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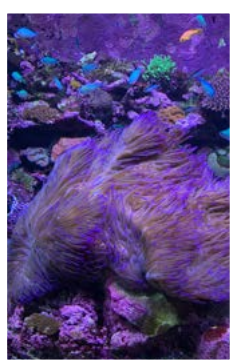


CHAMPIONING CHANGE

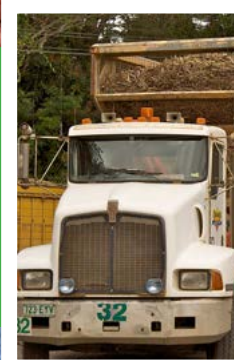
Smartcane BMP marks major milestone with first five-year re-accreditation



Growers
approve
Pakistani
stake in Isis
Mill



Industry
calls out
flawed
approach to
reef regs



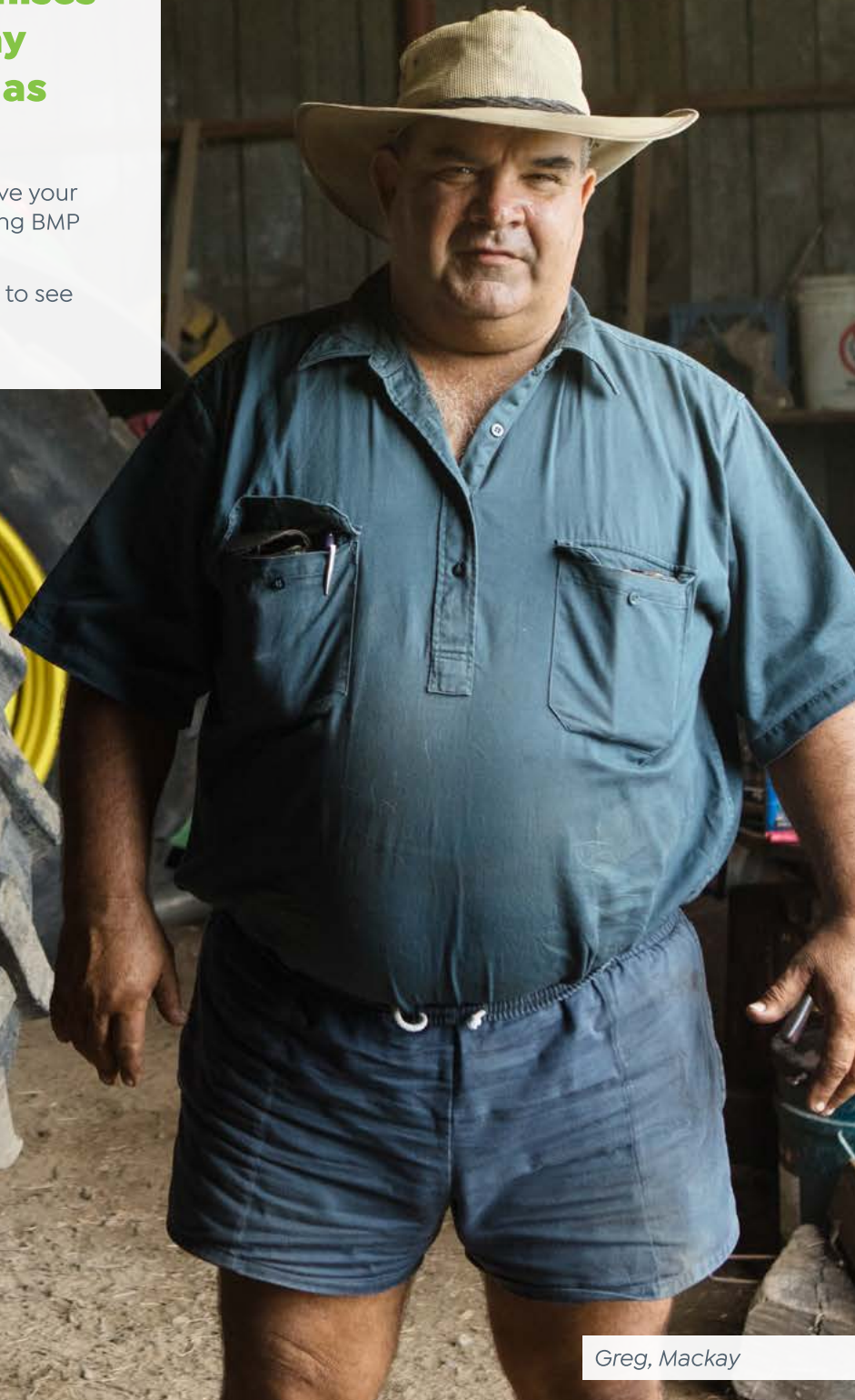
Heavy
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Law: Your
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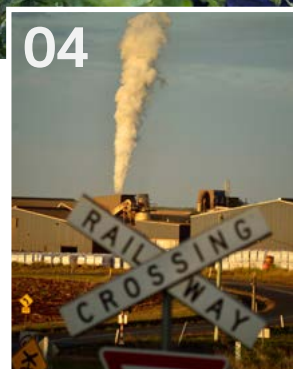
Greg, Mackay



Contact your district facilitator to find out more.

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COVER IMAGE: CANEGROWERS Herbert River Chairman Michael Pisano, pictured with his wife Linda, is the first grower to earn re-accreditation in the industry's Smartcane BMP program, five years after becoming the first grower accredited in three core modules. Read more on page 12.

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Times are tough but hope for a turnaround is very real

By Paul Schembri, Chairman CANEGROWERS

As this column for *Australian Canegrower* is my last for 2019, it is timely to reflect on the year and look forward to what we are facing in 2020.

2019 HARVEST

It may be dangerous to reflect on a season that for many is not yet over and growers with cane yet to be harvested and those feeling the brunt of drought are understandably not in a mood to be reflective. I sense that growers are growing tired of clichés such as 'farmers are resilient' to describe a year that has driven many to a point of emotional and financial exhaustion. It has been an incredibly difficult and frustrating year.

This year's Queensland crop will be in the order of 29 million tonnes, a drop of 1.5 million tonnes due on the previous year. This decline is due largely to too much rain in the northern areas and virtually no rain in the central and southern regions.

SUGAR PRICE

The world price of sugar has offered little to smile about in 2019. For most of the year, sugar prices traded in the range of A\$350 to \$380 a tonne - well below our costs of production which are over A\$400 a tonne.

These low prices have done considerable economic damage to our industry but there now appears to be a change to the market fundamentals that might give us hope for stronger prices in 2020.

Market commentators are pointing to a global sugar deficit of somewhere between five and eight million tonnes for 2019-20. Global deficits put upward pressure on the sugar price – or at least that's the theory.

The reality is that high global stocks, particularly in India, will offset the positive news. But, importantly, the wheel has turned and certainly 2020 has more to offer in strengthening sugar prices than 2019 did.

2020 offers hope on another front. By mid-2020 the Australian sugar industry will hopefully know the fate of our government's application to the WTO (World Trade Organisation) to rein in Indian export subsidies.

Export subsidies principally originating from India have destroyed the world price. World prices react to supply and demand, but export subsidies destroy the capacity of the market to react to the costs of efficient producers such as Australia.

Australia, Brazil and Guatemala have formally asked the WTO, via a Dispute Panel, to rule that the Indian export subsidies are in breach of WTO rules. The Panel has been formed and next week Australia, Brazil, Guatemala and Thailand will meet in London to reinforce our strategy before it meets.

I know growers are frustrated by the time it is taking to deal with this issue, but while the wait might be long, the reward will be worth it.

CANEGROWERS and the Australian Sugar Milling Council have recently released an infographic which is opposite. It explains at a glance the WTO process and where we are in that process at present. There is also a further update on the WTO action on page 5.

REEF REGS

Just when we had enough to deal with in terms of adverse weather and low sugar prices, the Queensland Government went ahead and forced through Parliament its Reef Protection Bill.

Taking a regulatory baseball bat to farmers to achieve environmental outcomes is a failed model. All that regulations do is restrict the capacity of growers to innovate and use new technologies to move to environmental sustainability.

Regulations make governments feel they are upholding the promise for a healthy Reef – however regulations cause resentment, and opportunities for greater environmental outcomes through co-operation and collaboration are jeopardised.

A Senate committee inquiry set up to look into the evidence that underpins reef regulations will be important for farmers. CANEGROWERS has completed a submission and public hearings are expected to be held in 2020. These hearings will be a great opportunity for growers in large numbers to highlight our anger at regulation and our voluntary work and progress to address concerns about our impacts on the environment.

In many respects most of us would rather put 2019 behind us. 2020 will provide an opportunity to get us back on track. Hopefully the weather is better, the prospects of sugar price remain encouraging and we will know the fate of Indian export subsidies.

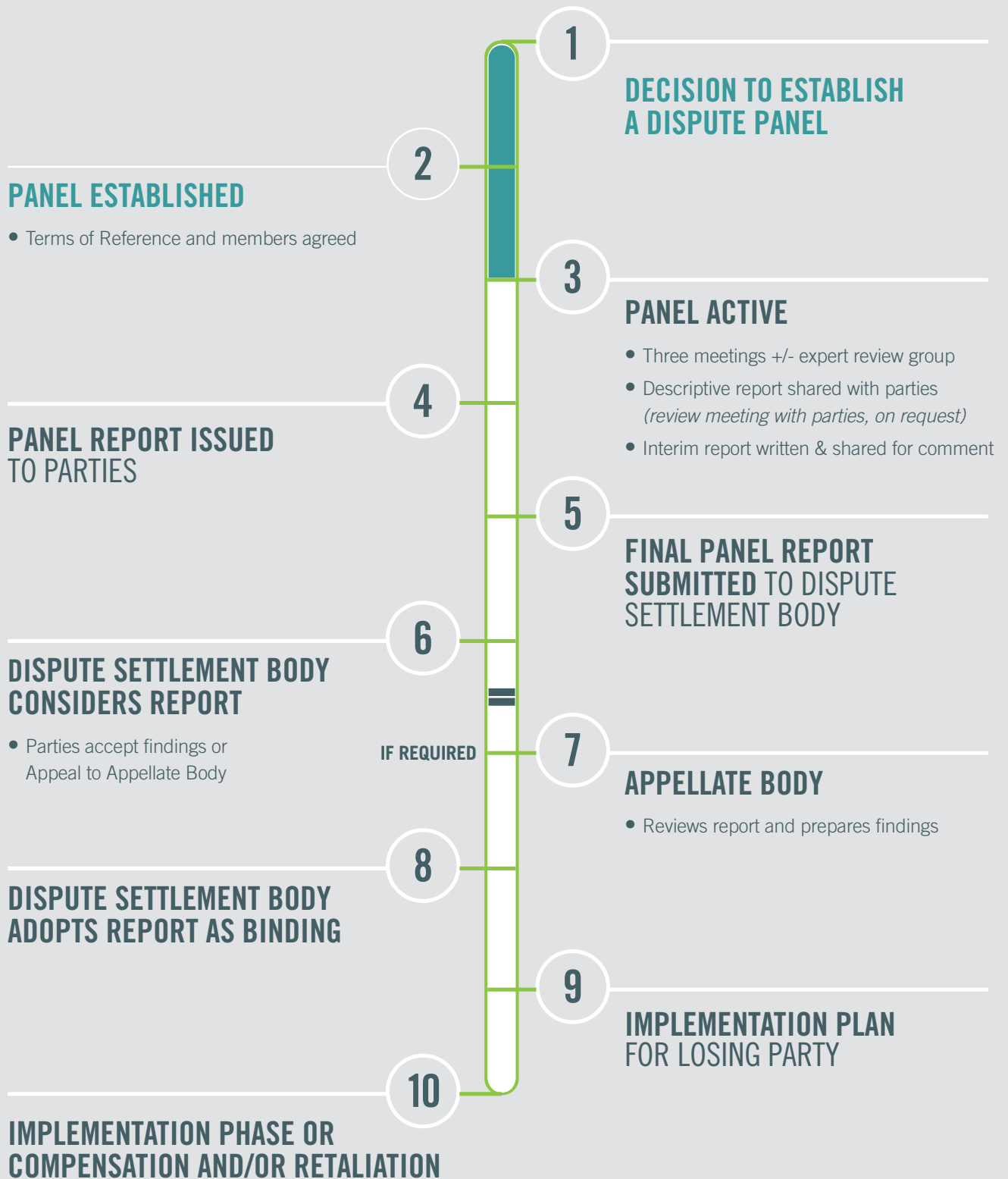
To all the CANEGROWERS grower members and their families, I would say, while bad times remain, the hope for a turnaround in 2020 is very real.

Wishing you all a joyous Christmas and a Happy New Year. ■



WTO PANEL PROCESS

DISPUTE SETTLEMENTS: INDIA – MEASURES CONCERNING SUGAR AND SUGARCANE
GOVERNMENT COMPLAINANTS: **DS580 AUSTRALIA**, DS579 BRAZIL AND DS581 GUATEMALA



NEWS IN BRIEF

Growers green-light sale of \$35m stake in Isis Mill

Grower-shareholders of Isis Central Sugar Mill have given their approval for the sale of a \$35 million controlling stake in the mill to Pakistani-owned conglomerate Almoiz Group.

The sale was given the go-ahead by shareholders at a meeting earlier this month, with 84% voting in favour.

It's not a done deal, however, with the Qld Supreme Court, ASIC and the Foreign Investment Review Board all required to sign off on the proposal before it can go ahead.

Isis Central Sugar Mill is the oldest grower-owned mill still operating in the state and has been crushing cane since 1897.

"I have a lot of faith in our industry and this region and this deal with Almoiz will give us the opportunity to get through the tough times and come out the other side stronger."

Local grower Joe Russo, who spoke in favour of the Almoiz deal at the shareholder meeting, said it gave him hope for the future of the region's sugar industry.

"I'm very much in favour of this deal," Mr Russo said. "As you know, the sugar industry has been going through some lean times recently and we've felt that here in the Isis region with tonnage dropping at the mill and some growers moving away from cane.

"But I have a lot of faith in our industry and this region and this deal with Almoiz will give us the opportunity to get through the tough times and come out the other side stronger.

"They're prepared to invest in cane supply, in value-adding and most importantly, in the future of Isis, meaning the industry will be around not just for my sons, but hopefully for their children and grandchildren too." ■



NATIONAL PLAN FOR FERAL PIG CONTROL

Following calls for action by the agriculture sector, the Minister for Agriculture Bridget McKenzie has announced that the Government would fund a new National Feral Pig Coordinator.

National Farmers' Federation CEO Tony Mahar said feral pigs were a significant pest to farming and caused serious damage to the natural environment.

"Experts estimate that feral pigs cost nearly \$15 million a year in production losses," he said.

"Feral pigs inhabit nearly half of the Australian land mass, and like other pest animals they don't respect jurisdictional borders or property boundaries.

"National coordination of efforts to control feral pigs is absolutely critical.

"We congratulate the Government for moving to establish a National Feral Pig Coordinator to work with state and territory governments, industry, researchers, natural resource management groups and the community to crack down on feral pig populations."

Feral pigs also have potential to spread highly damaging exotic diseases, such as African swine fever and foot and mouth disease.

The NFF was looking forward to working with the Coordinator to develop a national plan for feral pig control. ■

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Delegation talks reform in India

A delegation of global sugar industry leaders, including CANEGROWERS and the Australian Sugar Milling Council has visited the Indian capital, New Delhi.

The Australians were joined by delegates from Brazil and Thailand with the aim of exploring ways the global sugar community could support sugar sector reform in India.

"We were able to discuss the problems India's production and export subsidies are causing; from over-production, to the drain on the national budget and the angst between growers and millers due to slow payments," CANEGROWERS CEO Dan Galligan said.

"The visit was constructive as we were able to discuss ideas for reform with Embassy and High Commission officials, thought-leaders and industry representatives," Mr Galligan said.

"We acknowledged that reform will be difficult and will take time," said David Rynne, Director of Economics, Policy and Trade at the Australian Sugar Milling Council.

"We believe the Indian and the global sugar industry will be better off in the long-run if the government can focus on three areas of reform.

"In addition to bringing its subsidies into line with its WTO entitlements, India needs to introduce market signals across its entire agriculture sector including linking cane payments to the global sugar price. It can also allocate resources more efficiently by producing ethanol from its surplus sugar juice," he said.

The World Trade Organisation (WTO) has meanwhile announced the names of the three-person dispute panel to examine the Indian government's sugar support mechanisms.

It's the next step in the case brought by Australian, Brazilian and Guatemalan governments calling India to account for its trade-distorting sugar policies which have driven down global sugar prices.

The panel will investigate and rule on whether India's highly regulated cane prices and sugar export subsidies exceed its WTO obligations.

The panel will be chaired by Thomas F Cottier, a Swiss professor of economic law, with support from trade experts Gerda van Dijk (South Africa) and Roberto Zapata Barradas (Mexico).

Seeking a WTO Panel was an important escalation of an issue first raised by Australia in 2018. It follows failed consultations with India earlier this year. ■



Pictured: CANEGROWERS CEO Dan Galligan and David Rynne of the Australian Sugar Milling Council met Australia's High Commissioner to India, Harinder Sidhu, in New Delhi.

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CANEGROWERS REGIONAL ROUND-UP

Supplied by CANEGROWERS district offices

MOSSMAN

A reminder that the CANEGROWERS Mossman Annual General Meeting will be held on Wednesday 27 November 2019 at the Mossman Bowls Club hall. All members are invited to attend.

The bushfire season is already upon us and our thoughts go out to those landowners down south who are battling fires across Queensland and New South Wales.

We remind growers to be fire ready by checking their own fire-fighting equipment.

CAIRNS REGION

The welcome rain received several weeks ago is now being reflected in next year's crop.

The finish date for those supplying either South Johnstone or Mulgrave Mill is anticipated to be 23 November, not accounting for any further wet weather stoppages.

CANEGROWERS Cairns Region AGM is being held at the RSL Hall in Babinda on Tuesday 26 November with some interesting guest speakers and a BBQ to follow. All members are encouraged to attend.

INNISFAIL

Crushing is now expected to be completed at South Johnstone Mill on 24 November. Due to the low yield, harvesting operations are having to cover large areas to fill daily quotas, so the crushing rate at the mill is reflecting that. CCS is still up and should finish just under 13 units for the season.

TULLY

The 2019 harvest is almost over and, like much of the State, Tully has seen a drop in yield to approximately 12% below average, but a higher than average CCS. Total cane crushed was 2,179,000 tonnes and 13.56 CCS.

The early finish is a positive, and some showers in October have benefited next year's crop while also reducing the fire danger. Our hearts go out to all those facing drought and fires at present.

The TCGL AGM will be held on Thursday, 28 November at the Tully Mill Hall, with guest speaker Nathan Waltham, who has been conducting a study of agricultural wet lands including the Tully Murray flood plains.

Grower members attending the AGM will also receive an update on the CCSA negotiations for 2020 and beyond. It

is disappointing that Tully will be the first district to require the sugar code arbitration process to resolve a breakdown in negotiations.

Tully will also celebrate a Smartcane BMP milestone, with 100 local growers accounting for more 70% of the district's cane production area, now accredited in the program. These growers have been invited to celebrate at either the local Tully Bull & Bike Ride on 30 November or a buffet dinner at Tigers Leagues Club on 5 December.

This is an opportunity to celebrate their success and encourage more growers to work towards accreditation. Let's see if we can reach 150 growers and 90% of CPA in 2020.

HERBERT RIVER

Herbert River mills processed a total of 199,925 tonnes of cane during Week 19, with Victoria Mill crushing 133,938 tonnes and a further 65,987 tonnes going through the rollers at Macknade. CCS at MKD side fell during the week as cane quality dropped. There was a maintenance day held on Wednesday 6 November at Victoria Mill. Average CCS for the week was 14.7 at Victoria Mill and 14.1 at Macknade.

At the time of writing the mills were on track to hit 197,000 tonnes in Week 20, with Victoria Mill expected to crush 130,000 tonnes and Macknade on track for 67,000 tonnes. Wilmar informed us that Macknade Mill had a failed drive chain on the cane carrier resulting in a four hour stop during week. The Wilmar maintenance team took advantage of down time and performed other maintenance and tippler station cleaning.

The mill also informed us that cane quality is falling with some very light bin weights and high fibre cane been received by the factory. Fibre average for week was around 18% as cane dries out. This has caused a number of chokes in the system at both sites. CCS continues to be strong but is on a downward trend.

We have been informed by the mill that 22 November is the earliest the mill can close. We have also been informed that there will be a staggered finish and the bin allotments are loaded to 23 November at this stage.

BURDEKIN

The first of the Burdekin mills finished crushing for the 2019 season today. Inkerman Mill which has been the last to finish over the last few years was the first to finish on Monday 11 November. The other mills will now finish progressively over the next week or so with Pioneer now expected to finish on the 20th after experiencing some breakdowns and an electrical black out.

The Burdekin's four mills crushed just under 358,000 tonnes of cane in week 23. Total tonnage crushed season to date is now sitting at 7,636,907 tonnes.

Averages CCS for the district has remained high with 15.57 units recorded for week 23 (w/e 9th November). Individual mill CCS

PROSERPINE

The Proserpine harvest is rapidly drawing to a close and should be completed later this week (w/e 17 Nov).

Throughput over the last fortnight was close to 170,000 tonnes, bringing the season-to-date total to 1,485,744 tonnes. Approximately 70,000 tonnes remains to be harvested and the current dry conditions should prevail until completion.

CCS has declined slightly over the last few weeks, however the average CCS should exceed 14.1 units for the 2019 season.

Growers are reminded that AGMs for CANEGROWERS Proserpine and Sugar Services Proserpine will be held Friday, 22 November at 3:00pm at The Metropole Hotel (upstairs).

MACKAY

The anticipated finish dates for Mackay Sugar are 3 and 4 December.

At the end of week 21 of the crushing in Mackay district, the mills, Farleigh, Marian and Racecourse, had crushed a total of 4,279,252 tonnes (for week ended 10 November). The total for the week was 179,785 tonnes with a CCS of 15.14 (year to date PRS: 13.86).

Individual totals for the week were:

- Farleigh – 57,189 tonnes
- Marian – 66,078 tonnes, and
- Racecourse – 56,518 tonnes.

PLANE CREEK

Plane Creek Mill has now crushed just under 1.15 million tonnes which represents 90 per cent of the forecast 1.27 million tonne crop.

More than 64,000 tonnes of cane were crushed in the week ended 9 November with average bin weight (3.93) and CCS (15.37) slightly improved on the previous week. This compares with the season to date figures of 3.98 average bin weight and 14.48 CCS. The highest CCS recorded for the week was 17.7 from a rake of Q183 IR and a rake of Q240 3R, both from Turnors Paddock productivity area.

Crushing operations are forecast to be complete by 25 November.

MARYBOROUGH

The 2019 season is now complete with final day of crush being 3 November. Given the lack of rain throughout harvest, our end result of 592,216 tonnes actually exceeded the closing estimate of 580,000.

It was however a good year for sugar content with CCS for the district achieving 14.32.

The season AGM and end-of-season BBQ was conducted on 7 November with a very good attendance of over 50 growers. Our thanks to MSF Sugar, SRA & Productivity Services for their presentations. Thanks also to Anita Ree for coming and sharing her story on how her song Sweet Sugar Cane was written.

While the sugar price is still not rebounding to heady heights there has been some positive movements in the last few weeks and next year continues to look more promising. It's now the weather we have to work with. Conditions remain dry and poor October rainfall would now shift large parts of the district into deficit rainfall for individual drought applications. To apply, please contact Cameron or contact the Department of Agriculture & Fisheries on 13 25 23.

Following recent news stories on mining leases for known farming areas in Kingaroy & Bundaberg, there will be a presentation 3pm on Thursday 21 November covering options to seek prioritising of farmland for this region.

ROCKY POINT

The Rocky Point cogen plant has been out of action since 30 October and is not expected to be operational until 15 November.

This major outage is due to turbine issues requiring specialised parts and expertise to be sourced from Newcastle.

It is extremely disappointing that it's been 15 weeks since the start of the Rocky Point season and we've only crushed 150,000 tonnes.

The Rocky Point Sugar Mill pushed hard with Biosecurity Queensland to get 2500 tonnes of cane billets (cut just prior to the current outage) sent to Condong Mill, NSW for processing. The mill received the permit from Biosecurity Queensland to transport the cane to Condong Mill last Friday but NSW DPI/Biosecurity refused to grant a permit. The mill has now begun selling this cane as cattle feed.

There are a number of growers around the district who are keen to move into selling billet cane as cattle fodder due to the cogen's unreliability.

season to date are Pioneer 15.04 Inkerman 14.97, Invicta 14.97 and Kalamia 14.67.

The highest CCS sample was 18.5 from a rake of Q208 third ratoon recorded in the Invicta area.

Variety performance for the region for week 23 has Q183 at 15.91 and 29% supply followed by Q208 at 16.03 and 21% supply; Q240 has dropped down to 22% and 15.23 CCS.

CANEGROWERS Burdekin will be conducting the Annual General Meeting on Wednesday 20 November; guest speaker will be noted reef scientist Dr Peter Ridd, Membership Engagement & Innovation Manager Matt Kealley will also be in attendance at the AGM.

Chemical stewardship ensures longterm

CANEGRUB CONTROL

Canegrubs are the most significant economic pest of sugarcane in Australia and without effective control they can cause significant production losses. In 2000 and 2001 approximately one million tonnes of cane was lost to damage from canegrubs which, at current prices, would cost the industry in excess of \$50M.

*By Ian McBean, Executive Manager,
Regional Delivery*

Imidacloprid in products like suSCon maxi Intel, Confidor Guard, and Nuprid for example, is our most effective tool for controlling canegrubs.

Like all chemicals, it needs to be applied and managed correctly to ensure it continues to be effective and that canegrubs don't build resistance to it.

Removal of imidacloprid would have significant economic consequences for the sugar industry.

SRA is investing in research to improve stewardship and find alternatives that reduce our reliance on this single chemical.

However, in the interim the industry remains strongly reliant on imidacloprid and in order to ensure ongoing access to this essential canegrub control measure, we need to ensure that it is used in the most effective and compliant way.

A key challenge is that imidacloprid continues to be detected at water quality monitoring sites in a number of sugarcane areas.

The good news is that recent SRA research suggests that when imidacloprid is placed correctly using the right implement, levels in surface runoff are extremely low. Therefore, correct and precise application is important.

There are three key steps that we can take to improve our stewardship of imidacloprid:

- Ensure the product is used only in soils prone to canegrubs based on an infestation risk assessment (digging method, assessment of visual crop symptoms, or knowledge of field history and likelihood of canegrub infestation); and
- Ensure correct product placement (rate, depth, consistency) to maximise efficacy and minimise the runoff risk.

- Ensure we only use the product for canegrub control.

Given the importance of this issue, SRA is leading a new project aimed to ensure best practice use of imidacloprid.

This project is a collaboration between SRA, the Queensland Department of Agriculture and Fisheries, productivity services companies, CANEGROWERS, the Australian Cane Farmers Association, Bayer and NuFarm. It is funded by the Queensland Government Reef water quality program through the Enhanced Extension Coordination in GBR project.

The first step in this project is to work with growers to get their perspectives on this issue and to better understand what they do, why they do it and where things can be improved.

In coming weeks, staff from SRA and productivity services companies will be talking to a cross-section of growers in your region to get a better understanding of canegrub management.

You can help by getting involved in this project and help us achieve efficient and effective canegrub control based on best practice. Participation is completely voluntary, but we would appreciate your assistance in working with us on this important industry issue.

All individual information will be kept confidential, and aggregated data only will be used to review the effectiveness of current canegrub management, improve extension strategies and identify research gaps in relation to canegrub control.

If you have any questions, please contact me on:

imcbean@sugarresearch.com.au or (07) 4056 4530.

"Like all chemicals, Imidacloprid needs to be applied and managed correctly to ensure it continues to be effective and that canegrubs don't build resistance to it."



GROWERS ENCOURAGED TO PUT THEIR HAT IN THE RING FOR NEXT CROP

Australian sugarcane growers are invited to nominate themselves, or their peers, to participate in an innovative leadership program called Next Crop.

The program is an investment by Sugar Research Australia (SRA) and is run by Pragmatic Thinking to deliver a program tailored specifically to the unique needs of the sugar industry.

SRA Executive Manager, Operations, Dr Michael O'Shea, said that developing industry leadership has been identified as a priority through SRA's five-year strategic plan.

"SRA launched the Next Crop program last year and we have now seen our first nine graduates through this program over the last six months," he said. "We are building on that success in our second year and want to bring together another group of sugar industry emerging leaders for the program in 2020.

"Growers can find out more about how they can be a part of Next Crop by visiting the website www.nextcropleaders.com.

"The sugar industry is currently facing significant challenges, but we also have an exciting future ahead so long as we continue to invest in our future. A key part of securing our future is ensuring that the industry has skilled leaders who are willing to guide us through our challenges and create new and exciting opportunities.

"If you have ever wanted to improve your leadership skills, then the Next Crop program is a great opportunity for you."

Dr O'Shea said that the first round of Next Crop saw the growers participate in a range of development activities at several locations.

Burdekin grower Mr Chris Lyne (*pictured*) was one of the 2019 graduates, and he said the program helped him learn valuable leadership skills.

"Leadership is important in any industry, but in the sugar industry it is especially important given the average age of our workforce," he said. "We need young people to keep stepping up so that we have future leaders.

"This program is about having a go and learning the skills you need as a leader. I encourage people to have a go."

Next Crop is now open. SRA is seeking nominations from growers who are keen to build their leadership skills and take part in this innovative initiative. To learn more, visit www.nextcropleaders.com.

Applications close on November 29, 2019. The program will run between February and May, 2020. ■

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Payment options help tailor cash flow



Bryce Wenham
QSL Executive Manager Supplier
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As low global sugar prices put the bite on farm finances, it's timely to revisit your sugar payment options for opportunities to help maximise cash flow when it's needed most.

PRE-CHRISTMAS BOOST

Looking for more cash before the end of the year? You may like to consider our **Accelerated Advances**.

QSL's Accelerated Advances option is designed to maximise the amount of Advances paid to participating growers prior to the end of the year, with its Advances rate rising to 90% each December. The Advances rate then remains at 90% until the QSL Standard Advances rate also reaches 90%, usually in April or May the following year. From this time the Accelerated Advances rate then aligns with the QSL Standard Advances rate for the remainder of each season.

The QSL Accelerated Advances payment option is only available for:

- Tonnage nominated to the QSL Guaranteed Floor Pool;
- Completed pricing in the Target Price Contract;
- Completed pricing in the Individual Futures Contract; and/or
- Novated pricing (Mackay Sugar growers)

Growers who choose to receive Accelerated Advances have this payment option applied to all qualifying tonnage they may have that season in any of the pricing products outlined above. It is important to note that in order for tonnage in the Target Price Contract and Individual Futures

Contract to be eligible for this payment option, the entire nomination in that particular pricing product for the season in question must be filled by 30 November prior to the December payment for that season.

PRE-CRUSH FUNDING

The **QSL Pre-Crush Advance Payment Scheme** gives QSL Direct growers a payment for their 2020-Season QSL GEI Sugar in March 2020 – before the crush begins.

Participating growers receive \$50/tonne of sugar IPS for up to half of their QSL GEI Sugar on 27 March 2020. This Pre-Crush Advance payment amount is then deducted from their Standard QSL Advances payment/s once they start their harvest.

QSL charges no fees or commissions for this product, with participating growers enjoying the same favourable interest rates available to QSL through our strong relationships with leading Australian banks. These finance costs are estimated at \$0.60/tonne IPS sugar and are reflected in the grower's final net pool prices via an allocation to their QSL Shared Pool element.

MORE INFORMATION

Growers considering either of the payment options above should read the full terms and conditions available from QSL offices or online at www.qsl.com.au

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This update contains information of a summary nature about the operation of the key aspects of the QSL Accelerated Advances and Pre-Crush Advances Payment Scheme. As such, the document does not purport to be comprehensive or complete and QSL makes no representations to that effect. Information about past performance should not be relied on as an indication of future performance. Nothing contained in this document should be relied upon as a representation as to future matters. Any forecasts of future performance are subject to uncertainties and subject to change. The document does not constitute financial, investment or product advice. You should seek your own financial advice before making any decisions in relation to QSL pool/offering selection and pricing as well as reading the Pricing Pool Terms and the Terms of the Accelerated Advances and Pre-Crush Advances Payment Scheme in full, which are available on QSL's website. The information in this document is current only as at the date of this document (unless otherwise noted) and remains subject to change without notice.



SELLING STL SHARES TO QSL

LOOKING TO SELL YOUR SHARES IN SUGAR TERMINALS LIMITED (STL)?

As a not-for-profit organisation owned by the Queensland cane growers and sugar millers we serve, Queensland Sugar Limited (QSL) is uniquely positioned to buy your STL shares.

Sell your G-Class STL shares to QSL and you'll receive:



A FAIR PRICE: Don't waste time and potential money haggling with prospective buyers. Lock in a quick and easy sale based on the current market price.



NO BROKERAGE FEES: Enjoy the security of a sale managed by respected stockbroker Morgans, without any brokerage fees.



SHARE IN FUTURE DIVIDENDS: Marketing with QSL? You can continue to receive a share of our STL dividends via the QSL Loyalty Bonus or Shared Pool, dependent on your milling district. See your local QSL representative for details.

NEXT STEPS

If you are interested in selling your STL Shares to QSL, please contact your local Morgans office, or:

- **CHRISTIAN DIMITRIOU** – 07 3334 4927 / christian.dimitriou@morgans.com.au
- **MATTHEW CLARKE** – 07 3334 4520 / matthew.clarke@morgans.com.au

An offer document setting out relevant information is available in print or email form if you wish to consider selling your G-Class STL shares to QSL. This document is available from Morgans or from one of the QSL regional offices. Please note that QSL does not provide financial advice and growers will need to make their own assessment about this matter.

CHAMPIONING CHANGE

SMARTCANE BMP MARKS MAJOR MILESTONE WITH FIRST FIVE-YEAR RE-ACCREDITATION

By Wayne Griffin

Five years after becoming the first-ever grower accredited in Smartcane BMP's three core modules, CANEGROWERS Herbert River Chairman Michael Pisano is again making history and hoping to inspire others by becoming the first grower to be re-accredited.

"I suppose it is a little bit of industry history and something we can be proud of," Michael said when *Australian Canegrower* visited the Pisano family farm at Braemeadows, 10 minutes east of Ingham.

"I think the Smartcane BMP program will be an increasingly important part of our industry's future, not just because of the Reef, but consumers are looking more and more to buy products that have been

sustainability grown and Smartcane BMP helps us prove that sustainability, so it's nice to have been an early adopter and played a role in promoting the program."

In fact, promoting the program was the main motivation behind Michael's decision to pursue accreditation in the first place, back in 2014.

As a local grower representative and a member of CANEGROWERS Policy

Council, he knew he would have a role to play in getting the Herbert River district's growers on board.

"I thought, if I'm going to be out there telling growers it's a good thing and they should sign up, then I should at least have done it myself, so I know what I'm talking about," he said.

"It's meant I've been able to tell growers about the process and what's involved and speak from experience rather than just spout what others have told me.

"I don't think I could have stood up in front of a grower meeting and said, you should get on board, if I wasn't doing it myself.

"If I'd done that, it would have been very easy for someone to say 'If it's so good, why aren't you doing it?' And that would have been a very valid point, so by getting accredited I could speak from experience."

To his surprise, Michael found he had to make only minimal changes to achieve his initial accreditation. Something that many accredited growers have reported.





"The changes I've made on farm, I've made them for economic reasons, not for environmental reasons or to meet some regulations. They've always made sense for me and my business."



"To be honest, the initial accreditation was a pretty simple exercise for me because, like a lot of growers, I was farming at or above industry standard already. None of my management practices conflicted with BMP," he said.

"The biggest challenge was the record keeping. But even that wasn't a huge issue. I had most of the records anyway, they just weren't formalised in a way that was necessary for BMP.

"Then one week we had a bit of a rainy weekend, so I sat down and started pulling all the records together and tidying it up. I'd already been getting soil tests and following the recommendations. I was using an old BSES template on the computer for recording my fertiliser applications and I was using the CANEGROWERS spray record book, which I'd been using since ERMPs so from about 2011-12.

"So over the rainy weekend I tidied it all up and then I worked with Maria Battoraro, who is our local BMP facilitator, to get evidence required for accreditation together."



Pictured: CANEGROWERS Herbert River Chairman Michael Pisano and his wife Linda farm 90 hectares of sugarcane near Ingham.

Continues on page 14 ►

Pictured: (main) Michael goes over his records with independent auditor Frank Hughes during the re-accreditation audit, as Herbert River Smartcane BMP facilitator Maria Battoraro looks on. (Opposite) Michael is recognised for his Smartcane BMP achievement at the CANEGROWERS Policy Council meeting in Brisbane on 13 November, pictured with CANEGROWERS Chairman Paul Schembri and Smartcane BMP Manager Kate Gowdie.



"We've done a lot of work to encourage growers to become accredited and more and more were going down that road."

Among the on-farm practices Michael had adopted in the years before Smartcane BMP was introduced were soil testing, fallowing, minimum till, GPS planting, the use of clean seed and sub-surface fertiliser application.

"I'd made use of the various grants that were available over the years," he said. "I work a lot with my nephew, Paul Marbelli, and years ago we used a grant to get a high-rise sprayer. So that moved us away from aerial spraying.

"We accessed another grant for a stool-splitter fertiliser box. After that it was getting the proper spray nozzles for the sprays units, a rate controller, things like that. I put GPS in the planter and then in a new tractor we purchased. We also got a zonal till rotary hoe.

"And all this was a long time before Smartcane BMP came about, so we weren't making these changes to meet any sort of obligations, we were doing it solely for the economic benefits and to improve our efficiency. We were doing it for our own businesses.

"So for me, to go to BMP wasn't a big deal. Probably the only change I've made,

apart from the record keeping, is getting a nutrient management plan done up this year."

The Wet Tropics Sugar Industry Partnership (WTSIP) is currently funding two extension officers in the Herbert River region to assist growers in developing whole-of-farm nutrient management plans tailored to meet their individual farming requirements.

"Leanne Carr, who is the daughter of a grower just up the road, is one of the WTSIP officers. She helped me develop a nutrient plan which is really good," Michael said.

"It's easy to see what you're supposed to be doing. It comes with colour-coded maps that easily identify which fertiliser type you're using on which block.

"When I went to see her initially I said I didn't want to have a multitude of different blends, because it comes in one tonne bags and I didn't want to be getting a tonne and maybe having half a tonne left over. So she's done it all for me with just two different blends and four different rates and that encompasses that whole farm."



Michael says many growers still worried about the impact that Smartcane BMP might have on their productivity. However, he says any dips he's seen in his productivity over the years have been as a result of disease and not practice change.

"A lot growers are worried that they may not be able to grow a crop of cane by following the SIX EASY STEPS method," he said, referencing the best-practice nutrient management program.

"Some of them seem to be frightened to get a soil test because they think it will tell them they shouldn't use the amount of fertiliser that they think they need. I'd say to them, try it – you'll be surprised.

"If I look back at some of some of the soil tests I had back in the '90s. Back then they were recommending I use 170kg of N. Well, I'm using 140kg of N now, 30 years later, and I'm still growing the same amount of cane.

"If I do see a drop in yield, it's usually because of diseases like smut or orange rust, or due to a lack of rain, but it has nothing to do with the amount of fertiliser.

"I wouldn't say productivity has increased or decreased really over the years, it's just kind of bumping along. The record crops that I use to grow were probably back before the year 2000, long before BMP.

"We had very productive varieties like Q124, which was so productive that everyone was growing it. Then orange rust came in and just about wiped it out overnight.

"Probably one of the worst crops I ever cut was due to rust. I cut about 55% of the average. It was worse than you would have from a cyclone.

"Then smut came along and took out the next layer of productive varieties. And to be honest, we're only starting to get some productive varieties back into circulation now.

"The point is, the changes I've made on farm, I've made them for economic reasons, not for environmental reason or to meet some regulations. They've always made sense for me and my business."

It's a message Michael has been trying to get across to growers for the past five years – Smartcane BMP is an industry-led program designed primarily to improve cane farming businesses through the adoption of best practices.

The environmental outcomes are an additional benefit, not a burden at the expense of productivity.

However, he admits debate around the latest tranche of Reef regulations has temporarily dented enthusiasm amongst growers.

"We've done a lot of work to encourage growers to become accredited and more and more were going down that road but we found when this latest reef legislation was tabled, there was a distinct pull-back from some," he said.

"So there was definitely that bit of a stutter, but I think even though interest has slowed down, it will hopefully pick up again as people realise that Smartcane BMP is about much more than meeting some government requirement.

"It's about using tools specifically design for cane growers to improve their business and become more efficient.

"If someone was to ask me would my life be easier if I stopped doing BMP tomorrow, the answer would be, No!"

CANEGROWERS Chairman Paul Schembri presented Michael with a plaque recognising the leadership role he has played in both adopting and promoting Smartcane BMP.

"This program is vital to the future of our industry. Not just to ensuring we maintain our social licence to operate within the community, but also in proving our sustainability credentials in a global market that is increasingly demanding sustainably produced products," said Mr Schembri, who is also a Smartcane BMP accredited grower.

"Michael has been and continues to be a champion of this program and our industry. He doesn't just talk the talk, he walks the walk, and through his actions he sets an example that other growers can look up to. We thank him for his leadership." ■



What's the value of advice in a post-Royal Commission environment?

Sunsuper has released its 2019 Value of advice report confirming the value of financial advice, with research showing that 80% of Australians who have received financial advice believing it has given them more peace of mind and 77% believing it has helped them feel better prepared for retirement.

The research, conducted by CoreData on Sunsuper's behalf, follows three everyday Australian households at various stages of retirement and highlights the financial and lifestyle benefits of financial advice.

Also highlighted in the report: 75% of people believed the advice they received was more than worth the cost, and 72% feel they have a better understanding of what to expect in retirement.

Sunsuper's Head of Advice and Retirement, Anne Fuchs, said that at Sunsuper, we know that most Australians have a dream for retirement and our research shows that financial advice can help ensure suitable retirement planning strategies are put in place early enough for those dreams to be achieved.

"Advice can also help support people to understand what their retirement will look like financially and put their mind at ease during this major life shift. And clearly, those who receive advice think it's "worth it" - for their lifestyle, financial security and peace of mind."

While findings from the Banking Royal Commission shone a light on the damage and impact poor financial advice results in, Sunsuper's Value of advice report highlights that great financial advice can truly change people's lives for the better.

"Financial advice provided by trustworthy experts with their clients' best interests at heart contributes significantly to the financial wellbeing and retirement preparedness of a vast number of Australians.

"We know that some clients often struggle to appreciate the benefits of financial advice and in turn, can lead them to question the upfront investment in great financial advice."

"Our research validates the value of the service we provide to clients in helping them achieve their best possible retirement."

The case studies in the 2019 Value of advice report model the outcomes of financial advice on the lives of three everyday Australian households at various stages of retirement preparedness. The milestones in the case studies reflect those many Australians experience. By also modelling the households' outcomes without financial advice, the modelling shows the difference between the advised and unadvised scenarios and highlights the financial and lifestyle benefits of financial advice - today and for the future.

The resilient couple

Meet David and Jenny

David and Jenny are both 60 and close to retirement. David is a self-employed tradesperson, and Jenny is a part-time teacher.

Although the couple are comfortably heading into retirement, they want to be as prepared as possible for the changes coming in their lives. The couple seek a financial adviser to remove the burden of management from themselves, which is fortunate as David is suddenly forced to retire early due to an injury.



David and Jenny's financial position

Income:	David \$180,000 p.a. (self-employed) Jenny \$60,000 p.a.
Living expenses:	\$55,000 p.a.
Additional expenses:	\$8,000 p.a. in retirement for holidays
Superannuation balance:	David \$100,000 Jenny \$250,000
Business value:	\$700,000
Non-super financial investments:	\$150,000
Home ownership:	Yes
Investment property:	\$700,000
Mortgage:	\$350,000 (investment)
Other liabilities:	\$10,000 car loan
Insurance:	Both David and Jenny have \$25,000 Sunsuper default life + TPD cover






David and Jenny's goals

HIGH	<ul style="list-style-type: none"> Sell their business: David wants to sell his trade business so he no longer needs to worry about the physical demands and financial management. Retire aged 65: David and Jenny have planned to retire at the same time so they can begin the next phase of their lives together.
MEDIUM	<ul style="list-style-type: none"> Maintain comfortable standard of living: David and Jenny want to enjoy their retirement in style after both working all their adult lives. Leave a bequest: David and Jenny would like to leave something behind for their three children and grandchildren.
LOW	<ul style="list-style-type: none"> Reduce management burden: David and Jenny want to make the right decisions and spend less time doing it all themselves. Lower their financial risk: David and Jenny want to diversify their assets so they are protected financially during retirement.
CHALLENGES	David's work involves a high risk of injury, and two years into the scenario, the model assumes that David is forced into early retirement. They therefore want to sell their business and invest the proceeds effectively, but also diversify away from property. The couple has \$350,000 in mortgage debt and \$10,000 in a car loan.

The value of advice for David and Jenny from age 60 until Jenny's retirement - age 65.

-\$34,000 Total tax saved	
+\$54,000 More draw-down from <i>Retirement income accounts</i> in first year of retirement	
-\$39,000 Less in total debt to pay off	
+\$465,000 Additional net assets at Jenny's retirement	
+\$269,000 Additional net earnings on superannuation balances	
-\$20,000 Less loan liability outstanding	

The value of advice for David and Jenny from age 60 until age 90.

+\$227,000 Additional investment income outside of super	
+\$45,000 More draw-down from <i>Retirement income accounts</i> each year of retirement	
+\$353,000 Additional Total & Permanent Disability payout to David	
+\$695,000 Additional net assets at age 88	
+\$802,000 Additional net earnings on superannuation balance	

David and Jenny paid for financial advice: **\$3,000** up front + **\$1,500** each year from age 60 until Jenny's life expectancy at 90.



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NATIONAL HEAVY VEHICLE LAWS

What are your responsibilities as a grower?



HEAVY VEHICLE NATIONAL LAW

Most Australian states and territories are governed by a common set of laws and regulations relating to heavy vehicles - a vehicle with a gross vehicle mass over 4.5 tonnes.

Heavy Vehicle National Law regulates matters including:

- Fatigue management,
- Mass dimension and loading,
- Registration,
- Vehicle standards, and
- Speed.

CHAIN OF RESPONSIBILITY

New Chain of Responsibility laws were introduced in October 2018 and were intended to ensure, as far as reasonably practicable, the safety of heavy vehicle transport activities.

Each party in the chain of responsibility is subject to the general safety obligation.

ARE GROWERS PART OF THE CHAIN OF RESPONSIBILITY?

Yes, growers are part of the chain of responsibility and have some responsibilities under those laws.

The extent of the responsibility depends on the activity that the grower undertakes.

The grower will only be responsible and potentially liable for activities that the grower controls or can influence.

LIABILITY OF EXECUTIVES

All growers conduct their businesses in some form of legal entity.

The nature of the entity varies and includes sole proprietor, partnership and company.

Heavy Vehicle National Law specifies that if a legal entity has a safety duty then



By Chris Cooper,
CANEGROWERS Legal Adviser

every 'executive' within that entity must exercise due diligence to ensure that legal entity complies with the safety duty.

The term 'executive' is widely defined.

If the grower is in a partnership, then the duty will apply to every partner.

If the grower is a company, then the duty will apply to every director and every person who takes part in the management of the company or the business.

SOME COMMON GROWER QUESTIONS

Do growers need to check a contractor's work diary?

No – but if you become aware of fatigue type issues you should report it and consider making other arrangements if serious.

Do growers need to check a contractor's vehicle maintenance records?

No – but if you become aware of an issue you should report it and consider making other arrangements if serious.

Do growers need to supervise harvesting and loading and transport of bins by contractors?

Not usually.

Do growers need to check a contractor's licences, registration and insurance?

No, but if they become aware of discrepancies, they should consider raising them with the contractor.

Are growers responsible if contractors exceed the speed limit?

No, but if they are aware of misconduct, they should consider raising the issue with the contractor.

Further Information

The comments in this article are general in nature. For more information please visit the Heavy Vehicle National Law website: www.nhvr.gov.au/law-policies/heavy-vehicle-national-law-and-regulations

This website has detailed, easy to view information that further explains the obligations and how they may affect you as a grower.

CANEGROWERS Senior Manager – Industry, Burn Ashburner, has also published helpful information on this topic in previous editions of Australian Canegrower.

Any member wishing to discuss aspects of this article or any other legal matter should contact your local CANEGROWERS office or call CANEGROWERS Legal Adviser Chris Cooper, on Free Call 1800 177 159 for free initial legal advice. ■



SUNSUPER ENHANCES ONLINE FINANCIAL ADVICE SERVICES FOR MEMBERS

Sunsuper, one of Australia's largest superannuation funds, has released a range of new online services to make it easier for financial advisers to do business with the Fund.

Earlier this year, Sunsuper embarked on an industry-first initiative by launching its Adviser Online Transact platform to simplify the implementation of advice recommendations for both members and their advisers.

For those members who work with a financial adviser this new tool allows a more seamless and transparent process for engaging with the Fund.

Head of Advice and Retirement, Ms Anne Fuchs said the digital platform helps members through their financial adviser reduce the burden of managing their financial affairs.

"We know at Sunsuper that our members who have a financial adviser have more proactive interactions with their account which leads to optimising their hard earned retirement savings.

"Adviser Online Transact is a great digital platform that is safe and reliable with the added benefit of reducing the magnitude of paperwork.

"We believe in the power of regularly checking in with an adviser. Keeping on track and making sure our members are reaching their financial goals," said Ms Fuchs.



Anne Fuchs, Head of Advice and Retirement, Sunsuper.

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INQUIRY ISSUES OF WIDER RELEVANCE THAN JUST REGULATIONS

CANEGROWERS has made four major points in its submission to the Senate Inquiry on evidence-based regulation of farming for reef water quality.

It is important to recognise that the deficiencies we raised are shared with all the policy frameworks and tools that guide Federal and State interventions related to reef water quality. Our recommendations to address these failings therefore have much wider relevance than just regulations.

Rectifying these issues will go a long way to helping growers regain confidence in the design, implementation and reporting of reef water quality programs.

The four main points were:

1. Regulations are not an effective driver of practice change in farming systems

No evidence has been presented to show that regulation is an effective way to motivate meaningful and lasting practice improvements in farming systems. In fact, the limited evidence available suggests quite the opposite. Despite this, the Queensland Government has pursued further regulation of cane farming.

The Queensland Government's blunt regulatory strategy is further eroding the spirit of cooperation required to make meaningful change. This will undermine the effectiveness of voluntary programs.

A consistent failing in the design and implementation of voluntary programs has been short time frames of two to three years, far too short for development of the trusted relationships needed for complex farming system changes. Ten-year commitments are required. We cannot expect better outcomes when we simply repeat past mistakes.

2. Ignoring uncertainty in science is counter-productive to effective policy

Justification for the new reef regulations relied on categorical statements about the risk of farm-sourced nutrients for the condition of reef ecosystems. These claims ignored the significant uncertainties inherent with research in large and highly variable natural systems, and the consequent difficulties in establishing cause and effect.

Uncertainty should not preclude action, but ignoring uncertainty runs the risk of unrealistic and/or unjustified actions. There appears to be a general reluctance to embrace and communicate uncertainty in the science of water quality and the reef. This is likely due to pressure on researchers to reach consensus on research findings, and the preference of policymakers (who are often funding the research) for unambiguous and clear justification of predetermined actions.

We need to restore grower confidence in science and policy, and this will help

underpin the participative approaches required to better identify, evaluate and manage water quality issues.

3. Unrealistic targets for water quality

The current water quality target of primary relevance to cane farming is the 60% reduction in anthropogenic catchment loads of dissolved inorganic nitrogen (DIN) by 2025 (relative to the baseline year of 2009). This target is of the order needed to restore parity with pre-European conditions, based on modelling of the catchments and their receiving marine waters.

The target is plainly unrealistic. To date, industry efforts to better manage DIN loss have achieved a 20% reduction in DIN loads, relative to 2009. However modelling also suggests that, even if growers adopted sub-optimal rates of nitrogen fertiliser (20-40% below industry best practice recommendations) the reduction in DIN loads might reach 30% at best.

The water quality targets clearly fail to meet the logical criteria of being SMART - Shared, Measurable, Achievable, Realistic, and Timely.

4. Flawed methods for assessing industry progress towards water quality targets

The Paddock to Reef Integrated Monitoring, Modelling and Reporting Program (P2R program) is the Governments' framework for evaluating and reporting progress towards Reef practice and water quality targets. Its main product is the GBR Report Card.

The 2016 Report Card was used in the Reef Bill's RIS to show, *"...that progress is too slow and the present trajectory will not meet the reef water quality targets ... not enough land is being managed using the practices that we know successfully reduce water pollution"*.

We have already pointed out that the targets for practice adoption and water quality are grossly inappropriate. So, even if the P2R program were reliable, the best that growers could hope for in the Report Cards is a poor rating. In reality, the flaws in P2R further undervalue and underestimate growers' progress in practice improvement, giving an even bleaker picture of industry's progress.

These flaws are outlined in detail in the submission but can be summarised as:

- Practice data underestimates growers' achievements
- The P2R practice framework is inconsistent with maintaining farm profits
- Lack of confidence in outputs from complex modelling

Growers have consistently demonstrated a strong commitment to improving practices for both productivity and sustainability benefits. However, governments need to walk alongside growers, not against them. ■





A note for our grower shareholders ...

In late October, STL held its Annual General Meeting in Brisbane. For those who of you unable to attend, this note summarises what STL has done in the last year to support our grower shareholders and the Queensland sugar industry as a whole.

Cost control

STL worked closely with QSL Operations to keep costs down in the 2019 financial year. As a result, operating expenses were lower than in 2018 and activity charges to raw sugar customers reduced by 0.4%. In the same period, our terminals handled 8% more raw sugar and stored an average of 18% more raw sugar.

Shareholder returns

Since STL's new operating model commenced on 1 July 2017, shareholders have seen a strong return on their investment. The STL G Class share price has outperformed the ASX200 over the period and is currently trading at \$1.00 per share. This represents a 17% increase since July 2017. Over the same period, STL has paid dividends equating to 17 cents per share, providing an additional 20% return.

Strategic partnership

STL and QSL Operations agreed a strategic partnership in July to identify ways to drive costs down even further and pursue opportunities to expand other income. While sugar will always be the core priority for STL, revenue from storing and handling other commodities is necessary to reduce the cost burden on the sugar industry and improve shareholder returns.

Diversifying income

In August, STL signed a Memorandum of Understanding with Gladstone Ports Corporation, the operator of Bundaberg Port, to investigate opportunities to stimulate new industries and attract new commodities to the port. This is in addition to existing initiatives in Bundaberg that will see wood pellet exports double and ilmenite exports commence in 2020. We hope to replicate this approach at other terminals over time.

Capital investment

STL's \$100 million re-roofing project was 67% complete at 30 June 2019 and our \$18 million Bundaberg project was completed on budget during October.

A full transcript of my address is available from the STL website, along with an electronic copy of the 2019 annual report. If you have any questions don't hesitate to contact the STL team on info@sugarterminals.com.au

STL is a valuable investment opportunity and I encourage all active growers to increase their ownership of G Class shares through the National Stock Exchange (NSX: SUG).

Sincerely

Mark Gray

Chairman

Photos, left to right:

Mourilyan terminal stakeholder event.

Roof replacement works at Bundaberg terminal.

STL CEO John Warda (in orange) with Mark Bailey, Qld Minister for Transport and Main Roads, to his right, along with members of Gladstone Port Corporation in Bundaberg following the signing ceremony.



Policy Update

Economics with Warren Males

Industry with Burn Ashburner

Water, water, water...

Given the adverse circumstances confronting the sugarcane industry at present, such as low prices and drought, growers have limited capacity to pay more for irrigation water and any increases could have dire consequences. This was a key message in the CANEGROWERS' response to the Queensland Competition Authority's (QCA) draft report *Rural Irrigation Price Review 2020-24* recommending future regulated retail prices for irrigation water.

CANEGROWERS has reminded the QCA that the total sugar supply value chain supports approximately \$4 billion in economic activity and over 23,650 jobs earning \$1.36 billion in livelihoods and wages. The industry also contributes around \$1.1 billion in taxation revenue.

CANEGROWERS has called on the QCA to:

- Consider the capacity of cane growers to pay higher water prices over the forthcoming regulatory period
- Exercise its discretion and consider lower than existing fixed prices, as well as volumetric prices, when considering the moderation of bill impacts for customers.
- Not increase prices for water services over the next regulatory period for schemes where cane is the dominant crop.
- Recommend government put in place a distinct and separate review process with appropriate consultation with all affected parties before any dam safety expenditure is incorporated in irrigation prices.
- Recommend dam safety upgrade expenditure not be treated as a normal cost of operation in supplying water services to users and should only be considered for future augmentations or new schemes.
- Recommend dam safety upgrade costs be allocated to government.
- Exclude from regulatory fees the costs incurred by the QCA in addressing excessive costs incurred as a result of SunWater not engaging effectively with customers; and
- Allocate the efficient costs of the QCA's review be allocated to all water users, not just to irrigators.

CANEGROWERS has also expressed concern that some of the information and analysis which could underpin future prices had not been made available. For example, we have no details of the position the QCA is recommending in relation to SunWater's proposed electricity cost pass through mechanism (in response to more recent proposals) or minimum access charge regime.

In the interests of procedural fairness, CANEGROWERS has requested further consultation should the QCA's final recommendation for irrigation water prices be higher than that contained in the draft report.

But for Queensland's sake, CANEGROWERS is asking the QCA to please not price growers out of using water for irrigation. ■



Farm Input and Research Committee meets

Workplace Health and Safety (WH&S) - There is no doubt that the safety of members, both physical and mental, is fundamental to CANEGROWERS existence. With this in mind, the Committee has increased the priority of WH&S and this will be progressed partly through an SRA-funded consultancy which aims to:

- Explore barriers and enablers to WHS (including the use of BMP);
- Validate the BMP resources for workplace health and safety for sugar cane production;
- Amalgamate additional existing resources which can be used to enact workplace health and safety;
- Improve BMP facilitators understanding of WHS to support the BMP module.

Members should expect more WH&S activity through Smartcane BMP.

Resilience - Increasing members resilience to disasters is another issue which can benefit members and to this end the parametric insurance for cyclones and the formation of a Discretionary Mutual Fund are being explored. There is a lot of work to do on this, not least of which is a full business case.

NIR and cane analysis auditors training - Obtaining pattern approval for NIR from the National Measurement Institute is something CANEGROWERS feels would be beneficial to enhance the cane payment system. The NMI has indicated that this is not straight forward and are still looking at how this can be done.

Training for operators in sugar mill laboratories is in the process of being finalised, with Central Queensland University (CQU) to provide a starting point for the provision of cane analysis auditors.

Transport - The process of updating the National Class 1 Agricultural Vehicle and Combination Mass and Dimension Exemption Notice 2019 (No.2) to include Northern Notice conditions is in progress. An education process for growers on the changes to the National Notice is being planned.

Cane burning - CANEGROWERS continues to work with Queensland Fire and Emergency Services to provide an updated Burning Notification for 2020. ■



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MF2640 4WD, approx. 4,000hrs, GC \$12,000 incl. GST. Ph: 0740612360.

2004 Cameco Harvester VGC \$150,000; HBM Billet Planter GC \$22,000; Fert Box 3T Side Stool Dresser \$4,400, Draw Bar on Wheels. GST incl. Ph: 0427655168.

Fiat 90-90DT tractor, mid to late 1980s, 5,447hrs, Rego C 57406, spent \$7,500-\$8,000 on it over past 18 months including full re-wiring, reconditioned injector, injector pump, radiator & water pump. \$10,000. Ph Brian: 0427667964.

2x C1800 Series Model Acco 1820 cab motor gearbox and front axle. Motors going. Ph: 0408197223.

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PTO pump and reservoir. POA. Ph Jamie: 0427089009.

2017 CH 570 for sale at end of crushing. Well maintained, full service history available. Ph Brian: 0427667964.

Herbert River–Burdekin

Hodge 5 furrow heavy duty reversible plough. Good condition always undercover. \$1500 inc GST. Ph: 0455213534.

Mackay–Proserpine

Massey Ferguson 35, 3-Cyl diesel. 4 new tyres & has been restored. Ph: 0407733 030. 6t side tipper Ian Ritchie, Excellent condition \$15,000 + GST. Ph: 0478719294.

2015 Case Track Harvester 8800, Trimble GPS, shedder topper, hyd. adjustable fronts 1.50m to 1.85m. Balance valve fitted to front suspension; iFit engineering chopper drums; Glenella Engineering taper locks on chopper gears; Blackey Bisalloy elevator floors; greasing system fitted; Tungsten on front shoes; floating side walls & base cutter discs. Track transporter; 2x6t side tippers; V10 Mercedes motor; Robot running gear. All in good condition. Ph: 0427617807.

2016 Case 8800 Track Machine, 2200 Hours, EHS 8 Blade Choppers, Trimble GPS, Blackey Bisalloy elevator floors, Standard Topper, 2 speed wheel motors, Pro Rata Engine Warranty. Very tidy machine. Ph: 0428182464 or 0427541030.

Howard AH Rotary Hoes fully reconditioned - 1x 100", 1x 90", 1x 80". Howard AR Rotary Hoes fully reconditioned - 2x 80". Also available S/H AR Howard 90". Parts available for Howard AR & AH Rotary Hoes from \$50 to \$500. Ph: 0749595885 or 0407643441.

Chisel plough (Graham Plow Yeomans) 3350 wide or 11' 2230 deep or 7'6", 11 legs (+4 spare legs) with leaf harrows \$3850. Ph: 0749595883 or 0407643441.

FORD TW-25 4WD, 160hp, Genuine 4,477 hrs., 16.9-28 Fronts, Rear Dual (near new 20.8-38 inside & 18.4-38 Outside @ 90%) \$25,000 Inc., Heaps of life still left in this old girl. Ph: 0428236165.

12T self-propelled 6x6 elev infielder. Very good condition. Ph: 0438606578 (Mackay).

6t side/tipper on Leyland tandem. Good condition. Ph: 0438606578 (Mackay).

Don Mizzi 741 model on Fiat 750 special turbo plus MF102 half-tracks to suit. Ph: 0438606578 (Mackay).

Celli Tiger spike hoe, 2.5m wide with hydraulic crumble roller and oil cooler. Very good condition. Ph: 0438606578 (Mackay).

2500 Cameco full track cane harvester 1995/96 excellent condition. MF 1085 GC. Poplin billet planter excellent condition. Rinaudo 3t stainless steel Fertilizer box side dresser. Howard 3 leg square plough. Ph: 0488053298.

Bundaberg–Rocky Point

Roberts 6t cane tipper bin \$8000. Westhill 6t cane tipper bin \$8000. LG 6t cane tipper bin \$5900. Bonel Cane Planter \$7900. Chamberlain 4090 (1985) tractor, showing

5272 hrs, new front tyres, rebuild approx 500 hrs ago, \$13200. Fiat G210 tractor, 9930 hrs, powershift, 3 ptl, front & rear weights, \$35,000. Present offers. Gin Gin. Ph: 0412 798 913.

Massey Ferguson 188 Multi-Power Tractor. Good running condition. \$8000 ONO. Ph: 0415626715.

Old grey bonel 3 furrow disc plow. Criton Mark 2 Harvester with 135 Massey Ferguson Tractor attached. 2x 6000 Austoft Harvester Elevator Sleys and 1 Ram. Quantity of elevator flights to suit Austoft Cane Harvesters 4000 & 6000. Hydraulic Wheel Motor to fit Austoft Cane Harvesters 4000 & 6000, as new condition. Quantity of commercial pumps

Rainfall Report

Brought to you by Sunsuper

Location	Recorded rainfall (mm)		Year to date	Average rainfall (mm) January–June
	7 days to 9am			
	04.11.19	11.11.19		
Mossman	0	0	2493	2022
Mareeba AP	0	0	637	806
Cairns	2	0	1968	1821
Mt Sophia	9	0	2864	3069
Babinda	3	0	2723	3933
Innisfail	8	0	2990	3290
Tully	2	0	2264	3814
Cardwell	1	0	1944	1922
Lucinda	0	0	2266	1925
Ingham	Tce	0	2662	1835
Abergowrie	0	0	1911	1632
Townsville	1	0.2	1758	992
Ayr DPI	5	0	953	825
Proserpine	12	0	1439	1211
Mirani	4	0	1431	1333
Mackay	5	0	1070	1382
Sarina (Plane Ck)	16	0	1398	1531
Bundaberg	12	5	306	885
Childers South	5	9	307	769
Maryborough	2	4	513	1026
Tewantin	3	0	988	1542
Eumundi	0	0	524	1504
Nambour	23	0.4	978	1516
Woongoolba	8	0	613	1202
Murwillumbah	5	0	532	1413
Ballina	4	0.2	870	1632
Woodburn	0	0	261	1250



sunsuper

dream with
your eyes open

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

and motors to suit Austoft Cane Harvester 4000, 6000 & Mark 1. Diff and Episicals to suit Austoft Harvester Mark 1 and Mark 2. Dyna Power motors and pumps. Quantity of 5 inch irrigation pipes. Topper to suit Austoft Harvesters 6000 & 7000. Ph: 0427598333.

Wanted

Wanting to buy land. 50 to 100 acres within 30 mins of Mackay. Established or bare block, cane or grazing. Ph: 0458195269.

Want to buy foldable cane cleaner rake Maryborough district. Ph: 0423665625.

Fiat Tractor 640 Workshop Manuals. Ph: 0408197223.

Wanted cane to harvest season 2020 plain creek area track machine and trucks with side tipper. Ph: 0400794857.

2 Tyres 12.4 x 24. Tread wear is not an issue. Ph: 0428761549.

Farmers son needs a starter boat. Approximately 4 metres. About \$6,000. Ph:

0488535847.

4WD tractor. 140 - 160 HP. Cairns. Ph: 0740568158.

Chamberlain 4080 in good condition with good tyres. Ph: 0418784291.

STL shares wanted. Ph: 0419717006.

Property

Pleystowe cane farm. On 2 Lots. Approx 190 acres all up. Teemburra water, 2 pumps & licences, plus 32,000 gallons an hour underground bore. Machinery/irrigation shed. 2x 4" soft hose irrigators, farm lasered, underground main throughout. 2 sidings adjoin farms. Access to farm from Pleystowe School Rd & Formosa's Rd. Does not include 2019 crop. Selling due to health reasons. Ph: 0408733793.

Cane farm, Silkwood area. 27.82 ha total, 27.62 under cane on 1 freehold title. 5 yr av 97 t/ha. 7.5 kms from Kurrimine Beach. Shed and bore water. Ph: 0417647002.

Cane farm Tarakan Road ABERGOWRIE 270 acres freehold Genuine enquiries pls. Ph: 07 4777 4633 or 0408608664.

Tropical Paradise Cane Farm/Equestrian Training Property, 96 acres 6kms to PORT DOUGLAS. All farmable land, 70 acres producing quality cane, 25 acres set up for horses. Easy farm to maintain. Ph: Mandy 0408880724.

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