

ABARES survey reveals financial performance of Australian cane farms

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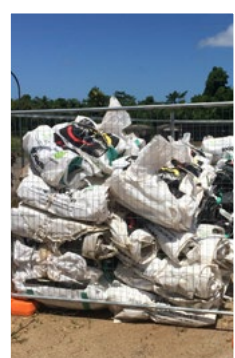
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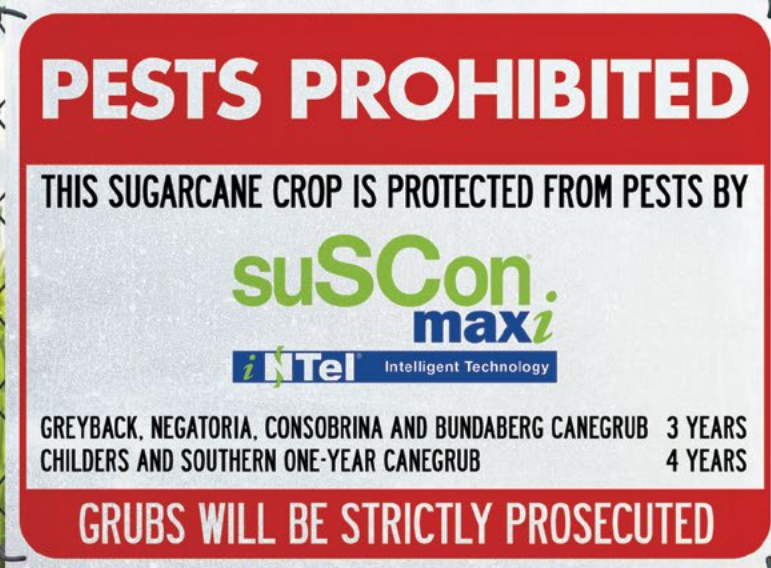


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# CONTENTS

18 January 2016



14



04



09



05



11



06

## Features

- 4 2015 ends with rainfall deficit
- 5 2016 - A year to talk
- 6 Growers embrace recycling trial
- 11 Rain-drenched Tully ends 2015 harvest
- 14 On Farm - Smartcane BMP, pathway to a prosperous future
- 16 Sugar Shaker - the state of play in Australia's sugarcane industry
- 20 The five greatest myths about sugar

### Cover Picture:

Adrian Darveniza checks the rain gauge on his South Johnstone cane farm. After below average rain in 2015, the area has had good falls to start 2016. Photo by Richard Curzon.

### Also inside:

- 2 CEO's comment
- 8 Industry Spotlight
- 10 SRA Snapshot
- 12 QSL market update
- 21 Classifieds
- 22 Rainfall Report

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# The calendar changes but the challenges remain

By Dan Galligan, CEO CANEGROWERS

While in a practical sense the calendar ticking over to a new year is a marker of time simply moving on, of course for most people it means much more than that. It is a great opportunity for us all to pause and reflect before planning for the year ahead.

*"I anticipate that 2016 will need to be a year that the industry tries to rebuild confidence and delivers some future security for all growers."*

Doing all of this in the company of family and friends provides valuable perspective into the important things in life at a personal level.

The context is different when we consider a broader industry perspective of course. But the opportunity to reflect and plan ahead is just as important.

Last year was, in many ways, a year of great uncertainty. Even though I can't seem to find where Santa left my crystal ball, I can anticipate that 2016 will need to be a year that the industry tries to rebuild confidence and delivers some future security for all growers.

The themes we talked about last year must be delivered this year.

Security and confidence for any business are the very building blocks upon which it can buffet against the uncertainty of markets, weather and production costs.

The obvious connection for us is finding a pathway that delivers on the certainty for growers in negotiating cane supply contracts with mills.

After a tumultuous year of debate, the industry is poised at every level, to make choices on the way forward. CANEGROWERS was consistent last year and we will remain so this year.

The best, most efficient way for growers and mills to work through marketing options now is to sit down and develop fair and reasonable supply contracts via a negotiated process.

The rhetoric and positioning around legislation and legal options of last year will be carried over from last year for many. There is no doubt of this.

But all parties have another option too - to work through the issues and get on with the business of growing and milling cane under the types of effective agreements that have provided certainty in the past, and can do so in the future.

Some good rain over the past month has brought a welcome opportunity to rebuild soil moisture in many districts.

There is no greater asset for any farmer than the health of the soil on the farm. This issue of Australian Canegrower touches on the key programs your industry body is involved in and on farm management issues that strike to the very core of farm profitability. That is productivity.

It is a timely reminder for us as an industry body that, like prices, productivity is where the "rubber hits the road" for our members.

Managing the complex and highly variable operation of farm productivity within a delicate balance of soil and environmental health must be achieved while being ever aware of the inherent capacity of the farm.

To push up against or beyond this capacity, we know results in ruin. Farmers know this better than anyone.

Hopefully the magazine provides an opportunity for all our readers to sit, read, pause, reflect and plan for a fantastic farming year in 2016. ■





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# NEWS IN BRIEF

## 2015 ends with rainfall deficit

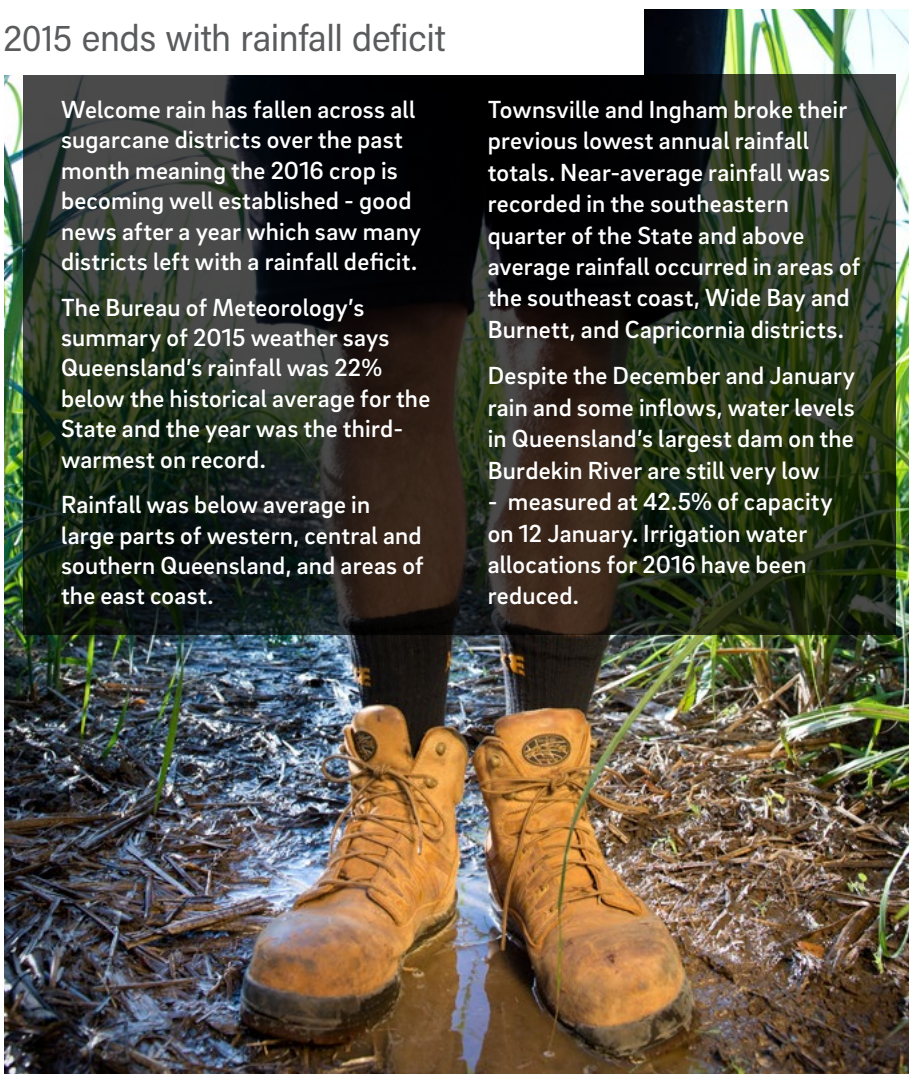
Welcome rain has fallen across all sugarcane districts over the past month meaning the 2016 crop is becoming well established - good news after a year which saw many districts left with a rainfall deficit.

The Bureau of Meteorology's summary of 2015 weather says Queensland's rainfall was 22% below the historical average for the State and the year was the third-warmest on record.

Rainfall was below average in large parts of western, central and southern Queensland, and areas of the east coast.

Townsville and Ingham broke their previous lowest annual rainfall totals. Near-average rainfall was recorded in the southeastern quarter of the State and above average rainfall occurred in areas of the southeast coast, Wide Bay and Burnett, and Capricornia districts.

Despite the December and January rain and some inflows, water levels in Queensland's largest dam on the Burdekin River are still very low - measured at 42.5% of capacity on 12 January. Irrigation water allocations for 2016 have been reduced.



Location	2015 Rainfall	Annual Average	Location	2015 Rainfall	Annual Average
Mossman	1548	2279	Mirani	822	1581
Mareeba AP	719	911	Mackay	851	1606
Cairns	1896	2024	Sarina (Plane Ck)	1157	1744
Mt Sophia	3533	3403	Bundaberg	852	1026
Babinda	3540	4285	Childers South	842	907
Innisfail	2634	3580	Maryborough	1032	1155
Tully	2850	4111	Tewantin	1408	1585
Cardwell	1408	2127	Eumundi	1685	1684
Lucinda	947	2141	Nambour	1757	1694
Ingham	1052	2124	Woongoolba	1741	1356
Abergowrie	1177	1831	Murwillumbah	1684	1618
Townsville	397	1152	Ballina	2024	1756
Ayr DPI	445	952	Woodburn	1397	1367
Proserpine	851	1455			

## GET SET TO VOTE

2016 is election year for CANEGROWERS. Nominations will open for all district board positions on Friday 29 January.

CANEGROWERS members should make sure their membership details are correct and up to date by 19 February which is when nominations close.

Ballot papers will be posted on Friday 18 March and the results of the election will be declared one month later.

Districts have between five and eight directors and these boards nominate representatives for the CANEGROWERS Queensland Policy Council.

If you're interested in nominating for a district board position, the first step is to speak to your local Chairman or Manager.

## NEW YEAR, NEW LOOK

Welcome to your new look *Australian Canegrower* magazine!

We've aimed for a brighter, clearer and more modern layout while remaining committed to all of the features and content that you know and rely on.

Have you noticed the cover is slightly different? While costing us no more to produce, this slightly more robust cover is favoured by the advertisers who support our publication.

Do you know someone working in a business allied to the sugarcane industry who doesn't receive the magazine? We are keen to sign up more subscribers and you can help us spread the word. Subscription prices and payment information is on the CANEGROWERS website.

Here's to another great year reporting on the stories, issues and innovations of Queensland's sugarcane farms!





## Bundaberg, Isis & Mackay mills stick with QSL

Bundaberg Sugar, Isis Central Sugar Mill and Mackay Sugar have extended their Raw Sugar Supply Agreements with QSL until 30 June 2019.

QSL Chief Executive Officer and Managing Director **Greg Beashel** has thanked the three mills for their continued support.

Mr Beashel says he looks forward to growing QSL's contracted tonnage in future seasons under Queensland's revised *Sugar Industry Act*.

Amendments to the Act, supported by growers and passed by the Queensland Parliament in December, have received Royal Assent and have become law.

Provisions in the amended Act will ensure genuine competition in sugar marketing by enabling growers to choose who markets their economic interest sugar and be safeguarded from discrimination based on their choice and provide for a pre-contractual dispute resolution process.

Mr Beashel says QSL is committed to working with all industry stakeholders in the smooth implementation of these changes.

In the interim, he says, QSL remains focused on maximising returns for its industry members and serving the interests of growers and millers for the long-term prosperity of the Queensland sugar industry.

## 2016 – a time to talk

2016 will be a year of negotiation as the sugarcane industry fine tunes the implementation of crucial changes to the *Sugar Industry Act* passed in December 2015.

While no changes are required in any mill area for the 2016 season, growers supplying mills owned by Tully Sugar, Wilmar Sugar Australia, MSF Sugar and the Heck Group will need new Cane Supply Agreements (CSA) for 2017.

While the millers had sought to take over the marketing of all of the sugar produced at their plants from the end of the 2016 season, changes to the *Sugar Industry Act* mean growers must have a choice in the marketer of their economic interest sugar.

CANEGROWERS is ready to robustly represent its members to ensure the objectives of fairness and choice in marketing, enshrined in the December amendments to the Act, are upheld.

The millers which will withdraw from QSL at the end of the 2016 season will also need to strike new agreements with QSL called Marketing Facilitation Agreements (MFA).

MFAs are to cover transactions where their supplying growers choose to continue with the industry-owned marketer.

The amended Act also provides for a pre-contractual dispute resolution process.

This process would be used if growers and or their bargaining agent cannot reach agreement with the mill over the terms of the proposed Cane Supply Agreement.

An independent arbiter can be appointed to resolve the dispute with the arbitration process governed by *Queensland's Commercial Arbitration Act*.



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## Women in Sugar, the time is now!

It's time to register for the 2016 Women in Sugar Australia conference. The Canegrowers Network Mackay is hosting the event 15-16 March.

The theme is In Keeping with Reality – it was inspired by a group of Mackay women returning home to the reality of their farms and families after last year's event in Ingham.

Organiser **Marice Perna** says the conference will be relevant to the everyday lives of women in the sugar industry with the added benefit of being a time for everyone to enjoy themselves and unwind.

"I'd love to see all of the sugarcane districts represented, whether you have a formal Women in Sugar group in your district or not.

"It would be great to expand and build on the networks of support and friendship that previous conferences have created.

"We'd love people to copy the form printed in the back of this magazine and pass it on to all the women they know involved in the sugar industry."

CANEGROWERS is proud to be a Gold Sponsor of the event.

Other supporters are QSL, Wilmar, Vanderfield, Flor Hanly Accountants, Mackay Sugar, Crokers Fuel & Oils and Wilmar BioEthanol Pty Ltd Agservices.

The conference registration form can be found on the final page of this magazine or a copy can be received by emailing [mariceperna@gmail.com](mailto:mariceperna@gmail.com) Forms can be scanned and emailed or posted to the organisers.



Women in Sugar

## Growers embrace recycling trial

Sugarcane growers are being congratulated for a job well done – with a trial recycling scheme for used fertiliser bags being labelled a resounding success.

With 23 council depots still open to accept bags until the end of January, the scheme set up by Farm Waste Australia in September looks set to collect 240 tonnes of plastic representing 80,000 bags.

Spokesman **Stephen Richards** said that figure was equivalent to 50% of all the bags sold in the trial area of north Queensland in 2015!

"This is an amazing result and demonstrates the commitment of Incitec Pivot, Impact Fertilisers and farmers to their industry and the environment," he said.

"I want to thank the growers who jumped on board with our trial with such enthusiasm and proved they are willing and able to solve a waste stream issue in their industry."

He says the volume is enough to prove there is a valuable resource available to processors who want to make use of it.

"This has the opportunity to create long term jobs in regional areas," Stephen said.

"During the trial alone, seven additional people were employed."

Not only is the volume of plastic collected enough to make 1,200 park

benches, it means tidier farms, less material going into landfill sites and less likelihood of the plastic ending up in the environment.

"We acknowledge the terrific support of the councils and resellers in making this a success – we couldn't have achieved this outstanding result without them," Stephen said.



CANEGROWERS, local councils, the Queensland Department of Environment and Heritage Protection joined fertiliser companies Incitec Pivot and Impact Fertilisers in promoting the trial and providing practical support.

All have agreed the trial was successful and worthwhile.

Stephen has no doubt the trial will become a permanent fixture on the cane growing calendar.

"My plan for 2016 is to take all of the key learnings from the trial and implement them into a sustainable collection program," he said.

"Any bags not in by the end of January will be collected in June."







# At Impact Fertilisers we are committed to sustainability

Farmers can now recycle their Impact Fertilisers Single Trip Bags at convenient collection sites in Northern Queensland. For more information and to find your nearest collection site, please visit the Impact Fertilisers website and go to the Sustainability page.

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**Matt Kealley**

Canegrowers Manager -  
Environment

*“Only about eight out of 100 people achieve New Year goals”*

## *“This year I’m gonna...”*

### the art of New Year’s resolutions

The Christmas dinner has been eaten. The fireworks have dazzled and the champagne corks have been popped – as 2015 rolled into 2016, I inevitably started thinking about my New Year’s resolutions.

How many times have you said “This year I’m gonna.....” to yourself?

And how many times have you not achieved what you swore black and blue you would do in that moment of New Year’s resolution clarity?

I’ve definitely been there, done that. One year I swore that I would get back into swimming with a squad. I bought new goggles and I went four times.

Research suggests that only about eight out of 100 people who set New Year’s goals achieve them. Why? Well, you tend to give up because you make the goals too broad, far too ambitious, or you lack the time or the willpower to keep going.

In my case, swimming was hard work. The water was cold, it was early and my body wasn’t as limber as it used to be. I still love to swim and maybe one day I will get back into it. However, I will set a more realistic goal and not try to do the individual medley in the second week.

I did achieve another resolution of getting my vegetable patch going. I am currently enjoying fresh tomatoes and digging into recipe books on how to use all of the spinach and rainbow chard I have grown.

So what does 2016 bring for you? What do you want to achieve this year?

If you are planning some resolutions, below are my top tips for achieving your goals.

In relation to sugarcane and the environment, I see some continuing challenges coming our way particularly with the Great Barrier Reef and water quality.

I consider Smartcane BMP to be the easiest way to meet these challenges. Plus, it can support your business needs and future goals.

If you haven’t done anything so far, make it a goal for early 2016 to contact your local Smartcane BMP facilitator.

If you have benchmarked in the program already – set a goal to get accredited.

My 2016 New Year’s resolution for Smartcane BMP is to see 2,000 growers benchmarked and 200 growers accredited by 24 December 2016.

1: [www.statisticbrain.com/new-years-resolution-statistics](http://www.statisticbrain.com/new-years-resolution-statistics)

2: [en.wikipedia.org/wiki/SMART\\_criteria](http://en.wikipedia.org/wiki/SMART_criteria)

### MATT’S TOP TIPS FOR NEW YEAR’S RESOLUTION SUCCESS

**1 SET A GOAL**  
Work out what you want to do.

**3 WRITE IT DOWN**  
Writing things down allows you to consolidate them into your thinking and to commit to them.

**5 BREAK IT DOWN**  
Break it down into smaller tasks.

**6 SHARE**  
Share them with someone you trust – we all need someone cheering us on.

**2 MAKE IT POSITIVE**  
A positive goal is something you want to do whereas a negative goal is something you want to stop doing.

**4 MAKE IT SMART**  
Specific, measurable, attainable, relevant and timely.

**7 CELEBRATE SUCCESS**  
You must celebrate your achievements and milestones along the way. This is what keeps you motivated, energised and willing to see it through to the end.



## Benchmark for BMP ahead of reef regulations

A quarter of all Queensland sugarcane farming businesses are now benchmarked in the Smartcane BMP program, signalling their commitment to being sustainable and profitable.

With the Queensland Government set to begin its renewed compliance monitoring of water quality regulations in cane growing districts adjacent to the Great Barrier Reef, there's never been a better time to begin the process with a Smartcane BMP facilitator.

The 1,106 benchmarked farms are now working towards being accredited in the three core water quality modules to join the 42 which have their certificates.

Smartcane BMP project manager Mick Quirk says 2016 will be a year of expansion and consolidation for the program.

"Benchmarking involves a grower comparing their practices with those considered to be best practice," Mick says.

"We are looking to have another 500 to 700 growers complete that and consider the opportunities for improving their farming system this year. We'll also be looking to have another 300 growers accredited."

Mick says independent accreditation is the key to establishing the industry's environmental credentials – growers will not be subject to reef-related compliance monitoring and their sugar will meet sustainability requirements increasingly being requested by export customers.

Forty officers of the Department of Environment & Heritage Protection (EHP) were undergoing training in late 2015 ready to begin reef regulation compliance work in February 2016.

CANEGROWERS Environment Manager Matt Kealley expects that in the first instance they'll be looking at growers who have not become involved with the Smartcane BMP programme.

"EHP officers will be enforcing the reef regulations under the *Great Barrier Reef Protection Amendment Act 2009*," he says.

"This means that growers from Mackay to Mossman are expected to keep records and apply chemicals and fertilisers at rates that meet the regulations."

Matt says Smartcane BMP is one of the easiest ways to meet any legal requirement.

"Growers who are benchmarked in Smartcane BMP, keeping records or can demonstrate they are doing the right thing shouldn't have too much to worry about," he says.

Turn to page 14 to read Damien Borg's story of why he sought accreditation in the three key modules of Smartcane BMP.



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# ABARES SURVEY

## reveals financial performance of Australian cane farms

The financial performance of Australia's sugarcane farming businesses has been studied in a new survey conducted by ABARES and commissioned by Sugar Research Australia (SRA) and the Queensland Department of Agriculture and Fisheries (DAF).

It is the first in-depth survey that has studied productivity and profitability of the Australian sugarcane industry since 2008.

It has surveyed small, medium and large sized farms in terms of production (tonnes) and area (hectares).

SRA Executive Manager for Investor Relations, **Leigh Clement**, said that the survey provides a good snapshot of sugarcane farm performance, taking into account a range of factors such as farm location, size, and inputs such as water and electricity.

"The survey involved in-depth face-to-face interviews with more than 170 farmers in early 2015, looking at financial performance in 2013/14," Ms Clement said.

"We know that the survey was conducted in a period of relatively low production due to the environmental impacts associated with several bad years of floods and cyclones, and the survey report recognises that.

"However, it showed that despite the environmental and economic challenges

that the industry faced, the top ranked 25% of sugarcane farm businesses had an average rate of return of 4.5% in 2013/14, not including capital growth in their land.

"The survey also highlighted the challenges faced by the smaller and less profitable farms, with some of these enterprises transitioning away from sugarcane production or to retirement. The bottom 25% of farms had a negative 9% rate of return, relying on off-farm income to survive."

By comparison, a similar recent survey of horticultural producers by ABARES revealed the top-performing horticultural farmers achieved a 10% rate of return and the low-performing farms had a negative 11% return.

Echoing findings of the survey, Northern New South Wales grower **Kevin Twohill** said that ultimately it was throughput in terms of tonnes that was crucial to maintain productivity and profitability in his business.

According to the survey, the 2013/14 average farm cash income was highest

in Far North Queensland averaging \$120,300 per farm and lowest in NSW, where there is a higher proportion of smaller farms, averaging \$38,100 per farm.

However, Mr Twohill said that the NSW region had posted a significant recovery in yield in 2014/15, which was also indicated by the ABARES survey but not collected in the final survey because of its timing.

Mr Twohill is hopeful that the improved yields continue in 2016 and also align with improved prices.

According to Ms Clement, the data from the survey provides a baseline to measure future trends regarding sugarcane farmers' return on investment, as well as a way of measuring the rate of practice change.

She said the survey already indicated a solid rate of positive change with management practices among the industry's farmers, with 47% having made changes to farming practices, techniques or methods in the two years to 2015.

"It showed that the number one reason for practice change was because of research and development outcomes," she said.

"The survey showed that there is a strong current of innovation in the Australian sugarcane industry, and it also provides useful data for organisations such as SRA to target our investment in a way that benefits sugarcane growers and millers."

The survey will be used for a range of purposes, including to help guide industry investment in research, development and extension through SRA.

It will also compliment SRA's existing annual grower survey, and both of these surveys will be used to inform SRA performance reports.



*Tweed Valley grower Kevin Twohill says that throughput (tonnes) is a key driver of profitability.*



# Record season wraps up

A record crush of 2.898 million tonnes in the Tully district has wrapped up a very long 2015 Queensland season. Mossman mill started in May and it was 4 January 2016 before the Tully rollers were halted.

Innisfail's season came to an end on Christmas Eve just a day behind Rocky Point and Mulgrave which finished on 23 December 2015.

The Australian Sugar Milling Council (ASMC) says that the 2015 crush in Queensland of 32.654 million tonnes was the best since 2006 – reflecting a small increase in the area under cane and improved productivity from ideal growing conditions in the far north and an emergence from drought conditions in the south.

ASMC's CEO Dominic Nolan says that final sugar production figures were not yet available but would be up on the 2014 Queensland production of 4.37m tonnes.

The average sugar content for the Queensland crop was slightly up on the long term average with a CCS of 13.97.

CANEGROWERS Innisfail has submitted a Notice of Dispute to MSF Sugar. When the mill ceased crushing some cane remained unharvested and under the provisions of the Cane Supply Agreement, the mill should not have stopped while suitable cane remained available.

CANEGROWERS Innisfail is seeking some level of compensation for growers saying there is a considerable economic loss for the growers concerned.

Final statistics for the New South Wales crop are being finalised after the Harwood Mill finished crushing on Christmas Eve but it's expected it will be the best crush in ten years with a total just short of 2.2 million tonnes of cane.

## WET END TO TULLY HARVEST

CANEGROWERS Tully Chairman Tom Harney says the record harvest in his district was a feat that required a huge effort and perseverance from all sectors of the industry and the Tully community.

The 2.898 million tonne crop was harvested from 28,755 hectares with an average yield of just over 100 tonnes per ha.

"The long season tested the capabilities of man and machine and it is a credit to all involved that it was completed safely," Tom Harney said. "Thank You to everyone who worked through the festive period when they would normally be with their families."

As expected, sugar content deteriorated towards the end and the final CCS for growers could have been better by an estimated \$1.5 million if crushing had ended on target.

Just over 10,000 tonnes of the crop was condemned with a falling CCS of less than seven and an estimated 6,000 tonnes of cane was left unharvested.

Heavy rainfall in the final week means many paddocks were damaged.

"At present the prospects for the 2016 crop are very good," Tom Harney said. "Plant cane and early harvest ratoons are well advanced and it is likely there will be extra plantings which point to a larger than average crush for 2016."

*Image: Harvester operator Steven Musumeci found the going tough on Veronica Lizio's farm in the Feluga area of the Tully district. Heavy machinery was needed to tow out the bogged harvester and haulouts and the paddock was destroyed.*





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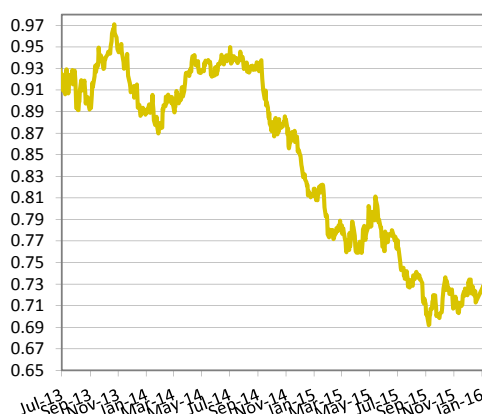
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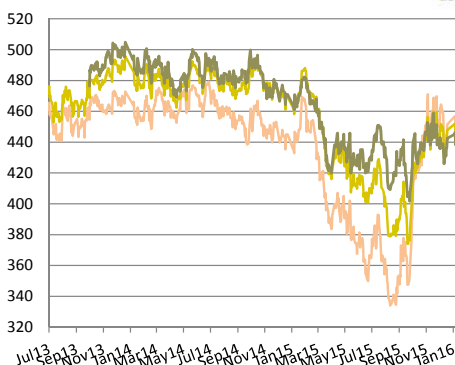
ICE No.11 Prompt Futures Contract



Australian Dollar (AUD v USD)



QSL Forward Fixed Price Contract (A\$/mt)



Data source: QSL Daily Market Report (Futures and Currency) & QSL Daily Indicative Prices

## Market Update

By Shaun Tupou, Treasury Analyst

Current as of 11 January 2016

### Sugar

Whilst the 2015 Christmas period offered little in the form of market movers, sugar flat prices were generally positive (prompt March16 trading to a top of 15.44 US c/lb). Despite this positive sentiment, it wasn't long until sugar, alongside other global equities, came under some heavy downside pressure, driven by weakness in the Chinese economy and index funds re-weighting. As a result, we've seen sugar squeezed lower across the first half of last week – March16 down to a low of 14.33 c/lb before settling at 14.46 c/lb on Friday.

Meanwhile, there were no real surprises in Friday's Commitment of Traders report which showed non-index funds had reduced their position a further 10,000 contracts across the first week of January. Interestingly, we note that an increase in total open interest had some of the market surprised by the print with some expecting a marginal increase in fund longs. Currently, non-index funds sit net long 190,500. With the recent market weakness, a further push lower (below 14 cents) could see non-index funds liquidate their positions and flat prices take a hit.

Recent spread activity has created some interest of late. Despite a remarkable weakening in flat prices over the first half of last week, spread prices failed to mirror this move lower, as the front spread March/ May16 barely moved out of a +30/+33 point range. However, the last session of the week provided some direction as it seems the index funds re-weighting period and soft flat prices began to drag spread prices with it.

Going forward, we remain adamant that a 2015/2016 deficit is still on the cards with potential for some of the larger carry-over stocks to be drawn down on and an increased need for Brazil to produce more sugar than ethanol. In the near term, sugar looks set to test lower (below 14 cents) which opens the flood gates to large selling by a sizeable fund position. A lack of fresh news to stimulate flat prices will see macro headlines (such as China) and funds push the market around.

### Currency

Much like sugar, the AUD remained subdued over the course of the Christmas and New Year's break. However, developments in China last week did send the market into meltdown. Higher offshore fixings saw the AUD trade down from recent highs (0.7328) to make fresh three-month lows at 0.6928. Currently, the AUD has declined by 4.35% over the first eleven days of the year. Additionally, we saw a jump in US Non-Farm Payrolls last Friday night, which was somewhat of a 'nail-in-the-coffin' for the AUD's recent weakness as the AUD traded below 70 cents.

Looking ahead, this week our focus remains on China and how it will continue to stabilise its currency and equity markets. Additionally, we have local employment data and US retail sales and PPI due later in the week. These prints could see the AUD lower, with market expectations for softer prints.

*While all care is taken in the preparation of this report the reliability or accuracy of the information provided in the document is not guaranteed. 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.*





# Interpreting our online daily prices

By Bryce Wenham, QSL Finance Manager – Supplier Relations

With the 2016-Season pricing declaration date approaching in February, growers may be starting to pay closer attention to ICE 11 and Australian dollar movements.

As part of our service offering, QSL publishes daily market values on our website and via SMS, with the view that this information may be useful for growers as they consider their pricing options for the year ahead.

## Daily Price

Friday, 8th Jan 2016

14.75 us c/lb prompt  
0.7012 AUD/US  
\$444.39 AUD/MT IPS  
[More info>](#)

This week, we explain how growers can interpret the values represented.



The indicative price featured on the front page of the QSL website is quoted in Australian dollars per metric ton IPS, and is comprised of two components:

- The ICE 11 futures price; and
- The Australia dollar exchange rate

The ICE 11 futures price is represented by the US c/lb value, which represents where the market settled overnight for the prompt (currently the March 16) contract.

The second element, the Australian dollar exchange rate, represents the current US dollar – Australia dollar spot exchange rate.

We use these components as part of the calculation to convert the ICE 11 price into an \$A IPS value.

The third value quoted is a bank Over-the-Counter (OTC) commodity swap price adjusted to an IPS value for the prompt contract (the nearest delivery month quoted on the ICE 11, currently the March 16 contract).

QSL uses OTC swaps because they allow us to price sugar directly in Australian dollars using a single transaction, taking into account simultaneously the level of the Australian dollar and the ICE 11 futures price.

The price is quoted as an IPS value, reflecting the pricing terms used in Queensland and incorporates an estimate of the margin a bank attaches to any OTC commodity swap.

You may notice that the OTC IPS value published by QSL may appear to be less than values reported by some banks.

This is simply because most banks don't include an IPS adjustment in their reported prices.

As stated earlier, the swap price is for the ICE 11 prompt delivery month only (i.e. for sugar for immediate prompt delivery).

If you are looking for an indication for what you can price sugar for in the 2016 and 2017 seasons, you will need to click on "More info" to see the indicative prices available for those seasons.

It's important to remember that because the ICE11 generally trades outside Brisbane working hours, all of the values provided in our Daily Price updates are indicative only and are generally updated at the start of each business day (Brisbane time).

Therefore, if the Australian dollar has risen strongly during the day, the indicative prices quoted on our website may become out-of-date.

Growers using this information when making decisions about forward pricing targets should check how the Australian dollar may have moved during the day before placing their order.

## LOCAL FEES AND CHARGES

Your final sugar price can also be affected by additional charges such as mill administration fees, other local costs or the outcomes of your miller's domestic sales of raw sugar.

Please contact your local miller for details of these.

QSL itself does not charge fees for its services, with all QSL operating costs included in the QSL Shared Pool. ■



# Smartcane BMP: pathway to a prosperous future

*"It's not just about what you are doing today. A lot of it is about where we want to be in the future – if there is a premium to be paid on accredited sugar, I want to be a part of that."*

Damien and Jodie Borg are relatively new to the lifestyle and business of cane farming as independent adults and as such, they are planning to do everything right on their Plane Creek district farm. That's why they've gained accreditation for their business, Borg Family Farming, in three core modules of Smartcane BMP.

While Damien grew up on a cane farm with parents Kevin and Anna Maria, he chose as a young adult to pursue a trade and work as a diesel fitter in the mining industry. He decided to move back to agriculture for family and lifestyle.

"We got tired of the mining lifestyle and being away from home – I wanted to spend more time with my family," Damien said. He and Jodie have two small children.

Once the decision was made, Damien leased a 180 hectare dryland property in 2010.

"We designed the layout right from the start to suit farming, keeping harvesting practices and drainage in mind," he said.

"We are now into our fourth season and this foresight has well and truly paid off in terms of the farm's efficiencies."



As a part of a growing younger set taking up cane growing or returning to it, Damien is typical in that he is keen to be proactive in his pursuit of the business's future profitability and sustainability.

"I've received a lot of guidance from neighbouring farmers, and of course my father who is a third generation cane grower," he says.

Deciding to sign up for the Smartcane BMP (Best Management Practice) program was easy.

"BMP today is just a part of being a farmer," Damien says.

"The mining industry is steeped in regulations to balance the protection of workers and the viability of the business while maintaining and protecting the environment – I see no difference with being a cane farmer as these ends are the same we want to achieve.

"With BMP it's not just about what you are doing today. A lot of it is about where we want to be in the future – if there is a premium to be paid on accredited sugar, I want to be a part of that."





Main image: Damien Borg on his Plane Creek district farm and in his dual row double disc opener planter which also applies wire worm and fungus control agents and fertiliser subsurface. Having father Kevin (small picture) nearby means opportunities for sharing machinery.

Damien can take advantage of his cane land being located close to his parents' farming business and home and also nearby to other farms. This means plenty of sharing.

*"The Smartcane BMP program isn't hard, it may sound harsh, but the reality is that it's our future."*

"Being able to do this allows us to cut our capital costs, and that can help to fill some of the shortfall in other areas with production or high input costs," he said.

"I believe this practice is becoming more and more common with increasing costs, fluctuating sugar prices, and when your main focus is to remain viable it just makes sense."

Damien admits to being a bit daunted at first by the Smartcane BMP program.

"I was daunted, but it has gotten a lot easier and the program has been even further streamlined. It's also really comforting to know that there is a lot of support along the way.

"One of the things I appreciate now is the amount of thought the program stimulates – for instance, it has really validated the Six Easy Steps for me."

Damien has 1.85m rows across his farm, which he says is critical for controlled traffic to minimise compaction, lower costs including fuel, and for saving time by spending much less of it in the paddock.

Cutting down on nitrogen losses and battling cane grubs is achieved with the use of granular fertiliser and Confidor, both of which are put under the ground at the same time, using a double disc opener stool splitter, and covered with a press wheel.

"We also have GPS guidance in all of our tractors and this increases our efficiency and accuracy including in record keeping," Damien says.

"Even our harvester is fitted with GPS so we're covered across the whole gambit, from working the ground and planting through to harvesting.

"Our harvester operator loves it – we're cutting harvesting losses, reducing fuel costs and saving time. He's really impressed with the significant difference it makes."

Damien said he had heard a few growers say they were worried about the amount of time that the Smartcane BMP program would mean spending on a computer.

"I tell them they really don't have to be concerned because that's not the case at all," he says.

An added bonus is that BMP doesn't mean everyone has to farm the same way. You can still farm the way you want to within the BMP guidelines.

"Dad and I quite often have different ideas and opinions about how to do some things, but both ways are always still within BMP practices and we are both Smartcane BMP accredited," Damien says.

"The Smartcane BMP program isn't hard, and it may sound harsh, but the reality is that it's our future."

As a younger farmer, Damien has his sights firmly set on that future. His goal is to expand and grow more cane.

"We'll be hoping to expand as soon as we can," he says. "We intend to keep on farming because we like it, and it is great lifestyle and environment in which to bring up our kids." ■

# SUGAR SHAKER

state of play in Australia's sugarcane industry

By Suzi Moore  
CANEGROWERS  
Communications Manager

## THE YEAR THAT WAS

The Australian sugar industry delivered a crop of some 34.8 million tonnes in 2015, a figure it hopes to better in 2016.

Australia's sugarcane harvest has steadily increased over the last five years after production bottomed out at 27.4 million tonnes in 2010.

This came after a period of severely depressed prices, underscored by a lineup of natural disasters year-on-year, including everything from cyclones to floods to drought.

With confidence restored by amendments to the *Sugar Industry Act* in Queensland late last year, the industry is again focused on returning to crops of more than 35 million tonnes and beyond in the years to come.

In 2015 there was a huge variation in the performance of the sugarcane growing areas across the State.

The vagaries of the weather have impacted on some areas and some concern remains on the still unknown cause and effect of the newly identified yellow canopy syndrome.

In Queensland, just over 32.65 million tonnes of sugarcane was crushed.

Sugar content for the Queensland crop has again been slightly higher than average, with a CCS of 13.97.

CANEGROWERS has spent another huge year in full swing fighting on every front to rectify the injustices that outside forces are attempting to squeeze growers with.



## BIG TICKET ITEMS

### MARKETING SHAKE UP

*The Sugar Industry (Real Choice in Marketing) Amendment Bill 2015* passed Queensland Parliament on 3 December and became law after receiving Royal Assent two weeks later on 17 December. In due course a consolidated reprint of the *Sugar Industry Act 1999* will be released, which will include the amendments.

This is a major step forward in securing certainty for the sugar industry.

It opens the door to deliver genuine competition in sugar marketing and

thereby overcomes the imbalance in market power that favoured the mills.

This will ensure ongoing security for growers and millers into the future.

Within 24 hours of Royal Assent, three of Australia's milling groups, Bundaberg Sugar, Isis Central Sugar Mill and Mackay Sugar, announced that they had rolled over their supply agreements with QSL, extending their current contracts until 30 June 2019.

It had been an enormously busy 18 months in the lead up to the vote.

Grower concern at being put at the mercy of anti-competitive forces mounted and grower groups ►





## Marketing Electricity Smartcane BMP

## Reef RWUE Trade

across Queensland united to lobby against moves by three of Australia's largest millers moves which would have had the knock-on effect of completely skewing the balance of monopoly powers firmly in favour of the mills.

Growers sought a simple pro-competition solution when it became clear that legislation in place for over 100 years would no longer adequately protect them from anti-competitive forces, leaving their mills free to deny them their long-held right to choose how to market their share of sugar. Growers take two thirds of the risk in the production of sugar and have long had a say over the mechanism by which they get paid. The

mills attempts to wrest the say growers had over how this share is marketed was thwarted by the united efforts of growers across the State.

CANEGROWERS acknowledges the enormous effort by politicians across the State, particularly a coalition of support from Katter's Australian Party (KAP), the Liberal National Party (LNP) and the Independent MP Billy Gordon, who spent countless hours researching into every angle of a very complex issue to deliver a solution.

What it shows to farmers and people who support agriculture and regional and rural economies is that the political process can work. Like-minded people from different political parties can unite to bring about fairness for farmers.

It also shows the extraordinary power of the people – this is what can happen when 4,500 growers stand united to fight for what they believe. The passing of the Bill vindicated the rights of Australian farmers and will underpin their confidence in continued investment in the industry.

CANEGROWERS is committed to working with all mills and QSL to ensure smooth implementation of the new legislation for the 2017 season and the longer term.

## ELECTRICITY

Rapidly rising electricity prices are having a severe impact on the viability of irrigated agriculture and threatening the economic viability of many regional communities.

CANEGROWERS has been fighting hard on electricity prices which have increased by 96% in just seven years according to Queensland Competition Authority Draft Determination data for irrigation tariffs.

CANEGROWERS pursuit of improved price outcomes for electricity is ongoing and despite the intensity of effort, there is little sign of a "political will" to provide worthwhile price relief in the near term.

CANEGROWERS devoted significant resources to its campaign centered on reducing unaffordable electricity costs in the lead up to the state election early last year.

Electricity was a centrepiece of CANEGROWERS' key election priorities. In conjunction with an alliance of Queensland agricultural representative bodies (Australian Sugar Milling Council, the Australian Sugar Industry Alliance, Australian Cane Farmers Association, Cotton Australia, the Australian Prawn Farmers Association, Queensland Dairyfarmers' Organisation, Queensland Farmers' Federation and AgForce), CANEGROWERS commenced an advertising campaign.

The campaign included advertisements in regional newspapers, press releases, local action across the state and a website [www.fairpowerprices.com](http://www.fairpowerprices.com) containing downloadable reports and information on the impacts of electricity hikes on the sugar industry.

CANEGROWERS went public with insightful data put together by an independent consultant which showed that rural householders are charged amongst the highest network tariffs in Australia, while their energy provider, Ergon, is the most profitable of all government owned electricity providers.

CANEGROWERS has released a raft of solutions which would enable reduction of power prices for irrigators by a third without impacting the coffers of government or energy providers.

The soaring price of electricity has become such a drastic problem for grower profitability that CANEGROWERS is now beating down the door of every organisation involved in the delivery and pricing of electricity, calling on each and every one of them to stop making excuses and to stand up and be part of the solution.

*Continues page 18....*



# Growers take back control over industry's future with Smartcane BMP

Momentum in Smartcane BMP has really started to build. Since the program started in 2014, some 1010 (and counting) farms accounting for more than 178,011 hectares under cane (nearly 50% of the area) have already been benchmarked by their owners.

The numbers of accredited growers have started to take off in recent months.

We are expecting that cane growers, keen to be part of the Smartcane BMP system and working towards accreditation before regulation is re-enforced, join up keen to be part of a program which has been developed and works for them.

The sugar industry in Australia has undergone a revolution over the past two decades in particular, implementing broadscale changes including green cane harvesting and trash blanketing which is retaining stubble from one year to the next and working the crop, including harvest, without burning the trash; precision application of chemicals and nutrients right to the root zone, redesigning the slopes of paddocks to manage the speed of water flow; and inserting irrigation recycling systems to catch water running off the land for reuse, just to name a few.

Smartcane BMP is a program that supports and enhances industry wide objectives that ensure growers maintain productivity and profitability and are responsive to environmental pressures such as water quality.

It also promotes and advances the development of a commercially vibrant, sustainable and self-reliant sugarcane industry which can manage its future challenges and opportunities.

With word about the uptake by growers of BMP spreading, the tide has begun to turn on the extreme environmental pressure under which cane growers have been struggling for the last 30 years, as government and environmental groups have begun to publically recognise the enormous work being put in by the sector to protect the land, nearby waterways and the reef.

The system has been designed to not only demonstrate the sugarcane industry's environmental guardianship,

but also importantly, to improve the grower's bottom line.

The BMP system is one we can use to market our sugar to the world. It is a proactive change from recent years, where the cane industry has been layered with burdensome regulation, too often because of political pressure brought about by green lobby groups. The BMP is the opportunity for the industry to take back control over its future.

CANEGROWERS is actively encouraging every grower to at the very least make a start on their BMP.

After rigorous verification by independent scientists, the government added its mark of endorsement on the industry-developed Smartcane BMP program and has agreed that as sugarcane growers sign up, they will wind back the paper-heavy world of red tape and compliance that was the mark of the regulatory approach.



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## RURAL WATER USE EFFICIENCY

CANEGROWERS, in collaboration with the Queensland Government, has embarked upon a Rural Water Use Efficiency for Irrigation Futures (RWUE-IF) project funded to the tune of \$2.87 million over four years.

The project has three distinct sections with incentive funding for improved irrigation systems to reduce deep drainage in priority areas, dewatering bores in the Burdekin Groundwater Management Area and funding for information support systems for scheduling to be established by the productivity services organisations.

To date, five growers have received funding for improved irrigation systems, five have received funding for dewatering and five areas have received funding for better water information systems. There are many more projects in the pipeline for the coming year to support grower investment in these important water efficiency technologies.



# Reef Programme

The proactive Australian Government Reef Programme (formerly Reef Rescue) and its successor Reef Trust have continued to deliver great outcomes for the Great Barrier Reef supported by the Queensland sugarcane industry.

**Reef Rescue** (2008-2013) saw \$73 million of water quality grants spent in the sugarcane industry including projects on farms totalling 295,000 hectares. Growers contributed approximately \$71 million to the projects which underpinned an estimated 16% reduction in dissolved inorganic nitrogen going out to the Reef.

**Reef Rescue II/Reef Programme** (2013-2018) has spent \$7 million on water quality projects on cane farms in its first three years. Growers have co-invested \$11.6 million in the projects involving 137,000 hectares of farm land.

**Reef Trust** (2014-2019) has committed \$140 million to address highest priority threats to the Great Barrier Reef.

These federally-funded projects have been held up by CANEGROWERS as a shining example of what a truly proactive partnership approach can achieve in a short amount of time. The sugarcane industry sees that its Smartcane BMP project would be best served by building on the successful programs and is working to ensure that it is integrated into any future initiatives.

## TRADE AND MARKET ACCESS

The big ticket item for international trade in 2015 was the Trans Pacific Partnership, a regional trade agreement involving 12 nations.

CANEGROWERS took an active role at every opportunity with other Australian agricultural commodity groups to ensure the best market access possible in what was described as a '21st Century agreement'.

The final result after five years of complex negotiations was improved access to Japan for high pol (Brand 1) sugar building on the Japan-Australia Economic Partnership Agreement and improved access to the United States with an additional quota access of at least 65,000 tonnes.

Although sugar was not included in the China Free Trade Agreement (FTA) which came into force on 20 December, 2015 ended strongly for sugar.

The tenth World Trade Organisation (WTO) meeting in Nairobi concluded with an agreement to eliminate agricultural export subsidies for developed countries.

For sugar, an important outcome is that the European Union's use of export subsidies will cease from 30 September 2017.

Australia continued to question India's use of export subsidies in the WTO, following concerns raised by CANEGROWERS on behalf of the industry. ■

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# 5 greatest myths about SUGAR

By the Australian Sugar Industry  
Alliance Nutrition Team

You've seen the headlines, but are a little uncertain about what to believe. There is a lot of misinformation out there. So let's set the record straight. Consider this the unsweetened truth about sugar!

## Myth 1: Sugar causes obesity

According to a recent Australian Health Survey, 63% of Australian adults are overweight or obese. In the ongoing quest to determine what is the cause of such an alarmingly increase in obesity, diets have come under the microscope.

First it was fat and more recently sugar has been blamed. But before we point the finger solely at sugar did you know that since 1980, sugar consumption in Australia has dropped by 23% and yet obesity in this time has tripled? The increase in obesity can be attributed to our modern lifestyle of eating more and moving less. Our sedentary lives and love of food and drink are packing on the kilos, not just sugar alone.

## Myth 2: Sugar gives you diabetes

According to Diabetes Australia, sugar does not give you either Type 1 or Type 2 diabetes. Type 2 diabetes is caused by a combination of complex factors such as being overweight, inactivity and genetics. For Type 1 diabetes there is no known cause, but scientists have found no connection between obesity and Type 1 diagnosis.

## Myth 3: Sugar is toxic

Sugar is naturally present in many foods, including healthy fruits (which contain

mainly fructose) and vegetables. When we think of something that's toxic we would imagine a substance that is poisonous or even deadly. Considering sugar's use in food and drink for thousands of years, it's safe to say sugar's not toxic at all when eaten in a balanced diet.

Sugar can be enjoyed in moderation as part of a healthy balanced diet like any other food. A number of major Expert Committees have considered all of the issues surrounding sugar and they have all concluded that there is no evidence that there is any direct harm 'caused by current average sugar consumption levels.'

## Myth 4: Sugar is empty kilojoules

This myth comes from the fact that sugar is a carbohydrate that contains no other vitamins or minerals, but consider the meals you enjoy every day that contain sugar - a calcium-rich yoghurt, or fibre-filled breakfast cereal. Sugar helps us enjoy a wide range of healthy foods that otherwise we might not eat. That seems pretty essential to us.

## Myth 5: Sugar causes hyperactivity in kids

It's an old wives' tale that everyone has heard - sugar makes kids bounce off the walls. But this



simply isn't true. According to the National Institute of Mental health, 'the idea that refined sugar causes ADHD or makes symptoms worse is popular, but more research discounts this theory than supports it'. According to other studies, exciting social events (e.g. birthday parties, Christmas) causes hyperactivity in kids, not the food or drink consumed at these events.

The Australian Sugar Industry Alliance (ASA) Nutrition Team is committed to communicating balanced, evidence based information on healthy living and the role of sugar and carbohydrates in our diets. Our goal is to educate based on the Australian Dietary Guidelines.

Want to know more about sugar and calculate how much energy you need every day or information on fuelling your lifestyle, active living, understanding sugar and delicious healthy recipes - then go to our new website All About Sugars [www.allaboutsugars.com](http://www.allaboutsugars.com), providing a one stop shop for all things sugar. Funding is provided through the Australian Sugar Industry Alliance (ASA). ■





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Next deadline is 25 January 2016.

\*As a FREE service to CANEGROWERS members, Australian Canegrower will print suitable classified advertisements UP TO 5 LINES FREE, FOR ONE ISSUE ONLY.

A charge of \$5.50 will apply for each extra line or part thereof. A charge will apply for advertising of non-cane growing activities. Advertisements must relate exclusively to cane farming activities, e.g. farm machinery etc. Advertisements from non-members are charged at \$11 per line incl GST. Only pre-paid ads will be accepted.

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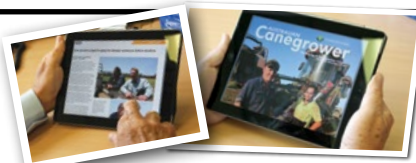
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IN STOCK NOW 12, 10, 8 & 6 BLADE DIFFERENTIAL CHOPPER DRUMS Suit '05 to current 3520 CAMECO/JD. Tungsten Hard Faced on Wear Areas. New seal plates, Clamping Bars & Dowels with kit.

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## Classifieds

### TRANSPORT AND HAULAGE

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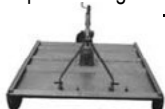


Servicing all areas of QLD  
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Reasonable rates.  
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Greg Fisher 0448871956

### JOHNNY FARMING COMPANY

#### New Hydraulic Heavy Duty OFFSETS

3 metre width, 28 discs,  
All bath bearings  
\$11,000 plus GST (\$12,100 incl GST)  
Other size offsets available are 1.8m, 2.2m,  
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3 point linkage offsets available also



#### New Heavy Duty SLASHERS

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

#### Johnny Farming Company

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### BRANDON WRECKERS

72 Drysdale Street, BRANDON Q 4808  
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E: [johnnyfarmingco@bigpond.com](mailto:johnnyfarmingco@bigpond.com)  
133 Schmidtke Road Mackay 4740

### Mossman –Tully

MERINGA COWPEA, 2 bags, \$65 eac inc  
GST. Phone 0427620316.

RONGAI DOLICHOS, 2 bags, \$60 each inc  
GST. Phone 0427620316.

CASE TRACTOR- Maxxum 5150 Powershift,  
127hp, 4WD 2250 hrs, 20.8/38 rear tyres  
\$35000 inc GST, ONO. Ph 0428561197

### Herbert River – Burdekin

1x modified HBM billet planter, 1x SCANIA  
twin steering haulout Ph 0429488077

CASE 7700 harvester 03 in good conditio,  
2,000 hours on engine with spare 10.3 iveco  
engine. Ph 0417749353

## Rainfall Report

brought to you by AustSafe Super

Location	Recorded rainfall (mm)		Average rainfall (mm)	
	7 days to 9am		Year to date	
	04.01.16	11.01.16	Year to date	January
Mossman	143	0	143	450
Mareeba AP	55	19	74	203
Cairns	112	3	115	385
Mt Sophia	74	9	83	503
Babinda	190/10	0	0	633
Innisfail	171	18	189	504
Tully	98	1	99	598
Cardwell	87	31	118	435
Lucinda	77	0	77	372
Ingham	58/8	Tce	0	372
Abergowrie	32	1	33	335
Townsville	83	13	96	269
Ayr DPI	96	23	119	210
Proserpine	152	34	186	297
Mirani	37	50	87	326
Mackay	52	32	84	278
Sarina (Plane Ck)	48	39	87	362
Bundaberg	2	128	130	172
Childers South	0.2	36	36	125
Maryborough	0	54	54	163
Tewantin	1	43	44	218
Eumundi	0	74	74	228
Nambour	2	54	56	230
Woongoolba	39/11	0	0	164
Murwillumbah	21	30	51	198
Ballina	40	30	70	179
Woodburn	3	36	39	142



**AustSafe  
Super**



The industry super  
fund for rural and  
regional Australia.

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



INTERNATIONAL T2670 8x4 with 14T Carta elevator tipper good condition International Acco 2250D with 10T Carta elevator tipper good condition ph 0416283138

JOHN DEERE 8420, 4WD tractor, 285hp, low hours, VGC. Ph: 4777 4217

PRIME MOVER INTERNATIONAL 2670 1982 MODEL, 40FT McGRATH TRAILER. PH 07 47766249

JD 8-BLADE chopper drums, brand new, \$9900 inc gst. Ph 0418881343 Maryborough region

2008 John Deere 3510 full track harvester. Spare engine, GPS-autosteer, ten blade chop, split BC circuit, factory reversing fan, Bissaloy elevated floors. Pre-season repairs – engine rebuilt, BC box, chopper box, roller train, elevator & slew, intercooler, wiring harness, new HD tracked chains, grousers, sprockets, rollers & idlers. Phone Robert 0407 167 716.

## Mackay – Proserpine

96 CAMECO harvester full track, 2x haulout units 8t Newton elevating bins with or without tractors, Mirani area Ph 07 49591 008 or 0429 069 282

AUSTOFT 7700, 1988, 4 blade Westhill choppers, good condition \$40,000 + GST Ph 0407595745

VALTRA 6400 4WD Tractor - 100HP, Air-Con Cab, 2004 Model. 3700 Hours Good Condition, \$30,000 (incl GST) ONO Ph 0418710958 / 49503048.

12T SELF-PROPELLED 6x6 elev infielder VGC. 6t side/tipper on Leyland tandem GC. Don Mizzi 741 model on Fiat 750 special turbo plus MF102 half-tracks to suit. Mason 9550 4-row precision vacuum seed planter GC. 0438 606 578 (Mackay)

6500 TOFT cane harvester, Good Condition, \$60,000. Ph: 0458 525 310

986 INTERNATIONAL tractor 140hp air cab, front weights, 5,000 original hours. Ex Condition \$10,000+GST ONO 0427 355 391 1995 FAIT 160-90DT 4000hrs Near new tyres in good condition. Have spent about \$7000 on it in the past month \$33000.00 Ph 0402203829

FIAT 130-90 coupled to 9 tonne newton elevating bin 40k transmsion, rear camera, uhf radio, tractor painted in 2pac 2 years ago. VGC \$45000.00 + GST Ph 0427639598

CONCRETE cement cylinders 8 x 1.2 meters \$25 each, 2 x .6 meter \$15 each, 750 ID and 900 OD. Ph 0419705530

MCLEOD Ripper 7 tyne with crumble roller, good condition \$5,000 Ph 0419705530

TRAILCO T300 Water Winch – 10 chain of 3.5 inch snap tight hose, Nelson 200 Big Gun Good Condition \$8,000, APPROX 18 chain x 4" Aluminium spray line irrigation pipes, most have sprinklers \$30 per pipe Ph 0419705530

MACLEAN 5 roller half tracks, new stone guards, VGC \$6500 plus GST Ph 0418159998

CASE harvester back tyres and rims, 80% tread, \$2000 each plus GST Ph 0418159998

AUSTIL SEEDER 5.4 metre wide, 9 rows, john deere seed boxes only planted 200 hectare 5 years old. \$35000 includes gst Phone 0407639985

MASSEY FERG 168 8 speed tyres 50% rops good order \$7000 +gst ph 0417615250

SILVAN 400 litre Spray tank, PTO Pump, two outlets \$660 incl GST. Don Gough, whole stick cane planter \$660 incl GST. 80" Rotary Hoe \$1100 incl GST. Ph: 07 49540190 or 0407638381

FORD TW20 4WD excellent condition fully reconditioned engine 200hrs ago. \$27500 Inc GST.

SERVICE TRAILER 1300lt fuel tank, had oil tank fire extinguishers and compressor with hose reels. \$8800 Inc GST. Ph: 0419759359

JOHN DEERE 7820 2wd VGC \$38500 Inc GST. Ph: 0419759359

1996 Cameco Full Track in good condition. \$82500 Inc GST. Ph: 0419759359

## Bundaberg - Rocky Point

CHAMBERLAIN 4280, 2 wheel drive tractor, has brand new main clutch. New Alternator & air-cond system. Bundaberg area. Ph 0408 062 830

CASE 970 tractor low hours, rear transmission over hauled, VGC \$12000 plus Gst Ph 0431 290 004 or 0755 466 867

Brand new J D 8 blade chopper drums \$9,900 inc ph 0418881343

DROP-DECK, tautliner and flat top extendable for hire. 07 4159 8174 or 0417 004 717.

K LINE SPEEDTILLERS for hire, efficient tillage implement, phone AgQuip hire. 1300 859 869 www.agquiphire.com.au

## Wanted

ONE TONNE fertiliser box without frame. Prefer Bonel box, dual worm, Mackay area. Phone 0427 591 884.

12t TWW elevating bin, with or without tractor. Ph 0439489118

10-12 tonne carta bin. Single or double door. Single or tandem axle. Mossman area Ph 0429984920

15 inch differential chopper drums, 3 blades per drum to suit CASE Ph 0427 658 137

GESSNER center buster or Hodge center buster Phone 0407639958

Rite flo adjustable flood gates for aluminium pipes Ph 0429221145

TRAILCO double reel 4" to 4 1/2" irrigation hose trailer. Ph 0438 598834

JOHN DEERE 3 or 4 furrow square plough Ph 0402070761

FORD TW15 or 25 tractor engine block Ph 0418180650 anytime

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

Square plough, 4 boards any brand. Ph: 0417267856

## Positions Vacant

Full time farm worker required for Mt.Ossa near Mackay : Successful applicant will be required to assist in Sugar cane haul out and harvester maintenance, Sugar cane cultivation, planting and spraying, machinery maintenance and general farm work. The position guarantees 38 hours per week throughout the year with extended hours during the crushing season. The position carries an attractive wage rate, flexible rostering ( dependant on crushing commitments) and a great lifestyle mix of work and family time. For more information phone 0488 742 594

Experienced cane harvester driver wanted. Includes farm work also. UD licence required. Mackay area. Start March/April. Ph: 0438 592 165

## Work Wanted

HARVESTER CONTRACTOR available for 2016 cane season - Tully/ Innisfail/ surrounding district. Looking for farmers interested in smaller Group (80,000 tonne max). 0418 183 584

FREE service to remove feral pigs. Fully insured with proven refs available. Within 2 hours of Mackay. 0424281964

Seeking work in the Burdekin area. Years of farming experience, hr license, forklift license, white card and chemical accreditation. Ph: 0417682797 or email jgreco127@yahoo.com.au ►

Department of Energy and Water Supply

## Local Management – Channel Irrigation Schemes – Expression of Interest

### Chairperson and Board Members of Interim Boards for Bundaberg, Mareeba–Dimbulah, Lower Mary, Burdekin–Haughton

The Queensland Government is proceeding with further investigations into the transition to local ownership and management of SunWater owned channel irrigation schemes in Bundaberg, Mareeba–Dimbulah, Lower Mary and Burdekin–Haughton.

The local management arrangements (LMA) project Stage 2 involved significant investigations and strategic due diligence with business proposals developed for each of the schemes.

To implement the next stage of the project, the Department of Energy and Water Supply is calling expressions of interest for the positions of Chairperson and Board Members for the Bundaberg, Mareeba–Dimbulah, Lower Mary and Burdekin–Haughton LMA Stage 3 interim boards.

The interim boards will undertake further work developing the business proposals and addressing any outstanding issues before submitting their reports to Government for consideration.

The boards will comprise up to five skills-based members (including the Chairperson). Two of the members will be independent or non-irrigator members. The positions will be remunerated.

For a copy of the position description and selection criteria for the role of Chairperson and Board Member email

**LMA@dews.qld.gov.au.**

Expressions of interest addressing the selection criteria should be submitted by **Monday 8th February 2016** to

**LMA@dews.qld.gov.au.**

Further information may be obtained from the Department of Energy and Water Supply website at **www.dews.qld.gov.au** or by contacting the department on **(07) 3330 5061**.



**Queensland  
Government**

CS4998(A) 12/15

Department of Energy and Water Supply

## Local Management – Channel Irrigation Schemes – Expression of Interest

### Chairperson and Directors of Transition Company Boards for Emerald, Eton, St George, Theodore

The Queensland Government is proceeding with the transition to local ownership and management of SunWater owned channel irrigation schemes in Emerald, Eton, St George and Theodore.

The local management arrangements (LMA) project Stage 2 involved significant investigations and strategic due diligence with detailed business proposals developed and assessed for each of the schemes.

The Department of Energy and Water Supply is calling expressions of interest for the positions of Chairperson and Directors for Special Purpose Vehicles for each irrigation scheme, to implement the next stage of the project, LMA Stage 3.

The objective of the Special Purpose Vehicles will be to enter into contractual discussions with Government on the final terms and conditions for the transfer of ownership and operation of the irrigation schemes to local management. The Special Purpose Vehicle boards will be responsible for meeting the conditions of transfer and developing all the necessary systems to take over operation of the schemes.

The boards will comprise up to five skills-based members (including the Chairperson). Two of the members will be independent or non-irrigator members. The positions will be remunerated.

For a copy of the position description and selection criteria for the role of Chairperson and Director email

**LMA@dews.qld.gov.au.**

Expressions of interest addressing the selection criteria should be submitted by **Monday 8th February 2016** to

**LMA@dews.qld.gov.au.**

Further information may be obtained from the Department of Energy and Water Supply website at **www.dews.qld.gov.au** or by contacting the department on **(07) 3330 5061**.



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**MACKAY:** 422 hectares, cattle and cane. Huge supply of water, absolutely drought-proof property, 120 mega-litre water license, right on the coast. Ph: 0407 157 792  
**HERBERT RIVER:** Cane farm 60.73ha with machinery and 4 bedroom dwelling at 194 Lannercost Ext Rd, Ingham Ph. 40454321



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# 2016 Conference

**MACKAY: *In Keeping With Reality***

**Tuesday 15<sup>th</sup> March – Wednesday 16<sup>th</sup> March**

## CONFERENCE REGISTRATION FORM

☐ \$66.00 (inc. GST) All conference meals, dinner, bus tour for 1 person

**\*BYO all drinks for Conference dinner\***

Name: \_\_\_\_\_

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Organisation / Business you represent (if applicable): \_\_\_\_\_

☐ \$35.00 (inc. GST) Conference Dinner only (per person)

☐ \$25.00 (inc. GST) Bus Tour only (per person)

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Special Dietary Requirements: \_\_\_\_\_

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**Registration must be returned before 5pm Friday 12<sup>th</sup> February 2016**

Payment Methods – EFT preferred

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Phone: 07 4944 2600

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ATTN: Rosemary Borg – WISA 2016

Email Registration Form to: [mkyreception@canegrowers.com.au](mailto:mkyreception@canegrowers.com.au)

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