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The Winners and Losers of the Monopoly Game
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High Grant, Executive Director, Responsibility
April 2018



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Industry rejects simplistic approach to obesity



Tableland crowns top growers at productivity awards

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COVER IMAGE: Tableland grower Jason Salvetti has slashed his annual power bill through upgrading his farm's irrigation system. Pictured with wife Dee and children Sienna and Christian.

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Solidarity - the key to success

By Dan Galligan, CEO CANEGROWERS

The issue of pricing and returns is hard for cane growers to ignore. The low world sugar price we're experiencing at present is like an anchor, weighing down confidence in the industry.

This is something that CANEGROWERS will consider deeply as we look at ways to support growers and the industry through what we all hope will be a smooth and efficient 2018 crush.

Market downturns are as frustrating as the weather for those of us in agriculture. Despite being two of the greatest drivers of farmgate profitability, there is little we can do to directly influence either.

Certainly, knowing that we are all in this together, keeping an eye on the forecasts and using as many mitigation tools as possible is the best approach.

Times like these should make it clear to everyone why it is that we spend so much time and energy advocating for better policies and financial positions for farmers on those issues that we can control.

Our recent collective and enduring efforts on electricity costs is just one example. CANEGROWERS has taken a leading role in this debate for nearly a decade.

Our recently released report proved that for every \$100 we spend on electricity network charges, \$47 goes to the State Government.

The report made front page news in both regional and metropolitan newspapers and television bulletins. Unfortunately, so far the government response has lacked both sufficient action or explanation.

But our arguments are hitting home and by working with other farm and business groups the calls for a change to this outrageous situation are turning into a chorus.

Meanwhile, farmers have equally come together to rally against the State Government's vegetation management bill.

The State Government has seemingly ignored the enormous weight of submissions and public pressure from regional communities and industry in order to pursue its own agenda.

CANEGROWERS has been directly active and working through the Queensland Farmers Federation in collaboration with AgForce to state the case for farmers. As it stands, it seems that only via the polling booth will the ears of the government be opened.

Finally, the issues of health and nutrition took another turn on centre stage, with the ABC's *4Corners* program.

Once again, our approach has been non-apologetic but open, honest and engaging on this issue, which is not going to go away and therefore cannot be ignored.

CANEGROWERS has taken the deliberate decision to stand in the role of building and protecting our social licence to operate. This means we need to be part of the conversation and part of the solution.

The objective is not just to talk about these issues, the objective is to ensure that as much as possible public policies do not hinder our growers' ability to manage their businesses affectively.

Price, market volatility and the uncertainties of the weather are challenges enough. Only by working together can we prevent these other issues from adding to the complexity of an already complex operating environment.

As this year's crush approaches, I hope that our operating conditions stabilise to deliver a safe and efficient harvest and profitable returns for all. ■



"Price, market volatility and the uncertainties of the weather are challenges enough. Only by working together can we prevent other issues from adding to the complexity of an already complex operating environment."

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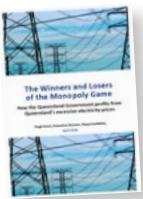


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NEWS IN BRIEF

Report exposes facts around power costs

CANEGROWERS has triggered a new round of questions to political figures about power prices with the release of a report.



Called *The Winners and Losers of the Monopoly Game*, the report was commissioned to expose why Queensland electricity prices are so high, crippling business

and household budgets, and where the money goes.

What the author **Hugh Grant** found was:

- Across the board Queensland electricity prices DOUBLED from 2007–08 to 2013–14
- The Queensland Government takes \$47 out of every \$100 that a Queensland household or business pays in network charges on their electricity bill
- Increased network charges accounted for 95% of the 2007–08 to 2013–14 electricity price hike while generation and retail costs remained stable.

Political journalists in Brisbane picked up the issue and the story ran in every commercial television network as well as major newspapers and radio news.

Opposition leader **Deb Frecklington** told the media, "They're using it as a secret tax – it would be enough to make a banker blush."

Queensland Energy Minister **Anthony Lynham** said the profits were going back

into the Government's affordable energy plan.

But CANEGROWERS Senior Vice-Chairman **Allan Dingle** said the time was up for governments using electricity as a cash cow.

"Queenslanders will no longer be played as fools," he said. "We need the political parties to stand up for us. I've never heard anyone ask for a price increase, but a decrease is on everyone's lips."

With the State Government under pressure, and the Opposition aware how keenly the electorate is focused on the issue, the report contains four recommendations:

- Set the Queensland networks' prices at efficient levels
- Revert to Queensland Government-controlled regulation for the Queensland networks
- Implement fiscal controls that restrict the Queensland Government's income extractions to sustainable levels
- Strengthen the oversight of the Queensland networks.

CANEGROWERS will not let the momentum drop!

Read the CANEGROWERS media statement and the full report here <https://bit.ly/2vLMPff> ■

SUGAR TAX TALK A DARK SPOT AS GROWERS GEAR UP FOR HARVEST

Queensland's cane growers are ramping up preparations for the 2018 harvest, proud of the natural product they supply to the world.

Initial estimates indicate the state's farms will cut more than 32 million tonnes of cane in 2018 – slightly up on last year's crop.

"We are a proud Australian industry, producing a product that is in demand because of its quality," Chairman **Paul Schembri** said.

"A predicted world surplus has put a dampener on prices, but our Queensland crop is looking good despite the challenges that flooding and storms have thrown at us.

"We work hard and are passionate about what we do – growing sugarcane in a sustainable way.

"One dark spot in our optimism for the 2018 season is the renewed calls for a sugar tax, most recently on the ABC TV program *4Corners*."

While the industry has acknowledged that Australia is facing a significant challenge in tackling increasing rates of obesity within the community, it remains opposed to the introduction of a sugar (soft drink) tax, Mr Schembri said.

"Demonising one ingredient by singling it out as the root of all dietary issues is simplistic and therefore dangerous," he said.

"Complex problems require complex solutions and tax on a single, natural food ingredient does not fit the bill.

"Domestic sugar sales have not kept pace with Australia's population growth in recent decades and have been relatively static around 1980s levels despite an almost 60% increase in Australia's population during the same period.

"The only logical conclusion for this disparity is that Australians across the board are eating less sugar.

"We support empowering all people with the information that enables them to make healthy food choices across all food categories and maintain a balanced and healthy lifestyle.

"CANEGROWERS remains committed to being engaged and involved in this discussion on behalf of our members." ■



Farmers vent anger at veg management laws

Hundreds of farming families and ag industry representatives gathered outside Parliament House in Brisbane, while thousands more took to social media, to vent their anger and frustration at proposed changes to vegetation management laws that will adversely impact Queensland's rural communities.

During the AgForce-led day of action on 1 May, protestors donned green and called on the Queensland Government to abandon plans to introduce the restrictive *Vegetation Management and Other Legislation Amendment Bill 2018*.

Under the Bill farmers will lose the ability to clear for high-value agriculture (HVA) and irrigated high-value agriculture (IHVA) land.

"On average, each Australian farmer produces enough food to feed 600 people. We're passionate about what we do and we love and care for our land," AgForce President Grant Maudsley told protestors.

"Farmers just want to get on with their jobs and are so frustrated, angry and bitterly disappointed the Palaszczuk Government continues to ignore the social and economic impact these laws will have on our lives, our livelihoods and our regional communities." ■



Pictures courtesy of AgForce.

BOARD MEMBERS Non-Executive Chair & Non-Executive Directors

Sugar Research Australia Limited (SRA), Australia's leading Sugar Industry Research Organisation, is seeking to appoint a Board Chair and three Non-Executive Directors to join its board.



SRA is an industry-owned company which invests in and manages a portfolio of research, development and extension projects that drive productivity, profitability and sustainability for the Australian sugarcane industry.

SRA is governed by a skills-based board of seven directors, a majority of whom must be independent. The role of the board includes to approve strategic and operating plans, review the company's performance against plans, and seek advice and recommendations from the SRA Research Funding Panel for contestable investment of the substantial SRA Research Funding Pool.

The board is required to have a balance of skills across a number of key selection criteria. For the current vacancies, the Director Selection Committee is particularly seeking directors with expertise and knowledge in:

- sugarcane growing
- sugarcane processing for any product
- national and international Research and Development, technology, technology transfer, commercialisation and adoption

- conservation and management of natural resources
- administration, prioritisation, oversight, monitoring of Research and Development (including an understanding of benefits of economic analysis in relation to R&D projects)
- finance and business management
- demonstrated capacity to contribute at board level including a sound understanding of governance, including organisational/cultural change, legal and compliance.

The Chair of the board is required to have additional skills and experience in leading organisational and cultural change and board leadership including: chairing board meetings; ensuring a constructive dynamic in the board; working constructively with the CEO; successfully managing board performance; and representing SRA.

All SRA directors are also expected to have a sound understanding of crop based agriculture.

Directors are remunerated by way of a fixed annual fee. Reasonable board-related expenses are met by the company.



To register your interest, visit www.directorsaustralia.com/directors-register, click on "Position Search", select role before clicking on "View Selected" and then "Apply Online" or for further details please contact Glee Mitchell by email glee.mitchell@directorsaustralia.com or phone on 0417 065 408. **Applications close 5pm on Sunday, 13 May 2018.**

TABLELAND CROWNS 2018 PRODUCTIVITY CHAMPIONS

Tolga grower Anthony Zappala took out the top gongs at the CANEGROWERS Tableland Productivity Awards Night for Tableland Mossman Mill Suppliers on 18 April.

Mr Zappala took the Outstanding Cane Grower Award, as well as The Highest Tonnes of Cane per Hectare Award and the Champion Farm 20 – 50ha Award.

Other winners on the night included Michael and Belinda Tarca (Champion Farm 50–100ha), Singh Farming (Champion Farm 100–200ha) and Northern Rosella Farming, who lifted the Champion Farm 200+ha and the Highest Farm CCS awards.

"It was very special to see Chris Maisel from Northern Rosella Farming accept the Brad Maisel Memorial Trophy for the Highest Farm Average Relative CCS. This perpetual trophy has been donated by GT Ag Services in Memory of Chris' uncle Brad," CANEGROWERS Tableland manager Bronwyn Dwyer said.

"We would also like to thank all of our sponsors. Without them the evening would not have been possible."

Full list of winners on page 7. ■

Pictured: (Top) Anthony and Robert Zappala with their Awards for the night. They were the major award winners of the evening, winning three awards. (Below): Chris Maisel accepting the Brad Maisel Memorial Trophy on behalf of Northern Rosella Farming for the Highest Farm Relative CCS Award from sponsor Grahame McKenzie of GT Ag Services.



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Pictured: (Top) Winner **Anthony Zappala** being presented the Outstanding Canegrower Prize by Sponsors **James Jackson** from Rabobank and **Maryann Salvetti**, Chair of Tableland CANEGROWERS. (Left) **Shane Kattenberg** of Kattenberg Farming accepting the Award for Best Presented Farm from **Bronwyn Dwyer** of Tableland CANEGROWERS on behalf of sponsor PIMS. (Right) Sponsor **Peter Cocuzza** from SunWater presenting the Award for Champion Farm 100 – 200ha to Winner **Rajinder Singh** from Singh Farming.

AWARD CATEGORY	SPONSOR	WINNER
Champion farm 20 – 50ha	Qube Logistics	A & C Zappala (Anthony)
Champion farm 50 – 100ha	QSL	M & B Tarca (Michael & Belinda)
Champion farm 100 – 200ha	SunWater	Singh Farming (Rajinder)
Champion farm 200+ha	SunWater	Northern Rosella Farming (represented by Chris Maisel)
Atherton Zone	Honeycombes Sales & Service	B & G Wieland (Brett) (14.75 actual ts/ha)
Highest Farm CCS	GT Ag Services	Northern Rosella Farming (14.31) (represented by Chris Maisel)
Highest tonnes cane per ha	Rabobank	A & C Zappala (148.14) (Anthony)
Most Improved	Miriwinni Lime	Murat Enterprises (Plumb)
Outstanding Canegrower	TCL / Rabobank	A & C Zappala (Anthony)
Achievement	Central Tyre Services	Singh Farming (Rajinder)
Best Presented Farm	PIMS	Kattenberg Farming (Shane & Wayne)
Approved Seed	Tableland CANEGROWERS	Salvetti Farming (Jason & Stephen)
Industry Co-Operator	Lowes Petroleum	Jason Salvetti

Money Matters

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THE SUPER SEVEN: PART 2 OF A 2 PART SERIES

In our last column, we discussed three areas to help you navigate your super. Here, we look at four more to complete the series.

4. Money for your future

While some Australians may be eligible for the age pension, it isn't always enough. Super can help you have more money to enjoy a comfortable retirement. Check out austsafe.com.au/memberhub for great articles on how to do this.

5. Accessing super depends on your age

Your 'preservation age' determines when you can access super. The government provides a super and pension age calculator to help you work out your situation.

6. Ease into retirement

Many people work part-time to ease into retirement. Once you reach your preservation age, you can access your super and continue to make contributions if you're still working, through a Transition to Retirement (TTR) Pension account.

7. Insurance through super

When joining a super fund, you may receive an automatic level of insurance cover. It's worthwhile reviewing this to make sure you're covered for what you actually need.

Visit austsafe.com.au or call 1300 131 293 for more information.

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Warren Males

CANEGROWERS Head –
Economics

“High performing grain farmers have six key management characteristics: they have a system focus, they take a big picture view when under pressure, they take responsibility for key decisions, they focus on the things they can control, they have superior implementation capability and have strong observational skills.”

DRIVING PROFITS – Lessons from the grain industry

In February the Grains Research and Development Corporation (GRDC) published a report¹ on the return and profitability of grain growers.

The report found the top 20% of grain growers generate between one-and-a-half and three times greater return on equity than the average. They also retain 25 to 30% of turnover as net profit before tax, compared to about 10% for the average.

Within regions, where resource base, soil type, environmental factors, rainfall and farm size were often very similar between growers, very different levels of profitability were achieved.

The relationship between enterprise scale and performance was very weak, meaning that bigger is not necessarily better.

They found it is the implementation gap, not the knowledge gap, that makes the difference.

The top 20% were doing four key things well.

Gross Margin Optimisation

Getting the best yields per ha in the most cost-effective way, means getting the basics right: variety selection, maintaining a year-round focus on operational timeliness (planting, fertilising, spraying, etc), excellent crop agronomy and monitoring, and a balanced approach to inputs, based on a realistic view of yield potential. In the grains industry, crop rotation is also important.

Low-Cost Business Model

Optimising the use of capital, without compromising operational timeliness. This means matching machinery and labour with the size of the business. For some, this means leasing or contracting people and equipment for particular tasks. For others it means leasing some additional land.

Human Capital

High performing grain farmers have six key management characteristics: they have a system focus, they take a big picture view when under pressure, they take responsibility for key decisions, they focus on the things they can control, they have superior implementation capability and have strong observational skills.

Risk Management

Resilient grains businesses were also found to have a robust approach to risk management. This was reflected in lower variability in income and profit from year to year, lower long-term cost structure and a greater ability to withstand a business or production shock.

While the grains industry is not sugar, perhaps there are some learnings. ■



*GroundCover™ Supplement Issue: 132
January–February 2018 | Author: James
Hillcoat, Jason Lynch, Paul Blackshaw,
Simon Fritsch and Gordon Verrall.*

ASSCT POSTER WIN

CANEGROWERS has won a prize for a poster and presentation at the 2018 Australian Society of Sugar Cane Technologists conference in Mackay in April.

The poster, called *A nitrogen roadmap - better alignment of N inputs to crop requirements*, won the Best Agricultural Poster and Poster Presentation Award.

The poster depicts a project that CANEGROWERS has been leading on behalf of members since 2013.

The nitrogen roadmap is the result of CANEGROWERS bringing together the divergent views, opinions, science, trials and research on nitrogen in the sugarcane industry.

In February 2014, a forum was held in Townsville which led to further workshops, leveraged investment and targeted research on identified gaps.

It resulted in the production of the Sugar Research Australia report *A review of Nitrogen Use Efficiency in sugarcane* and a willingness for industry, government and researchers to collaborate.

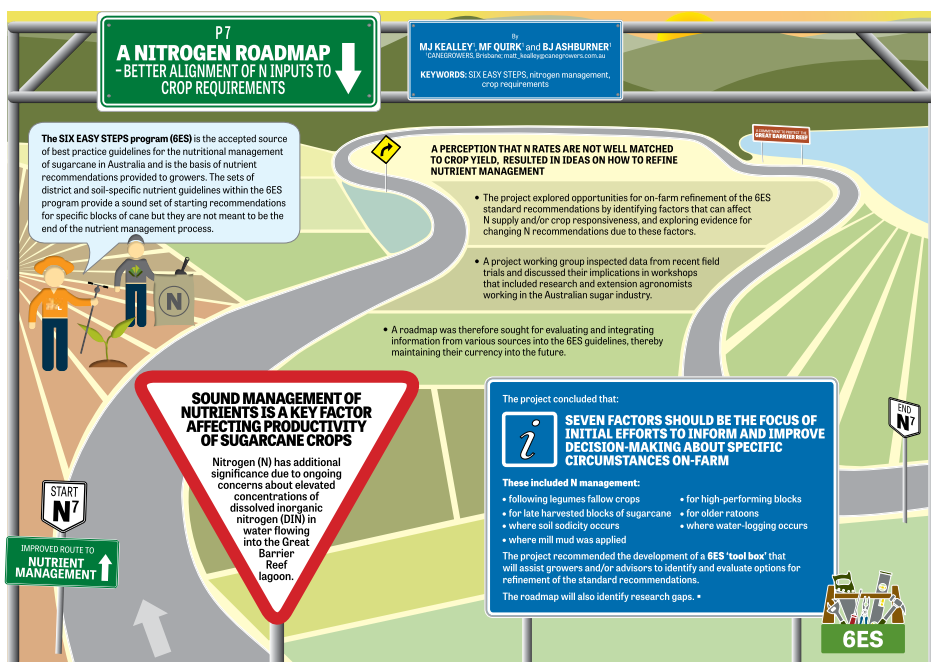
The nitrogen roadmap and the Six Easy Steps toolbox was the result of CANEGROWERS bringing the stakeholders together to ensure growers could refine their nutrition program, increase their production and reduce their impact to the environment and the Great Barrier Reef.



The nitrogen roadmap is the result of CANEGROWERS bringing together the divergent views, opinions, science, trials and research on nitrogen in the sugarcane industry.

For the ASSCT conference, the CANEGROWERS team of Matt Kealley, Burn Ashburner, Mick Quirk and Jacqui Segond pulled all of the technical content together into a compelling and unique poster design.

The poster was presented at the conference by Matt Kealley, whose musical delivery was a little different to what is usually done at these types of events. **Congratulations!** ■



Policy Update

Environment with Matt Kealley

Industry with Burn Ashburner

Reef funding announcement

The Federal Government recently announced a \$500 million funding package designed to deal with the climate and water quality issues impacting the Great Barrier Reef.

The investment comprises a new \$444 million partnership with the Great Barrier Reef Foundation and \$56 million for the Great Barrier Reef Marine Park Authority and the Department of the Environment and Energy.

The funding is designed to tackle the ongoing issues of water quality and Crown of Thorn Starfish (CoTS), as well as support reef restoration projects, data management through monitoring, reef water quality and climate science.

The focus of the funding is to build the resilience of the Reef to the effects of climate change, including coral bleaching from increased water temperature.

This direction hasn't changed from previous funding programs and is central to the Reef 2050 Plan.

\$500m funding breakdown:

- \$201m: Improving water quality with changed farming practices such as reduced fertiliser use.
- \$100m: Reef restoration and funding science that supports reef resilience and adaptation.
- \$58m: Fight against coral-eating Crown of Thorn Starfish.
- \$45m: Community engagement such as Indigenous traditional knowledge for sea country management.
- \$40m: Enhancing reef health monitoring and reporting.
- \$56m: The Great Barrier Reef Marine Park Authority and the Department of the Environment and Energy to expand environmental management and compliance operations.

CANEGROWERS will be seeking further information on how the funding will be directed. Indications are that the \$201m will focus on practices that can impact on water quality including sediment, nitrogen and pesticides.

It is hoped that the funding will complement existing programs and networks established by the industry including Smartcane BMP, Nitrogen roadmap and research, WTSIP and the Cane Changer project. ■



What does the future hold?

In recent years, I've represented CANEGROWERS at a series of workshops to determine the National Sugarcane Industry RD&E Strategy.

There were 37 participants in total at these workshops, of which 23 were from universities, the CSIRO or government (both State and Federal).

The remaining 14 participants represented 10 industry organisations, including grower, miller, research/extension, and marketing bodies.

One of the first questions the 23 non-direct industry people asked of the industry representatives was "What is the industry's vision for the future?"

An industry vision was deemed important to develop an RD&E strategy.

This is hard to argue with, yet the 10 industry organisations had no common vision.

It should be no surprise that the combined working group started to develop its own vision.

With direct industry representatives being outnumbered, this was an interesting discussion, and it did not progress too far.

My point is, in the absence of a strategic direction from the "industry" someone else will step in to provide one.

The recent Futures Forum, held in Mackay on 17 April, was in direct response to this lack of industry strategic direction.

The objective of the Forum was to inspire and educate, work towards a sugarcane industry vision, identify the next steps and create an action plan.

The Forum summary showed that, by 2030, participants wanted an industry that had constant improvement, a more diversified income, was connected with customers, was agile in nature and had a collaborative core.

The priority actions were diversification, an employment/capability strategy and improved collaboration.

The next step is to present the Futures Forum summary back to industry leaders.

From there we hope that the common theme of collaboration will give the industry the opportunity to start developing a sugar industry vision. ■





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Futures Forum:

FORGING A BRIGHT FUTURE FOR AUSTRALIAN SUGARCANE

The Australian sugar industry is working towards a more internationally competitive industry, following an event in Mackay recently.

Called the *Futures Forum*, the event saw about 70 industry stakeholders gather together, representing a cross-section of industry, agribusiness, research organisations, government and influencers.

The Forum looked beyond the immediate challenges and industry's recent achievements to examine what it wants the future of the industry to look like in five, 10, and 20 years from now.

SRA Chairman, **Dr Ron Swindells**, said the purpose of the Forum was to be thought-provoking, inspirational, and interactive, so that it can deliver possible pathways forward.

"This is the first time the industry gathered together to consider its collective long-term future," Dr Swindells said.

"At the Forum, we heard from people both within the industry and from outside it. The speakers shared their insights into future trends and helped generate new ideas for our industry.

"The industry is facing more than its share of challenges, especially around productivity and profitability and the need for all sectors to lift our international competitiveness. The industry is also proactively addressing environmental stewardship issues and working together to make big gains in this area.

"The Forum was an opportunity to plan and discuss how our industry can work together to capitalise on existing opportunities,

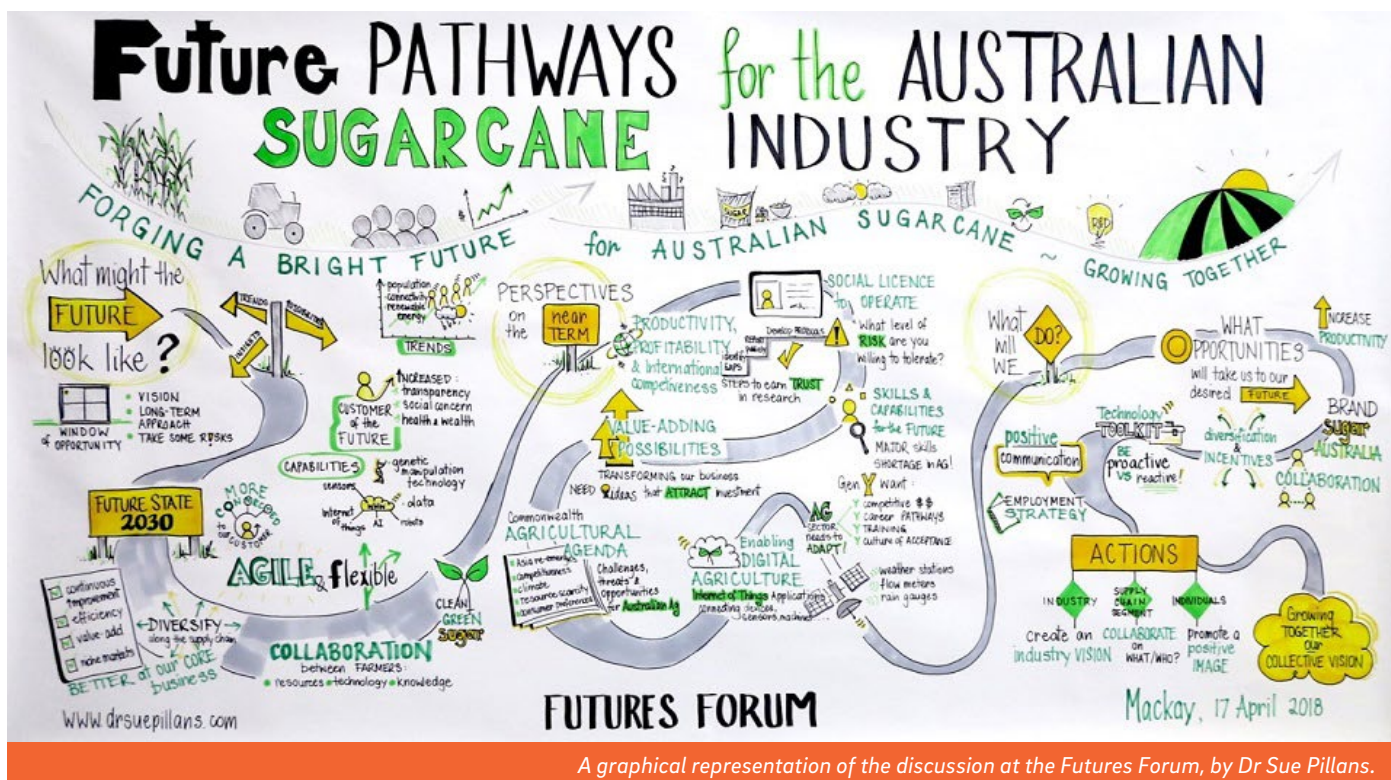
and also how we can proactively create new opportunities that lead to positive productivity, profitability, sustainability outcomes for growers and millers.

"This is an event focused on action. Following the Forum, SRA is working with stakeholders to address priority issues, as guided by the National Sugarcane RD&E Strategy. We will publish an action plan and report via the SRA website and will communicate the outcomes to broader industry, government and other stakeholders."

The SRA website already features a number of videos and presentations from the day, which you can see <https://sugarresearch.com.au/sra-information/futures-forum/> ■



Discussing futures opportunities for the industry at the Forum.



A graphical representation of the discussion at the Futures Forum, by Dr Sue Pillans.

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No time to 'set and forget' for growers managing their



By Bryce Wenham, QSL Manager Finance – Supplier Relations

Growers using QSL's grower-managed pricing pools – the QSL Target Price Pool and the QSL Individual Futures Contract Pool – have a number of important deadlines that they need to bear in mind as the 2018 Season gets underway.

Here's an overview of the key dates for each product and the implications associated with not completing pricing before these important deadlines for 2018-Season pricing.

TARGET PRICE POOL – AUTOMATIC ROLLING

Target pricing has always been popular with QSL growers and enables them to target a season-average price calculated across the four ICE 11 contracts available each season – July, October, March and May.

This average is weighted using a 1:2:2:1 ratio against these four positions to reflect the higher volume of sales and shipping made against the October and March contracts.

So, when QSL receives a Target Price Pool order from a grower, we spread this across the four individual contract positions using the ratio above and then fill this order when the weighted average of these four contracts reaches that grower's targeted price.

Growers using the QSL Target Price product have previously been required to fill their orders prior to the mid-June deadline for the July contract each year, or QSL would price their unfilled orders at the next market opportunity after this date.

However, under the new Target Price Pool now in place, unfilled 2018-Season orders will no longer be filled by QSL after the July 2018 contract deadline. Instead, QSL will transfer the portion of the order that would have been priced against July contract to the next ICE 11 contract, October 2018, giving the grower added time to achieve their pricing.

This process is commonly known as 'rolling' and is done by simultaneously selling futures against the closing contract and buying futures contracts against the next contract.

There is usually a difference in price between the contracts bought and sold, and so while QSL does not charge a fee for rolling these orders, any difference in cost in establishing the rolled tonnage on the new contract is passed on to the grower concerned.

Once we pass the 20 June 2018 deadline to achieve Target Price Pool orders for the 2018 season, QSL will automatically begin to roll any unfilled orders to the next contract.

This process will be replicated for the subsequent October 2018 and March 2019 contract deadlines if orders remain unfilled, right through until the Pricing Completion Date of 19 April 2019, after which time QSL will price any unfilled orders at the next market opportunity (Note: MSF Sugar Growers' Pricing Completion Date for this pool is in 15 January 2019, so they cannot roll beyond the March contract).

It is important to note that while this rolling process gives growers more time to achieve their pricing, it usually comes at a cost, as the costs associated with closing out one contract for the next continue to mount from one roll to the next if orders remain unfilled. For this reason, it is important that growers using the rolling feature have a market view that prices will improve at some stage during the remainder of the season.

If this is indeed the case, the ability to secure higher prices later in the season may make the cost of rolling worthwhile.

However, if this is not the case and the market falls as the season progresses, the grower will find they not only achieve a lower price but also wear the added cost of rolling.

Key deadlines for the automatic Target Price Pool rolls in the 2018 Season are:

QSL TARGET PRICE POOL	
20 June 2018	Any unfilled orders beyond this date will be rolled to the October 2018 Contract. Costs may apply.
20 September 2018	Any unfilled orders beyond this date will be rolled to the March 2019 Contract. Costs may apply.
15 January 2019	2018-Season Pricing Completion Date for MSF Sugar Growers only. Any unfilled orders for MSF Sugar Growers beyond this date will be filled by QSL at the next market opportunity.
20 February 2019	Any unfilled orders beyond this date will be rolled to the May 2019 Contract. Costs may apply.
19 April 2019	Pricing Completion Date for the 2018 Season. Any unfilled orders beyond this date will be priced by QSL at the next market opportunity. (As noted above, MSF Sugar Growers have an earlier 2018-Season Pricing Completion Date of 15 January 2019)



QSL: WORKING FOR YOU

own pricing

As rolling will occur automatically beyond the dates identified, growers not wanting their unfilled Target Price Pool orders to roll need to ensure that they have achieved their target price prior to 20 June 2018.

Beyond this date, they can prevent subsequent rolls by adjusting their targets to ensure their orders are filled prior to the roll deadlines for the October and March contracts.

THE INDIVIDUAL FUTURES CONTRACT POOL

Unlike the Target Price Pool, growers using the QSL Individual Futures Contract Pool don't target a season-average price but instead set targets for each of the four individual ICE 11 futures contracts for the 2018 Season in proportions reflecting the 1:2:2:1 ratio previously outlined.

This means that they have four deadlines for each season – one for each futures contract.

For the 2018 Season these are:

QSL INDIVIDUAL FUTURES CONTRACT	
15 June 2018	Pricing Completion Date for the July 2018 Contract.
14 September 2018	Pricing Completion Date for the October 2018 Contract.
14 February 2019	Pricing Completion Date for the March 2019 Contract.
16 April 2019	Pricing Completion Date for the May 2019 Contract.

Any unfilled orders for these individual contracts beyond the associated Pricing Completion Dates outlined above will be filled by QSL at the next market opportunity. Please note that growers using the Individual Futures Contract Pool do not have the ability to roll any unfilled orders.

For further information regarding either of these pools and the deadlines associated with them, please read the Pricing Pool Terms available at www.qsl.com.au ■

Indicative 2018 QSL Advances schedule announced

The indicative QSL Advances program for the 2018 Season has been announced, with the initial payment rate confirmed at 60% to be paid on indicative pool values as of 11 May 2018.

The full schedule is:

Applicable from*	QSL Standard Advances Rate	QSL Accelerated Advances Rate**
Initial	60%	60%
22 August 2018	65%	65%
17 October 2018	70%	70%
21 November 2018	72.5%	72.5%
12 December 2018	75%	90%
23 January 2019	80%	90%
20 February 2019	82.5%	90%
20 March 2019	87.5%	90%
17 April 2019	90%	90%
15 May 2019	92.5%	92.5%
19 June 2019	95%	95%
By 30 July 2019 (date to be confirmed)	100%	100%

* These dates are when QSL makes payments to its milling suppliers to pass on to growers. However, miller and bank processing times may result in later local payment arrangements for growers. QSL's payments to Wilmar Growers are usually made on a Thursday.

** Accelerated Advances is offered for Growers participating in the QSL Target Price Pool, Individual Futures Contract Pool and Guaranteed Floor Pool on an opt-in basis.

It is important to note that the program is indicative only in its entirety and should not be taken as a commitment by QSL with regard to either the Advance rate or date of increase. The program may also change during the season depending on movements in the marketing and shipping plans, sugar price and currency movements and the timing of cash flows. The QSL Board will next review the indicative program at its July meeting, where the August 2018 Advance rate increase will be considered. ■

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, investment or product advice or a risk management strategy. You should seek your own financial advice. This report should not be taken to include representations as to future matters, and nothing contained in this report should be relied upon as a representation as to future matters. 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.

EASING THE PRESSURE

TABLELAND GROWER INVESTS IN IRRIGATION EFFICIENCIES TO HELP TACKLE SOARING ELECTRICITY COSTS

By Wayne Griffin

Arriga grower Jason Salvetti is putting his engineering background to good use, redesigning his farm's irrigation systems to reduce inefficiencies, cut pressure losses and slash his annual power bill by tens of thousands of dollars.

When Jason Salvetti graduated from high school and decided to pursue a degree in engineering he knew it would come in handy when he eventually returned to the farm he grew up on.

A fourth-generation farmer, Jason spent eight years living and working in Cairns as an engineer, designing air-conditioning systems for commercial projects such as apartment buildings and shopping centres.

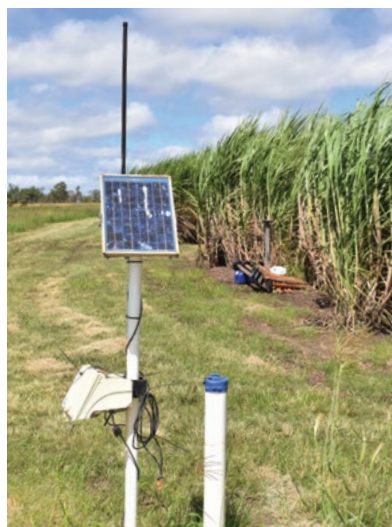
In 2009, after the birth of their first child, Jason and his wife Dee decided it was time to move back to Jason's farming roots.

"It was always the plan to come back to farming," Jason said when *Australian Canegrower* visited his Arriga farm recently.

"The idea was to get some experience outside of farming, and I did get some very valuable experience studying and working in engineering. Since I've come back to farming that experience has really helped me, especially with the management of the farm."

As one of the region's bigger growers, the Salvetti family is well-known throughout north Queensland's farming community.

Jason's mum Maryann, who was named ABC Rural Woman of the Year in 1997, is Chair of the local CANEGROWERS Tableland Board. The family also owns North Queensland Tropical Seeds (NQTS), one of the largest suppliers of legume seeds to the Queensland sugarcane industry.





"One of the things we're really working on at the moment is energy efficiency. We've been slowly going around through every single pumping system on the farm and modifying it to reduce energy usage."

Pictured: Arriga grower Jason Salvetti has completely overhauled his irrigation system - replacing pumps and upgrading pivots - slashing his annual power bill in the process.

Upon returning to the farm in 2009, Jason began helping his father Dennis with the cane and seed-growing side of the business.

Not long after, his brother Steven, a fitter and turner by trade, also decided to make the move back home.

With their two sons back on the farm Dennis and Maryann decided it was time to expand the family business, purchasing a 280 hectare farm at Arriga, where Jason and Dee live with their two young children.

Almost immediately, Jason set about using his engineering experience to review and overhaul the farm's irrigation systems.

"One of the things we're really working on at the moment is energy efficiency.

"We've been slowly going around through every single pumping system on the farm and modifying it to reduce energy usage," he said.

"Between myself, with my engineering background, and my water equipment supplier, we've been doing energy audits on all the pumps.

"We've been looking at the existing system and the losses through that system, then seeing if we can do any design work to reduce those losses and the pumping cost. It has involved replacing pumps and adding main lines."

So far, Jason says, the project has been hugely successful.

"Back when my dad first designed irrigation systems, the biggest cost was the construction cost, now I design irrigation systems where electricity is the major cost.

"Don't get me wrong, the construction costs are still significant, but I can pay them back in a year or two with the savings the new systems are making on electricity.

Continues page 18...

'Before we did this it was costing about \$220 a day to run the pump, now it's about \$90 a day. So, it's more than halved my pumping cost on that pump. When you consider that we pump about 3000 hours a year, that's about 125 days, it's a significant saving – probably around \$13,000 to \$14,000, and that's just on one pump.'



"Back in the day, when you were building an irrigator you'd put 6" pipe in because the power costs were not a major consideration, but 6" pipe has a lot of friction loss, so I'm now going to 8" and even 9" pipe.

"That means your pump size is significantly reduced and you're therefore using a lot less power."

To date Jason has replaced two of the farm's pumps and is working on replacing the third. The result has been a halving of his power costs for some pumps.

"I had a 37kw pump that was pumping out of the dam. It was pumping about 3ML a day. Water was leaving the pump at 70psi and dumping into a well.

"So, what we did was we put in a second main line. There was a 6" main line there already and we put in an 8" main line and ran them both at the same time.

"By coupling them up we were able to reduce the pump size from 37kw to 15kw, but at the same time we increased our flow from 3 to 4.5ML a day. We increased our flow by 50% while reducing our pump size by around 2.5 times.

"Before we did this it was costing about \$220 a day to run the pump, now it's about \$90 a day. So, it's more than halved my pumping cost on that pump.

"When you consider that we pump about 3000 hours a year, that's about 125 days, it's a significant saving – probably around \$13,000 to \$14,000, and that's just on one pump.

"We've got another one where the water leaves the pump at 70psi, goes down a hill 15m and exits at 60psi.

"Despite gaining 15m of head, it's coming out at 10psi lower than it started, so it's probably losing 30psi overall.

"What we're going to do is again put a second mainline in to reduce the pressure loss to about 5psi or even less. That way we'll be able to change the 45kw pump that is there at the minute to around a 30kw pump. The water will be leaving at a lower pressure, but it should have less friction loss."

While large areas of the farms are flood irrigated, up to 50% of the Arriga property and around 80% of the Dimbulah farm are covered by centre pivots.

"The third pump we changed wasn't so much about energy efficiency," Jason said.

"We had a 14-span half circle pivot, but it covered soil that didn't have a very good infiltration rate. If you put more than 20-25mm on it, it would start to run out the end of the paddock.

"The pivot would take three days to walk from one side right around to the other, so if you're putting on 25mm, but you need 50mm in a week, once you reached the end you basically had to start it back up again within 12 hours and put another 25mm on.

"The problem was the end bit was getting 25mm twice in 24 hours, in soil that can only handle 20mm, so a fair bit of that was running off.

"On the other end it's had six days between drinks, but then no sooner have you put the second 25mm on, than 12 hours later the pivot's walking away again, dumping another 25mm.



"We were getting significant yield losses on the first 30-40 degrees on each end of the pivot run. The bit in the middle was fine because it was getting a nice even water.

"So, what we've done is we've totally reoriented the paddock. We've used eight spans of the pivot to make an eight-span full circle pivot.

"Originally that pivot covered 80 ha, but now it only covers about 61 ha, so we've put in a new five-span pivot that picks up about 16 ha. We end up with roughly the same area covered, but we're able to water more efficiently and improve the yield."

"It's cost us a fair few bucks, to be honest. The original pivot was about 20 years old and it had some rust starting to occur in the main pipe, so that was probably on its way out.

"What we've done is we've split the capital expenditure in two. Instead of having to replace a 14 span pivot in the near future, We've renovated and re-used 8 spans of the old pivot and we've purchased a new one, which will be right for another 40 years. We went to a poly-lined machine rather than a standard galvanized machine, to see if we get extra life out of it. Construction-wise it looks really good.

"On the eight-span pivot we've also put a variable speed drive, which modifies the frequency and speed that the pump runs at. So as the pivot runs around, if the end gun shuts off the VSD will slow the pump down because the end gun uses a lot of water. That's just another saving in power costs. At the end of the day, all those savings add up," Jason said.

Continues page 20...



Pictured: By converting a 14-span half circle centre pivot into an eight-span full circle pivot, Jason has been able to greatly improve yield on one area of his farm. Adding additional main lines and a variable speed drive has also allowed him to reduce the size of pumps while maintaining or increasing flow. Tailwater from a flood irrigated area of the farm is stored and reused for irrigation.



'There's been plenty of work done by SRA on the benefits of soybean, and they are really good, but what we're trying to say is that the practices, from when you go from the soybean crop to planting the cane, need to be investigated.'

This article is brought to you by the
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Improving irrigation management
for a profitable and sustainable future

Six-Easy-Steps trials

Like many younger generation growers, Jason is enthusiastic about the industry's best management practice program, Smartcane BMP. He's working towards gaining full accreditation by complying with six-easy-steps recommendations for nitrogen inputs.

"Last year we averaged around 125-130 tonnes per ha, which I was pretty happy with. I think the average in the area was around 110 t/ha," Jason said.

"As far as sugar content goes we were about mill average, which I'd like to improve on.

"I'm still trying to work out how to grow the sugar. I can grow the tonnes but I'm just trying to work out how to get better sugar content.

"We're also still trying to work out the appropriate rate of N in our plant crop and while I try to comply with the six-easy-steps recommendations, we've found that it's not working for us.

"When I grow a crop of soybeans, technically according to six easy steps I shouldn't use any N at all in the plant sugar cane crop, but we're finding the crop seems to be poorer where we use no or lower rates (<50kg/Ha) of nitrogen.

"There's been plenty of work done by SRA on the benefits of soybean, and they are really good, but what we're trying to say is that the practices, from when you go from the soybean crop to planting the cane, need to be investigated.

"For instance, when you work up the ground following your legume crop, if you were to get a large amount of rain on the paddock before you plant any cane, we think that



possibly the nitrogen from the legume crop can be lost in the same way you can lose the nitrogen from your urea."

With the help of local CANEGROWERS Extension Officer Drewe Burgess, Jason is trialing the effects of differing rates of nitrogen application in cane following a soybean fallow.

"It's a fully replicated trial, five rows, 60m each, replicated four times. We're trying to investigate the effect on yield with differing rates of Nitrogen and whether or not the nitrogen from the soybean is fully available to the plant cane straight away," Jason said.

"So far, we're seeing that at the lower rates of N there is a reduction in yield. There are more consistent results between the the three higher rates, but the highest rates of N are where we're seeing the best results. But the one where there is nearly no N, where we're sticking to the six-easy-steps recommendations, we're seeing a reduction in yield there.

"We're still trying to identify where it's going. We know it's there, SRA said that legumes produce nitrogen nodules and if you pull the plants out of the ground you can see the nodules sitting right there, so we just need to work out where that N is going."

Pictured: As well as growing up to 45,000 tonnes of cane annually, Salvetti Farming is also one of the largest growers and suppliers of legume seeds for the sugarcane industry. This year Jason will harvest around 100 ha of soybean on his farm. (Right): The future of Salvetti Farming, Christian (6) and Sienna (8).



Leasing Sugarcane Farms

What is a lease?

A lease of a cane farm is an agreement between the owner of the cane farming land (called the lessor or landlord) and the person who takes on the lease (called the lessee or tenant). Leases are enforceable legal rights and arrangements which allow the lessee the use and occupation and possession of the lessor's land on terms and conditions contained in the lease agreement and/or as provided for in government legislation.

Considerations for the lessor

Some of the possible **benefits** for a lessor in leasing the farm owned by the lessor maybe as follows:

- The lessor may wish to continue to own the farm but has lost interest in working it;
- The lessor may see a more stable income from rent received depending on how the rent is calculated without the lessor having to work the farm.
- No labour or working capital is required.
- With land ownership remaining with the lessor the opportunity for capital gain continues, and particularly if the lessee is a good farmer and improves the farm overall.

Some of the possible **risks** for a lessor in leasing the farm owned by the lessor maybe be as follows:

- The value of the farm might be negatively affected if the lessee is not a good farmer. Soil health, weeds and general farm maintenance can deteriorate with an incompetent lessee.
- Income from rent can depend on the financial viability and management competence of the lessee.
- The lessor loses day to day control of the farm and loses control of the farm for the period of the lease.
- The lessor may have difficulty in selling the farm to a third party during the term of the lease because usually the buyer will still be bound by the lease to the lessee.
- The Australian Taxation Office will likely regard a lessor as not being a primary producer for tax purposes.
- Disputes with the lessee.

Considerations for the lessee

Some of possible **benefits** for a lessee in leasing a farm owned by the lessor maybe as follows:

- A means of getting into cane farming or business expansion for existing farmers without the need for upfront debt/land purchase costs and servicing.
- Increased economies of scale for existing farmers and potential reduction in costs of production through more efficient operations.
- Expansion allows investment in more efficient equipment.
- Improved profitability.

Some of the **risks** for a lessee in leasing a farm owned by the lessor maybe as follows:

- Without ownership the lessee will not participate in any increase in capital gain from improved value of the farm.
- When the lease expires at the end of the term the lessor may not extend the lease.

- Investments by the lessee in farm improvements and machinery may not be realised if the term of the lease is not long enough.
- Disputes with the lessor.

Key terms in a lease

A farm lease should contain all the relevant terms and conditions which apply to the lessor and lessee. The following are some of the items that are usually provided for in a farm lease:

- The names and addresses of the lessor and lease.
- A description of the land being leased by reference to a lot on plan description or a map or survey plan.
- The length or term of the lease.
- An option to renew or extend the lease and how that is exercised.
- The rent to be paid and how it is calculated.
- Any rent review arrangements for adjustment to the rent.
- Any restrictions on the use of the property, such as land clearing or farm layout changes.
- Provisions that apply in the event either the lessee or lessor breaches the lease.
- What happens when the lease expires.
- Farm management, production and maintenance obligations.
- Insurance obligations.
- Payment responsibility for rates, taxes and charges.
- Dispute resolution process

Industry considerations

Leasing of cane farms is quite common in the sugar industry and generally leases have been a positive experience for lessors and lessees. CANEGROWERS provides to grower members a basic, standard farm lease agreement for consideration. This is suitable for minor, short term (three year) leasing transactions. Mills and sugar marketing companies will accept a lease of land as sufficient to support a cane supply agreement and sugar marketing arrangements. Financial institutions will also recognise leases as providing sufficient land tenure security for certain funding purposes, depending on the length of the lease.

Professional advice

Entering a lease is an important financial and commercial decision and should not be undertaken lightly. A farm lease arrangement can provide a good opportunity for expansion and efficiency and improved economies of scale for the lessee and an income for the lessor without the lessor having to work the farm. Important legal rights and obligations are imposed by leases of land and those considering entering into a lease will need to consider taking appropriate financial, commercial and legal advice because there are risks for the lessor and lessee under lease arrangements. ■



By Chris Cooper
CANEGROWERS legal adviser

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Irvine Spray legs \$1200, 4 x 15" Sunraysia rims suit landcruiser ute \$220, Small square bale loader attaches to truck, ok condition \$1000 inc gst Ph. Rick 0414 604 974

98 Cameco CHW2500 in very good condition, used for cutting plants and for Backup Machine. 1 set of McLeans 6 roller ¾ tracks with 24" plates, needs repairs. Mulgrave Area. Ph. 0407 183 680

Toft 4001 suitable for billet planter or harvest own cane motor 3yr old low hours been cutting own cane. Ph 0401 281 262

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Original Vintage 745 Massey Harris 1957 model Tractor - \$5,500. 5-speed and reverse, Diesel, Back tyres great condition, Engine serviced, New coolant, Front RAM, Linkage, Draw Bar, Side driven PTO. Good condition, always parked in shed, Same owners for over 40 years. Located Bambaroo/Ingham Call 0437 020 916

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International 786 100HP 3468 hrs with Howard HR30 90" Rotary Hoe vgc \$12,000 + gst; MF65 with 400l Hardy spray unit \$4,500 gst Contact 0447 183 182

Ripper 4 legs with 4 curly tynes 1¼"; Rotary Hoe 100"-good cond; Fiat 1300 Super 2wd 150hp; Spreader Vicon ½ good for beans or fertilizer-500kg. Irrigator Trailco 4"-200m hose-good cond. Ph. 4777 4650

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Hodge 6 furrow reversible plow in good condition - \$4,000 ono. Ph. Sam 07 4776 5114 or 0417 638 318 (Herbert River).

5-leg ripper with crumble roller \$3000; 2000L fuel tank on 2m stand \$900; 1x1m cement blocks \$75 each. Ph. 0447 183 182

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Rainfall Report

brought to you by AustSafe Super

Location	Recorded rainfall (mm)		Average rainfall (mm)	
	7 days to 9am		January–April	
	23.04.18	30.04.18		
Mossman	63	5	1976	1585
Mareeba AP	3	0	649	680
Cairns	16	7	1850	1459
Mt Sophia	56	19	2986	2260
Babinda	0	0	1460	2708
Innisfail	41	24	2357	2224
Tully	138	0	2562	2623
Cardwell	19	5	1302	1513
Lucinda	14	15	1339	1465
Ingham	7	29	1508	1397
Abergowrie	16	13	1583	1286
Townsville	0.2	0	736	814
Ayr DPI	0	0	567	643
Proserpine	1	0	797	911
Mirani	0	2	584	996
Mackay	4	0.2	586	996
Sarina (Plane Ck)	0	13	765	1147
Bundaberg	0	0	415	489
Childers South	0	9	549	396
Maryborough	0	0	569	581
Tewantin	0	0.8	623	867
Eumundi	0	0	749	861
Nambour	0	0	567	859
Woongoolba	0	0.4	559	617
Murwillumbah	44	8	438	800
Ballina	91	105	704	780
Woodburn	43	51	507	629



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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.

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. Howard rotary hoe HR40, 255cm wide - GC. Celli Tiger spike hoe, 2.5m wide with hydraulic crumble roller and oil cooler - VGC. 0438 606 578 (Mackay) 6000t sugar cane, \$15 per tonne. Sandy creek area, Mackay Ph. 0418 882 342
 Sprayrite Tempo 1200 Spray Tank, Brand New, 1200L Capacity UV resistant, 170LPM PTO driven Pump feeding 5 section electric controlled spray controller, H Duty 3pl carry frame, \$15,200 Inc. Ph. 0428 236 165
 For sale Hodge 24 plate wheel offsets. \$16,500 with gst. Ph. 0402 203 829

Bundaberg-Rocky Point

Machio 6.2 metre double G heavy duty rotary hoe, Ford 5000 with 6 ft slasher, inter row 6 row cultivator (soya beans), 2 BKT 20.8 / 42 tyres 40% left. 16 x Pioneer triple disc tiller unit. Call for details all in good condition 0408 768 489
 CASE 7700 cane harvester 1998 model, approx. 5000 hrs, M11 Cummins engine, rubber rollers set up for cutting plants, fixed blade chop, Bladesaver, 4 base cutters set up to cut 1.8-2.4m rows. Currently used for 2m. \$82,000 + gst. Ph. 0428 212 792
 Case 5140 with HBM billet planter \$18,500. Howard HR 35, 3 metre rotary hoe with hyd crumble roller \$5,500. Kubota B6100 inter row Tractor with 3 row spray trailer \$5,000. All prices include GST. Ph 0428 221 850
 McLeod 3 row hyd folding cultivator with rakes \$2,750. Southern Cross model 100 irrigator with Nelson p200 gun. No hose \$2,000. 22 X 5" Ajax 30" pipes with pipe trailer \$1,500. Moller 1 Ton Baglifter \$1,200. All prices include GST. Ph 0428 221 850

Wanted

WTB: Bonel 3 row stool finger wheel rake to rake trash off stool. Ph. 0428 591 048
 Wanted to Buy: 3 row Suscon Applicator or Suscon Boxes. Ph. 0407 159 412
 Wanted: Cane harvesting contractor, 6000t, Sandy Creek area, Mackay. Ph. 0418 882 342
 Wanted to buy double row billet planter. Ph. 0428 981 379
 WTB: Trash Fertiliser Box, Irvin Boom Spray or similar with or without spray tank. Ph. 0419 788 376
 Wanted: Three-row McLeod cutaway. Ph. 0438 173 757

Tractor tyres – BUY & SELL. All sizes. Ph. 0418 775 698
 Wanted: 35-1 planetary final drive to suit Toft 6000. Ph. 02 6646 0207

Positions Vacant

Haulout Operator required 2018 season, Carmila area. Ph. 0407 701 298

Work Wanted

2018 cane season work wanted in the Mackay area. No experience but hard worker. HR Licence. I live locally. Tom 0447 035 026
 Looking for work in the cane season in the Ingham, Ayr, Burdekin or Innisfail area. Have 10 years experience from haul out operations to plant harvesting and all farm work in between. Please contact Jay 0498 748 803

Property

Wanted: Cane land to lease Mackay Sugar area. Ph. 0407 638 370
 VICTORIA PLAINS CANE FARM 84ha – average 6000 tonne – Kinchant dam allocation and bore water. Irrigation equip, 2 sheds, machinery. Renovated 4-bedroom home. Genuine enquiries 0409 342 123
 600 acres Cane & Cattle – Sarina, 9 Titles, 2 Large Houses, 2 Sheds, Near new Tractors & Implements, 20 mins City Gates, 5 mins Sarina. Ph. 0418 186 525
 Wanted to Buy: Farmhouse on separate title (without farm) up to 25klms from Mackay City Gates. Please leave a message on 07 4954 4869. Thank you.

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

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

100ha VICTORIA PLAINS canefarm for sale, 318ml Kinchant dam allocation, this years crop, tractors, irrigation and implements included. 15x9m shed. For more information Ph. 0419 541 372

Cane Farm Cone Creek Road MT CHRISTIAN. Total area 93.43ha CPA 70.81ha. House, sheds, machinery, irrigator with 2 dams. Genuine offers/enquiries only. Ph. 0428 852 279

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

CANE FARM FOR SALE \$750,000. 507 Eton-Homebush Rd, OAKENDEN (Mackay Region, Central Qld). 6brm home and sheds. 65.58ha (162 acres), 2 freehold titles, WIWO. Irrigated, close cart, flat, no rocks, good soil, 25 mins to town. Ph Pauline 0428 575 787 or Kent 0427 877 874

Tropical Paradise Cane Farm/Equestrian Training Property, 96 acres 6klms to PORT DOUGLAS. All farmable land, 70 acres producing quality cane, 25 acres set up for horses. More Pics www.horsedeals.com.au/listings/tropical-horse-paradise-b46ffd33-0236-427b-9f3e-ddaad136bb28. Easy farm to maintain. Call 0408 880 724 Mandy



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**Driven by growers.
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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.

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