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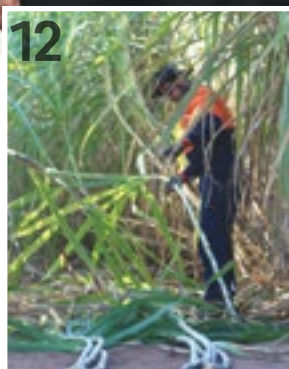
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COVER IMAGE: CANEGROWERS Chairman Paul Schembri led a delegation of growers to Canberra this month to discuss the marketing dispute with Australian Prime Minister Malcolm Turnbull, Deputy Prime Minister Barnaby Joyce and Treasurer Scott Morrison.

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Light at the end of marketing tunnel

By Paul Schembri, Chairman CANEGROWERS

On 1 April 2014 - April Fools Day - Wilmar announced its intention to sever ties with QSL firing the first shot in a long and drawn out battle with the cane growers of Queensland.

After almost 1,080 days of dispute there are welcoming signs that Wilmar growers may have finally won their much fought for choice of marketer and can now look forward to getting their 2017 crops off.

CANEGROWERS welcomes the announcement that QSL and Wilmar have reached an in principle agreement on the terms of an On-Supply Agreement. An OSA is the vital bridge to facilitate Wilmar growers having marketing access to QSL.

However, in welcoming the announcement, we need to cautiously acknowledge that a lot of detail and legal framing is yet to be resolved.

I encourage QSL and Wilmar to work through this stage as expeditiously and as efficiently as possible, to allow growers to not only sign Cane Supply Contracts, but also to start forward pricing.

There is no doubt that this in principle agreement was a product of political pressure and I congratulate the Liberal National Party, Katter's Australian Party and One Nation for joining together to introduce a Bill that would have provided for an arbitration process to resolve the marketing dispute.

Though that Bill was defeated by the narrowest of margins, the impetus of that action helped to get an in principle agreement between Wilmar and QSL.

However, this newfound hope of industry stability could be lost if the Real Choice in Marketing legislation were to be repealed.

The Queensland Government has made it clear it does not support the legislation and the Labor Party is yet to make clear what they would do if they were returned to government after the next state election.

My message to the Premier and the Queensland Government is clear - axe Real Choice in Marketing and the

industry will descend into chaos. We need to avoid that at all costs and the industry needs to come together to bring about stability.

For this reason, CANEGROWERS travelled to Canberra recently for an important meeting with Prime Minister Malcolm Turnbull, Deputy Prime Minister Barnaby Joyce and Treasurer Scott Morrison.

Our message to the Prime Minister was simple — this issue needs to be placed beyond the politics of the Queensland Government, and the Federal Government needs to support a permanent solution to the marketing problem.

Political instability is a huge risk, but so too is the attitude that some of our industry participants bring to the table.

I'd like to thank Federal Member for Dawson, George Christensen, for his passionate advocacy for the cane growers of Queensland. He played a major role in organising the meeting with the Prime Minister. ■



FEDERAL COURT DECISION

The Federal Court's decision to support Wilmar's appeal against the most recent QSL constitutional changes has left most growers and some milling companies fuming.

These constitutional changes were designed to reinstate grower and miller representation on the Board of QSL.

Six growers and miller directors (three each) were appointed to the QSL Board, commencing their terms in December 2016.

As one of the appointed directors, I can confirm that adding growers and millers to the board had significantly enhanced the decision-making of QSL.

The Board's independent directors also welcomed the on-tap industry perspective that industry directors brought to QSL.

However, the Federal Court has agreed that the constitutional changes of July 2016 were oppressive to Wilmar and therefore set aside these changes, meaning the six industry directors must resign from the Board.

CANEGROWERS does not question the integrity of the legal and judicial system, however, Wilmar stands condemned by CANEGROWERS for its insatiable appetite to dominate the industry's institutional landscape.

This follows its successful attempt to dominate the milling sector's representation in the running of STL.

Wilmar may have won the legal argument, but it has lost in the most important court – the court of public opinion. ■

Paul Schembri

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Caption: CANEGROWERS Chairman Paul Schembri led a delegation of Queensland cane growers to Canberra on 1 March to discuss the marketing dispute with Prime Minister Malcolm Turnbull, Deputy Prime Minister Barnaby Joyce and Treasurer Scott Morrison.

Pictured (L-R) Herbert River grower Michael Pisano, Proserpine grower Glenn Clarke, Treasurer Scott Morrison, Chairman Paul Schembri, Prime Minister Malcolm Turnbull, Deputy Prime Minister Barnaby Joyce, Member for Dawson George Christensen, CANEGROWERS CEO Dan Galligan and Burdekin grower Phil Marano.

MARKETING DISPUTE TIMELINE

APRIL 2014

Wilmar Sugar announces plans to end its sugar marketing arrangement with the industry-owned, not-for-profit marketing company QSL from the end of the 2016 season. Tully Sugar and MSF Sugar follow Wilmar's lead meaning new arrangements will be required before the commencement of the 2017 crush.



JUNE 2014

The then-Minister for Agriculture, John McVeigh, brings all industry participants together and urges them to consider exploring a 'grower choice' model. He offers to facilitate further industry discussions to come to an agreed model. This suggestion is rejected by millers.

JULY 2014

Mr McVeigh announces that the State Government will investigate a solution to the Queensland sugar industry impasse regarding marketing arrangements, saying the decision by Wilmar, MSF and Tully Sugar to ignore long-held cane grower preferences for QSL to continue to market Queensland's sugar has created unprecedented angst in the industry.

SEPTEMBER 2014

A Senate Inquiry into Australia's raw sugar marketing arrangements is instigated by Queensland Senator Barry O'Sullivan and New South Wales Senator John Williams.



DECEMBER 2014

Federal Minister for Agriculture Barnaby Joyce announces that a Taskforce, chaired by Member for Dawson George Christensen, will be established in response to cane growers' concerns regarding changes to sugar marketing arrangements in Australia.

MAY 2015

Member for Dalrymple, Katter's Australian Party's Shane Knuth presents a Private Members' Bill in the Queensland Parliament for an act to amend the *Sugar Industry Act 1999*.

The *Sugar Industry (Real Choice in Marketing) Amendment Bill 2015* aims to provide Queensland cane growers with the right to choose who sells and prices grower economic interest sugar.



JUNE 2015

The Senate Inquiry Committee releases its final report, containing the following recommendation:

"The committee recommends the development and implementation of a mandatory sugar industry Code of Conduct, acknowledging that, provided appropriate stakeholder consultation is undertaken, the work of the Sugar Marketing Code of Conduct Taskforce may provide a foundation upon which a Code of Conduct may be established."

Political pressure drives parties toward agreement

After almost three years of fighting to secure their right to choice in marketing, Queensland cane growers have finally glimpsed light at the end of the tunnel.

Almost 1500 Queensland cane farming families are breathing a little easier following an announcement on 3 March that Queensland Sugar Limited and Wilmar Sugar had reached a high-level agreement on the terms of a On-Supply Agreement.

The OSA, the details of which have yet to be finalised, will pave the way for Wilmar-supplying growers to choose QSL as the marketer of choice for their Grower Economic Interest sugar.

It's an outcome growers have been fighting for since 2014, when Wilmar announced its intentions to break from traditional arrangements with the industry-owned QSL.

The in-principle agreement came at the 11th hour, following a week of mounting

political pressure that left the industry on the brink of Federal Government intervention.

On 28 February, Queensland's Labor Government announced the appointment of former Supreme Court judge Richard Chesterman to mediate talks between QSL and Wilmar in an attempt to hammer out an agreement.

Labor's move came on the same day the LNP announced it would introduce a Bill to the Queensland Parliament to amend the Sugar Industry Act to provide for arbitration to resolve on-supply negotiations when parties couldn't agree.

The Bill, which was defeated by just one vote, ratcheted up the pressure on

Wilmar on the same day CANEGROWERS representatives met with Prime Minister Malcolm Turnbull in Canberra.

The delegation discussed the possibility of the Federal Government introducing a mandatory code of conduct for the sugar industry.

Feeling the heat from all sides, Wilmar and QSL overcame the final obstacles to establishing an OSA, announcing an in-principle agreement following mediated talks on 3 March.

All that remains is the legal work to draft the formal contract.

Once an OSA is in place, Cane Supply Agreements with growers can be finalised. ■

DECEMBER 2015

Following amendments from the Liberal National Party, the Bill is passed by the Queensland Parliament on 2 December 2015, with the Sugar Industry (Real Choice in Marketing) Amendment Act 2015 effective on 17 December 2015.

JANUARY 2016

Both MSF Sugar and Tully Sugar begin negotiations towards an On-Supply Agreement with QSL to enable grower choice in marketing.

MAY 2016

Wilmar begins On-Supply Agreement negotiations with QSL. These stop-start negotiations drag on for months. While many OSA terms are agreed, by 1 March 2017 a small number of sticking-points remain unresolved.



SEPTEMBER 2016

Following lengthy negotiations MSF Sugar signs and On-Supply Agreement with QSL.



DECEMBER 2016

Tully Sugar signs On-Supply Agreement with QSL.



JANUARY 2017

A Draft Determination from the Australian Competition and Consumer Commission (ACCC) concludes that CANEGROWERS could have a constructive role to play as Wilmar and QSL attempt to reach an On-Supply Agreement.

FEBRUARY 2017

Wilmar-supplying growers from the Burdekin, Herbert River, Proserpine and Mackay districts stage rallies to protest at the slow progress of negotiation and what they consider Wilmar's stalling tactics to try to pressure growers into signing Cane Supply Agreements.

28 FEBRUARY 2017

The Queensland Government announces the appointment of former Supreme Court judge Richard Chesterman to mediate talks between QSL and Wilmar. On the same day, the LNP announces it will introduce a Bill to the Queensland Parliament, amending the Sugar Industry Act to provide for an arbitration process to resolve On-Supply negotiations when parties can't agree.



1 MARCH 2017

The LNP Bill is defeated by the Speaker's casting vote. However, the mounting pressure in Queensland Parliament, coupled with a meeting on the same day between CANEGROWERS representatives and Prime Minister Malcolm Turnbull and other government representatives to discuss the possibility of the Federal Government introducing a mandatory code of conduct for the industry, ratchets up pressure on Wilmar to reach an agreement.

3 MARCH 2017

Feeling the heat from all sides, Wilmar and QSL overcome the final obstacles to establishing an On-Supply Agreement, announcing an in-principle agreement following mediated talks on 3 March.



2017

GROWERS URGED TO JOIN IN FARM ELECTRICITY TARIFF TRIAL



The Queensland Government has announced its long-awaited agricultural electricity tariff trials. Growers interested in participating need to submit an application by 24 March.

The trials, which are being conducted as part of the government's Regional Business Support Package, are designed to help Ergon better understand business electricity needs and demands in regional Queensland.

"CANEGROWERS has worked closely with Energy Queensland (Ergon) and the Department of Energy and Water Supply to get the trial implemented," CANEGROWERS Head of Economics Warren Males said.

"We now encourage members to actively participate in the trial."

Announcing the initiative, Minister for Energy Mark Bailey said farmers in regional Queensland have the chance to trial off-peak and demand-based electricity tariffs.

"These trials respond to requests from the agricultural sector for consideration of other tariff options to better suit the needs of primary producers," Mr Bailey said.

"Energy Queensland through Ergon Energy is now recruiting up to 200 farmers to participate in three separate trials and aims to achieve a diverse and representative selection in each trial group.

"The goal is to help Ergon better understand the potential for offering controlled load and seasonal demand tariffs as an alternative to the current transitional agricultural tariffs."

For further information or to download an application visit: ergon.com.au/agtarifftrial

Industry welcomes Indonesian tariff move

Growers have welcomed an agreement with Indonesia which will put Australian sugar exports on a par with our regional competitors.

"Indonesia is an important and growing market for our export sugar," said CANEGROWERS Chairman Paul Schembri.

"Reducing the tariff on Australian sugar to 5% will make our product more attractive to Indonesian food manufacturers and refiners.

"We've been at a disadvantage since Thai exporters were granted a 5%

tariff in 2015 while our tariff stayed at 8% (Rp 550,000 per tonne).

"Australia provided roughly one-third of all Indonesian sugar imports during 2014 and 2015 but that tariff preference meant Indonesia moved to source almost all of its raw sugar imports from Thailand.

"We lost about \$500 million in trade opportunities at current prices.

"With the 5% tariff agreement, we can again compete on our strengths – quality, reliability and year-round availability," Mr Schembri said.

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Based on the latest projections from the Association of Superannuation Funds of Australia (ASFA), a 65-year-old retiree couple needs \$34,560 to fund a modest retirement and \$59,619 for a comfortable lifestyle¹.

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WHAT LIFESTYLE WOULD YOU PREFER?

Considering the difference between these two figures, and what the Government Age Pension can provide, it's worth having a think about what your goals are for retirement and how these will be funded.

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¹ <http://www.superannuation.asn.au/resources/retirement-standard>



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IRRIGATION CEASES AS DROUGHT BITES IN MARYBOROUGH

by Amy Claireton

Maryborough recorded just 485 mm of rainfall over the past 12 months, just 25% of the area's long-term average. In January and February this year the situation became dire, with the skies delivering just 10% of the average. With no sign of rain on the horizon, hopes of a successful cane crop in 2017 are drying up.

While remaining optimistic, Yerra growers **Brad and Tara Cronau** say the only thing that could save their crop now would be a tropical depression over the region, but even that may not give them harvestable cane.

"With the growing season all but over, any rain we receive will help the stool survive and while that would be good, we would still be six months behind in production," says Brad.

The Cronau's 275 ha operation west of Maryborough relies on 450 mega litres of on-farm storage. Only their 80 ha lease block has access to an irrigation allocation from the Mary River.

The dams on their home farm, as well as the farm Brad manages for Maryborough Sugar Factory, are all empty.

The water supply from the river was shut off on 1 March when the water level in the Mary Barrage fell to 1 m.

Being above the barrage, Brad's access to water was cut immediately, while irrigators below the barrage were able to continue irrigating until the 3 March.

"We knew that water supply was going to be very tight this season," he says.

"Our storages were only partially filled going into summer and so we didn't irrigate until after Christmas.


"When no rain came in January we prioritised the plant cane and had to let the older ratoons and soybeans go."

Brad reckons most of their cane would survive if the weather cools and some good falls of rain arrive in the next few weeks, however there are at least 4 ha where the stools have already died and another 100 ha that he expects to leave as standover.

"Our biggest concern is that having such short cane going into winter, the whole crop will be very prone to frosting and we could well lose everything and will still have hefty electricity bills to pay," he says.

"Speaking optimistically, some good rainfall and cooler weather soon could see us harvest half a crop."

Although a young farmer, Brad has lived in the area all his life and has never



"Having such short cane going into winter, the whole crop will be very prone to frosting and we could well lose everything."



seen conditions as extreme as those experienced in the past two months.

A few good storms would at least refill the storages and vastly improve the outlook for growers.

With 5000 ML currently unallocated in the Lower Mary Scheme, Brad is supportive of a proposal that would enable growers to flood lift water into on-farm storages when the river is running.

At the other end of the Lower Mary Scheme, Beaver Rock grower **Norm Muller** is in exactly the same boat.

While Norm can recall other years when the water supply for irrigation was cut off, he says the cessation of irrigation was only for a week or so.

He is not so confident this year, with no significant rainfall forecast for the catchment in the near future.

For Norm, a centre pivot on a leased farm may be his saving grace, as he has been able to grow a good crop of third ratoon using less power, but this is in contrast to his plant cane blocks that are suffering

with no trash blanket to help preserve moisture and cool the soil.

"Our last hope for this season is to have good conditions in autumn, which is usually our best production period," Norm says.

"Good rain in the next couple of months is all that will protect us from being wiped out by frost in winter."

DRY STATE

With the drought declaration for Bundaberg announced on 1 March, almost 85% of Queensland is currently drought declared.

While the threshold for a drought declaration is generally a once in 10 to 15-year rainfall deficiency, the Fraser Coast council area was last drought declared from March 2014 to April 2015.

Unfortunately, the three-month outlook to the end of May only gives an even chance of the Fraser Coast receiving above median rainfall based on the consistently near-zero Southern Oscillation Index in January and February.



Irrigators who are under stress due to the hot, dry conditions can apply for an Individually Droughted Property (IDP) Declaration, which allows access to Queensland Government drought assistance before an area is officially drought declared.

Contact your local CANEGROWERS office for more information. ■

PICTURED (above): Brad Cronau recently purchased a 102 ha property in the Yerra district west of Maryborough, with 50 ha of cane land. Brad maintains an optimistic outlook, hoping the next few months will bring kinder growing conditions and save their crop from being wiped out by winter frost.

(inset): Beaver Rock farmer Norm Muller has pumped more water into this block of third ratoon than ever before, relying on the productivity gains that come from low pressure systems. But with the taps turned off, it will be hard to stand by and watch the crop go backwards.

Policy update

Environment with Matt Kealley

Industry with Burn Ashburner

Economics with Warren Males

Bright ideas

Problem solving and innovation are topics I am always interested in. Do you remember the ABC TV show the New Inventors? I was constantly amazed at the creations to solve problems that we didn't know were problems. Then there was that aha moment – why didn't we think of this sooner?!

The show was no different to some of the problem solving and creativity I see in sheds across the cane industry.

Recently I attended the 2017 Project Catalyst conference in Mackay to listen to growers from the Burdekin, Wet Tropics and Mackay regions talk about innovation and how they are working on improving sustainability of their farms.

Updates were provided on some of the innovation work being undertaken. This included banded mill mud spreading and incorporation in Mackay, Enhanced Efficiency Fertiliser trials in the Burdekin, crop sensors in Mackay and the use of bio-fertilisers in Tully.

The conference was well attended with participants discussing how innovation and trials showing promise can get into the broader industry.

Change ahead

The Cane Changer project (a partnership between CANEGROWERS, Behaviour Innovation, and the Queensland Government) is one of the first projects of its kind that has been fully co-designed by the cane growing community of Queensland. The project

uses behavioural science to understand the day-to-day challenges facing our cane farmers and to value their ongoing efforts to adopt farming practices that help protect the Reef.

Read more about the project on page 11. ■



Rural Jobs Skills Alliance

Recently I've written about the role that CANEGROWERS' has played in defending fuel tax credits and in a project investigating enhanced multi-peril crop insurance for growers.

Another of the lesser known initiatives in which CANEGROWERS is involved is the Rural Jobs Skills Alliance (RJSA).

The Alliance's focus is on development and retention of new entrants and existing workers to underpin the prosperity of the agricultural sector.

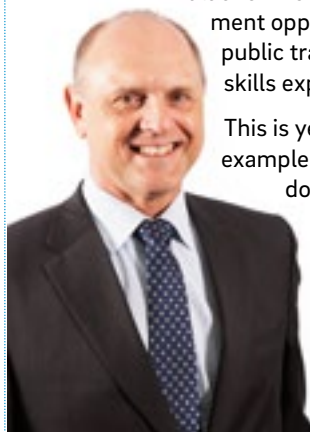
The Alliance provides advice to government, service providers and other organisations with respect to employment, skills, industry training and workforce planning on behalf of Queensland's agricultural industries.

The Alliance has a pivotal role in establishing, leading and overseeing a collective approach by industry in the development of strategic advice to government through the government's industry engagement framework for skills and workforce planning.

The Alliance will also be the main point of reference for bodies charged with the development, review and maintenance of national training packages relevant to Queensland's agricultural industries.

To achieve its objectives, the Alliance seeks to have industry and government develop an effective model for collecting industry intelligence that can, among other things, provide clear identifications of workforce supply gaps and the best value for money investment opportunities for public training and skills expenditure.

This is yet another example of work done by CANEGROWERS, the benefits of which flow to the industry as a whole. ■



Sugar access to Indonesia

With demand for sugar in Indonesia outstripping its domestic production, Indonesia has, in recent years, become one of the world's largest sugar importers, regularly importing more than three million tonnes of raw sugar each year.

By 2014, attracted by quality and reliability of supply, Indonesian refiners were regularly importing more than one million tonnes of Australian raw sugar annually. However, this trade slowed dramatically when an ASEAN sugar tariff favouring Thailand was introduced.

During his recent visit to Australia, President Widodo and Prime Minister Turnbull reached agreement that would see the same 5% tariff on Australian raw sugar.

This is a very good decision. Equalising tariffs on Australian and Thai raw sugar will restore the viability of Australia's sugar trade with Indonesia.

Electricity

Despite mounting evidence that Australia's electricity pricing framework is broken, on 28 Feb, the AER approved Ergon's proposed network tariffs.

Continuing our pursuit of an electricity system that efficiently, sustainably and affordably delivers electricity, CANEGROWERS lodged a submission calling for reform with two key messages for the government

i. Require electricity transmission and distribution networks to face the risks associated with their network investment decisions and remove that burden from consumers.

ii. Ensure that irrigators and other businesses in non-congested parts of the network are not charged for investments made to overcome congestion in other parts of the network. ■



CANE CHANGER GETS GREEN LIGHT FROM QLD GOVT

Innovative project recognises growers' positive farming practices and contribution to protecting the Reef

The Queensland Government has teamed up with CANEGROWERS and human behaviour experts, Behaviour Innovation, to launch a ground-breaking project aimed at encouraging the adoption of farming practices that will boost productivity while also improving outcomes for the Great Barrier Reef.

Dubbed project Cane Changer, the initiative will focus on peer-to-peer mentoring, the promotion of good news stories of positive farming practice change, as well as developing monitoring tools and record keeping for cane farmers.

Behaviour Innovation founder, psychologist **Dr John Pickering**, said the project was about recognising Queensland's sugar cane farmers for their positive farming practices and their contribution to protecting the Great Barrier Reef.

"The project was designed in Queensland, for Queensland cane growers, and really is about protecting the long-term viability of one of our most important agricultural industries and our wonderful Reef," Dr Pickering said.

What's sometimes overlooked is that the Queensland sugarcane industry is one of the most innovative and progressive cane industries in the world."



CANEGROWERS Innisfail Chairman Joe Marano with Queensland Environment Minister Dr Steven Miles and Behaviour Innovation founder Dr John Pickering at the launch of project Cane Changer in Cairns.

"What's sometimes overlooked is that the Queensland sugarcane industry is one of the most innovative and progressive cane industries in the world.

"There is enormous potential for further innovation within the industry.

"This is especially true in terms of accelerating the adoption of practices that simultaneously improve industry productivity and any associated environmental outcomes."

Following the success of some initial trials and field work, the Queensland Government has agreed to fund the project for a further two years.

Announcing the launch of Cane Changer in Cairns last month, Queensland Environment Minister **Steven Miles** said

the project will be rolled out across Wet Tropic during 2017–18.

"From the outset, the program aimed to understand the day-to-day challenges facing cane farmers and to value their role as custodians of the land and their ongoing efforts to adopt farming practices that help protect the Great Barrier Reef," he said.

CANEGROWERS CEO **Dan Galligan** said he was excited by the prospect of further highlight some of the work already being done by growers.

"We're excited by the possibilities that Cane Changer offers to showcase some of the fantastic work of our local growers who are doing the right thing by their farms and the land," Mr Galligan said.

EYE ON THE FUTURE

SRA continues research focus at new location in Bundaberg



SRA will have a new research farm in the southern growing region following the purchase of a property at Welcome Creek. This will enable SRA to focus its research activities to one site and will allow the transition from the previous research facility at Ashfield Road at Kalkie.

In 2016, SRA sold its land at Ashfield Road, which was a vital step in ensuring that SRA was able to continue to provide ongoing research, development and adoption services for the southern growing region.

"The land at Ashfield Road was sold as it has become increasingly difficult to fully utilise the site for research purposes due to its close proximity to nearby residential encroachment, with increasing complaints from the neighbours about dust, noise and the use of agricultural chemicals," SRA CEO Mr Neil Fisher said.

"When this was coupled with the recent re-zoning of the land as 'emerging communities', it meant that it would have been increasingly difficult to conduct research and farming activities on this site.

"Because of these issues, SRA's work has been occurring on a leased property, while SRA worked on a long-term solution."

SRA has now purchased a new 56 hectare property on the northern side of Bundaberg at Welcome Creek, which will be the new home of SRA research in the region.

"This new site is away from urban encroachment and will mean that SRA can efficiently resume research over the long-term for the region," Mr Fisher said.

"Our long-term plan is to cement our presence in the southern region so that we can continue important activities on behalf of sugarcane growers and millers.

"Our staff at Bundaberg conduct important activities including plant breeding and development of new varieties, soil health, farming systems,

soldier fly and cane grub research, adoption, and a range of other activities."

Grower and Bundaberg CANEGROWERS Chairman Mr Allan Dingle said that he welcomed SRA's commitment to research in the southern region.

"There has been a change in the southern region over the last two decades where some of the best soil has shifted from cane production into other agricultural uses, and this means that sugarcane production has expanded into a wide range of soils," Mr Dingle said.

"The new site is representative of those issues facing the industry in the southern region, and the range of soil types on which cane is grown here." ■

Photo: SRA has purchased a new research station in the southern region, at Welcome Creek.

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QSL Marketing Choice closer for Wilmar growers

By Greg Beashel, QSL Managing Director and Chief Executive Officer



Following recent mediation, QSL and Wilmar have reached high-level agreement on the three remaining threshold issues that have prevented the parties moving on to the contract negotiation and documentation phase of the On-Supply Agreement (OSA) process.

While QSL welcomes this long overdue development, there is still a lot of work to be done before a detailed contract is secured and Wilmar growers can begin to access QSL marketing and pricing services for the 2017 Season and beyond. That final contract and its implementation is now our primary focus.

QSL will provide Wilmar growers with regular updates on the progress of the final OSA contract and when they will finally be able to choose QSL as a GEI Sugar Marketer and start pricing with us.

In the interim, those interested in QSL marketing and pricing services are urged to complete and return the QSL Direct Pre-Registration form they should have received in the mail or via email recently.

Growers can also find this form on our website on the 'Wilmar Growers' page within our **QSL Marketing Choice** section. To access this page, just click on the blue 2017 Marketing Choice icon on our homepage or go directly to <http://www.qsl.com.au/wilmar-growers-0>

To help growers complete this Pre-Registration form, I've included the following Frequently Asked Questions, but please remember that the QSL Grower Services Team is also on hand to provide assistance where needed.

YOUR REPRESENTATIVES IN WILMAR MILLING DISTRICTS ARE:

Herbert River & Burdekin
Carla Keith – 0409 372 305
carla.keith@qsl.com.au

Herbert River
Jonathan Pavetto – 0428 664 057
jonathan.pavetto@qsl.com.au

Burdekin
Rebecca Love – 0429 054 330
rebecca.love@qsl.com.au

Proserpine & Plane Creek
Kathy Zanco – 0437 645 342
kathy.zanco@qsl.com.au
Cathy Kelly – 0409 285 074
cathy.kelly@qsl.com.au

In closing, I would like to thank the Queensland Government for coordinating the recent mediation session and the Honourable Richard Chesterman AO RFD for his services as mediator.

I'd also like to acknowledge all those who have helped us progress to this point – particularly the many Wilmar growers who have put themselves through great stress and financial uncertainty in support of our efforts to implement QSL Marketing Choice.

While that choice is not available today, this recent progress means that for the first time, it is truly within reach. We will do all we can to make it a reality as soon as possible.

QSL Direct Pre-Registration Form

Do I need to fill out multiple forms for multiple tax entities?

Yes. Please complete separate forms for each of your tax entities (i.e. a form for each ABN).

I have more than one farm number under one ABN – do I complete production data for each farm separately or provide an average of the farms?

Once an On-Supply Agreement (OSA) is in place with Wilmar, QSL will verify your production averages and forecasts with your miller as part of the Grower Pricing Agreement (GPA) process. The GPA will be your contract with QSL for marketing and pricing services. But the more information you can provide to QSL in this preliminary stage of data collection, the better. So, if you have multiple farm numbers or lease arrangements, it would be helpful to QSL if you noted this additional information on the QSL Direct Pre-Registration paperwork.

I am in a partnership – does my partner also need to sign the Pre-Registration form?

It is not imperative that all partners sign the Pre-Registration paperwork, but all authorised persons will be required to sign any future GPAs with QSL.

Who/what is the pricing manager?

The Pre-Registration paperwork asks you to nominate a pricing manager – this is the person that makes the pricing decisions for your business. If there are multiple individuals currently acting as pricing managers for your business, please note this on your paperwork. If and when you eventually sign a GPA with QSL, you will be asked to nominate a single pricing manager for each ABN, but you will be able to have additional individuals also authorised to view your account details.

DISCLAIMER:

This report contains information of a general or summary nature. While all care is taken in the preparation of this report, the reliability, accuracy, or completeness of the information provided in the document is not guaranteed. The update on marketing and pricing activity does not constitute financial product or investment advice. 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.



– Frequently Asked Questions

What are GEI Sugar tonnes?

GEI Sugar stands for Grower's Economic Interest in sugar, and is the sugar that you get to make pricing decisions for (generally two-thirds of the sugar produced from your crop).

Why does QSL want to know my GEI Sugar tonnes?

This is to help us gauge the approximate tonnages that Wilmar growers may allocate to QSL as their GEI Sugar Marketer, once all the appropriate agreements are in place.

Why does QSL want to know my intended GEI Sugar Marketer nomination?

QSL is interested in knowing how much of your total GEI Sugar (as a percentage) that you intend to allocate to QSL as your GEI Sugar Marketer. It is important to remember that your GEI Sugar Marketer also provides the pricing services for any sugar allocated to it, so if you want to price sugar with QSL, you need to nominate QSL as the GEI Sugar Marketer for that sugar. For example, if you only wanted to access QSL's marketing and pricing services and not Wilmar's, then you would write 100% as your GEI Sugar Marketer nomination to QSL.

Is my GEI Sugar the same as my Committed Sugar exposure?

No. Your GEI Sugar is the total amount of sugar you get paid for. It includes any of your sugar that you may have forward priced plus any tonnage allocated to managed pools by you or your marketer (including your automatic allocations to the QSL Harvest Pool and US Quota Pool).

What is Committed Sugar exposure?

When QSL is your marketer, your Committed Sugar exposure is the amount of GEI Sugar that you can make pricing decisions on – so that's up to 60% of your total GEI Sugar forecast, as 40% of your GEI Sugar tonnage is automatically allocated to the QSL Harvest Pool (35%) and US Quota (5%).

Your options for your Committed Sugar exposure include forward pricing (where you make the pricing decision yourself), allocating tonnes to a Committed

Managed Pool (where QSL manages the tonnage on your behalf), or just putting it all in the QSL Harvest Pool (Uncommitted tonnes).

Do I put my pricing decisions on this form?

No. At this stage you cannot make any pool or pricing allocations with QSL until we have secured an On-Supply Agreement with your miller, your Cane Supply Agreement is in place, and you have a Grower Pricing Agreement with QSL. Your Pre-Registration paperwork is just asking for an indication of how many tonnes you usually produce and how much of that you would like to market and price through QSL.

What's the difference between marketing and pricing?

Pricing is the act of using the ICE 11 raw sugar market (or the ICE 16 for US Quota) to secure a price for sugar, either through individual pricing products or managed pools.

Marketing is the sale of the physical sugar and the negotiation of the premiums associated with that sale.

You can only access QSL pricing products for sugar that you have nominated to QSL to market (i.e. your GEI Sugar allocation). You cannot market sugar with one provider and then price the same sugar with another.

Can I split my GEI Sugar Marketer nomination between Wilmar and QSL?

Yes. But it's important to remember that regardless of which marketer you choose, they may require you to allocate tonnage to their production risk pool (i.e. the QSL Harvest Pool or your alternate marketer's equivalent).

I have already done pricing with an alternative marketer – can I still choose QSL?

Potentially – if your individual Cane Supply Agreement provides for Marketing Choice. To determine your available GEI Sugar tonnes you will need to talk to the alternative marketer with whom you have locked in pricing. Remember, if you have undertaken Forward Pricing, you may

also have a Production Risk pool exposure with this marketer.

Can I move my pricing to QSL once relevant agreements are in place?

Possibly. While QSL will endeavour to assist growers wanting to transfer (novate) pricing from an alternative marketer to QSL, we cannot guarantee it at this stage.

To move pricing will require the consent of your alternative marketer and the financial institution that is holding the pricing.

It's important to note that there could also be costs involved. QSL has novated pricing for growers who have undertaken interim pricing with other mills in other growing regions on a case-by-case basis.

QSL intends to take the same approach in Wilmar milling districts and encourages anyone wanting to novate pricing to QSL once relevant Cane Supply and On-Supply agreements are in place, to contact us ASAP.

Will I be able to access QSL's Harvest Pool if I don't choose QSL as my GEI Sugar Marketer?

No. You will only be able to access QSL pricing pools and products if you nominate QSL as a GEI Sugar Marketer.

I am leasing my farm this year but I will no longer lease the farm in 2018. How do I fill my form out to reflect this situation?

Pricing and payment associated with this pricing is linked to the tax entity or ABN. If you are leasing a property for the 2017 Season and are responsible for pricing the crop produced from that property, then the Pre-Registration paperwork should reflect your business details and your marketing intentions.

However, you will not be able to nominate marketing or pricing arrangements for this farm's crop beyond your lease period. It will be up to the new owner/lessor to submit their GEI Sugar marketing and pricing nomination paperwork to reflect the lease changes when they come into place. ■



MSF announces reef protection project

Project Uplift Farming Systems offers assistance to growers to improve the quality of water entering the Great Barrier Reef.

The Federal Government has chipped in \$4.5 million to help fund a five-year reef protection initiative aimed at transitioning MSF growers to new farming practices that align with the industry's best management practice program, Smartcane BMP.

The Project Uplift Farming Systems Initiative will assist 36 farming groups in the adoption of a Sugar Research Australia developed farming system, which uses legume crop rotation, green cane trash blanketing, minimum tillage and controlled traffic to minimise soil compaction and reduce farm water run-off.

"The Project Uplift Farming System Initiative represent a new and unique approach to engaging with cane farmers to improve on-farm practices."

The initiative will be delivered over the next five years as part of the fifth

investment phase of the Australian Government's Reef Trust, which will be supplemented by an estimated \$12.8 million co-investment by MSF Sugar and growers engaged to participate in the initiative.

The Reef Trust has a strong focus on partnerships and co-investment so that government can work together with industry and the community to maximise benefits for the Great Barrier Reef.

Announcing support for the MSF Sugar-led initiative alongside Senator **Matthew Canavan**, Minister for Resources and Northern Australia, Minister for the Environment and Energy **Josh Frydenberg** said, "This is a new and innovative approach put forward by the sugarcane industry and we are very enthusiastic about its potential application across coastal sugar farming in Reef catchments".

This view is supported by MSF Sugar CEO, **Mike Barry**, who said the partnership is significant.

"The Project Uplift Farming Systems Initiative represents a new and unique

approach to engaging with cane farmers to improve on-farm practices," he said.

"It is unique as the project is an industry-led initiative being driven as a partnership between MSF Sugar, Sugar Research Australia (SRA) and the sugarcane industry, who together aim to improve on-farm nutrient management practices and therefore improve the quality of water entering the Reef lagoon."

The Project Uplift Farming Systems Initiative builds on a successful pilot project currently underway in far north Queensland's Mulgrave area that has been funded and led by MSF Sugar. Through the pilot, harvest figures on trial blocks have been shown to produce exactly twice the return to growers in terms of dollars per hectare year-on-year, while minimising fertilizer runoff and other environmental impacts.

"This is a significant achievement and far exceeds the project's initial expectations," MSF Sugar's General Manager Agriculture, **Trevor Crook**, said.

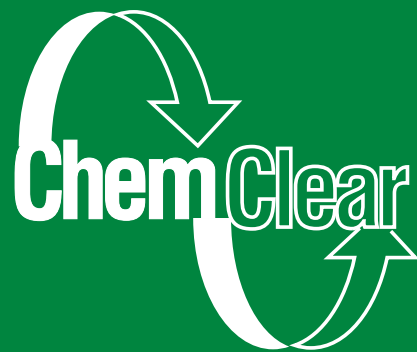
"Through the pilot, we demonstrated the importance of reviewing and updating cane farming systems. Using the SRA Farming System the pilot farms have vastly improved water retention year-on-year which has had a positive impact on water runoff".

MSF Sugar has a long-term vision to transform its mills from sugar manufacturing to biotechnology hubs where a multitude of different products will be produced. Achieving this goal requires a stable and resilient cane supply network which can only be achieved if the sector remains viable and profitable.

"As the biggest sugarcane farmer in Australia, MSF Sugar recognises that farming practices have an impact on the surrounding environment and in particular, the Great Barrier Reef. The company is therefore committed to reducing its effect on the environment, and this extends to all areas of the supply chain", Mr Barry said.

Pictured: MSF Sugar's Group Agronomist inspects cane planted using the SRA farming System as part of Project Uplift Farming Systems Initiative pilot.

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LEADING BY EXAMPLE

Chairman's push to prove anyone can achieve BMP accreditation

By John Flynn

Increasing the rate of grower participation in the industry-driven best practice program, Smartcane BMP, is a key priority for CANEGROWERS Chairman Paul Schembri in 2017.

Having recently achieved accreditation on the Mackay district cane farms he works with his brother Joe, he's now eager to bust some myths surrounding Smartcane BMP by demonstrating how those less computer-savvy farmers can engage in the process.

With the world watching, participation in Smartcane BMP is the industry's way of getting a message out to the community and key markets about the good work farmers are doing to protect the Great Barrier Reef.



PICTURED (above): Mackay cane growers Paul and Joe Schembri used a low-tech mix of hard data and mostly hand-drawn maps to record farming practices as part of their Smartcane BMP accreditation.

Bulk sugar freighters at anchor off the Port of Mackay, with their distinctive red hulls, are visible from the patio of the Schembri family home in the hills of Farleigh.

There's an obvious sense of pride as the CANEGROWERS Chairman glances towards the distant harbour - pride in an industry that has a history of beating the odds to deliver what is now a \$2.5 billion export-driven injection into the Australian economy each year.

The industry underpins the economic and social tapestry of North Queensland's coastal towns and cities.

It's a story that started with Thomas Henry Fitzgerald and John Spiller and their earliest plantings of sugarcane on alluvial flats surrounding the Pioneer River at the back end of the 19th century.

In 2017 the industry is facing challenges; challenges which, if not managed with steady hands and an innovative approach, could spell disaster.

"We've been around for 150 years," Paul says.



Watch our Virtual
Bus Tour to the
Schembri farm
[www.youtube.com/
canegrowers](http://www.youtube.com/canegrowers)

*"BMP is important
in that it's an
opportunity to
tell our story of
environmental
stewardship."*

"We have grown to become one of the most efficient sugar industries in the world but we've faced some challenges.

"We're living in a contemporary society where we've got challenges around environmental and social sustainability and we accept that the global sugar industry is encountering the same challenges.

"We need to be environmentally sustainable and if you ask every farmer, they want to be environmentally sustainable, so BMP is important in that it's an opportunity to tell our story of environmental stewardship."

Smartcane BMP is the industry-driven Best Management Practice accreditation program.

It is a rigorous yet user-friendly protocol designed to guarantee the longer term environmental sustainability and profitability of farms adjacent to the Great Barrier Reef lagoon.

The key to its success according to Paul lies in achieving 'critical mass'.

That is a sizeable enough majority of growers embracing the program to ensure the outcomes in terms of measurable environmental gains are greater than the sum of individual farmer contributions.

Achieving critical mass in an industry with an ageing grower demographic where many growers harbour an overwhelming disdain for paperwork was never going to be an easy process.

That's not to say, as Paul points out, that growers aren't already progressive in their approach to environmental stewardship.

The way the industry has embraced green cane harvesting, trash blanketing and minimal till cultivation is the standout example of how cane farmers have quietly gone about the business of reducing their environmental footprint with minimal fuss over recent decades.

It's a farming system that ticked plenty of boxes when Paul and his brother Joe sat down last year to commence work on the three core modules of Smartcane BMP.

Continues page 20 ►

Many farmers, according to Paul, will find themselves in a similar situation, already complying with the majority of benchmarks set out in the core modules.

As of 6 March 2017, 174 farms had achieved Smartcane BMP accreditation in the three core modules of Soil Health and Nutrition Management; Irrigation and Drainage Management; and Weed, Pest and Disease Management.

That equates to 47,506 hectares of cane land in the Great Barrier Reef catchment now independently assessed as achieving industry best practice.

At the same time, 1509 farms had proceeded at least as far as Smartcane BMP self-assessment, equating to nearly 264,423 hectares now actively engaging in Smartcane BMP.

It's a reasonable start but still a long way short of the critical mass of accredited growers needed to prove to government and the community that farmers are doing their best to protect the Reef.

"We farm 400,000 hectares adjoining the Great Barrier Reef and some people have described this as probably



"I have this very strong and passionate belief that most farmers, all farmers in fact, are doing the right thing but our challenge is to tell the story of what we're doing."

one of the most challenging environmental gigs on planet earth, but we're up for it," says Paul.

"I have this very strong and passionate belief that most farmers, all farmers in fact, are doing the right thing but our challenge is to tell the story of what we're doing and BMP is an opportunity to do that."

Achieving accreditation in Smartcane BMP is a challenge Paul believes is not as cumbersome or onerous as some growers may believe.

To prove that point, he set about completing the core modules in a manner that could best be described as 'old school', mostly without the need for computers.

At first glance, the folio containing the three core modules of Smartcane BMP for the Schembri farms gives the appearance of a senior high school geography assignment.

It's a mix of hard data and mostly hand-drawn maps layered over templates, with colour keys denoting application of various farm inputs.

It is functional and easy to interpret.

"I wanted to do it in a meaningful way in terms of a visual representation of what I was doing as a farmer so I struck upon the idea of doing it on the basis of layered maps," Paul says.

"I wanted to capture all the things I was doing as a farmer - my fertiliser, my chemical applications.

"I wanted to do something that was tactile so if I could sit down with a minister or whoever it might be, I could demonstrate that I was competent and I knew what I was doing as a farmer."

Using Mackay Sugar and Mackay Area Productivity Services block layouts as a template, highlighter pens were used to denote application of various farm inputs.

On one map, colours were allocated to identify different types of fertiliser being applied to blocks, another used colour coding to denote dates of application for specific rounds of nutrient.

Chemical application was depicted in a similar manner with different colours used to identify individual chemicals.

Template maps were also used to depict on-farm drainage and water flow across the farm.



Coupled with the visual elements was the hard data recorded in tabular form for nutrient and chemical application, including dates of chemical application, rate of application and wind speed.

It's these details that some farmers will find onerous, but Paul is quick to emphasise that record-keeping is a starting point on the BMP journey.

"Some farmers say, 'I don't know what to do around BMP where do I start this journey?' But if they just start keeping records they are almost getting to 90% of the journey," Paul says.

"Once you've got the bedrock of keeping the data and the records, the rest of it comes fairly easily.

"Now that I've built up our level of information and record-keeping the maintenance of it is relatively low, very minor."

Another point the CANEGROWERS Chairmans continues to emphasise is that Smartcane BMP's benchmarking system is not prescriptive.

If growers are using methods that vary from those outlined in individual modules, they're given the opportunity during

evaluation to demonstrate how those methods achieve best practice.

The incentive to complete Smartcane BMP isn't only about proving that cane growers are environmentally responsible.

Borrowing a phrase from another Mackay district farmer, Paul noted that measures put in place to reduce the impact of farming on the Reef also delivered an economic dividend to the grower.

The challenge now is in getting enough farmers involved to deliver real confidence in the industry.

"Success is the sum of all the small bits, the more people who participate create the aggregate result," Paul said. "We've got a powerful vested interest to make sure that we're farming sustainably.

"One of my colleagues always says to me the great thing about the sugar industry now is that the environmental driver and the economic driver line up.

"Best practice environmentally means optimum economic outcome for a farmer." ■



Australian Government

This on farm story has been brought to you by the Australian Government Reef Program

PICTURED (above-left): Paul and Joe proudly display the Smartcane BMP accreditation certificate.

Why is there sugar in my food?

By the Australian Sugar Industry Alliance Nutrition Team

Sugar-free foods are trendy but as any cook knows it's not as simple as just taking the sugar out. Sugar is a multi-tasking ingredient that performs a lot of important functions in food.

Flavour

Sugar helps food taste good because it suppresses sour and bitter flavours. A good example is the sour taste of natural yoghurt versus the pleasant, more balanced flavour of sweetened yoghurt. Sugar also enhances aroma in food, such as the appealing smell of sweet and sour pork or a cake straight out of the oven.

Bulking

Anyone who's tried to make a cake without sugar knows you end up with a flat, stodgy result. This is because sugar adds bulk and volume in baking. In bread making, you need to add sugar to feed the yeast which allows the bread to rise.



Texture

In baking, sugar also affects the starch and proteins in the flour to create a soft texture. The softest breads have a little more sugar, such as brioche. Sugar also adds body or thickness to liquids.

Colour

When heated, sugar causes browning in two ways: when sugars and proteins combine (called the maillard reaction); and the caramelisation of different kinds of sugars together. Examples include the browning of the top of cake or bread, making caramel or toffee, or the golden colour of roast potatoes.

Preserving

Sugar helps reduce the growth of bacteria, yeasts and moulds. When you make jam or jelly, the sugar helps it keep for longer (and also improves the flavour). Sugar performs a preserving function in savoury foods too, such as tomato sauce and salad



dressings. During jam making, sugar also combines with the acids and pectin in fruit to create a desirable gel-like texture that helps your jam to stay on your toast.

Freezing

Ice cream without sugar is as hard as ice because sugar keeps ice cream soft at low temperatures. You can see how hard sugar works in ice cream when you read the long ingredients list of sugar-free ice cream. It needs lots of additives to produce an acceptable result.

REGULAR VANILLA ICE CREAM

INGREDIENTS: Water, Cream (15%), Sugar, Milk Solids, Glucose Syrup (Wheat), Maltodextrin, Vegetable Origin Emulsifiers, [477, 471 (Soy)], Flavour, Vegetable Gum (412).

NO ADDED SUGAR VANILLA ICE CREAM

INGREDIENTS: Skim Milk Concentrate, Water, Sorbitol, Polydextrose, Cream, Vegetable Origin Emulsifiers [477, 471 (Soy)], Vegetable Gum (412), Mineral Salt (341), Flavour, Colour (160b), Sweeteners (955, 950).

In the no-added-sugar product, the 3rd ingredient is sorbitol - an alternative sweetener that can cause bowel disturbance and must carry a warning on the label - as well as intense sweeteners, more gums, salt and colour. The kilojoule reduction is relatively small at 85kJ per serve. This is equivalent to a teaspoon of sugar or a third of a medium sized apple.

Bottom line

Sugar is very clever ingredient. Taking sugar out means replacing it with a lot of additives and the end product is usually not as good, and not always better for you. A sensible approach is to enjoy sugar in small amounts within a balanced diet containing plenty of nutritious core foods. ■

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6 Stud Tritton Rims / Tyres 50%; 1 Goodyear Wrangler 205R16LT; 1 Bridgestone Radial 205R16C; 2 Bridgestone Duller 205R 16C. Ph. 0488 966 532

HBM billet planter narrow elevator, fair condition, 80l chem tank with pump and reg, knockers removed with extra flights installed, planted 2016 season \$5,000 inc gst ono. Ph. 0429 332 731

2 Double-bin tipper trailers for billet planter. Ph. 0427 163 519

1993 Austoft Trail Haul - Excellent Condition. POA Ph. 0407 183 680

Mackay-Proserpine

Hodge bumpers 24 plate for sale. Good condition. \$5,000 inc gst. Ph. 0428 541 197. Please text 0459 474 720 for photos.

Tractor Tyres. Alliance. 2 tyres and tubes. Size: 16x9x38s. \$50 each. Ph. 0428 541 197

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

2 x 8340 New Holland Tractors; approx. 8000 hours; good condition; \$25,000 each inc GST. Ph. 0418 495 755

2006 TM140 with 10T Carta; auto glide front suspension; push button trans; 7300hrs; well-maintained rig in good cond. \$100,000 + GST. Ph. Greg 0417 714 209

Merril Wholestick Plant Cutter with topper \$2,750 inc GST cane plant trailers \$300 each inc GST. Ph. Jason 0427 132 357

Rainfall Report

brought to you by AustSafe Super

Location	Recorded rainfall (mm)		Year to date	Average rainfall (mm) January-March
	7 days to 9am 27.02.17	05.03.17		
Mossman	105	61	1300	1371
Mareeba AP	32	6	432	633
Cairns	109	40	901	1260
Mt Sophia	258	91	1651	1824
Babinda	224	12	1056	2173
Innisfail	237	128	1748	1763
Tully	41	10	1003	2088
Cardwell	79	60	869	1302
Lucinda	98	135	888	1258
Ingham	127	73	723	1195
Abergowrie	41	44	430	1079
Townsville	21	14	318	747
Ayr DPI	0.4	21	344	594
Proserpine	19	30	708	787
Mirani	10	26	607	902
Mackay	4	41	740	849
Sarina (Plane Ck)	11	34	985	1028
Bundaberg	0	5	71	431
Childers South	0	13	69	330
Maryborough	1	7	34	494
Tewantin	13	122	238	691
Eumundi	2	58	192	709
Nambour	9	34	183	715
Woongoolba	0.2	8	79	491
Murwillumbah	0.6	19	264	641
Ballina	9	83	195	591
Woodburn	35	107	328	491

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,
2.5m, 3m & 3.4metres.
3 point linkage offsets available also



New Heavy Duty

SLASHERS

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

Johnny Farming Company

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

WANT MORE NEWS, VIEWS
AND PHOTOS?

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**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. Weather report provided by the Bureau of Meteorology's Commercial Weather Services Unit.

DONNELLY'S WELDING MACKAY - SPECIALISING IN New Sugar Cane Hauling Equipment - Contact 0419 712 872 to discuss or email admin@donnellyswelding.com.au

Tractor, 4WD, 100+ horsepower, A/C cab, will pay up to \$20,000 (depending on condition and/or extras), will consider other areas. Ph. 0409 644 896

For Sale: Massey Ferguson 102 Cane Harvester \$6,500 (inc. GST). 4 Tonne Tipper Bin \$6,500 (inc. GST). Ph. 07 4959 6197

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. Ph. 0438 606 578 (Mackay)

1996 Cameco full-track harvester with 3306 CAT motor, 8 blade Westhill chop with adjuster \$55,000; Articulated Ford 5000 with 5 ton high-lift side tipper \$12,000; Block & 7 weights for John Deere 7710 & 7810 \$900; High speed track motor to suit 1996 Cameco full-track harvester \$2,500; Ph. 0400 915 495 or 0438 789 106

**DONNELLY'S
WELDING**

MACKAY

**SPECIALISING IN New Sugar
Cane Hauling Equipment**

Double & Single 6/5 tonne side tippers
bolt in load sharing Hitch and
Gooseneck Hitch both available

Billet Planter Tipper Bins

Trailer & Truck Mounted Elevator Bins
also available

CONTACT

0419 712 872

today to discuss

E: admin@donnellyswelding.com.au

M: 0419 712 872

F: 07 4959 9287

154 Ridolfi's Road
MACKAY QLD 4740

ABN 96 105 213 726

Bundaberg-Rocky Point

2009 Case 8000 Cane Harvester. 5800 hours. \$195,000 plus GST and Quinco 1 ton Fertilizer incorporator with plastic bin and stainless worm. \$8,000 plus GST Good Condition. Ph. 4156 1409 or 0431 044 022 FOR SALE OR WRECKING: Ford 7810. Ph. 0423 288 639.

FIAT 115-90 DT a/c 16x16 shuttle, 16-9x28 20-8x38@ 80% 4remotes, 6600hrs, UHF, LED lights full weights, 25k inc gst. Ph. 0414 561 350 or 4156 1277

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

3 x Newton 4 tonne tipper bins set up for planting \$2,750 each (gst inc) Ph. 0428 221 850 Geoff

Wanted

Wanted to Buy: Blade Saver (Chopper adjuster) to suit 12 inch chopper drums suitable for '94 Cameco or Toft 7000. Ph. 07 4959 7288

Wanted to buy BSM side tipper or 9 tonne carter elevating bin. Ph. 07 4954 0216

Wanted 130 to 150 HP 4WD Tractor Ph. 0409 264 351

Wanted Fiat 115-90 or 130-90 4WD Ph. 0409 050 502

Wanted: Top chopper shaft for MF 305. Ph. 0400 445 218

Rims with or without tyres to fit roll on roll off haulout trailers. Ph. 07 4950 1162

Double tipper bin on trailer for planting. Phone 0407 364 012 after 6pm

CANE WANTED for 2017 and subsequent seasons. Tully area. Shawn Ph. 0418 782 815

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

Positions Vacant

CARETAKER required Murwillumbah (Northern Rivers). Position would suit retired person on a pension. Applicant must be fit, active, reliable, honest and self-motivated. Light duties in exchange for permanent accommodation. Enquiries please call 0403 035 015.

Experienced cane harvester operator; 7700 full track; 2017 crushing season. Upper Pioneer Valley area; must have mechanical knowledge and hill experience. 30,000t plus. Apply in writing: PO Box 31 FINCH HATTON QLD 4756. More information: 0419 260 879 A Northern NSW Harvesting Co-Op is seeking a Manager/Harvester driver for the 2017 season and into the future. Mechanical experience is essential. Ph. Jim 0416 086 227 or Ben 0402 421 565

Sugarcane harvester and bin driver required for Condong Mill area. Machinery, maintenance and management skills required. Position for 2017 season and beyond, with prospect of full-time Harvester Operator position. Ph. Bernard 0428 298 618

Work Wanted

Hi I am looking for work during the harvest season as a truck driver. I have approximately 4 years experience operating heavy vehicles. I am also a qualified light vehicle mechanic. Looking for work in the MARYBOROUGH to CHILDERS area. Thank you in advance. Mitchell Hastie. 0435 872 186.

BUNDABERG area. Seeking Cane Harvesting jobs for upcoming season 2017. Hard worker and quick learner. Experience driving trucks/tractors. HC license. Concreter by trade, managed a small farm with stock, mechanically minded, willing to give anything a go. Forklift Licence, Heavy Articulated Licence, Manual Drivers Licence, White Card. Ph. Mark 0409 951 568

Property

HALIFAX: Cane land for sale. Taylors Beach Road. 27.59 ha. Freehold. Genuine enquiries Ph. 4777 7277

Wanted cane farm to buy 5000t + Marian area or 30 mins from Mackay. With or without house. Ph. 0407 629 940

Walkerston area: Cane farm for sale, fully irrigated. 42.5ha cane 3.6ha grazing. Ph. 0418 185 663

Gargett cane farm for sale 44 ha plus opportunity to lease another 22 ha wiwo priced to sell. Ph. 0438 585 294

INGHAM: Cane Farm for sale. Hawkins Creek. Total Area 48.3ha. CPA 46.6ha. Shed, electricity & water. Genuine enquiries Ph. 0407 635 175.

Driven by growers. Used by growers. Owned by growers

In recent years how we farm has been dictated by others. As Australian farmers, we would much rather have a system which works for us. A system which is about improving our bottom line and one we can use to market our sugar to the world.

The Australian sugarcane industry has worked together and built just such a system. Smartcane BMP.

Smartcane BMP will help Australia maintain its competitive edge in the increasingly competitive world market. Being able to show we are productive and sustainable producers of quality sugar is becoming increasingly important to our customers, and the Smartcane BMP system is the way we are going to show just that.



Become part of the movement:

Sign up to Smartcane BMP

Contact your local Smartcane BMP facilitator. Get recognised for what you are already doing.

www.smartcane.com.au