester this year was incredible. Not only that he was ahead of all his group in tons of sugar per hectare this year. A very happy LiquaForce customer.

Ingham Office: 4776 5711

BURDEKIN REGION

Dozens of new customers have come on board in 2021 in the Burdekin with triple the volume of PlantStarter21 sold compared to last year. Lots of local growers are also making the switch to LiquaForce Bigshot this year. Both products are continually proving their performance value, with one farmer conducting his own trial against an alternative fertiliser with an increased yield of 25 ton/ha.

Your local rep: Robert Woods 0429 658 318

NORTHERN REGION

The northern LiquaForce district continues to grow, with more growers seeing the benefits of using LiquaForce products, especially in wet conditions, from Kennedy, along the coast to Mossman and inland to Mareeba and the Atherton Tablelands. LiquaForce recently conducted BigShot trials in Mareeba and on the Tablelands and late plant cane is performing strongly with faster emergence and vigorous root growth obtained from the unique combination of growth hormones and available phosphorous in LiquaForce PlantStarter21. LiquaForce is also continuing to engage with other crops such as limes and bananas throughout the region.

Your local reps: Maurice Shephard 0457 924 762 / Jordan Villaruz 0404 787 144

Cane industry confidence rises with sugar prices

Strong sugar prices have helped fuel an upswing in confidence in Queensland's farm sector, according to Rabobank's latest quarterly Rural Confidence Survey.

The survey found that close to two-thirds of the state's cane producers are expecting conditions to improve in the year ahead, the most positive outlook for the sector in 12 years, with sentiment in the state's agricultural sector more generally also reaching an 18-month high.

"There is the confidence in food and agri in general, which is being seen as a pretty safe space to be in," Rabobank regional manager for North Queensland and the Northern Territory **Trent McIndoe** said. "This is fuelling not only farmer confidence, but also investment in the sector.

"With strong confidence also reported among cotton, beef and grain producers, investment in the state's ag sector is set to increase, with the Queensland 'investment intentions index' – which measures farmers' plans to invest in their own businesses over the next 12 months – now at its highest level in the survey's 20-year history."

It's no surprise that confidence is up amongst farmers, with the latest ABARES report predicting a record-breaking year for Australian agriculture.

Gross value of production is expected to reach \$73 billion in 2021-22, according to the *Agricultural Commodities: September Quarter* report.

ABARES Executive Director **Dr Jared Greenville** said if the forecast proves to be accurate, it will be the first time the agriculture sector has been valued at over \$70 billion.

"The forecast for next year is due to a combination of factors, all tumbling neatly into place," Dr Greenville said.

"The value of crop production is set to rise by 7% to \$39.5 billion because of another near-record winter crop harvest, combined with strong global prices for grain, sugar and cotton. While there are risks related to mice, labour availability and continued uncertainties due to COVID-19, we are expecting national production to remain robust.

"Strong domestic production and a favourable global market are set to see exports also hit a record of close to \$55 billion in 2021-22. The biggest contribution to growth in exports will be crops, which are set to rise by 17% to \$30 billion.

"Unfortunately, all good things must come to an end. Australian farmers operate in one of the world's most variable climates so we cannot expect the good seasons to keep coming. The same can be said for high world prices. That said, the last two years have placed our farmers in a good position to take on any challenges ahead," Dr Greenville said.



Smartcane BMP still kicking goals

While most of the industry has been hard at work getting this year's crop cut and crushed, Smartcane BMP facilitators have been on the ground helping growers kick sustainability goals, with the program recording its 650th farm business accreditation in September.

The new milestone was reached just over a year after hitting 500 accreditations.

Reaccreditations, due after five years, are also continuing and involve around 20% of all accredited growers this year.

"I'd like to thank and congratulate all the growers who have continued working towards accreditation during this extremely busy time of year," Smartcane BMP manager **Kate Gowdie** said.

"I'd also like to recognise the hard work and dedication of our facilitators, whose top priority is always achieving the best outcome for growers.

"Demand for Queensland's sustainable sugar continues to grow and Smartcane BMP accredited growers are best placed to meet this demand.

"If you're keen for your business to be profitable, productive and sustainable, talk to your local BMP facilitator today."

CANEGROWERS manages the delivery of this industry-developed best management practice program with the support of Queensland Government funding.

For more information or to find your local facilitator go to <u>www.</u> <u>smartcanebmp.com.au</u> or visit your local CANEGROWERS office. ■



Pictured: Don Hussey from Edmonton (Mulgrave) in Cairns is kicking goals as an accredited Smartcane BMP grower.



CEO COMMENT

By Dan Galligan, CEO CANEGROWERS

POLITICAL INFLUENCE IS ABOUT RELATIONSHIPS

If a week is a long time in politics, what could happen in 160 weeks? 160 weeks ago **Malcolm Turnbull** had just been deposed and replaced as Prime Minister by **Scott Morrison**. In 160 weeks from now, Queensland will be heading into another election.

Politics is often a volatile melee, with little apparent consistency or strategy. As a result, CANEGROWERS role in political advocacy can be challenging.

Effective advocacy of any kind is built on strong relationships but building trusting, honest and forthright relationships can take time. As an industry body with nearly 100 years of experience, CANEGROWERS has a culture of looking at the long game. We will not be distracted by the drama of the day.

We take that approach to political advocacy and, by extension, the relationships that need to be formed if we are to turn around entrenched government policy decisions. Essentially, we are in the business of changing minds.

Many issues that threaten the profitability of cane growers, which is our highest priority, are long term issues.

These longer-term policy impacts can be insidious. While they can start out as mildly inconvenient, they can progress quite quickly to become downright threatening to livelihoods. To avoid this outcome, we must present well thought-out policy options for both the sitting and any prospective government ministers.

Obviously, the next Queensland state election means a possible change in government. CANEGROWERS sees it as critically important that the process of informing better policy outcomes starts well before polling day.

That is why over recent weeks, several CANEGROWERS district offices have hosted MPs and representatives from the opposition and minor parties.

CANEGROWERS representatives have used the visits to influence the policy views of these politicians. It is important we do this now and not wait for an election, because who knows what might have happened by then.

Equally, policy results can be achieved much sooner. A sitting government does not need to wait for an election to be forced to change policy direction. So we continue to meet with key government ministers to present policy options around electricity and water pricing, transport and reef regulations.

No matter what 'team' they're on, effective politicians are always looking to inform their policy views. CANEGROWERS will always represent the views of growers to them to ensure we are credible and representative, but also solutions-focused. Political leaders do not have time on their side.

In the end, the numbers will tell the tale in parliament. That's why we are working every day to add one more number to our side of the ledger
one more politician who shares and supports a positive view of our industry's future. ■

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NSW industry enjoying "tremendous season"

The New South Wales cane crush passed the midway mark last month, with favourable weather conditions enabling harvesting crews to cut 850,000 tonnes of cane since the season start.

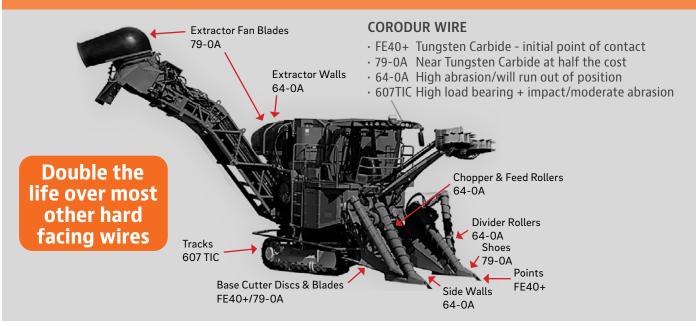
"Ultimately we're having a tremendous season so far, which is encouraging for our growers and the industry," Sunshine Sugar CEO Chris Connors said.

"A relatively warm winter allowed for some additional growth in both 1- and 2-year-old cane and coming into Spring there has been an uplift in CCS, with sugar content performing well above average."

"The local sugar industry continues to prove that it's a reliable and consistent agricultural business here in the Northern Rivers region. This season we're in a position to offer a record cane price to our NSW growers off the back of a solid world market and new varieties that are performing well above historical CCS averages, which is in stark contrast to many other industries," Mr Connors said.



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Plane Creek Kathy Zanco 0437 645 342 **Southern Queensland**

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By Paul Schembri, Chairman CANEGROWERS

2021 HARVEST - THE PRESSURE IS ON

Harvest crews have had a patchy run over recent weeks, with the Far North, Northern, Burdekin and Central regions all recording substantial rainfall.

That rain has made harvesting difficult and valuable time has been lost waiting for field conditions to dry out. Cane planting is also behind schedule in some areas.

Poor mill performance and logistical issues have also hampered harvesting operations in some regions

Despite this, Queensland's sugarcane harvest passed the halfway mark in September. The next three months will be critical to the success of our season and dry weather will be the most important factor going forward.

Apart from, in the parched southern region, where growers would undoubtedly welcome a bit of rain, for the rest industry, which accounts for about 90% of the crop, significant rainfall could seriously hinder our ability to get the entire crop off.

As a grower said to me recently, "The price is right, but the weather ain't." That pretty much sums up the year to date.

At a time of high world sugar prices, we want to harvest every stick of cane we've grown and get it through the mill.

WTO dispute

You might well be thinking that given that world sugar prices are so strong, our complaint against Indian export subsidies is of lesser importance but I assure you it is not.

In fact, the recent burst of strong prices has its origins in export subsidies.

Recently, the Indian Government announced that it would temporarily halt

further sugar export subsidies and that announcement helped to push sugar prices upwards.

This highlights a very important point, namely high prices and export subsidies can't co-exist.

So, when will we receive the muchanticipated WTO panel decision on this important matter? It is believed that the Panel decision will be handed down in October.

The Federal Government has not lessened its commitment to support the industry on this issue.

Recently, Trade Minister Dan Tehan phoned me to confirm that despite all the other trade issues confronting the government, the sugar dispute in the WTO was still front and center for the Federal Government.

Smartcane BMP myths

One of the strategies developed by CANEGROWERS to demonstrate that our members are well qualified to manage environmental sustainability, is the industry-driven best management practice program, Smartcane BMP.

This program is not only about proving that our growers operate to a high standard of environmental stewardship, it also helps growers optimise their fertiliser and chemical planning and use for the best economic outcome.

Just over 650 cane farming enterprises, accounting for 35% of Queensland's sugarcane area, are now accredited under the Smartcane BMP program. A further 1,400 farm businesses are benchmarked in the program and working their way towards accreditation.

Unsurprisingly, some myths have taken root about supposed barriers to growers joining the program which I want to dispel.

For instance, there is a myth that Smartcane BMP demands that participating growers collect and submit all required data electronically, by computer. This is absolutely untrue.

In fact, I have done my Smartcane BMP accreditation with the old-fashioned way of recording information manually on farm maps and notebooks.

Secondly, it is often said that being Smartcane BMP accredited affords no additional benefits to growers.

Again this is untrue. For almost 10 years, no Smartcane BMP accredited grower has been subjected to an audit by reef regulation compliance officers of the Queensland Government.

Growers who are accredited have been able to get on with life without fear of intrusive government audits.

If you are considering participating in Smartcane BMP with a view to accreditation, I encourage you to contact your local facilitator.

Smartcane BMP remains an important program that not only demonstrates our environmental credentials, but also proves that we can manage environmental sustainability without government regulations. ■



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Two harvesters cutting cane at Marian and Pleystowe attracted more than the usual interest last month, with a team of industry stakeholders watching from the paddock.

At various times, this group included growers, harvest contractors, researchers, millers, agronomists, government representatives and agtech specialists during two days of demonstrations and trials.

Each harvester was fitted with a Sugarcane Harvest Logistic Optimisation Tool, known as SCHLOT Live.

SCHLOT Live was developed by the agricultural engineering company Norris ECT and is based on research and investment by Sugar Research Australia and the Australian Government under the Rural R&D for Profit program. SCHLOT Live is designed to assist operators to get more cane in the bin.

The demonstrations were initiated by Mackay Sugar, which rented the two SCHLOT Live units. DMD Hydraulics fitted the equipment to harvesters owned by Mackay harvest contractors, Andre Camilleri and Chris Perna.

The aim of the exercise was to start a serious conversation about how all industry participants can get a bigger slice of a bigger pie, without financially disadvantaging anyone in the supply chain.

With a special display screen fitted in the cab, the harvest operator can monitor what happens when variables such as the

BY CHRIS WALKER

"The aim was to start a serious conversation about how all industry participants can get a bigger slice of a bigger pie." speed of the harvester or the speed of the primary extractor are changed.

In particular, the SCHLOT Live screens show the 'sweet spot' where the speed of the harvester and the primary extractor fan work in tandem to land as much quality cane in the bin as possible.

During the demonstrations, bystanders in the field were able to monitor harvester performance live via a tablet provided by Norris ECT.

Harvesting predictive tool

SRA representatives were also on hand to show growers and harvest operators an early version of a new harvesting predictive tool, which they are currently developing in conjunction with economists from the Department of Agriculture and Fisheries Queensland (DAF).

The tool will take the form of an app that can be used on smartphones, tablets or computers.

Economic variables relating to an individual harvesting operation can be entered into the app to show the tipping point at which harvest gains achieved by optimal harvesting methods will outweigh the cost of the operational changes.



During the demonstrations, the total material blown back into the paddock by the primary and secondary extraction fans was carefully gathered up.

It was measured to see how well the cane loss numbers on the SCHLOT Live screens correlated to what was happening in the field.

"The SCHLOT

results were

checked for

by SRA and

personnel"

Mackay Sugar

accuracy

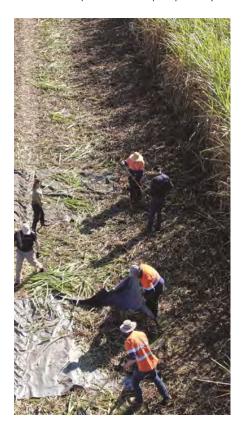
Bin results were also analysed by Department of Agriculture (DAF) economists to assess the financial impact on industry stakeholders – not just growers but harvest operators.

Results will vary from farm to farm and district to district, according to the type of sugarcane variety, the amount of trash it produces and the size of the crop.

Six variables relevant to the Mackay industry are being measured. Results will be presented in September/October after two more on farm demonstrations have been held.

Mackay growers or harvest operators who are interested in trialing a SCHLOT Live themselves can get in touch with Mackay Sugar's Markus Reiners M.Reiners@mkysugar.com.au.

Those interested in finding out more about the costs calculator developed by SRA and DAF can contact SRA's Dylan Wedel at 0490 029 387 or <u>Dwedel@</u> sugarresearch.com.au.■ Pictured above: Watching the Pleystowe SCHLOT Live demonstration Pictured below left: Operators can see via the SCHLOT Live screen the results of changing variables like harvester and extractor speed directly in their cab. Pictured below: Collecting and weighing sample trash in the field for analysis.





QSL MARKET UPDATE



- It has been a volatile month for the Oct21 ICE 11 contract in the lead up to its expiry, with both macroeconomic and fundamental factors playing parts in shifting raw sugar prices around in a broader 18.50 USc/lb – 20.50 USc/lb range.
- > Weak demand for prompt physical sugar has appeared to limit the upside potential of the Oct21 contract, with high freight costs also contributing to traders struggling to find importers for raw sugar in the short term. This is evidenced by the Oct21/Mar22 ICE 11 contract spread, which has fallen as low as -0.81pts in the past week.
- The Brazilian Sugarcane Industry Association, UNICA, recently released a harvest report for the second half of August with most figures printing in line with expectations. Cane crushed and sugar produced for the fortnight was up approximately 2% compared to the same period in the 2020/2021 season, coming in at 43.1 million tonnes and 2.9 million tonnes respectively. Cane crushed is now up to 392.6 million tonnes to date and sugar produced to 24.3 million tonnes, lagging behind the 2020/2021 season by approximately 6%.
- Closely watching: Brazilian harvest statistics from UNICA, Indian export subsidy news, macroeconomic influences, including COVID-19 and speculator activity.

Currency



Current as of 24 September 2021

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- After kicking back up to almost 75 US cents in the early stages of the month, the Australian Dollar (AUD) trended steadily downwards from its high of 74.78 US cents on 3 September down to 72.20 US cents just a week later. The collapsing price of iron ore appeared to be one of the main drivers dragging the AUD lower.
- Iron ore prices dropped off the back of Chinese steel production slowing as well as the China Evergrande Group (one of China's largest property developers) closing in on defaulting on hundreds of billions of dollars of debt. Iron ore futures traded below \$US100/tonne for the first time since July last year and are now down almost 60% since record highs in May.
- > The Reserve Bank of Australia (RBA) met early in the month for their September meeting where the schedule of asset purchase tapering was confirmed to be \$4 billion a week from early September through to at least February 2022. This slightly surprised the market and resulted in the AUD falling 25 basis points lower on the announcement. It was also noted by the RBA that "the Delta COVID-19 outbreak is expected to delay, but not derail, the recovery."
- Risks Ahead: Iron ore prices, Victorian & NSW COVID-19 lockdowns, US inflation and interest rates, and RBA commentary.

KEY	INDI	CAT	DRS

Sugar

	24/09/2021	Monthly change
ICE11 Prompt (Oct21)	19.49 USc/lb	-0.80 USc/lb
Brazilian Real/\$US exchan	+0.05 BRL	
Brent Crude Oil	\$US77.25/barrel	+\$US6.20
Ethanol/Raw Sugar Parity	18.41 USc/lb	+0.81 USc/lb
Net Spec Position 20	9,000 (net long)	-48,000

	24/09/2021	Monthly change
\$AUS/\$US exchange rate	\$US0.7295	+\$US0.0037
\$US Index	93.09	+0.19
Chinese Yen/\$US exchange ra	te 6.46 CNY	-0.01 CNY
S+P 500 Index	4,448.98	-37.25
RBA Overnight Cash Rate	0.10%	0.00%

RAW SUGAR PRICES



– 2021 Season — 2022 Season — 2023 Season — 2024 Season

This is a whole-of-season ICE 11 price chart current as of 24.09.21, based on a 1:2:2:1 pricing ratio for the 2021, 2022, 2023 and 2024 Seasons.

Disclaimer: This report contains information of a general or summary nature and is based on information available to QSL from many sources. While all care is taken in the preparation of this report, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. The update on marketing and pricing activity does not constitute financial or investment advice. You should seek your own financial advice and read the QSL Pricing Pool Terms, which are contained on QSL's website. Nothing contained in this report should be relied upon as a representation as to future matters or that a particular outcome will be achieved. Information is based on many assumptions and is subject to uncertainties inherent in any market. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any of the information contained in this report.

QSL GROWER PRICING UPDATE



Grower Pricing

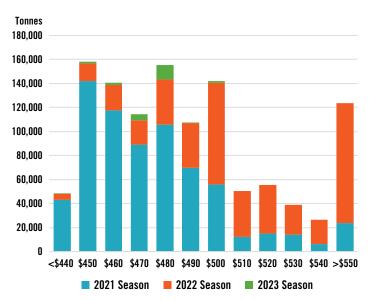


QSL filled its first 2024 Season Target Price Contracts orders this month at prices as high as \$440/tonne gross actual. Highest gross/actual fills to date for other seasons are:

2021 Season: \$610 (Target Price)
\$625 (Mar22 – Individual Futures Contract)
2022 Season: \$555 (Target Price)
\$575 (Jul22 – Individual Futures Contract)
2023 Season: \$475 (Target Price)
\$495 (Jul23 – Individual Futures Contract)
See the chart at right for more details of pricing levels achieved.

- > Any 2021-Season Target Price Contract tonnage which was not priced by 20 September has now been rolled forward and an additional adjustment of -\$9.91/tonne has been applied. This means the total 2021-Season Target price adjustment is now -\$1.46/tonne July roll plus the -\$9.91/tonne October roll, for a total adjustment of -\$11.37/tonne. As a result, unfilled 2021-Season Target Price Contract orders must now reach their set target plus \$11.37 in order to be filled. The next roll deadline for this product is 21 February 2022.
- Nominations for the 2022 Early-Start Actively Managed Pool, the 2023 2-Season Actively Managed Pool and the 2024 3-Season Actively Managed Pool are now open and will close on 31 October 2021 for all QSL Direct growers.

QSL GROWER-MANAGED PRICING FILLS – 2021, 2022 & 2023 SEASONS



This chart captures all pricing achieved as of 24.09.21 using QSL's Target Price Contract, Individual Futures Contract and Self-Managed Harvest products. Prices quoted at AUD//tonnes actual gross.

Nominations in MSF Sugar and Tully milling districts close on the last working day prior to this date, that being Friday 29 October 2021. Growers in Isis and Bundaberg Milling districts should contact their miller regarding local nomination deadlines for these products.

Ethanol Parity, Indian Export Parity, Chinese Import Parity

There are three theoretical parity forces in the sugar market which can determine whether large quantities of sugar are added or removed from the global sugar market and provide support or resistance to ICE 11 prices.

Ethanol Parity: The price at which Brazilian millers will switch between producing either sugar or ethanol is known as the ethanol parity. If ethanol provides a better return, then production will be switched to



ethanol, leaving less sugar supply available for the global market, which should push prices higher. Currently ethanol parity is calculated at around 18.50 USc/lb, providing a floor to current ICE 11 prices.

Indian Export Sales: Due to the artificially high domestic price of sugar in India, world sugar prices must stay above approximately 19 USc/lb to incentivise Indian millers to export



onto the global market. Beneath this parity level India is unlikely to export their sugar and plug the supply gap created by the underperforming Brazilian crop.

Chinese Imports: China is renowned for holding large stockpiles of raw sugar in storage if they can import and refine it at a cheaper price than the domestic Chinese white sugar price. The ICE 11 price must fall below approximately 17 50 USc/lb for this to



approximately 17.50 USc/lb for this to happen and create more demand in the global market.

Combined, these three parity forces should provide a solid support level for the ICE 11 market in the 18-19 USc/lb range. To note, these parities are theoretical in nature only and not definite; there are many other factors that come into play in the real world.

Constructed wetlands play vital role for native fish

Coastal wetlands constructed more than two decades ago as part of a sugar industry initiative are not only filtering farm run-off in the Great Barrier Reef catchment but are also now providing thriving ecosystems for native plants and animals, a new study has revealed.

Dr Nathan Waltham, Principal Research Scientist with James Cook University's Centre for Tropical Water and Aquatic Ecosystem Research, said it was likely that these wetlands, which were built in the 1990s under the Sugar Industry Infrastructure Package, were acting as nurseries for several important native fish species.

"A recent survey of wetlands built 25 years ago on the Tully floodplain revealed that these wetlands support many fish species, including 36 native fish species, and three non-native fish species - the Mozambique Tilapia, Spotted Tilapia and Eastern Mosquitofish," Dr Waltham said.

"A number of the fish species have a lifecycle ecology that requires access to estuaries, including Barramundi, Milkfish, Snakehead Gudgeon, Mangrove Jacks and Tarpon. "Recording these fish species in the lagoons provides important evidence that these lagoons are well connected and permit fish movement across the floodplain during wet season periods.

"Barramundi are one of Queensland's prime fisheries, with wild Barramundi retailing at around \$40/kg filleted. Given the presence of Barramundi in the electric fishing surveys, it is likely that the lagoons provide nursery habitat that supports the fishery."

For the lagoons to provide a fisheries benefit, the populations need to be productive and the waterways wellconnected with water quality conditions necessary for fish growth.

Water quality and aquatic habitat surveys have shown that these lagoons range between a state of high nutrients and low oxygen, to more suitable



conditions with low nutrients and adequate oxygen for fish.

This variability reflects the dynamic nature of wetlands and of an agricultural floodplain with high rainfall.

"Natural wetlands play a role in protecting our coastline, buffering against wet season flood waters, improving water quality and contributing to fisheries productivity. They also provide extensive environmental, cultural and economic value," Dr Waltham said.

Despite these values, many natural wetlands have been modified or impacted by land use change, such as urban and agricultural development, aquaculture and industrial expansion.

Because of this, many natural wetlands no longer function properly and have lost their original value as a habitat for native plants, fish, birds and other animals. They also have reduced capacity for carbon sequestration and reduced flood storage capacity.





Constructed wetlands, such as those on the Tully floodplain, are vital to fulfilling the functions that natural wetlands can no longer perform.

"Farmers are actively spending time and money to keep these lagoons in top condition. These actions are important and necessary to ensure that these lagoons continue providing suitable habitat for fish into the future," Dr Waltham said.

"The results of this study will inform future wetland construction design over low-lying coastal areas in the Great Barrier Reef catchment, and in doing so, maximise the water quality and ecosystem services return for funding invested in wetland projects."

This research was funded through the Australian Government National Environment Science Program Tropical Water Quality Hub. For further information, contact Dr Nathan Waltham <u>Nathan.waltham@jcu.edu.au</u>. ■





Selbies lagoon, pictured top, on the Tully floodplain is a vital habitat for native species like the Barramundi being held by Dr Waltham in the picture on the previous page. The pontoon pictured above is used by the team to catch and record different species like the Mangrove Jack, picture left.



Living the dream

Many of us harbour secret dreams – places we'd like to visit, careers we'd like to pursue - but the reality of chasing those dreams can be daunting when there are bills to pay, kids to raise and a lot to lose if it all goes wrong. Kangaroo Island farmers Ben and Sarah Pontifex have taken that all in their stride to chase their dream on a cane farm in Queensland.

Amid a global pandemic and the aftermath of the worst bushfires to ever hit Kangaroo Island, Ben and Sarah packed their three young kids into the car and headed almost 3000km north of South Australia, to pursue a new adventure growing cane in sunny Queensland.

It was a move 13 years in the making since a holiday through north Queensland gave Ben his first taste of cane country.

"It's been a fantasy for a long time. I was literally just having a holiday, driving through the region and I remember coming out of cattle country and then suddenly, I looked up and was surrounded by massive cane. I've never been able to shake it," Ben said when *Australian Canegrower* visited the family's "I looked up and was surrounded by massive cane. I've never been able to shake it." 340-hectare cane farm at Kirknie, on the fertile banks of the Burdekin River just outside Home Hill.

"I remember just parking up on the side of the road whenever there was a bit of action in a paddock to watch what was going on," Ben says.

"I flagged down a farmer and what he told me about the bulk yield for the inputs, it amazed me."

A fifth-generation farmer, Ben's family grow wheat, lentils, barley and oaten hay on properties on South Australia's Yorke Peninsula.

About 20 years ago the family expanded to a farm on Kangaroo Island where they grow wheat, canola and broad beans. "To be able to turn a tap on whenever you like and give the crop as much water as it needs is just a fantastic feeling."

Pictured: (top left) Ben and Sarah Pontifex left Kangaroo Island to farm 340ha of cane land on the banks of the Burdekin River at Kirknie, (below) Cole getting amongst the canola on Kangaroo Island, (right) Grant and Ben inspect their broad bean crop. "We wanted to expand, but land is held pretty tightly where we are on the Yorke Peninsula so there's not much ability to grow the farm," Ben said. "We purchased the Kangaroo Island property to try to drought-proof the farm a bit, because there is a bit more rain on the island.

"It also allowed for better efficiency with the machinery. The later season on the island meant once we'd finished harvesting on the mainland, we could bring the headers over on the ferry and get more hours out of them each year."

When his parents retired 10 years ago, Ben and his brother, Grant, took control of the family business. By then though Ben's thoughts were drifting north.

"It just never escaped me," he said. "I spent more than a decade trying to forget about it. I'd have to tell myself, 'It's not going to happen, just concentrate on what you're doing here' - but it never faded and it always fascinated me."

School holidays spent in far north Queensland just increased the desire to move. In the end, it was chronic back pain that tipped the scales.

"A few years ago, I started having some pretty serious back issues and the cold weather at home was making it worse," Ben said.

"Whenever we came up here on the school holidays, to Cairns or wherever, the warmer weather was just an instant fix.

"It got to the stage that every time we'd go home, we'd think to ourselves, 'What are we going home for?'. So, it just built over years of conversation from an idle thought to a desire that we just couldn't ignore."



It wasn't just the warm weather and fertile soil that attracted the family to Queensland's largest cane-growing region. The other major drawcard was water.

"When you come from somewhere where water is your limiting factor, to come here and see how blase everyone is about it, it's amazing," Ben said.

"Back on the island we had no irrigation whatsoever. If it stopped raining in spring, that's your water done for the season. That's why there is such an emphasis on soil heath, so you can improve your water use efficiency and grow more kilograms of grain from less millimetres of rain.

"Honestly, access to water was probably one of the biggest drivers behind the decision to come here. To be able to turn a tap on whenever you like and give the crop as much water as it needs is just a fantastic feeling.

"Having access to such an abundant water supply is an absolute luxury and I haven't got past the novelty yet, and I'm not sure that I ever will."

Continues next page 🕨



"We really have hit the trifecta - soil, water and sun. That doesn't exist in a lot of places," Ben said.

It hasn't all been plain sailing, though. Upping sticks and moving to the other end of the continent during a global pandemic wasn't without challenges.

Lockdowns, snap boarder closures and quarantine requirements nearly ended the family's northern adventure before it even began.

"In 2019, we moved to Townsville for nine months for Ben's health and that gave us a chance to have a really good look around the area," Sarah said. "We came to the Burdekin and fell in love with the place and decided this was where we wanted to be.

"We went home to Kangaroo Island for a year to get things in order and look for a property here, but unfortunately that was the time that we had the big bushfires and half the island caught on fire.

"So, we had a really rough year back home and of course that was immediately followed by COVID. We were actually in the process of looking for a farm when COVID hit, so that made it pretty tricky."

Ben agrees the COVID-19 pandemic almost put an end to their plans.

"We lost quite a bit of infrastructure and ground cover in the fires, but to be honest we felt lucky compared to friends who lost a lot of livestock and houses. Some people lost everything. So, we were very fortunate in a very unfortunate situation," he said.

"COVID did make things harder, though. Living with possible lockdowns and snap border closures and quarantine periods makes it a lot more difficult.

"When we decided we wanted to come here it was only a half a day of travel to get back home – it just didn't seem that far away, but now you could potentially be looking at two weeks quarantine either end, and no-one can afford that time away.

"It also made it difficult when we were looking for farms. There were a few times when I had flights booked to come and look at properties but then something would happen and I'd realise I was going to have to quarantine so I'd have to cancel.

"To be honest, it could have gone either way from there. We could have said it's too hard, too scary, not the right time.

"I think it actually pushed me the other way and I just said, 'Well, I'm getting pretty annoyed missing out because we can't travel, so let's just pull the trigger then we're there'.

"So, once these farms came up, that's what we did. We didn't know when things would get back to normal or what the new normal would be, so we just said let's do it.

"I didn't see much risk in buying land that's got good dirt, good water, good sunshine. If I'm completely wrong and I've ballsed it all up then I'm sure it's a movable asset if we have to get out but that's certainly not the plan, and now that we've been here six months, I'm pretty comfortable with the decision."

While the farm is in Kirknie, the family choose to set up home 30 minutes away in Ayr.

With three young children and no friends or family in the area, living close to schools and sport and other amenities made the move less daunting.

However, they haven't been without help when it comes to the farming side of the business.

Previous owners **Tristan Cox** and **Lawrence Brotto** have proved invaluable sources of information, Ben said.

"I've been very fortunate with the change-over with the people we bought the properties from, they've really been mentoring me, they've been more than generous with their time and help.

"If we'd landed here and were by ourselves I'd be a lot more nervous, but having the previous owners and neighbours helping us out has been unbelievable. They've bent over backwards to help us.

"Being so green in the industry, it's been great for us to have that overlap. So, while I'm planting and fertilising ratoons, they're here harvesting their crop, so I have that access to ask all the stupid questions."

Sarah agrees.

"We're just really pleased to have moved to an area where everybody is really friendly and helpful. They all came over and introduced themselves and are always willing to give us a hand or advice. For us newbies, we've hit the jackpot."

"We really have hit the trifecta - soil, water and sun. That doesn't exist in a lot of places."

Pictured: Ben, Sarah and kids, Hoyt (6), Cole (9) and Quinn (3) are loving life on their Burdekin cane farm.





HOW MUCH SUPER SHOULD I HAVE?

It's human nature to compare ourselves to others, but in the case of super, it really comes down to making sure you're on track to meet your retirement goals – which will likely be different to the next person's.

If you are interested in comparing your super balance, the Australian Bureau of Statistics (ABS) has provided the average super balance data for Australian men and women of different ages up to the 2017-2018 tax year. Take a look at the table below to see how you compare.

Age	Male	Female
	Average account balance \$	Average account balance \$
15-24	6,300	6,100
25-34	41,700	31,600
35-44	100,300	69,300
45-54	196,400	129,100
55-64	332,700	245,100
65-74	417,900	378,600
75 and over	366,200	270,300

Average super balances by age and gender

Source: Australian Bureau of Statistics, <u>Household Income and Wealth</u>, Australia: Summary of Results, 2017-2018, Table 12.3 Superannuation Account Balances, Persons with superannuation accounts, Age and sex, 2003-04 to 2017-18.

Why is my super balance lower than the average?

There are a number of reasons why your super balance may be lower than average. Women who may have taken extended career breaks to have and raise children may have a lower-thanaverage balance, for instance.

Other people may have taken a break from work to study, travelled overseas, work part time, or simply earn a lower-thanaverage salary. Whatever the reason, there are a few simple steps you can take that can help increase your super balance so that you will have more superannuation savings in retirement.

What should I do if my balance is lower than the average?

The good news is, there are several ways to boost your super balance to make sure you're on track to live your dreams in retirement, including:

Top ways to boost your super:

- Find lost super
- Consider consolidating multiple super accounts into one account
- Salary sacrifice through your employer
- Voluntary contributions
- Spouse contributions
- Government co-contributions (for those on a lower income)

What if my super balance is higher than the average?

Even if your super balance is above the average, it's never too early, or too late, to give it an additional boost. After all, small contributions made now can make a big difference to your overall balance in retirement.

Case study

Lauren is 36 years old and earns \$90,000 a year. She is receiving her standard 10% Superannuation Guarantee contributions (for the 2021-2022 tax year) from her employer.

To boost her super balance, she has decided to salary sacrifice \$100 per month. This will result in an extra \$46,100 in today's dollars when she retires at age 67.

For more information and modelling assumptions, visit our 'Superannuation contributions calculator' at <u>sunsuper.com.au</u> or read the full article at <u>sunsuper.com.au/learn/education-hub</u>.

Not currently with Sunsuper?

If you're not already with Sunsuper and you want to start making a real difference to you and your employee's retirement today – it's easy to join.

If you're an employer, register with **Employer Online** in only 5 to 10 minutes via our secure employer portal or become a member by joining via **Member Join Online** both available through <u>sunsuper.com.au</u>

Prefer to speak to a member of our team? Call our Contact Centre on **13 11 84** between 8.00am to 6.30pm (AEST) Monday to Friday.

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SOIL SAMPLING

A CRITICAL ACTIVITY FOR NUTRIENT MANAGEMENT

Supplied by Danielle Skocaj (SRA), Bernard Schroeder (USQ), John Panitz (Morrisey Ag) and Barry Salter (SRA)

Soil sampling assists in determining suitable management strategies to optimise crop performance. Different assays are available to assess a range of important soil chemical, physical and biological properties. This article focuses on soil sampling to determine crop nutritional requirements and better manage nutrient inputs.

Why soil sample?

- Diagnose nutritional problems and soil chemical constraints (such as acidity, sodicity, salinity)
- Determine crop nutrition requirements
- Reduce the risk of under-fertilising and cost of over-fertilising
- Monitor the effectiveness of nutrition and amelioration programs
- Optimise other crop management practices by understanding soil properties

When to soil sample?

To assess nutritional and soil ameliorant requirements for sugarcane, soil sampling should be completed straight after harvesting the last ratoon crop and prior to cultivation. If conducting significant earthworks, including laser levelling, soil sampling is best delayed until afterwards. If break crops (for example soybeans, mungbeans, vegetables or cucurbits) are grown between cane crops, seek advice on the best soil sampling strategy to identify the nutritional requirements for all crops.

How to soil sample?

There are five important steps in the soil sampling process:

Step 1: Planning

Review available information to develop a 'fit for purpose' soil sampling strategy. Identify which blocks need to be sampled and consider soil variability, position in the landscape, topography, crop performance and management history. Sampling each block individually will provide a more accurate assessment but it may be possible to rationalise the number of samples due to common soil types and management history.

Following this assessment, the most suitable soil sampling pattern can be identified for each block.

Try to collect samples at the same time each year, avoid sampling immediately after high rainfall or irrigation and delay sampling for at least two months after applying any ameliorants or fertiliser.

Step 2: Collection

Clean hands and equipment – to avoid sample contamination wash hands prior to sampling. Ensure equipment is clean (to manage farm hygiene sanitise with 70% methylated spirits) and hasn't been in contact with fertiliser.

Use the right equipment – soil sampling plan, soil auger or probe, plastic handled bucket, clean plastic bag/s and permanent marker. Avoid using or touching galvanised surfaces (like bucket handles and vehicle trays) during sample collection to prevent contamination.

Collect samples from the correct position on the row – this will be influenced by fertiliser placement in the previous crop. Generally, soil samples are collected from the shoulder of the cane row (about halfway between the centre of the cane row and centre of the inter-row).

If fertiliser was applied using a side-dress applicator, cores should not be collected from the fertilised zone of the shoulder.

For reliable results, avoid collecting samples from non-cropped areas,

poorly drained sections and areas where fertiliser or soil ameliorants including mill by-products have been stored. Also avoid including crop residue or organic matter from the soil surface in the sample.

Collect samples from the correct soil sampling depth – to determine crop nutritional requirements sample the topsoil (0-20cm). Other soil depths may be sampled to support the identification of subsoil constraints.

To ensure a representative sample, collect an appropriate number of soil cores from the sampling zone. This may be a whole block, portion of a block or pre-determined zones within a block. Generally, the more soil cores taken, the more reliable the soil test result. As a rule of thumb collect about 20 soil cores from each sampling zone. This can be varied depending on the area of the sampling zone.

A common mistake is to collect too few cores to adequately represent the zones being tested, particularly in very large blocks. In some cases, it is sensible to divide larger areas into smaller sampling zones.

Thoroughly mix soil cores, taking care to break-up large soil clods as you blend the sample by hand.

Collect a subsample (500g) from the blended soil sample for laboratory analysis. More soil will be required for a subsample if requesting additional soil assays. Place the subsample into a clean plastic bag, such as those supplied by soil testing laboratories or a ziplock sandwich bag. Clearly label each subsample – include name, farm number, block number or sampling zone (if taking more than one soil sample per block) and date.

Record soil sampling event details – including dominant soil type/s and geolocation of soil sampling sites.

This will allow variations in soil properties to be better understood and the same sampling locations to be revisited over time. This is valuable for monitoring changes in soil fertility and checking on the adequacy of nutrient inputs.

Step 3: Sample handling

Soil samples should be dispatched to the laboratory as soon as possible after collection. For short term storage, soil samples should be placed in an esky or refrigerator. Do not leave samples inside a vehicle in the sun.

Step 4: Laboratory analysis

Samples should be submitted to a reputable laboratory for analysis through agribusiness agents, productivity services organisations (in some districts) or private agronomic consultants. The laboratory must conduct tests and report results that are compatible with the SIX EASY STEPS guidelines. Ensure that the laboratory used has a Certificate of Proficiency issued by the Australasian Soil and Plant Analysis Council (ASPAC).

Refer to the Analyses required to interpret a soil test using the SIX EASY STEPS information sheet available on the Nutrient Management page of the SRA website.

Step 5: Interpretation of results

Soil test reports should be interpreted using the SIX EASY STEPS nutrient management guidelines relevant to your region. This is best done in conjunction with your trusted advisor.

Information pertaining to fallow management and application of mill byproducts is important for interpretating soil test results and providing sound nutrient management advice.

Participating in a SIX EASY STEPS workshop will equip you with the knowledge to develop block specific soil sampling strategies, confidently collect soil samples, interpret soil test reports, identify suitable fertiliser products and develop a basic nutrient management plan for your farm.

If interested in SIX EASY STEPS training contact your SRA District Manager. ■





CANEGROWERS REGIONAL ROUND-UP

Supplied by CANEGROWERS district offices

Tonnes to date - 411,914

63.37% crushed to date

MOSSMAN

Harvest week - 14

issue which needs further in-depth consideration by all stakeholders.

\lambda CCS to date - 12.04

After 14 weeks of crushing, Mossman Mill has processed 411,914 tonnes of cane for a mill average of 12.04 CCS. Coastal growers have supplied 314,865 tonnes of cane for an average of 11.61 CCS and Tableland growers have supplied a total of 166,527 tonnes of cane with an average of 13.82 CCS. 69,478 tonnes has been toll-crushed at the Tableland Mill. Mill performance has improved overall and now sits regularly over 80% availability. The cut-to-estimate has been quite high this year for both coast and Tableland, but the original estimate for Mossman Mill has been reduced to 650,000 tonnes of cane.

The Bargaining Agents held a meeting to talk about factory performance, staffing issues and turn-over, environmental compliance, cane analysis program audits, cane supply issues, and the latest on the value-add venture and funding.

The stack emissions tested very low and mill staff have put effort into engaging with the community via Facebook, school engagements and at the Saturday Mossman Markets.

The Industry Management Group members met to discuss in more detail the cane supply issues raised at the Bargaining Agent meeting. There were some issues between the road and rail percentage and harvesting hours, this is an ongoing Through the Douglas Chamber we attended a Forum in Cairns to discuss the Northern Australia Agenda with the Minister for Agriculture and Northern Australia **David Littleproud MP** and Special Envoy for Northern Australia **Senator Susan McDonald**. There were representatives from across

northern Australia who heard about efforts to get funding out to projects that will benefit the north and bridge gaps in infrastructure or existing operations. The Minister made the point that funding was limited and projects would be considered on their merit and to some extent 'bang for the buck'.

The Douglas Chamber and CANEGROWERS Mossman hosted an AgTech and Innovation Forum in Mossman on 16 September to connect the AgTech and Logistics Hub with local industries and organisations. The Hub was formed in May 2021 to bridge the gap between industry challenges and problem-solvers. It brings people together to collaborate and draw on experiences from other sectors to develop strategies in a sustainable manner. Those present heard from Hub manager **Owen Williams** and AgTech Sector Engagement Officer **Jason Huggins** (DAF/DPI).



CAIRNS

The weather in the Cairns Region has started to clear allowing growers a much-needed break to finalise planting for the 2021 season. The district's CCS has suffered from the ongoing wet weather.

The CANEGROWERS Cairns Regionfunded SCHLOT Live loss monitor harvesting trial was completed on 20 September. Growers were encouraged to visit the site to see the trial in action and put forward any questions regarding the monitor and trials directly to **Chris** and **Stuart Norris**. The trial was Harvest week - 14

CCS to date - 11.39

Tonnes to date - 739,638 56.46% crushed to date

carried out by Sugar Research Australia to assess harvesting losses under different conditions in conjunction with Norris ECT, which developed the monitor. The trial consisted of three treatments, changing different variables such as ground speed and extractor fan speed. Extractor losses were collected on ground and analysed by SRA to ascertain cane and sugar losses under the different treatments. The results will be presented to members in the coming months once the data is finalised.



TABLELAND

Harvest week - 16

CCS to date - 14.16

Tonnes to date - 438,570 66.45% crushed to date

INNISFAIL

Planting in the Innisfail District is in full swing as the region welcomes a reprieve from recent wet weather.

The joint productivity initiative is progressing, with SRA staff visiting the district, pictured, to collect data and hold on-farm discussions with growers. This will lead to gap identification and inform systems and productivity improvements.

CANEGROWERS Innisfail representatives continue to meet regularly with MSF Sugar to discuss issues such as the timely removal of the crop, inter-mill transfer cane and logistical issues.



TULLY

Statistics show that Tully Mill has crushed just over 50% of the 2021 crop, with harvest and crushing delays caused by 620mm of rain over 50 days since crushing commenced.

September started with a downpour of 160mm with heavy winds that caused sprawling and lodging, disrupting what was a very good CCS and delaying planting. Thanks to a big effort for all concerned, the harvest recommenced after a three-day delay, in difficult conditions. The concerns now are around getting the planting done as soon as possible and completing the harvest, which will extend into the second week of December.

The news from Tully Sugar that the District Planting Incentive deadline for the 2021 plantings was extended by a month to 31 October was welcomed by growers who have had planting delayed by the rain.

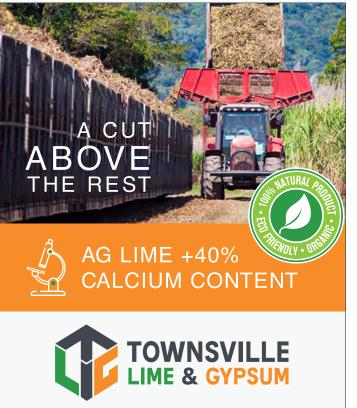
🗰 Harvest week - 14

Industry board members and senior staff from CANEGROWERS Tully, **Tully Cane Productivity** Services Ltd and Tully Sugar contributed to a Local Expert Analysis (LEA) conducted by SRA researchers. The LEA was a suggestion of SRA's Rob Magarey, with contributions from Rob, Dan Skocaj, Phil Patane, Steve Staunton and Gavin Rodman. The opportunities to improve block productivity by identifying and managing constraints using technology will be progressed through workshops and district plans.

CANEGROWERS Tully will hold its AGM on 11 November at the Senior Citizens Hall in Tully.

CCS to date - 12.71

Tonnes to date - 1,289,587 50.57% crushed to date



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CANEGROWERS REGIONAL ROUND-UP

HERBERT RIVER

BURDEKI

🗰 Harvest week - 14

CCS to date - 12.60

Tonnes to date - 2,079,551 52.38% crushed to date

In Week 11, Macknade Mill had a wet start to the week, shutting down Sunday and restarting Monday afternoon. Wilmar utilised wet weather downtime to undertake chemical cleans and maintenance. There was also a power blackout that caused a 12-hour stop. Macknade mill crushed 51,451 tonnes for the week, while Victoria Mill crushed 123,411 tonnes.

In Week 12, the district was heavily affected by weather, which included rainfall from 20mm up to 100mm at the base of the Cardwell Range. Victoria Mill crushed 72,696 tonnes at a CCS of 13.1. Macknade Mill crushed 20,127 tonnes for the week with a CCS of 12.2. Victoria mill stopped crushing Tuesday afternoon and Macknade stopped Tuesday night.

In Week 13, Victoria Mill restarted on Sunday after the previous week's wet weather and crushed 135,868 tonnes at a CCS of 13.03. Macknade Mill restarted on Monday afternoon and crushed 53,905 tonnes.

The mill reran their budget profile after the last rain event, providing an updated crush finish of 24 November, including some wet weather allocation. The mill utilised the down time to carry cleans and repairs. The mill reported that they found some mechanical issues in both factories, which have now been repaired.

In Week 14, Macknade Mill crushed 68,555 tonnes of cane at 12.49 CCS and Victoria Mill crushed 129,376 tonnes of cane at 12.70 CCS. The mill reported they had some frustrating stops during the week with Victoria mill breaking a link on the intercarrier chain, this took some time to repair due to difficulties removing pins and fabricating a new link. This eventuated in an eight-hour stop. Macknade also suffered a blackout when power supply to the factory was interrupted and the mills internal protection gear failed to disconnect from the grid, causing an eight-hour stop.

The Herbert River district has now crushed over 50% of crop.

60.93% crushea to date	N 🛗 ⁺	Harvest week - 15 🛛 🕂 CCS to dat	e - 14.33 downwraith o dae - 4,855,874 60.93% crushed to date
------------------------	------------------	----------------------------------	--

After having a good spell of dry weather, the Burdekin experienced 40mm–100mm of rain at the end of August which put a halt to crushing in early September for 8 to 12 days depending on what area you were in.

Whilst the rain gave plant and ratoon crops a welcome drink of free water, the price to be paid is that it will extend the estimated finish dates for the season and has reduced CCS levels in the district to 14.34.

The Burdekin at the end of Week 15 had crushed approximately 4.89 million tonnes of cane, which represents 61% of the original estimate.

Based on recent calculations, we are now looking at finish dates of 13 November for Invicta, Kalamia and Pioneer and a finish date of 21 November for Inkerman. These dates are subject to change with wet weather and mill performance.

If the district can achieve a November finish, most growers would be content with that outcome, but we are not there yet.

The estimate for the district is starting to fall away and the original estimate of 7.97 million tonnes is now looking more like 7.85 million tonnes of cane. The Burdekin has been a hive of activity after the recent stoppage for wet weather with

August has impacted CCS, with the average over the last few

weeks down by half a unit.

growers being very busy planting, fertilising and spraying once they could get back on the ground again.

On the subject of applying nutrients and chemicals, the Burdekin was the location for a public hearing for the Katter's Australian Party bill which seeks to reverse reef regulations, the Environmental and Other Legislation (Reversal of Great Barrier Reef Protection Measures) Amendment Bill 2021.

The guest speakers were Dr Peter Ridd, Nick Dametto MP, Robbie Katter MP and Bob Katter MP and the growers present thanked the party for putting the bill forward.

It is expected to be defeated on the floor of the Queensland Parliament as the incumbent government has the numbers to vote it down. However, the important message is that while this latest battle will be lost, it is but one of many good battles that need to be had to win a war to ensure public policy that affects people's livelihoods is not based on populist political ideology, but is instead based on replicated scientific evidence.

What Burdekin growers were supportive of was a united front from conservative political parties to back each other and put their regional constituents front and centre on issues that affect the viability of their communities.

PROSERPINE	Harvest week - 12	CCS to date -14.34	Tonnes to date - 831,334 50.69% crushed to date
Despite some wet weather and mechanica Mill has passed the half-way point of the 2	•	Season-to-date CCS now stand conditions are ideal for harvest	ds at 14.34. The current dry ting and CCS is slowly returning
		to previous levels.	
revised down to 1.59 million tonnes and it is anticipated a further reduction will be necessary. The wet weather in late-		At this stage, the crush is still on-track for a November finish,	

At this stage, the crush is still on-track for a November finish however it is likely to be later in the month than originally anticipated.

Harvest week - 16

Harvest week - 14

The additional hinderance to the crush has been mill reliability. All mills have now lost an enormous amount of crushing time due to mechanical breakdown. In an otherwise positive year, this is disappointing.

Growers in the central region have challenges ahead to have

The welcome rain at the start of September set the crushing

season back with an extended period of downtime at all mills

On the positive side, the rain will provide a good grounding for

the crop harvested prior to the wet season settling in.

MACKAY

the 2022 crop.

PLANE CREEK

due to wet field conditions.

In 2021, growers have been favoured with an improved sugar price and an increasing crop estimate that has surprised most. It is not often that positives such as these align. When they do it would be satisfying if growers were able to take full advantage of them. However, finish dates for mills in the Mackay/Plane Creek regions are now well into December.

Mackay Sugar has announced an estimated finish date of 17 December. Plane Creek will now be finishing in the second week of December.

These finish dates bring with them their own set of circumstances being so close to the Christmas period.

Leading into and during this period, a blanket curfew on roads for heavy vehicles makes it impossible for the local industry to operate without a special permit from the Department of Transport and Main Roads (TMR).



CANEGROWERS Mackay is working very closely with the Brisbane office staff to have TMR in a position to grant these permits efficiently if the need arises.

51.33% crushed to date

Tonnes to date - 752,504

57.88% crushed to date

September 2021

A CCS to date - 13.67

🔣 CCS to date - 14.02

Mackay Sugar

Week 16, ending 19 September 2021

Farleigh	64,878 t/c		
Marian	85,988 t/c		
Racecourse	60,209 t/c		
Total	211,075 t/c		
Year to date	2,720,495 t/c		
CCS Week	14.67		
CCS YTD	13.69		
Plane Creek			
Week 14, ending 18 September 2021			
Cane Crushed	53,793 t/c		
Season to date	752,503 t/c		
CCS weekly	5.22		
Season to date	14.02		



CANEGROWERS REGIONAL ROUND-UP

BUNDABERG

Harvest week - 13

🔣 CCS to date - 13.91

LП Tonnes to date - 557,215 58.47% crushed to date

Harvesting is in full swing, with CCS steadily climbing. Mill performance has been quite good and road transport has been going to plan with minimal problems. We are over the 50% completed mark and hopefully on track for a mid-November finish.

Water allocations are extremely tight with some temporary transfer parcels achieving \$1,000 per ML, with permanent water in the SunWater system trading for around \$2,500 per ML. We need some good early storm rain in the catchments if we are to see any increases in announced allocations, particularly for groundwater and the south side channel irrigators.

The Bundaberg Regional Council rates notices are now due for payment, although there is still an opportunity for them to alter the rateable dollar if they had the inclination.

On Friday 3 September, Dale Holliss and Matthew Leighton travelled to Brisbane to give evidence at the Health and Environment Committee Public Hearing of the Katter's Australian Party bill to reverse reef regulations. It really is unjustifiable that our region is included in reef regulations.

If you wish to view the hearing and what Dale and Matt said, the recording is available online at https://tv.parliament.gld. gov.au/Committees?reference=C6083#parentVerticalTab6

Five things that are keeping the Bundaberg CANEGROWERS office busy are:

- Preparing for the Bundaberg CANEGROWERS, 1. Bundaberg Sugar Services and BRIG AGMS, which are being held on 13 October;
- 2. Keeping up to date with reef regulation requirements and continuing to push back against reef regulations;
- 3. Working with QFF, AgForce, CANEGROWERS Isis and BFVG to get an acceptable outcome in the rates campaign;
- 4. Operating the Cane Analysis and Auditing Program on behalf of the Bundaberg sugar industry; and
- 5. Investigating sugar marketing and pricing opportunities and arrangements.

ISIS	🛗 Harvest week - 12	K CCS to date -	Tonnes to date - 398,664 55.37% crushed to date
The 2021 Isis crush is at the halfway point, with the Isis Central Mill trying to catch up Maryborough cane throughput to enable both districts to finish together. Plan B for cane transfer from road to rail at the mill site is now up and running and starting to hit its straps.		as Paradise Dam, water, proposed mining operations and impacts to prime agricultural land	
		Helping growers with electricity tariff selection and completing on-farm irrigation assessments and implementing recommendations.	

CANEGROWERS district managers Angela Williams (Isis) and Cameron Waterson (Maryborough), pictured, are working closely to ensure members in both districts are well supported and current interests represented.

The main issues CANEGROWERS Isis has been working on for members this month are:

- Implementing the recommendations of the independent review of the Isis Cane Analysis Program and encouraging members to be vigilant with their cane data and payments. Mistakes have been found and clarification and rectification by the mill has been sought
- Streamlining internal processes and systems after an internal restructure including achieving efficiencies with grower membership, ORECO cane trash contracts, grower payroll and finance administration
- Working with TMR and local harvesting contractors who have steel tracked harvesters to ensure they have necessary permits
- Responding to increasing calls from farmers across the region who want a united voice on common issues such

Assistance is also being provided to Isis Productivity Ltd to review grower membership and undertake planning for the future.



MARYBOROUGH

Harvest week - 12

CCS to date - 13.75

33.73% crushed to date

As of Week 12, 197,696 tonnes of Maryborough cane had been crushed, with an average year to date CCS of 13.72.

Week 12 saw the best throughput of the season so far. The second unloading site has been of great benefit to increasing supply, as it means there is still a processing point when the transloader has issues.

Almost 29,000 tonnes were processed for the week, compared to a previous high of 23,297 achieved in Week 11. CCS was also a highlight in Week 12, averaging 14.64.

Truck transport has increased, with extra trucks and drivers commencing work in the past ten days.

Meetings with Isis Mill representatives during Week 12 confirmed the need for equal supply from Isis and Maryborough growers for the remainder of the season. With mid-season estimates currently under review, we will have a better picture very soon of what is still to be cut.

At the end of Week 12, both areas have approximately 300,000 tonnes to harvest (slightly more in our area). The focus remains to achieve daily supply over 4,500 tonnes, and as close to 5,000 tonnes as possible. This will not only reduce the gap but will build in room for weather interruptions. Harvesting roster changes were rolled out during the week of 22 September which will hopefully steady the supply volumes each day.

With seed cane deliveries occurring over the past few weeks, there is a good amount of planting activity either complete or hoping for some rain. Dry weather has certainly been the persistent factor. 20-40 mm would be appreciated to help young plant cane get established and to help those still preparing ground.

If anyone's 2021 pocket diary is looking a bit sad, we have spares in the office at present. Normally by now a few have been washed or rained on. Give Cam a call if you would like one.

ROCKY POINT

🗰 Harvest week - 8

The Rocky Point harvest has slowed in recent weeks as a result of mill and cogen issues. The mill has been running slow due to a pan requiring repairs and the cogen plant has had issues with boiler tubes and the grate.

The total tonnes crushed to date are 114,010, at an average CCS of 13.79. Based on the current estimate of 338,045 and average weekly tonnes through the mill, we are looking at a finish date of 13 December at this stage. The weather has been perfect for harvesting and planting is well underway.

The largest mulch operator in the district suffered a devastating fire in a storage sheds last week, losing significant stock.

CANEGROWERS Rocky Point, can report success for growers, finally heard back from the Valuer General about the land valuation objections that were lodged. An offer of a reduced increase to that previously applied has been made. A meeting has been arranged to finalise the negotiation of the offer. The VG's office has made it clear that any offer will be applied to all farms in the Rocky Point district.

The district is still reporting increasing numbers of fire ants. Last week CANEGROWERS Rocky Point met with Biosecurity Queensland to request aerial baiting. Unfortunately, to date there has been no commitment to do much-needed aerial baiting of the area to combat the increase.



\lambda CCS to date - 13.70

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WE'RE WORKING FOR MEMBERS

CANEGROWERS POLICY UPDATE



Mick Quirk Environment and Sustainability Manager CANEGROWERS

New industry forum with key chemical regulator

Along with other peak industry bodies, CANEGROWERS is a member of a new national forum to ensure the Australian Pesticides and Veterinary Medicines Authority (APVMA) is aware of the needs and concerns of farmers.

The APVMA is responsible for assessing and registering all agricultural and veterinary (agvet) chemical products proposed for supply in Australia. While it has regular engagement with government and with the developers and manufacturers of agvet products, the rural industries that use the products have had limited opportunities to be involved.

The creation of the new forum is timely, given recommendations in front of the Australian Government from a recent review of the agvet chemical regulatory system.

These recommendations, which aim to improve the efficiency and timeliness of the assessment and registration process while maintaining confidence in the safety and efficacy of products, require careful implementation.

Other issues for the new industry forum include:

- the testing and further development of a spray drift management tool which will enable contractors and growers to potentially reduce buffer zones,
- process for acquiring Emergency Use Permits,
- how regulations will deal with autonomous spraying technology, and
- opportunities to clarify and simplify trade-related issues such as Maximum Residue Limits.

Independent review of Reef farm practice targets

CANEGROWERS has made the case for several years that the current practice targets, based on adoption of 'best practice for water quality' as defined by the Australian and Queensland governments, are unrealistic and uneconomic. As a result, growers have been set up for failure, as reflected in the joint government annual reef report cards which have, in turn, been used to justify increasing levels of regulation of growers.

After much campaigning by CANEGROWERS, both levels of government agreed to bring forward a review of these practice targets. CANEGROWERS has now participated in the first meeting of a stakeholder group which will help ensure this review is independent and that it addresses our concerns.

The industry now has the opportunity to ensure realistic and practical practice targets are put in place. The stakeholder group is chaired by **Leith Boully**, who has long experience as a leader in water, agriculture and natural resource management.

Biosecurity plan review

This plan was developed in 2016 and outlines priorities for biosecurity activities and investment for the sugarcane industry.

It outlines key threats to the industry, risk mitigation plans, identification and categorisation of exotic pests and contingency plans for dealing with these.

It is underpinned by threat summary tables, listing more than 240 exotic pests and the potential biosecurity threat that they represent to the Australian sugarcane industry. Each pest on that list was given an overall rating based on four criteria: entry, establishment and spread potential, and economic impact.

The highest risk exotic pests include borers (such as Chilo spp), planthoppers (Perkinsiella spp, a vector for Fiji leaf gall disease), and Ramu Stunt virus.

The current plan is up for review in 2022 and CANEGROWERS, Sugar Research Australia and Plant Health Australia will collaborate on this exercise. ■

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The industry now has the opportunity to ensure realistic and practical practice targets are put in place.



Burn Ashburner Senior Manager - Industry CANEGROWERS

Queensland agriculture industry workforce plan

Workforce shortages in sugarcane farming are often overlooked because sugarcane is grown in well populated areas and does not have a need for a large casual workforce compared to some horticultural businesses.

However, recently I have heard rumblings about shortages of haulout drivers, agronomists and other important industry roles.

To address workforce issues experienced in agriculture, the Queensland Farmers' Federation (QFF), in partnership with Jobs Queensland, will deliver a Queensland Agriculture Industry Workforce Plan, to be completed by early 2022.

The five-year plan will respond to the major issues currently facing the industry, while also anticipating future workforce demand.

The Rural Jobs and Skills Alliance (RJSA) is our industry advisory group. It provides expertise, strategic advice and access to networks to inform and guide this plan.

CANEGROWERS, as a member of QFF and RJSA, is keen for members and sugarcane support organisations to be involved to ensure that sugarcane issues are clear.

It is vital that your sugarcane industry insight, knowledge and experience is reflected in the priorities and actions of the workforce plan.

Agribusinesses that are employers are invited to shape the priorities of the Queensland Agriculture Industry Workforce Plan during a program of consultation.

From August to November, the consultation program will include workshops, online consultations and focus groups. Workshops in sugarcane areas are being held in Tablelands and Ayr in October. Details are on the QFF website. Producers are being asked about the following pressures experienced by the agriculture industry:

- Adaptability How will we grow business capability for innovation and adaptation to change?
- Attraction and diversity How will we grow a diverse and inclusive future agriculture workforce?
- Retention How will we grow agriculture careers and opportunities and how do we become employers of choice?
- Skilling How will we grow future workforce skills in agriculture?

As part of industry consultations, QFF has asked agribusinesses and farmers to complete an online survey.

The results of this survey, which closes on 4 October, will contribute to the Queensland Agriculture Industry Workforce Plan. ■

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It is vital that sugarcane industry insight, knowledge and experience is reflected in the priorities and actions of the workforce plan. Warren Males Head - Economics CANEGROWERS



It's October! Time to review marketing decisions

Since the introduction of marketing choice, all growers have access to a expanding and innovative range of pricing and price risk management tools.

Queensland's sugar industry is the world leader in enabling growers to manage their price risk individually. Growers can lock in prices on a contract-by-contract basis or for the whole season, and do so up to three years in advance.

Recently growers have secured prices well above their cost of production out to the 2024 season and current prices are still relatively attractive.

In addition to establishing forward price hedges, growers can also choose to pay a premium to enable a floor price to guard against price downturns, while allowing upside participation in any price rallies that may occur.

Growers can also choose from a range of in-season pools, each with different risk profiles and from pools designed to manage price risk for forthcoming seasons, two or three years ahead. Some marketers also allow growers to place price orders in sizes significantly below those available in the past.

The importance of all of these tools and options, and this price flexibility should not be underestimated. It means smaller volume growers can now access sophisticated price risk management tools that may otherwise have only be available to large corporate operators.

With such a range of options available, October is an important month in the Queensland sugar industry calendar.

October is the month in which growers have an opportunity to review their choice of marketer and the risk management and pricing options they offer for uncommitted sugar for the next season. If you wish to make changes, you need to do so by 31 October.

The choice is yours. If you wish to make a change, simply contact the mill you supply or the marketer you wish to use.

They will assist you to work through the process which in most cases involves two steps.

The first step is to advise your mill of your intention to change. This is done using the marketer nomination procedures. Growers supplying Mackay Sugar, MSF Sugar and Tully Sugar complete paper-based nomination forms. Those supplying Wilmar mills can make their nominations online through the Wilmar grower portal. In all cases, the process is relatively straight forward.

The second step is to sign up to your chosen marketer's Grower Pricing Agreement. This agreement is important because it sets out the terms and conditions of the pooling and pricing alternatives that they offer.

When choosing a marketer, it is important to understand the range of pooling and pricing offerings they have and assess whether they meet your circumstances and risk profile.

It is also important to understand how the marketer deals with non-ICE11 futures market-related revenues and the costs associated with their marketing of GEI sugar. The basic concept is that these revenues and costs, which can be significant, are shared amongst all growers.

The Shared Pools operated by most marketers contain several basic elements. Premiums are added and costs deducted to give a net Shared Pool result. While the treatment of these charges is outlined in your marketer's Shared Pool terms, it is important to note, not all Shared Pools are the same. Some include finance charges as a Shared Pool expense. Others include US quota revenues as Shared Pool income, rather than reporting this income in a separate pool.

The different treatment means it is not always easy to compare marketers. As you choose your

marketer, the old adage applies – buyer beware! ■

October is the month in which growers can review their choice of marketer and the options they offer for uncommitted sugar for next season.

Government reef protection regulations New land rules explained

From 1 June 2021, cane growers (and other cropping farmers) will need a permit to undertake cane growing in the Great Barrier Reef catchment on five hectares or more of land that does not have a cropping history.

A cropping history is when the land has been used for cropping or horticulture activities during three of the last 10 years. Growers must obtain a permit before starting the activity, including any preparatory work.

5 HECTARE REQUIREMENT

Five hectares was chosen by the government to allow for small changes to be made to an existing farm and its cropping area (such as relocating access tracks or sheds) without requiring a permit to crop these previously uncropped areas. The five hectare threshold is cumulative. If you expand your cane growing activity to more than five hectares on the land without a cropping history, you will need to apply for a permit for all of the land.

PERMIT

The permit is issued to a 'person' or 'persons' (can be in two or more names) and may be an individual or a corporation. The permit will allow that person to undertake the activity at the specified location. That person is responsible for instructing other people assisting with the activity to comply with the permit conditions. The government has imposed once off fees for obtaining the permit starting at \$688.



By Chris Cooper, CANEGROWERS Legal Advisor



FEES AND CANCELLATION

There are no annual or ongoing fees and the permit does not have an expiry or end date. The department can suspend or cancel the permit in certain circumstances such as if the permit was issued because of materially false or misleading information or if the permit holder ceases to be a registered suitable operator.

FARM SALES

There are some important practical considerations for growers buying existing farms and land that has not been cropped before. The following Q & As provided by the department are worth remembering:-

1. If I buy an established farm, do I need a permit?

If the land being cropped has a cropping history, that is, it has been used for cropping or horticulture activities in at least three out of the last 10 years, a permit is not required to continue cropping the same land, even under a new owner. It is the responsibility of the buyer to ensure they receive appropriate evidence of a cropping history.

2. If I buy a farm that has not been cropped before, do I need a permit?

If you intend to undertake commercial cropping or horticulture on five hectares or more of the land to be

purchased and it has not been cropped in at least three out of the last 10 years, you are likely to require a permit.

3. Can a permit be transferred when a farm is sold?

A permit can be transferred from one person (e.g. the seller) to another person (e.g. the buyer). This could be listed as a condition of sale for land where a permit is in place for commercial cropping and horticulture.

(This article contains general advice only. The particular facts and circumstances of each case always need to be taken into account).

FURTHER INFORMATION

Any CANEGROWERS member wishing to discuss any aspect of legal matters should contact their local CANEGROWERS district office or call me on Free Call 1800 177 159, for free initial legal advice. ■

Membership snapshot

The 2021 CANEGROWERS member survey is complete and the data shows strong satisfaction with CANEGROWERS advocacy, services, and member engagement.

It also identifies areas where improvements could be made based on segmentation of member careers stage, region and productivity.

Members ranked sugar prices, input costs, and regulations and compliance as the most important issues facing the industry.

Only 45% have confidence in the future of the sugarcane industry, a drop of 16% from 2010 and down 28% from the peak of confidence (73%) in 2006.

However, confidence in the industry varies significantly by region and age of grower.

I managed to get out to the Innisfail district in late-September to catch-up with Deb Telford from CANEGROWERS Innisfail and work through some ideas and new opportunities for members.

It's fair to say that the Innisfail district is not having the best of seasons. A wet start has impacted on tonnes and CCS. While the improved sugar price can add to grower confidence, if the production is not there, the frustration can set in. I managed to get a bit of time with Joe Marano while he was contract planting some blocks in the district. Joe, Deb and I chatted about the season and where the future may be for the industry.

Joe reckons we need to work together and look for productivity increases and options to diversify the value of the cane. A sentiment echoed in the member survey.

There is a desire from members for CANEGROWERS to focus on industry unity and value to revitalise the industry. More than half of the respondents believe the industry needs to invest in new technology.

As we all sat having lunch on the edge of the block Joe just planted, shaded by the GPS guided planter and framed by the bananas on the adjacent farm, we appreciated there are no easy answers.

Yet, by working together, asking the questions, and looking for new ideas, the opportunities will be found and CANEGROWERS will be with growers every step of the way. ■



Got some news you want to share with the CANEGROWERS community send us an email



By Matt Kealley, CANEGROWERS Senior Manager - Membership Engagement & Innovation

CANEGROWERS community news

The Rotary Club of Mossman and community members came together on Sunday 19 September 2021 at Cooya Beach to do a Great Northern Clean Up along the beach and esplanade.

Rotary set up at 8am with the supplies from the Clean Up Australia organisation and at 9am a group of 16 people, made up of Rotarians and Cooya Beach residents, walked the length of the Cooya Beach esplanade and foreshore seeking rubbish. Overall the

area looks relatively clean but when you look harder there is always bits and pieces left behind.

Intrepid volunteers poked and prodded deeper into the foreshore vegetation and mangrove to find the haul you see in the photos. There were the usual bits of plastic, drink bottles and cans, but also two bike tyres and a seat. After sorting out the recyclable materials we were able to provide \$7.40 worth of items to the 'Containers for Change'.

After two hours of hard work, the group met back at the rally point for a sausage sizzle and a well earned cold drink.

The members of the Mossman Rotary Club would like to thank the community for their assistance and support and the Douglas Shire Council for collecting the rubbish.■



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A Cairns woman who calls herself a 'proud cane farmer's daughter' has published a book about her mother's decision to leave her island home in Croatia in 1952 and move to Mossman in north Queensland.

19 year old Marija was leaving behind a Europe scarred by World War Two and going to meet her husband for the first time, a cane grower who had left the same village years earlier.

Marija Gavranich is one of the many courageous women who helped build the Australian sugar industry. Her relatives still farm in the region.



Her daughter, author Debra Gavranich, (pictured) was fascinated by her mother's story from a young age and has recorded it in The Girl Who Left.

Since the book's launch Debra has done many media interviews in Australia and Croatia and says the reaction to the book has been overwhelming.

The Girl Who Left is available online and in most bookstores.

The girl who left

DEBRA GAVRANICH

You can read more about it here <u>https://</u> <u>thegirlwholeft.com.au</u>■

Retain, gain and sustain with ENTEC[®] an<u>d eNpower[™]</u>

Nutrient management is a constant challenge for cane growers, but since the introduction of ENTEC[®] (in 2014) and eNpower[™] (in 2019), farmers have a way of stabilising the ammonium in their fertiliser. Using an ammonium stabiliser minimises nitrogen losses (through leaching, denitrification and runoff) and provides a more sustained nitrogen supply to the crop resulting in the potential for improved cane and sugar yield when the season allows.

Sugarcane is grown over a very wide range of climatic conditions in Australia, all of which can pose challenges for efficient nitrogen management. Nitrate-nitrogen is easily moved with the flow of water. An ammonium stabiliser is designed to keep the nitrogen in the stable ammonium form so that it remains in the soil and is available to the crop for longer. It slows the conversion rate of ammonium to nitrate, potentially preventing nitrogen losses from occurring because ammonium leaches very little and cannot denitrify at all.

Products treated with ENTEC or eNpower are applied subsoil, ideally buried under 10 cm of compacted soil cover. This prevents volatilisation or runoff should irrigation be applied or a rain event occur. Where soil conditions are variable, StoolZippa™ can assist to more consistently achieve the required amount of compacted soil cover to reduce both volatilisation and runoff. Combining ENTEC or eNpower with StoolZippa™ provides a more holistic approach to nitrogen management. The combined outcome is that all the major nitrogen loss pathways are managed.

Trials conducted in Queensland have indicated that the use of an ammonium stabiliser can increase sugar yield, increase fertiliser N efficiency and reduce N_2O emissions compared to untreated product[^].

A Farmacist demonstration in the Burdekin showed that when using ENTEC there was reduced runoff of dissolved inorganic nitrogen in tail water by 22% compared to standard Urea.

Supplied by Incitec Pivot Fertilisers

When it comes to growers' experiences with ENTEC, Mackay cane farmers Glen and Mandy Schmidtke saw a 10 t/ha yield increase from previous year. "With the results I've seen and its potential to give us higher yields, I think ENTEC is the future for cane fertilisers," said Mr Schmidtke.

Similarly, Andrew Battaia, also a cane farmer in the Mackay region, saw a 24 t/ha increase in yield after using ENTEC. Mr Battaia will continue to use an ammonium stabiliser across his farm, anticipating improved yields.

To benefit from the advantages of an ammonium stabiliser, simply request ENTEC or eNpower treated product be included in your next Incitec Pivot Fertilisers blend.

To find out more, please visit www.smartfertilisers.com.au

[®]ENTEC is a registered trademark of EuroChem Agro GmbH. [™]eNpower is a trademark of Incitec Pivot Limited. [™]StoolZippa is a trademark of EHS Manufacturing Pty Ltd.

^ Wang, W., Di Bella, L., Reeves, S., Royle, M., Heenan, M. and Ibanez, M. (2016). Effects of polymer – and nitrification inhibitor – coated urea on N₂O emission, productivity and profitability in a wet tropical sugarcane crop in Australia. Proceedings of the 2016 International Nitrogen Conference. <u>https://www.ini2016.com/1370/</u>

SILVAN CONTINUES INNOVATIVE SOLUTIONS FOR INTER ROW WEED CONTROL

Silvan Australia has developed innovative solutions for intensive growing operations where there is a need to manage and control weed growth in the inter rows.

The applications are foremost in industries like sugar cane, although there is application potential in also any row crop growing situation in horticulture in particular.

Silvan's spraying specialist David Carr says that solutions have been created by building a fully galvanised multi -row hydraulic fold boom fitted with stainless steel spray lines which can be fitted with multiple Spider spray heads or fully shielded spray heads.

Both these options ensure that the spray application is made direct to the surface growth limiting the risk of spray drift.

The sprayer is typically configured as a four or six row unit with the shielded spray head option commonly being 90 cm in width although it is available in widths ranging from 50 to 130cm as required to suit the specific application. There are normally two twin swizzle nozzles per shielded spray head with air induction nozzles. The Silvan spider head is a popular choice in the sugar cane industry for weed control early in the growing season.

David Carr adds "Silvan has the unique ability to build spray application solutions that meet the exact needs of growers,

"We work with farmers and growers Australia-wide to build and supply spraying solutions that exactly meet their growing practices and needs.

A further example of meeting customer needs has been the development of a 3000L trailed sugar cane sprayer to compliment the existing three point linkage range. Fitted with large row crop tyres for maximum ground clearance, the trailed version reduces tank re-fills so more time can be spent spraying. The trailed cane sprayer still has the choice of 4 or 6 row boom with either spider or shielded spray heads.

For more information or technical advice call 1300 SILVAN (1300 745 826) or email info@silvanaust.com

Site specific solution with four or six spray heads can be created by Silvan for specific inter row spray applications to suit individual grower needs.

CANE BOOM SPRAYER DESIGNED FOR AUSTRALIAN CONDITIONS



The Silvan Cane Boom is designed specifically for Australian cane growers. It incorporates choice of standard or shielded spray heads with air inducted nozzles to minimise spray drift.

The fully galvanised 4 or 6 row boom comes standard with a hydraulic twin folding ram mechanism and adjustable tracking arms.

- Available with 600, 800 or 1100 Litre tank capacity
- 50mm Camlock bottom fill and venturi chemical suction probe (1100 Litre only)
- Choice of manual, electric or automatic rate control
- Optional broadacre boom attachment
- Optional hydraulic boom lift



f in D

Call **1300 SILVAN (745 826)** or visit **silvan.com.au** for more information or to find your nearest dealer



Vhen global supply chains are disrupted – turn to your local manufacturer

The COVID-19 pandemic has highlighted the vulnerability of the global supply chain and has forced many businesses to review their strategies. Fortunately, Crusader Hose, Australia's local manufacturer of layflat hose, hasn't missed a beat. As an essential service, Crusader Hose has kept its doors open and delivered over 500,000m of hose to the agricultural, mining, industrial and firefighting sectors despite lockdowns. Local manufacturing is vital in times of uncertainty. Crusader Hose should be part of your business partnership.

For several months now, many economists and shipping specialists have been worried about events pushing the global supply chain to the breaking point. Waves of COVID-19 infections in China and Asia, flooding in Germany and China and an increase of cyber-attacks worldwide since the start of the pandemic are causing disruptions.

According to Deloitte's 2020 report, *COVID-19: Managing supply chain risk and disruption*, businesses that relied heavily on main and secondary suppliers in China experienced significant disruption. The report suggests things may get back to normal around April 2021; that was over five months ago and shipping costs are still increasing and supplies harder to get.

"We have seen the importance of supporting local manufacturers in the preservation of the supply chain for successful business," said Francois Steverlynck, Managing Director of Crusader Hose. "Buying from an Australian producer gives you peace of mind regarding backup, quality, quick turn-around and excellent customer service. We stand by our products so your needs will be looked after."

Crusader Hose, an Australian-owned company, has been manufacturing layflat hose for over 35 years and has grown from a small, family-run business to a medium-sized one of more than 40 workers. Many years of hard work, factory upgrades and a culture of continuous improvement has enabled Crusader Hose to manufacture world-class hose and establish itself as a leader against imports. Working closely with industry, Crusader Hose has been designing, manufacturing and supplying the agricultural sector with layflat hose for broad acreage irrigation and bore water pumping.

Cane growers keen on purchasing world-standard locally manufactured drag hose and avoiding rejection from an unsupportive importer can rely on Flexidrag®.

The quality-tested Flexidrag® is ideal for lateral move and travelling irrigators. The polyurethane-encased drag hose can withstand high pressures on water guns while remaining flexible at low pressures. It has a tight bend radius and can withstand extremely high UV conditions. Flexidrag® is available in a large range of diameters from 40mm to 152mm and in continuous lengths of up to 350m. The warehouse is well stocked with 3" and 4" hose ready for despatch so farmers get the stock they need on time, every time.

Flexibore® flexible rising main is the choice of many farmers' bore projects, large or small. Flexibore® 100 is perfect for depths up to 100m and can be walked in with ease. For larger bores, the Flexibore® 250 can be installed effortlessly with the assistance of our installation roller. The simplicity of handling layflat versus rigid pipe reduces installation time, making Flexibore® the efficient and cost-effective choice for many agriculturalists.

"Sugarcane growers can trust Crusader Hose for reliable layflat hose for their irrigation needs," says Mr Steverlynck. "Flexidrag® and Flexibore® are world-standard hoses, Australian made, in Victoria."

Flexibore, the system of choice for every bore





Flexidrag hose, the new force in irrigation



ADVERTISING FEATURE

Classifieds

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Next deadline is 19 October 2021.

Graham Twyford Machinery Sales Pty Ltd

Specialising in Used Cane Harvesting Equipment Sales



HBM Single row planter 2014 model, 2 x 150 litre stainless tanks fitted, 1.6 or 1.8 planting. Very Good Condition

CAMECO CH2500 Track frames , undercarriage rollers fitted, no hubs or chains. Case pumpbox 2006 model with pumps

TOFT 6500 track frames, chains fitted and rollers, no drive hubs. Toft 6500 pumpbox and pumps

Whole Topper late model CASE as new complete with hydraulic valve

Canetec pumpbox only done 750 Hrs

1000 Litre plastic tank on a factory stand suitable for chemicals. New!!!

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

IN STOCK NOW 10 BLADE DIFFERENTIAL CHOPPER DRUM KIT Suit 2018 to current JD 570. Tungsten Hard Faced on Wear Areas. Clamping Bars & Dowels with kit.

Graham Twyford 48 Central Park Drive, Paget, Mackay Mobile: +61 (0) 418 742 696 graham@gtmachinerysales.com.au www.gtmachinerysales.com.au

Mossman–Tully

1 JAM 3 Row S/Steel Stool Splitter. 1.5T ON 30" Coulters \$25 + GST. Ph: 40676212. Babinda area.

2 x Ian Ritchie 6t side tippers. VGC. Ph: 0740562063.

Herbert River–Burdekin

Farm machinery shed for removal. Good cond. 24m long x 15m deep, I Beam columns, web trusses, apex height 5.5m clearance height 4.2m. 1 end & 1 side are closed in, \$24,000 ONO Ph: 0427625320.

2010 Case 88 Cane Harvester Iveco Engine & all pumps. 2 seasons old. Machine in very good condition with GPS fitted chopper box fully overhauled. Cut 80,000T. Reasonably priced. Ph: 0417621625 or 0418778674.

Ferguson Tractor.TE20. Converted to 12 volt. 1950 model petrol, with small slasher. All running nice. Can supply photos. \$5,500. Ph: 0417070844.

Toft J250 Full Stick harvester converted to load onto trailers. (International 624 driveline). Have not used in 3 years and just gathering dust taking up valuable shed space. Excellent working condition and includes thousands of dollars worth of spares and bearings, including a spare tractor for parts. Harvester has always been shedded when not in use. Asking \$6,000.00 plus GST but open to offers. Ph: 0429181276.

Rotary Hoe, Howard AR 80 inch, \$2,500 plus GST. ALSO Howard AH90 inch, \$4,000 plus GST. Both in excellent condition no oil leaks, no rust. Ph: 0417070844.

Mackay-Proserpine

Ford 8401 coupled to 6 tonne Ian Richie tipper bin. Good Condition. Mackay Area. \$25,000. Ph: 0418716043.

Massey Ferguson 1105 in good working order and 100in Howard rotary hoe with crumble roller. Ph: 0413656963.

HODGE Trash Incorporator with crumble bar, good condition. \$4,500 + GST. Ph: 0417612883.

CHAMBERLAIN C6100: very good condition; enclosed ROPS cab; Perkins 6354 engine, high-flow hydraulic pump; draw bar; good tyres. \$7,000 + GST. Ph: 0417612883.

* As a FREE service to CANEGROWERS members, Australian Canegrower will print

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, such as farm machinery, etc. Advertisements from non-

members are charged at \$11 per line incl GST. Only prepaid ads will be accepted.

suitable classified advertisements UP TO 5 LINES FREE, FOR ONE ISSUE ONLY.

FARM IMPLEMENTS: various including: McLeod 5-leg ripper; McLeod 2-leg ripper; Double-row ratoon grubbers with arch; Hodge 4-furrow reversible plough; McLeod cutaway; Hodge Cutaway spinner; Cane break pusher; McLeod 3-row multiweeder; McLeod 3-row frame; Rafelo drag fert box side dresser. Call for prices. Ph: 0417612883. Howard 80" AH rotary hoe fully reconditioned. Howard 80" AR rotary hoe reconditioned x 2. Parts available for Howard AR, AH & HR models. Taking orders for reconditioning of hoes on AR, AH & HR models with most sizes available. Ph 0407643441 or 49595883.

2 fan stripper \$500, Moller single chain planter \$4,000, 2 x Roberts 6t goose neck trailers \$5,000 ea, Refalo 1t side dresser \$500, Grubber & box \$300, Hodge upright planter \$300. Ph: 4959 1765 after 7pm.

Westhill ¾ tracks suit 7000 Case \$6,600 inc. GST: 4t rear tipper \$2,500 inc. GST: 1t fertiliser bag lifter \$1,000 inc. GST: Ph: 0428115456.

1998 Case fulltrack harvester + parts.\$87,000 inc. GST and 2 x 8401 Ford tractors\$8,000 inc. \$GST each. Ph: 0481 821 301.



Classifieds

Massey Ferguson 8110 4-wheel drive with cab, 135hp, only 2,636 hours in good condition. \$55,000 incl. GST. Ph: 0438606578.

12t self-propelled 6x6 elev infielder. Very good condition. Mackay. Ph: 0438606578.
6t side tipper on Leyland tandem. Good condition. Mackay. Ph: 0438606578.

Don Mizzi 741 model on Fiat 750 special turbo plus MF102 half-tracks to suit. Mackay. Ph: 0438606578.Celli Tiger spike hoe, 2.5m wide with hydraulic crumble roller and oil cooler. Very good condition. Mackay. Ph: 0438606578.

Harvesting contract at end of 20/21 season. Includes JD570 Fulltrack Harvester, 3 x MAN TGA390 trucks w/ Griffcam 10T tippers, 4 x CASE Powerhauls & misc harvesting equip. To be sold w/ 50,000 tonnes + cut. Harvesting 90,000 tonnes this season. Ph: 0410 664 890.

6t side tipper Ian Ritchie, Excellent condition \$15,000 + GST. Ph: 0478719294.

Bundaberg-Rocky Point

1980 model Toft Cane Harvester (as is), Billet Planter (working order), Whole Stick planter (as is). All stored in a shed for a while. All offers considered. Ph: Karen 0408875779. Toft 6500 harvesters, full track, rotary chop, cat 3306 direct injection. It's been used to cut plants for the last 5 years. \$16,500 Inc GST. Ph: +61428980846.

29,835 Isis Mill shares and 88912 STL shares for sale. All offers considered. 1 x John Shearer edge on 15 tyne chisel plough. VGC. Always shedded. Ph: 0422118466.

1x Massey Ferguson 102 cane harvester VGC Shedded - \$5,000 + GST, 1x 4 tyne Paraplow Ripper - \$4,000 + GST, 1 x Croplands Ute Boom Sprayer 1200L Approx-16M BOOM -\$5,000 + GST, 1 x 4 Row Janke Eliminator Mulcher - \$4,000 + GST, 1 x 1200lt Fuel Tank - \$300 + GST, 1 x Grain Bin Trailer - \$1,000 + GST, 1 x Side Dresser Fertiliser Box - \$800 + GST, 1 X ½ Tonne Linkage Spreader - \$500 + GST. Ph: 0488662313.

3 inch 2 in 1 Avoca double reel water winch, 4 inch Avoca 2 in 1 heavy duty water winch, 2,200litre diesel fuel tanker is a complete trailer Massey Ferguson 65 high clearance. Ph: 0427598333.

Wanted

Trimble LR 410 laser receiver or older R 25 model Ph: 0427756564.

12/14 tonne carta bin or 5/6 tonne double BSM side tippers. With or without tractor all offers considered. Ph: 0427541346. Dual row billet planter. Ph: 0419771504.

Work Wanted

Harvester operator and general on farm jobs, during and after the crop seasons on any farm, Mackay region. Can do farm work, repairs and maintenance on farm machinery and operate harvesters and tractors during crop seasons and after, 2021 and 2022 seasons. Please contact via email <u>cyrilgilbert1956@</u> <u>yahoo.com</u>.

Property

840 meters opposite Moore Park Beach. Coastal Cane Farm 93 Acres and 146 megalitres of ground water. Large storage Shed. 1 x Diesel Irrigation pump for the underground irrigation. There are 2 fenced off areas, currently used for horses and cattle. No house on this property. Comes with crop. Ph: Larry on 0418496864.

DEERAL Cane Farm for Sale. Up to 140 acres on 2 titles. 186 Ross Road, Deeral. Ph: 0412968434.

Want to buy farm in the Mackay or Proserpine area. Must have two good condition houses and irrigation. Contact Paul on 0447545550. WTB: Grazing & Irrigation Property. Grazing

Rainfall Report

	Recorded rainfall (mm)			Average rainfall (mm)
Location	Month prior (Aug 2021)	Month to date (1 Sep-27 Sept)	Year to date	Jan-Sep
Whyanbeel Valley (Mossman)	84.4	50.2	2451.8	2392.5
Mareeba Airport	0.6	19	810.2	679.2
Cairns Aero	21.2	11.8	2263	1688.9
Mt Sophia	88	266	3558.6	2813.4
Babinda Post Office	265.2	138.7	3806.5	3640
Innisfail	163.6	124.6	3317.6	3038.8
Tully Sugar Mill	176.2	191.5	4582.4	3531.1
Cardwell Marine Pde	40.4	17.4	2147.8	1753.5
Lucinda Township	69.6	32	1883	1803.6
Ingham Composite	56.5	25.8	3046.4	1738.8
Abergowrie Alert	20	18	1558	1182.6
Townsville Aero	38	7.2	917.4	924.4
Ayr DPI Research Stn	60.2	4	942	764.7
Proserpine Airport	103.8	13.8	981	1149.6
Mirani Mary Street	79.1	2	770.4	1155.4
Mackay MO	105.2	6.2	1030	1271.1
Plane Creek Sugar Mill	69.8	2.6	516.2	1384
Bundaberg Aero	6.2	10.8	360.6	711.6
Childers South	18.8	5.2	456	612.3
Maryborough	20.8	11.6	563.2	854.7
Tewantin RSL Park	19	11.2	1062.4	1205.1
Eumundi - Crescent Rd	17.4	0	968.1	1289.2
Nambour DPI - Hillside	4	8.8	942	1318.3
Logan City Water Treatment Plant	28.7	8	938	793.8
Murwillumbah Bray Park	16	32.6	1304.2	1191.1
Ballina Airport	27	19.6	1375.6	1379.3
New Italy (Woodburn)	30.2	8.6	1175.5	1025.5

Sunsuper y

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 satelilite images and other information for the farming community can be accessed on www.bom.gov.au. Weather report sourced from the Bureau of Meteorology Recent Rainfall Tables.

Classifieds

to run 300-500 head. 100 - 200acres irrigation. Located Sarina-Proserpine Regions. Contact James on 0429621145.

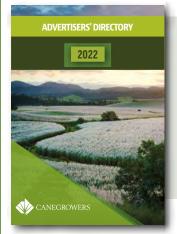
Cane Farm, 47 acres. 23 acres Cane Production for 2021, remainder fallow. 40MG Kinchant Dam Allocation. Supplied to Racecourse Mill. 20 mins from Mackay. Ph: 0466241656.

Wanting to lease - cane farm in the Walkerston/Eton/Pleystowe areas and surrounds. Ph: 0421520331.

2 Mackay cane farms on 4 lots; one farm 113.62ha with total area 74.67ha CPA and second farm 126.57ha with total area 82.17ha CPA. Farms have common boundary. Ph: 0415881092.

Young grower wanting to expand. Looking for farms to lease. Mulgrave Area Ph: 0431036229.

Pleystowe cane farm. On 2 Lots. Approx 190 acres all up. Teemburra water, 2 pumps & licences, plus 32,000 gallons an hour underground bore. Machinery/irrigation shed. 2x 4" soft hose irrigators, farm lasered, underground main throughout. 2 sidings adjoin farms. Access to farm from Pleystowe School Rd & Formosa's Rd. Does not include 2021 crop. Selling due to health reasons. Ph: 0408733793.



2022 Advertisers' Directory

coming to all members soon ...

This handy (A5 printed) 48 page directory, filled with district info, plus suppliers and businesses, will be sent to all cane growing members. An online version will be available on the members resources page of CANEGROWERS website.

LIMITED ADVERTISING SPACES AVAILABLE

Do you have a business that would benefit from one of these unique advertising opportunities? Maybe you know a family member or a neighbour that would be interested?

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Buyers please be aware of scam emails when buying online. Scammers may try to intercept emails between genuine buyers and sellers by sending the buyer a fake invoice with different account details for the payment. Buyers should check with the seller by phone for accurate account details before making payment.

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Expert insight Price and production forecasting



Independent service Does not favour one marketer over another

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Aussie Made Hose, for Aussie Made Farmers

The Australian Sugarcane Industry has been in dire need of a reliable locally made travelling irrigator hose designed for low-pressure irrigation and rough terrain.

Our Flexidrag[®] irrigation hose is Australia's leading drag hose for Sugarcane Farmers and is perfect for lateral move systems.

Flexidrag[®] is manufactured to world's best standard and features superior materials designed to withstand tough in-field conditions.

This smooth, flexible layflat hose can be easily stored when not in use and is available in diameters ranging from 40mm to 152mm and lengths up to 350m.

FEATURES



✓ Very flexible at low pressures
 ✓ Tight bend radius
 ✓ ≈ 20% Lighter than rubber ho
 ✓ Abrasion resistant

- $\checkmark\,$ Low coil volume for easy handling
- ✓ UV treated
- 🗸 10-Year pro-rata warranty
- ✓ Custom lengths

Flexidrag[®] is Australian Made, by Australians, for Australians.

So, if you're in need of an irrigation hose solution that is tough, robust, cost-effective and supports Australian manufacturing, choose Flexidrag[®]



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Contact us today on +61 3 9720 1100 or email sales@crusaderhose.com.au to learn more or request a quote! www.crusaderhose.com.au