

APRIL 2016 | ISSUE 69

Kalamia Cane Growers  
Organisation Limited

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What a  
*sweet* life!





# Superannuation Tax Planning

With the end of financial year fast approaching it is important to consider some superannuation strategies:

**Maximise superannuation contributions:**

The concessional contributions limits for the year ended 30 June, 2016 are:

Under age 50 \$30,000;

Age 50 and over \$35,000

The non-concessional contributions limits for the year ended 30 June, 2016 are:

Under age 65 at any time during 2015/16 \$180,000;  
or up to \$540,000 over a three year period under the 'bring-forward rule';  
Age 65 to 75 \$180,000

**Super co-contribution:**

The government will contribute 50c for every \$1 of personal (non-concessional) contributions received during the 2015/16 financial year – up to a maximum co-contribution of \$500. The maximum co-contribution reduces as income exceeds \$35,454 until it is phased out completely once income reaches \$50,454. To be eligible you must be less than 71 years old at 30 June, 2016.

*These are only a couple of the strategies that can be undertaken, for more information on these and other strategies please call us on 47831767.*

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# Kalamia Sweet Notes

Designed and printed by:  
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KCGOL acknowledges and  
thanks all contributors.

Hello Kalamia members,

After commenting at the start of last month's "Sweet Notes" on the Board's disappointment with both QSL and Wilmar, I am pleased to say that there has been progress on both the issues raised, QSL advanced the % of payout on the Cane Pays and Wilmar have opened their door to engage with the grower groups on contract arrangements for 2017 and beyond.

Robert Malaponte and I attended with other BDCG representatives, the grower group meetings with Wilmar in Brisbane on Tuesday 19th April. As John Pratt's letter on 19th to Growers indicated, these were agreed to be "without prejudice" conversations so neither party was at risk in terms of causing the start of an arbitration process. KCGOL had been urging this approach for some time in order to get the ball rolling.

This was the first group conversation since the passing of the legislation in December and was an opportunity to offer explanation of positions being adopted by different parties resulting from their respective interpretation of what the Act was requiring of them, and to be able to ask questions about that interpretation. As I have previously indicated in this magazine, the Act provides a framework for the arrangements, it does not provide a prescriptive set of terms and conditions for the arrangements and these still need to be established by the parties with the help of compulsory arbitration if necessary. All parties at the meeting agreed that arbitration was not a preferred way to reach agreement.

Whilst there were no document drafts to see and no discussion of very specific clauses or terms, there were ideas exchanged and considerations discussed that one party or the other had not actually identified previously.

We pointed out that the terms and conditions of the Millers agreement with the GEI marketer were of great concern to growers and we differed from their view that that agreement would not include growers. We advised that our reading of the Act says the supply contract shall include a term requiring the Mill Owner to have an agreement with the GEI sugar marketing entity. It does not say that the Miller and the GEI Marketer are the only 2 parties to the agreement and we consider we have a responsibility to see that that agreement in no way constrains

the GEI Marketer from participating in agreements to get the best outcome for the grower.

They indicated they would consider the point whilst pointing out that grower collectives would require additional authority beyond that conferred under the Sugar Act to be representative authority in such an agreement.

We discussed ideas around 3rd Party GEI Marketer arrangements at the meeting. You will recall in his first letter John Pratt had stated matters on the range of agreements the Act demands and on the broad features of what Wilmar's commercial offer will cover if Wilmar was the selected GEI marketer. By its absence to reference to other GEI marketing arrangements it can be interpreted Wilmar is not intending to put forward a Miller / Other GEI Marketer agreement at this stage.

**At the meeting Wilmar advised it had not been approached by any 3rd Party Marketers wanting to establish a Miller/GEI Marketer agreement.**

At the meeting Wilmar advised it had not been approached by any 3rd Party Marketers wanting to establish a Miller/GEI Marketer agreement.

Commercially it is understandable why Wilmar would not voluntarily put one into the market place because the Act does not seem to demand that they put one out for scrutiny, and putting yourself in their shoes you would ask the question, why would you help another entity which is vying against you for the right to market the grower's sugar?

All things considered it was a positive meeting and it was agreed to participate in further "without prejudice" exchanges of information and meetings in an attempt to bring the parties thoughts on future agreements closer together and result in the offer of agreements less likely to cause arbitration. Regarding having 3rd Party GEI Marketers that growers might choose between, it has been encouraging that I have been assured yesterday by Greg Beashel, CEO of QSL, that they have offers to growers ready to release, although the matter of the Sugar On Sale Agreement ( the Agreement between Mill and Marketer) was still not clear.



However despite all the efforts of KCGOL and BDCG and our continuing work with our solicitors to produce our own agreement documents there seems little realistic prospect of a 2017 CSA and additional forward pricing opportunity being agreed for a few more months yet.

To other matters. Sugar Research Australia hosted a small crowd at a very good

Regional Research Forum on 20th April. I would encourage members to attend these forums because they are your levies at work and the researchers need real world opinions on the complex scientific work they are undertaking. The process of allocating funds to projects was explained, with the largest portfolio being variety breeding, presentations followed on variety development, marginal soil strategies, N application, YCS investigation, irrigation automation, and restoring soil health. The latter providing some amazing statistics on microbe populations in a teaspoon of soil, but of more concern it also reported that compared to an equivalent soil under permanent pasture rather than cane, the cane soil has lost half its health, with much less organic carbon and good microbes and many more pathogens. There is already huge focus amongst growers on best practice on farm but this was a strong message on the work that needs to be done to maintain and improve productivity in the future. I hope I will have some more news for you on the Wilmar relationship in the next edition of Sweet Notes.

*Regards, David*



# MEMBERS INFORMATION NOTICE BOARD

## Announcement of the new Kalamia Board

Members are advised that the new Board which took effect as of 1st May is:

Mr Robert Malaponte - elected by nomination

Mr Joe Quagliata - elected by nomination

And in accordance with the Constitution

Mrs Paula Langdon - by appointment of the elected Directors

Mr Robert Zandonadi - by appointment of the elected Directors

Mr Denis Pozzebon has also accepted the Director's invitation to be appointed to the Board and will be confirmed at the next meeting of Directors.

## Reminder to members - CORES Levy for Crush Season 2016

Members are again reminded that the form for the choice to support the CORES program through a minimal levy charge commencing the start of the 2016 crush season is required to be completed and returned no later than Friday, 27th May 2016 if participating.

CORES forms are available at the Kalamia office.

## Changing Ownership/Leasing & Kalamia Member Changes

Existing Kalamia CaneGrower members are asked to notify our office of any changes concerning farm sales/leasing arrangements.

This information will help to keep our membership accurate in communication and allows staff to assist with these matters if required.

This will also assist your organisation to provide any prospective members with our extensive range of services including industry representation, negotiation of CSA agreements, special fuel prices, crop insurance, wage preparation and other benefits.

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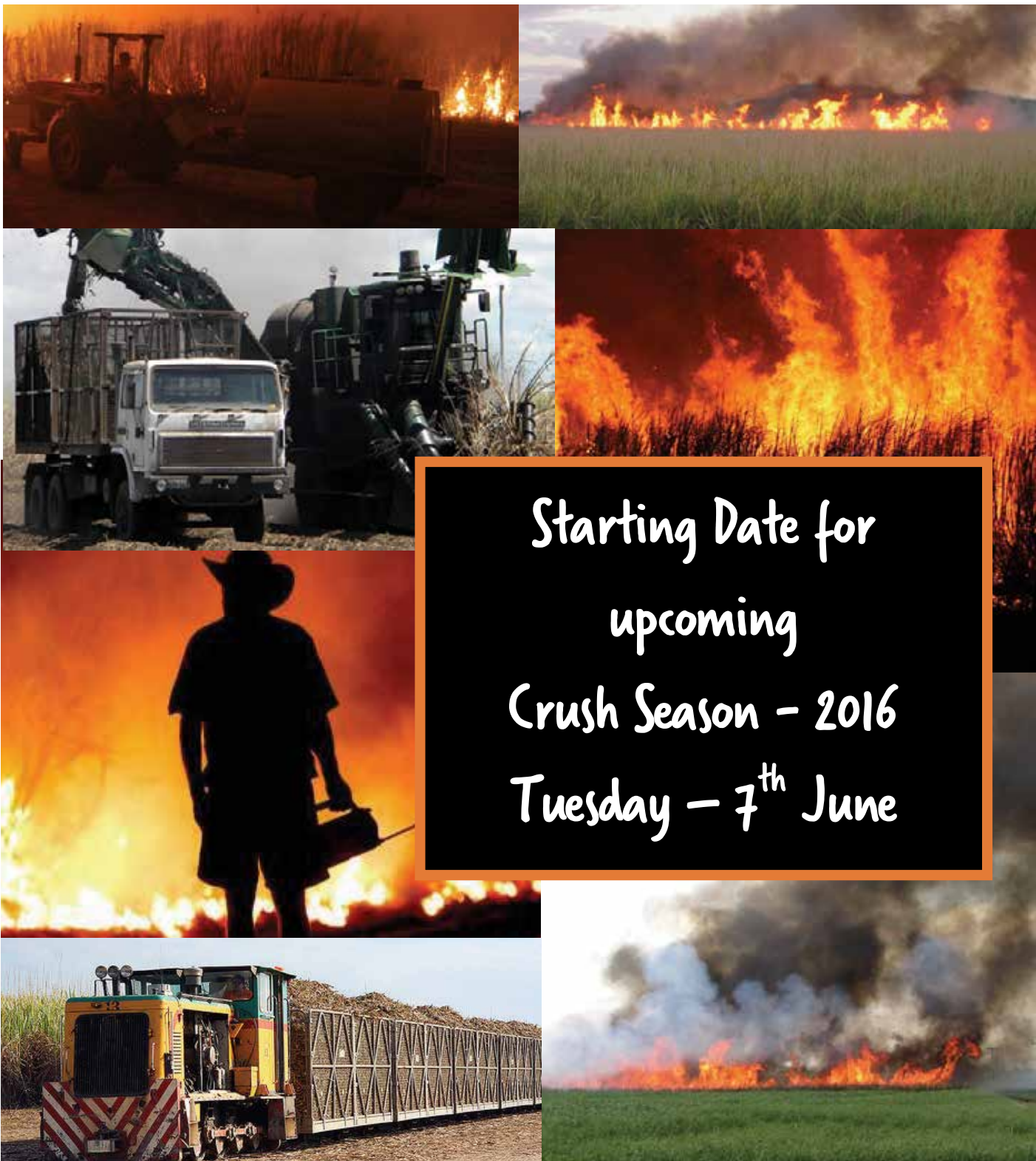
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## UNDERSTANDING IPS

By QSL Finance Manager – Supplier Relations Bryce Wenham

QSL quotes its pool prices in tonnes IPS. But just what is IPS and how is it used by QSL?

Not all tonnes of sugar are equal, with the sucrose content (as measured by Polarisation) of sugar varying from batch to batch. The International Polarisation Scale (IPS) is designed to recognise this fluctuation in sugar quality and enable a standard unit price for sugar while still rewarding suppliers for the actual Polarisation (Pol) of the sugar they produce.

The scale was devised by the Sugar Association of London and defines the premiums and penalties applied to sugar above or below a base line level set at 96 degrees of Pol.

Sugar produced in Queensland generally has a Pol higher than 96 degrees, and so the IPS adjustment applied to each tonne delivered to QSL is usually a positive one for Queensland millers and growers, based on the following scale:

Pol level	Adjustment
above 96° to and including 97°	add 1.0%
above 97° to and including 98°	add an additional 1.25%
above 98° to and including 99°	add an additional 1.5%
below 96° to and including 95°	deduct 1.60%
below 95° to and including 94°	deduct an additional 2%
below 94° to and including 93°	deduct an additional 2.5%

It is important to note that this scale is cumulative, so if the sugar delivered was 98 degrees Pol, then it would receive a premium of 1.0% (96-97 Pol) + 1.25% (97-98 pol) = 2.25%.

Should someone deliver sugar at 96 Pol, then no adjustment would be necessary as that is the standard Pol baseline used. When sugar below 96 Pol is delivered, the penalties outlined in the table would apply. The ICE 11 raw sugar futures prices are quoted at basis 96 degrees of Pol.

### HOW IS THE IPS ADJUSTMENT APPLIED?

The IPS tonne price quoted for QSL Pools is also based on the standard 96 degree Pol baseline, with payments to suppliers subsequently adjusted to reflect the Pol levels of the sugar they have delivered. For example:

- » Mill A produces 10 tonnes of sugar at 98 Pol
- » Mill B produces 10 tonnes of sugar at 99 Pol

While both mills have produced the same number of tonnes, Mill B has effectively produced more sugar sucrose and therefore should be paid more for this.

To recognise the difference in Pol and pay accordingly, QSL adjusts the mills' tonnes to be both basis 96 degrees by applying the International Pol Scale, as illustrated below:

- » Mill A's tonnes becomes 10 tonnes x 1.0225 = 10.225 tonnes IPS
  - » Mill B's tonnes becomes 10 tonnes x 1.0375 = 10.375 tonnes IPS
- If the QSL Pool price is \$400 per tonne IPS:
- » Mill A would be paid for 10.225 tonnes IPS @ \$400 = \$4090.
  - » Mill B would be paid for 10.375 tonnes IPS @ \$400 = \$4150

As you can see, both mills have produced the same number of tonnes actual sugar, but Mill B has received a higher payment than Mill A which recognises the higher Pol of the sugar they produced. In short, the effect of the IPS formula is to pass on directly from the market the additional value paid for higher Polarisation sugar.

### DIFFERING SUGAR BRANDS

The above calculation has been simplified for explanatory purposes, with the actual calculation more complex in practice. As a marketer, QSL may request supplying mills to make different brands of raw sugar that are suitable for certain markets only. A brand of raw sugar is identified by a range of Polarisation. Queensland's major brand of raw sugar is 'Brand 1' – a raw sugar with Polarisation in the range of 98.7 and 99.01 degrees which can be sold to a majority of refiners around the world.

When a sugar mill makes a raw sugar other than Brand 1, it changes the amount of raw sugar that can be recovered from cane as crystal sugar and the purity of the molasses made. Where raw sugar other than Brand 1 has been produced, the IPS tonnes calculation adjusts the tonnage to be an equivalent tonnage of Brand 1 sugar with a polarisation of 98.95 degrees, taking into account the actual amount of Reducing Sugars and the Ash and water content of the raw sugar produced.

The outcome of this IPS tonnes calculation is to ensure millers and growers are indifferent to which brand of raw sugar QSL requests their mill make, while still rewarding the millers for the higher overall quality of the raw sugar produced and rewarding growers for the overall higher quality cane supplied.

### CALCULATING IPS

QSL primarily quotes pool values and other pricing in IPS tonnes, however forward pricing is generally done in tonnes-actual figures.

While the IPS calculation is ultimately dependent on your CCS figure, growers who wish to estimate an approximate IPS conversion from actual tonnes can do so by dividing the tonnes actual figure by 1.037.

For example: \$400 tonnes actual divided by 1.037 = \$385.72 tonnes IPS (approximately).

Please keep this necessary conversion in mind when assessing ICE 11 prices or electing to undertake forward pricing.

### SIGN UP & STAY UP-TO-DATE

Sign up to our free SMS service and get daily price information sent directly to your mobile phone. Register via our website: <http://www.qsl.com.au/news-media/sms-registration-form>.

You can also subscribe to our weekly electronic newsletter and have QSL news and updates delivered directly to your inbox: <http://www.qsl.com.au/media-publications/sign-updates>

## DEAR GROWER,

Preparations for the 2016 crushing season are well progressed, with less than two months before steam trials are scheduled to start at the mills. The final section of the new Inkerman stack - our largest capital project this year - is expected to be lifted into position tomorrow morning. Assembly of the Herbert's new cane bins has also commenced.

Pleasingly, all regions received substantial rainfall last month, including areas which had missed out on previous falls. Ingham received almost half of its mean annual rainfall in March, with 828.2mm recorded. While the Burdekin received its most significant rain in more than a year, unfortunately it was still not enough to replenish the lower delta aquifer. Hopefully there will be further rain to come, with above-average rainfall still predicted for the next few months.

The crop estimation process should be finalised by the end of this month. We expect the crop to be stronger than our early predictions, particularly in the Burdekin, where early plant cane is looking excellent.

The sugar price has recovered well since its stumble early in the year but remains volatile. It was great to see the market reach more than US16c/lb late last month, although it has since retraced some of that gain. There is a clear consensus among market analysts for a global supply deficit for the coming production year, which should provide a more constructive price environment than recent years.

*Best regards,  
John Pratt  
Executive General Manager  
North Qld*

## INDUSTRY NEWS

### APRIL CANE PAYMENTS FOR 2015 SEASON

The April cane payment will be made to growers on Thursday 21 April. The QSL advances are based on an increased 90 per cent (previously advised as 87.5 per cent), or a 5 per cent payment, of growers' net sugar price.

An updated advance schedule, reporting both QSL and Wilmar pool values, has been uploaded to the grower forecast. Growers can also download their latest cashflow forecast, via the pricing website. Please note the cane values provided are indicative only and do not include GST, allowances or any lien, levy or other deductions.

### GROWER PRICING TEAM CHANGES

The Grower Pricing team has welcomed a new addition.

Sarah Moriarty has commenced work in the Townsville office this week in the role of Graduate Grower Pricing Officer. Sarah has recently completed a dual degree in a Bachelor of Agribusiness and Bachelor of Applied Science at the University of Queensland's Gatton Campus.

The team's previous graduate, Simon Haire, has been appointed to the role of Grower Pricing Officer and is based at Proserpine Mill, from this week.

Simon has been with the Grower Pricing team since November 2014.

He has spent significant time in the Proserpine and Plane Creek regions during the past year, working with Neil Cawthorne, who retired earlier this year.

### SAFETY IMPROVEMENTS RECOGNISED

Two Wilmar Sugar mills were recognised last month for projects demonstrating their commitment to safety and innovation.

The teams at Plane Creek Mill and Victoria Mill received Very Highly Commended certificates in the "Best solution to a workplace problem" section of the Australian Sugar Milling Council Safety Awards. The awards were presented at the annual Sugar Milling Industry Safety Conference, held in

Bundaberg.

Plane Creek Mill was recognised for engineering modifications which have improved both access and safety for shredder maintenance. The design changes to the shredder have significantly reduced manual handling risks and confined space issues.

Victoria Mill implemented an engineering solution to fully isolate the cane bin feeder area to protect employees required to work within the feeding station.

Seven Wilmar Sugar projects were nominated for the inaugural safety awards.



ASMC CEO Dominic Nolan with Plane Creek Mill Plant Manager Craig Muddle, Herbert Operations Manager Adam Douglas and ASMC Chairman John Pratt.

### APPRENTICE ACCOLADES

Congratulations to Proserpine Mill apprentice Kieran Wheatley (pictured below, centre), who was named Diesel Fitting Apprentice of the Year at Tec-NQ's Apprentice Awards Dinner.

The annual awards are held to recognise the best Tec-NQ apprentices across all trades.

Fellow Wilmar Sugar apprentice Samuel Lindsay (pictured right) was also a finalist in the Diesel Fitting Apprentice section.





# Advances and payments by pricing category



## 2015 SEASON: HERBERT, BURDEKIN & PLANE CREEK

4 April 2016

		US Quota	Wilmar Managed Pool	FSP 2 - 2 Season Forward Pool	FSP 3 - 3 Season Forward Pool	Actively Managed Pool	Guaranteed Floor Price Pool	Harvest Pool	Totals & Averages
<b>POOL PRICES</b>									
Previous Net Pool Price Estimates	A/t IPS								
27 Mar 2015		\$545.48	\$359.83	\$407.04	\$423.30	\$362.82	\$393.79	\$360.77	
24 Apr 2015		\$545.84	\$374.53	\$423.57	\$433.97	\$386.21	\$400.93	\$384.38	
29 May 2015		\$557.58	\$356.26	\$415.32	\$430.45	\$368.78	\$400.12	\$365.94	
30 Jun 2015		\$562.46	\$358.07	\$416.65	\$431.22	\$377.25	\$400.03	\$369.39	
31 Jul 2015		\$583.99	\$337.82	\$413.72	\$430.54	\$374.38	\$401.93	\$359.37	
28 Aug 2015		\$605.63	\$323.69	\$417.38	\$431.68	\$370.14	\$400.97	\$352.64	
25 Sep 2015		\$612.43	\$358.47	\$423.43	\$437.76	\$382.23	\$403.06	\$361.27	
30 Oct 2015		\$608.16	\$393.55	\$434.40	\$443.61	\$405.34	\$405.90	\$385.08	
27 Nov 2015		\$601.53	\$394.38	\$434.05	\$443.38	\$414.80	\$406.89	\$386.09	
25 Dec 2015		\$605.01	\$399.24	\$434.38	\$443.63	\$416.23	\$406.80	\$387.77	
29 Jan 2016		\$619.24	\$385.19	\$429.83	\$438.82	\$409.84	\$405.70	\$378.01	
26 Feb 2016		\$616.57	\$388.97	\$433.25	\$440.41	\$412.97	\$405.58	\$381.15	
Current Gross Pool Estimate	A/t IPS	\$694.80	\$385.24	\$436.70	\$441.37	\$416.98	\$407.66	\$385.61	
Shared Pool Premiums	A/t IPS	-\$54.65	\$30.91	\$30.91	\$30.91	\$30.91	\$30.91	\$30.91	
Shared Pool Charges	A/t IPS	-\$32.53	-\$32.53	-\$32.53	-\$32.53	-\$32.53	-\$32.53	-\$32.53	
Net Pool Price Estimate	A/t IPS	\$607.62	\$383.62	\$435.08	\$439.75	\$415.36	\$406.04	\$383.99	
25 March 2016 Pool Reports	A/t IPS	\$607.62	\$383.62	\$435.08	\$439.75	\$415.36	\$406.04	\$383.99	
<b>ADVANCE RATES</b>	<b>A\$/t IPS</b>	<b>% Advance</b>	<b>Status</b>						
<b>In-Season \$ Rates</b>									
Initial	\$227.00	Paid	\$227.00	\$227.00	\$227.00	\$227.00	\$227.00	\$227.00	\$227.00
20 Aug 2015	\$243.00	Paid	\$243.00	\$243.00	\$243.00	\$243.00	\$243.00	\$243.00	\$243.00
22 Oct 2015	\$266.00	Paid	\$266.00	\$266.00	\$266.00	\$266.00	\$266.00	\$266.00	\$266.00
17 Dec 2015	\$304.00	Paid	\$304.00	\$304.00	\$304.00	\$304.00	\$304.00	\$304.00	\$304.00
<b>Post-Season Differential Rates</b>									
21 Jan 2016	80.00%	Paid	\$484.01	\$319.39	\$347.50	\$354.90	\$332.98	\$325.44	\$310.21
18 Feb 2016	82.50%	Paid	\$510.88	\$317.79	\$354.60	\$362.03	\$338.11	\$334.70	\$311.85
17 Mar 2016	85.00%	Paid	\$524.08	\$330.62	\$368.27	\$374.35	\$351.03	\$344.75	\$323.98
21 Apr 2016	90.00%	Scheduled	\$546.86	\$345.26	\$391.57	\$395.77	\$373.82	\$365.44	\$345.59
19 May 2016	95.00%	Scheduled	\$577.24	\$364.44	\$413.33	\$417.76	\$394.59	\$385.74	\$364.79
23 Jun 2016	97.50%	Scheduled	\$592.43	\$374.03	\$424.20	\$428.76	\$404.98	\$395.89	\$374.39
Final	100.00%	Scheduled	\$607.62	\$383.62	\$435.08	\$439.75	\$415.36	\$406.04	\$383.99
<b>FORECAST RETURN FOR A 'DEFAULT GROWER' (i.e. A grower with no Forward Pricing or QSL Fixed Tonnage Pools)</b>									
% Allocation to US Quota and Harvest Pools			2.39%					97.61%	100.00%
Advances to be Paid on 21 April 2016	A/t IPS		\$546.86					\$345.59	\$350.41
Final Forecast Advances to be Paid	A/t IPS		\$607.62					\$383.99	\$389.34
% Paid Season-to-Date			90.00%					90.00%	90.00%

### Notes to Advances Program

#### Forward Pricing pools

In addition to the above pools, many growers have undertaken pricing via Wilmar's Forward Pricing program, namely under the Target Price and Call Pool pricing mechanisms. The final returns from these pools are subject to the same Shared Pool adjustment as for the ICE No.11 pools referred to above.

#### Shared Pool Element

The 'Shared Pool Premiums' and the 'Shared Pool Charges', as shown above, together comprise the 'Shared Pool Element' as defined in the Forward Pool and Pricing Agreement (FPPA).

#### General information

Advances are quoted EXCLUSIVE of GST. All advances are subject to QSL Board approvals, final returns for each price category, Wilmar's final sugar production for the season and tonnage allocations to various pricing methods. All growers who have used any form of Forward Pricing will have different advances depending on their price outcomes and tonnages fixed.

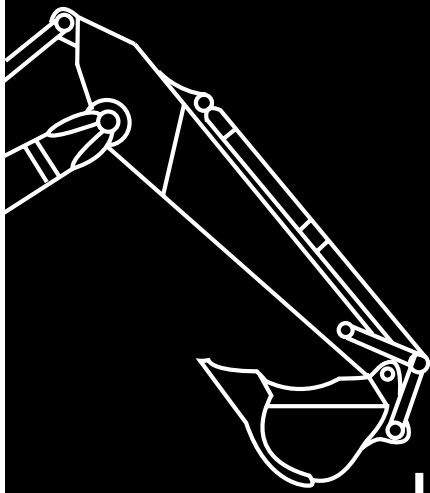


# Wilmar Sugar Update



## INKERMAN SUGAR MILL - STACK REPLACEMENT PROGRESSION





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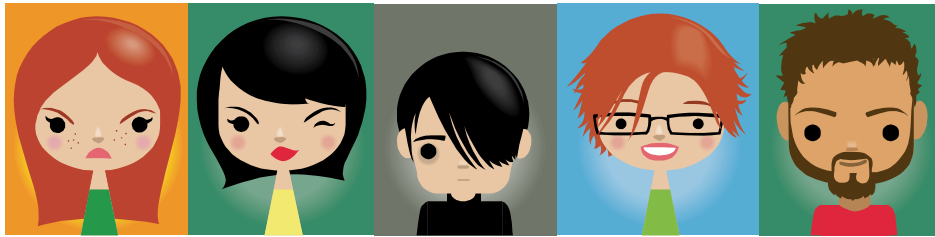
# CORES Burdekin

## COmmunity Response to Eliminating Suicide

### One Day Suicide Intervention Training

Saturday May the 14<sup>th</sup>

Bookings Essential



Imagine these faces to be family, friends, neighbours or work colleagues.

Can you pick which one is having troubling thoughts? Would you know?

If you did suspect something, could you deal with it?

What happens if a person can't cope ... will someone be there for them?

This one day CORES training will give you the skills and confidence to recognise then assess a person who may be at risk of self harm or suicide.

**Venue:** Burdekin PCYC 164 Macmillan Street  
Ayr

**Cost:** Free- BYO Lunch

**Time:** 9am-5pm

**Contact:** Ross Romeo CORES Qld Co-ordinator  
Mobile: 0427 455 313

[coresqld@kentishrc.com.au](mailto:coresqld@kentishrc.com.au)

*"By the Community For The Community"*

Face book: CORES Qld

[www.cores.org.au](http://www.cores.org.au)



*Home Hill State Primary School - Date unknown*



*Ayr Hospital*





*Royal Mail Wagon - Ayr - 1890*



*Twisted Railway bridge in floods*



*Burdekin River in Flood 1875*



*Burdekin River Railway Bridge destroyed in flood*





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# Interesting News Articles

## NORTHERN LAND COUNCIL 'BAFFLED' BY NT GOVERNMENT'S NEW PLAN FOR DEVELOPING ORD STAGE 3

By Matt Brann, ABC Rural - [www.abc.net.au/rural](http://www.abc.net.au/rural)

The head of the Northern Land Council says his organisation is 'baffled' by the Northern Territory Government's new plan for developing the third stage of the Ord Irrigation Scheme.

The government announced its new approach to Ord Stage 3 on Sunday, by launching a Request for Proposal (RFP) process to find a private company to develop up to 14,500 hectares of new farming land in the NT.

The development would see the Ord scheme extended across the WA/NT border.

The announcement signals a very sudden and complete change of direction from the government's previous strategy of developing Ord Stage 3 gradually, starting with a small parcel of land known as Ord Stage 3A.

Northern Land Council (NLC) chief executive Joe Morrison said traditional owners were given no say in the government's new approach and did not see any direct details until the government's press release.

"We found out about this intention for a change in the approach [to Ord Stage 3] early in March, and then saw the expressions of interest go out to the public yesterday," he told ABC Rural.

"We're quite baffled by the new approach to developing all of the Ord [Stage 3], as opposed to what we were heavily involved in, negotiating with native title holders, the small parcel of land known as Ord Stage 3A.

"So this is quite baffling in many ways and we are quite disturbed about the sudden change in direction by the NT Government." Mr Morrison said the previous negotiations about Ord Stage 3A were "quite advanced" and there were questions now on whether that lengthy process had been futile.

"I think there are all sorts of questions that need to be raised in relation to the change in approach by the NT Government," he said.

"I think native title holders will be concerned about their concerns being ignored in relation to sacred sites and the rapid departure of the negotiations over the smaller area (Ord 3A)."



Photo: Ord Irrigation Scheme expanding towards the Northern Territory border. (Supplied: NT Government)

In 2012, the NT Government gave Ord Stage 3 major project status and set up the Ord Development Unit with a budget of \$400,000 per year.

Primary Industry Minister Gary Higgins said the Ord Development Unit had done a lot of the preparatory work, and the timing was now right to find a private company to get involved.

"We now consider that a proponent-led development is the best option and will put the native title holders in direct contact with the end developer, enabling a better outcome for both parties," he said.

"The proponent would be responsible for negotiating with native title holders, building the necessary irrigation channel infrastructure and seeking all of the necessary approvals, including sacred site and environmental approvals to develop the Ord Stage 3 irrigated agricultural area."

Mr Higgins would not be drawn on suggestions the Ord Development Unit had achieved little, or that native title negotiations had been put in the too-hard basket and handed over to a private company to deal with instead.

"We're hoping to finish this Request for Proposal and have it all ticked off by July [2016]," he said.

"And in the documents that have gone out we've put a five-year time frame for people

to get this development up and running."

The Chinese company developing Ord Stage 2, Kimberley Agricultural Investment, has said on numerous occasions that its multi-million dollar plan to develop a sugar industry in the north would not come to fruition unless it was given access to Ord lands in the Northern Territory.

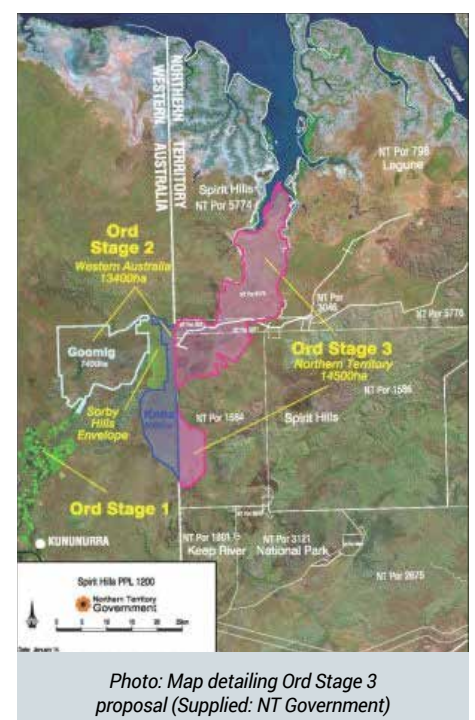


Photo: Map detailing Ord Stage 3 proposal (Supplied: NT Government)

# Interesting News Articles

## SUGAR TAX: 20 PER CENT TAX ON SUGARY DRINKS WILL SAVE 1,600 LIVES OVER 25 YEARS, SAYS STUDY

By Simon Lauder, staff - [www.abc.net.au/rural](http://www.abc.net.au/rural)

A 20 per cent tax on sugary drinks will save 1,600 lives over 25 years and reduce the burden of diabetes, heart disease and stroke, say sugar tax advocates following the release of a study.

### KEY POINTS:

- » 20pc tax would see 12.6pc decrease in consumption
- » Tax would raise \$400m a year to spend on obesity prevention
- » Tax has potential to change behaviour in adolescents
- » Soft drink industry disputes effectiveness, says weight gain would come from other sources

But the soft drinks industry says increasing the cost to consumers would not save a single life because people would only replace soft drinks with other sources of sugar or fat.

Debate has been bubbling away in Australia since the British Government decided to proceed with a tax on soft drinks last month.

Health groups, including the Obesity Policy Coalition, the Cancer Council and Diabetes Victoria, are hoping to put more fizz into the debate with the release of modelling to show what such a tax could achieve in Australia.

The modelling was based on a 20 per cent tax on soft drink sales.

Jane Martin, from the Obesity Policy Coalition and co-author of the study, published in the journal PLOS One, said a 20 per cent tax on soft drinks would work, and it would also raise \$400 million a year to be spent on obesity prevention.

The research also found the tax could also

save about \$29 million a year in health expenditure.

### SUGAR QUIZ: HOW MUCH SUGAR IS IN OUR FOOD?

"There would be a 12.6 per cent decrease in consumption and the flow-on effects from that relatively small decrease across a population over time would result in fewer cases of diabetes, heart disease and stroke and over time it would also save lives," Ms Martin said.

"Around 1,600 lives potentially would be saved over 25 years."

Previous studies showed a 20 per cent tax could also reduce total energy consumption by about 10,000 kilojoules per person per year, cutting body weight by 0.93 kilograms.

Ms Martin said sugary drinks were the largest source of added sugar in Australian children's diets.

"With one-in-four children and 67 per cent of adults now overweight or obese, we need decisive action by government to address the growing health burden of overweight and obesity in this country," she said.

Despite the impact on consumption of the proposed 20 per cent price hike being considerably less – 12.6 per cent – Ms Martin said the tax would be worth it.

She said the research had shown two-thirds of Australians were in favour of the tax.

"Even a small change in consumption can have a big impact over time; a small change in body mass index and weight can have a big impact on someone's health outcomes," she said.

"This would have a bigger impact on people who are high consumers, so particularly

young people, and they're more price sensitive.

"The potential to change behaviour in adolescents ... who are high consumers, drink a lot of soft drink, that can be very impactful because that can take them through the rest of their life and change habits early."

University of Queensland researcher Dr Lennert Veerman said Australians in lower socio-economic groups were disproportionately affected by diet-related illnesses and were likely to experience health improvements.

"A sugary drinks tax is not currently on the political agenda in Australia, but this study and international experience suggest it should be considered as part of any tax reform process," he said.

"Policymakers have cited limited available evidence as a barrier to policy progress in the area of taxes on unhealthy foods, so we expect the detail in our study will be useful to them."

But the CEO of the Australian Beverages Council, Geoff Parker, said it was too early to make conclusions about soft drink taxes.

"There is no discernible impact on obesity from a soft drink tax," he said.

Mr Parker said he did not think a tax on sugary drinks would save lives.

"Because sugar, and sugar in soft drinks, is not a unique contributor to overweight [sic] and obesity," he said.

"People who consume more kilojoules than what they burn throughout the course of the day are going to put on weight regardless of where those kilojoules come from."

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# Interesting News Articles

## QUEENSLAND'S CANE INDUSTRY MILESTONE TARNISHED BY ONGOING CRITICISM OF GREAT BARRIER REEF RUN-OFF

By Lara Webster, QLD Country Hour - [www.abc.net.au/rural](http://www.abc.net.au/rural)

In the face of renewed criticism following the Reef 2050 Plan, cane growers have reached a milestone with best management practice programs.

Canegrowers CEO Dan Galligan said statewide, 56 per cent of Queensland's cane land had now been benchmarked against the SmartCane Best Management Practice [BMP] guidelines.

A recent study found Queensland would not reach its target of an 80 per cent reduction in run-off by 2025 and some farms may need to be shut down.

However, Mr Galligan said this milestone showed farmers were dedicated to the health and welfare of the Great Barrier Reef.

The benchmark is the first stage of the BMP process where growers assess their current practices; the next stage is accreditation.

"The accreditation is the really important bit for community and outcomes but for us, getting growers motivated to do it in the first place is really important," Mr Galligan said.

"The program has really gained momentum through the course of the last 12 months as growers are starting to grasp onto it as their approach to deal with environmental sustainability."

### GROWERS SAY EFFORTS TO PROTECT REEF IGNORED

Despite the progress, cane farmers are angry at ongoing criticism about their efforts to reduce run-off onto the Great Barrier Reef.

Mackay canegrower and representative, Greg Plath, said it was frustrating he could not get his message heard.

"As an elected grower's representative, I am continually inviting ministers and researchers to come and see what we do on our farm," he said.

"The ones that do come are surprised at what we are doing now and what we have done over the last 50 and 60 years on our farms to reduce our downstream impacts.

"I think sometimes there is not enough recognition given to that."

Tony Ross is a cane grower at Marwood, near Mackay.

He said he hoped a compromise could be reached between researchers, governments, farmers and environmentalists.

"I think we will meet with a compromise," he said.

"It is just a matter of society realising that growers are trying to do their best and people have to understand where their food and fibre comes from."

## QUEENSLAND NICKEL WORKERS FIND JOBS IN SUGAR CANE THANKS TO ENTERPRISING WOMAN

ABC Rural - [www.abc.net.au/rural](http://www.abc.net.au/rural)



Photo: Angie Bramwell works from her back deck to help retrenched workers. (ABC Rural: Mark Jeffery)

One woman's initiative and practical thinking is helping unemployed Queensland Nickel workers move into the sugar cane industry.

Angie Bramwell's husband is one of more than 500 people who lost their job at the refinery after Queensland Nickel went into voluntary administration last month.

Ms Bramwell saw refinery workers out of work, and that cane contractors needed workers, and

became a conduit to connect the two.

"The cane season starts off with the harvesting of cane on the Queen's Birthday weekend in June," Ms Bramwell said.

"Most of the recruiting will start this week for the next two to three weeks.

"I'm volunteering my time to do the recruiting and the connecting between the employers.

"I'm not trying to take work off locals. If there's returning seasonal workers, by all means, take them.

"What I'm trying to do is get those excess-to-requirement local jobs and get these Townsville people into them."

Ms Bramwell saw that many workers were not confident enough to approach cane contractors, so she decided to help.

She has also been helping retrenched workers get practical qualifications such as a heavy rigid truck licence for sugar cane haulage work.

"From our little backyard in Ayr, I thought damn it, I can do anything. We're all in the same boat," she said.

"People need money to pay their bills. And people need jobs even for their self esteem and also for the finances.

"It's able to be achieved by getting people into sugar cane. It's giving them a period of five to six months' work."

Ms Bramwell can be contacted via email: [abramwell1@me.com](mailto:abramwell1@me.com)



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# Interesting News Articles

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## NEW FOREIGN INVESTMENT FIGURES SHOW CHINA'S APPETITE FOR AUSSIE FARMS

By Arlie Felton-Taylor, ABC Rural - [www.abc.net.au/rural](http://www.abc.net.au/rural)

The push to buy Australian farmland and buy into agribusinesses continues to grow, with one report showing an overall jump of \$1.9 billion in proposed agricultural investment, year-on-year.

The figure comes from the Foreign Investment Review Board's (FIRB) latest annual report, which indicates an increase in the value and volume of foreign investment in Australia, with China the lead investor in the past year, followed by the United States.

It also shows an extra 17 proposed investments faced scrutiny by the FIRB, thanks to the lowering of thresholds from \$252 to \$15 million to trigger a FIRB review.

Another report, *Demystifying Chinese Investment in Australia*, released on Monday by the University of Sydney and KPMG, drills down into actual deals.

University of Sydney professor Hans Hendrichske is a co-author the report, and said his study gave a more realistic picture of the situation than the FIRB's annual figures.

"They have a large number of applications. Many of those applications may in fact be for the same project in the end, so it gives a trend and indicates interest but it doesn't give an overview of actual deals," he said.

### **BULLISH OUTLOOK FOR CHINESE INVESTMENT IN AGRIBUSINESS**

Professor Hendrichske said the study found \$375 million was spent in 12 deals across industries such as dairy, beef and cotton.

He said while there had been slow growth in the agribusiness space, last year had been somewhat of a breakthrough.

"One of the reasons why Chinese investors

come here and why agricultural trade is growing is there's a crisis in the food market, a crisis of confidence, and people don't trust food security in their own country in China, and the place to go is Australia," Professor Hendrichske said.

He said Australia's clean and green image – shared by New Zealand – plus strong regulatory framework to guarantee food safety were very attractive.

Investors think the outlook for Australia is bullish.

"Our analysis is that it's taken a long time for Chinese investors to sort out the market, but we are ahead now of a period of further growth, as all indicators tell us," he said.

Professor Hendrichske said researchers had spoken to a number of senior executives of Chinese companies, who said they invested in Australia on the basis they wanted profit and long term stable returns.

He said the free trade deal with China was also significant.

"It will facilitate that export back to China and import of whatever materials, so overall that was a strong factor," the professor said.

### **DISCERNING HYPE FROM GENUINE INQUIRY**

On Queensland's Darling Downs, an area with rich agricultural assets and businesses, sorting out the fanciful from the fair dinkum shows an interesting trend.

Andrew Webster is a director of a local real estate and valuation firm, and said there would always be "tyre-kickers" just seeing what was about.

"I would say that a quarter to a third of our inquiries are genuine or come from genuine roots, but when it comes to engaging

the services of not only us but someone to act on our behalf, I'd say that that number would halve," he said.

Mr Webster said the hype around foreign investment had died down a bit, but when you talked genuine inquiry resulting in actual deals, there was still significant interest.

"Locally we've probably seen a decrease in inquiry in the last three to four months compared to eight to 12 months ago, but still probably the same amount of genuine inquiry," he said.

"We're still seeing inquiry from Asia, predominantly China and Korea but also the UK.

"These guys are still looking to invest in Ag, which doesn't necessarily mean owning Ag land, but just investing in Australian agriculture.

"We're also seeing a lot of interest from overseas companies wanting to set down roots on the Downs purely off the back of the new airport we've got here."

Mr Webster said the focus was mostly on the cattle industry.

"[We are] seeing a lot in that protein space, so beef would be number one followed by small crops and grain," he said.

"[They are] really looking to invest in Australian supply chains again. It's not a secret they're trying to shore up supply for the rising middle class.

"The businesses with foreign money behind them on the Downs are still looking to increase and get bigger, but what we see is a lot of inquiry that doesn't register FIRB action, so under \$15 million."



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# Interesting News Articles

## AUSTRALIA'S LARGEST SUGAR MILLER WILMAR TO HEAD BACK TO NEGOTIATING TABLE WITH CANE GROWERS

By Craig Zonca, QLD Country Hour - [www.abc.net.au/rural](http://www.abc.net.au/rural)

The nation's largest sugar miller, Wilmar, has signalled it will meet with cane grower collectives for the first time since controversial legislation was passed by Queensland Parliament last December.

The laws require millers to allow farmers a choice of marketer for what is termed "grower economic interest" (GEI) raw sugar. The Australian Sugar Milling Council had labelled the laws unjust and threatened court action to quash the legislation.

Wilmar has now written to its growers saying it was "putting together agreements that comply with the new law".

"There is still a lot of work to be done to make sure we get this right, especially given the complex issues that the legislation has thrown up," Wilmar's John Pratt said.

"Our approach will ensure that we effectively manage commercial risks for Wilmar and growers."

But the Singaporean-owned company would not rule out pursuing future legal action.

"I think we reserve our rights in that regard, but really that's not our focus," Mr Pratt said.

"Our focus right now is meeting with our growers and growers representatives."

### TIME TICKING FOR SUPPLY CONTRACTS

Current cane supply contracts expire at the end of the 2016 season, creating headaches for both millers and growers who want to take advantage of the very strong prices being paid for sugar globally.

Without a supply contract in place, growers are unable to forward price.

The chairman of lobby group Canegrowers, Paul Schembri, said Wilmar's move was a

"positive development".

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"Certainly we're not getting carried away...I'm under no illusions as to how difficult a conversation is yet to be had," Mr Schembri said.

"But we think this is pushing this issue in the right direction now."

Wilmar's letter to growers said the company would begin discussions, "without prejudice", with Canegrower collectives on April 19.

"We will be offering all GEI marketing entities the same type of commercial arrangements," Mr Pratt said.

Canegrowers said Wilmar's willingness to come to the table was an acknowledgment that there could be a workable outcome for all involved in the long-running standoff over raw sugar marketing.

"It's a major change in language; it's a substantial advancement from where this industry has been in relation to this raw sugar marketing dispute," said Mr Schembri.

"We now have a greater level of confidence that a contract can be made for 2017."

### HANDLING AND STORAGE

#### ANOTHER PUSH POINT

The handling and storage of export-ready raw sugar is set to become another flash point in the bitter stoush over marketing.

Queensland Sugar Limited (QSL) is currently contracted to operate Queensland's six bulk export terminals owned by growers and millers under the company Sugar

Terminals Limited (STL).

Mr Pratt claimed that was a fundamental conflict of interest in the new marketing environment as Wilmar and QSL would be competing for the marketing rights of GEI sugar.

"We believe it's inappropriate to have a fellow competitor operating the terminals," he said.

STL has commissioned a review of its operations in light of the changed marketing rules for the 2017 season.



Photo: Milling company Wilmar is set to be back at the negotiating table with Canegrower collectives in April. (Supplied: Josh Galletly)



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# Interesting News Articles

## CANE GROWER SAYS LEGUMES ARE THE KEY TO PROTECTING THE GREAT BARRIER REEF

By Lara Webster, QLD Country Hour - [www.abc.net/rural](http://www.abc.net/rural)

Could legume production be the key to improving water quality on the Great Barrier Reef?

Mackay region cane grower and Nuffield scholar Simon Mattsson would say it is, without a doubt.

Despite recent criticism that industry best management practice programs won't deliver the water quality targets of the Reef 2050 Plan, Mr Mattsson has argued that greater use of legumes as a rotational crop for cane could help protect the reef's future. Mr Mattsson plants legumes as a rotational crop on his cane farm and said the benefits of legumes were numerous.

"A well-managed legume fallow will provide enough nitrogen for the plant cane crop, so right there is the first benefit," he said.

"Not only do you get enough nitrogen for your plant cane crop but it is a form that is very difficult – nearly impossible – to be leached away.

"If you've got a living plant in the soil, it is protecting the soil from raindrop impact ... and so you get a lot less sediment runoff from the field."

While legume rotation is a part of current best management practice strategies, Mr Mattsson said not nearly enough growers were taking up this particular management practice.

In the Mackay district, he has found only a small portion of fallow land has been planted with legumes.

"Within the Mackay region we have roughly 10,000 hectares of fallow a year and over the last couple of years only approximately 2,000 hectares of that – judging by seed sales – has actually been planted to a legume fallow."

When asked why there were not many growers taking up the practice, Mr Mattsson believed there were a number of reasons.

"A lot of growers do not have access to the appropriate equipment and as a general rule, most people do not like change," he said.

"If we could adopt legume rotation 100 per cent across the board, if that was the only thing we did, that would be a huge improvement on where we are today."

Mr Mattsson said now was the time for



Photo: Cane grower Simon Mattsson says more legume rotation would significantly reduce runoff and improve water quality for the Great Barrier Reef. (ABC: Lara Webster)

change to be accepted more widely in the industry, "in a hurry".

"I think as an industry we need to make more of an effort to try and make those of us that are at the bottom of the industry to force change somehow, before regulation forces us all."

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*'Life is what happens while you are busy making other plans.'*

JOHN LENNON



## JOKE OF THE MONTH

Q: What do cars eat on their toast?

A: Traffic jam.

Q: What did the judge say when a skunk walked into the courtroom?

A: "Odor in the court!"

## DID YOU KNOW...?

- » Did you know a crocodile can't move its tongue
- » Did you know your skin is the largest organ making up the human body
- » Did you know a group of owls is called a parliament
- » Did you know Pearls melt in vinegar

## WORD OF THE MONTH

# saturnine

adjective (sat-er-nahyn)

sluggish in temperament;  
gloomy; taciturn.



## SPICED ICE-CREAM TORTE WITH CARAMEL FIG

### INGREDIENTS

- » 1/2 cup (75g) dried cranberries
- » 75g pitted prunes
- » 50g sultanas
- » 175ml port
- » 120g speculaas (Dutch spiced biscuits) or ginger thins (see note)
- » 15g unsalted butter, melted
- » 600ml pure (thin) cream
- » 395ml can condensed milk
- » 1 tablespoon lemon juice
- » 3/4 cup (75g) walnuts, toasted, chopped or (110g) pistachio kernels
- » 1 cup (190g) dried baby figs, quartered
- » 1/2 cup (125g) brown sugar (firmly packed)

### Step 1

Line a 12cm x 26cm x 8cm-deep terrine with plastic wrap, leaving enough overhanging to cover top completely.

### Step 2

Pulse dried fruit in a food processor to roughly chop. Combine in a bowl with the port. Set aside for 2 hours.

### Step 3

Whiz speculaas in a food processor to fine crumbs. Add melted butter and pulse to combine.

### Step 4

Whisk 2 cups (500ml) cream to soft peaks. In a separate bowl, lightly beat condensed milk and lemon juice together. Fold whipped cream into condensed milk mixture, then fold in drained fruit mixture and nuts. Spread a third of the cream mixture over the base

of the lined terrine, then top with half the biscuit mixture. Repeat, finishing with remaining third of the cream mixture. Enclose with plastic wrap, then freeze overnight.

### Step 5

Place figs in a bowl, cover with boiling water, then set aside for 30 minutes.

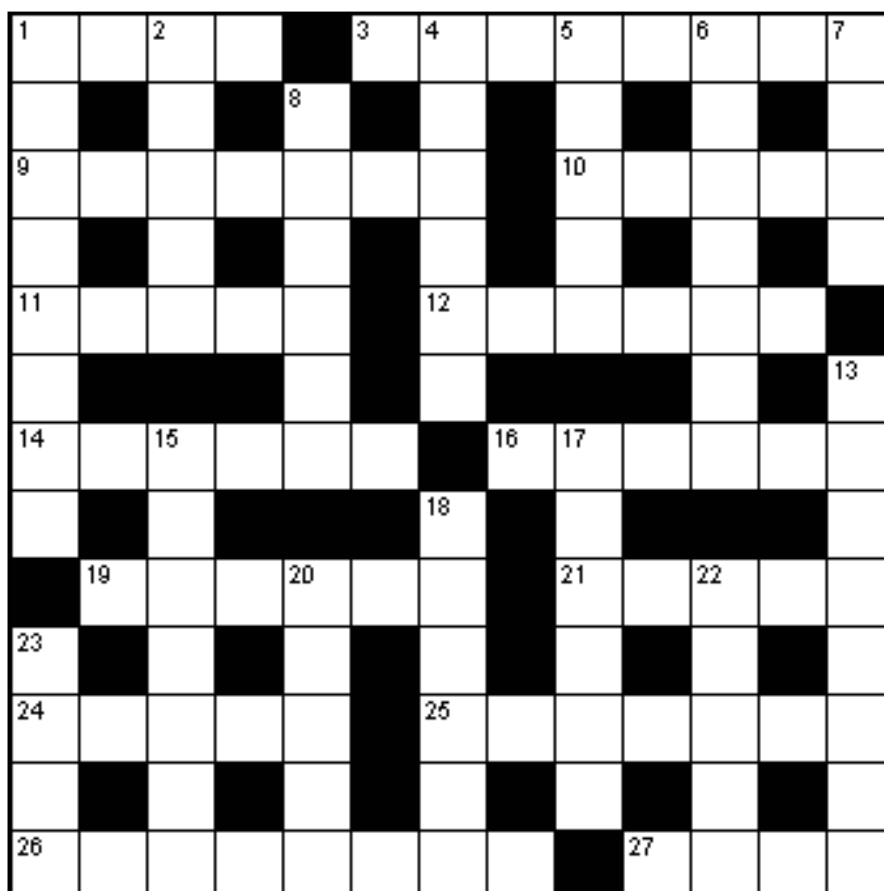
### Step 6

Combine sugar and remaining 100ml cream in a pan over low heat, stirring until sugar dissolves. Drain figs (discard liquid), add to cream mixture and simmer for 1 minute. Cool.

### Step 7

To serve, invert terrine onto a serving plate and spoon over caramel figs with their syrup.

# Crossword



## ACROSS

- 1 Depose (4)
- 3 Marvellous (8)
- 9 Non-professional (7)
- 10 Trite (5)
- 11 Put off till later (5)
- 12 London rail terminus (6)
- 14 Violin (6)
- 16 Perplex (6)
- 19 Robbery at sea (6)
- 21 Scallywag (5)
- 24 Strangely (5)
- 25 Despotism (7)
- 26 Enjoyment (8)
- 27 Sort, category (4)

## DOWN

- 1 Intermittently (2,3,3)
- 2 Personnel (5)
- 4 Merited (6)
- 5 Loose flowing garments (5)
- 6 Keep at bay (4,3)
- 7 Part of the leg (4)
- 8 Engine fuel (6)
- 13 Novice (8)
- 15 Diminish, shrink slowly (7)
- 17 Preposterous (6)
- 18 Marine mollusc (6)
- 20 Bottomless gulf (5)
- 22 Vex (5)
- 23 – and circumstance (4)

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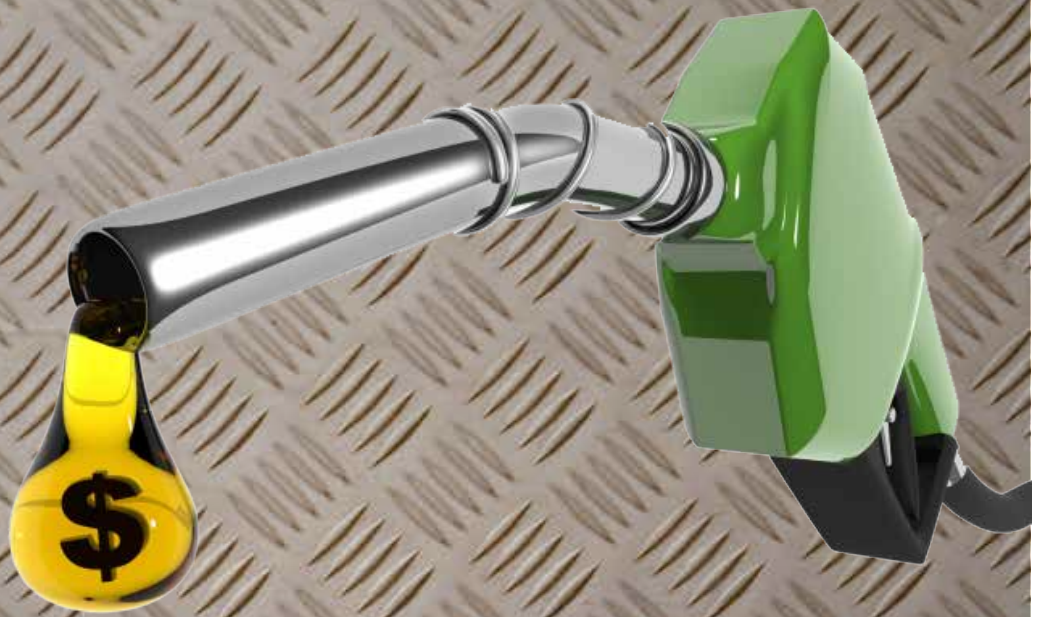
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Down: 1 - Oranoff, 3 - - Oust, 3 - - Terrific, 9 - - Amateur, 10 - - Banal, 11 - - Defec, 12 - - Euston, 14 - - Fiddle, 16 - - Baffle, 19 - - Piracy, 21 - - Scamp, 24 - - Oddly, 25 - - Tyranny, 26 - - Pleasure, 27 - - Type Across: 1 - Oranoff, 2 - Staff, 4 - Earned, 5 - Robes, 6 - fendoff, 7 - Calf, 8 - petrol, 13 - - Neophyte, 15 - Dwindle, 17 - Absurd, 18 - Oyster, 20 - Abyss, 22 - annoy, 23 - Pomp





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