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What a  
*sweet* life!





# Understanding Risk

Are you the type of person to take chances, or to play it safe?

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'Investment risk' is often thought to only be the chance of an investment value falling due to poor market performance. In reality this is just one of the factors that contribute to overall investment risk. Other risks that may potentially have an impact on your investment include:

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# Kalamia Sweet Notes

Designed and printed by:  
Lotsa - Print & Signage  
Phone: 4775 1981

KCGOL acknowledges and  
thanks all contributors.

As the final stages of change occur in the process of de-regulation of the sugar industry, and not without some challenges as we all know with the resolving of Growers Choice, it is apparent that other primary industries are also confronting and dealing with change as well.

The grain industry having moved on from single desk marketing and converting the Australian Wheat Board into a public company which has to compete for growers grain to sell, continues with market driven evolution most lately manifesting itself in a group of large growers in West Australia, backed by financial institutions, wanting to float the industry owned logistics and handling business which is similar to QSL and STL here. The meat industry has seen the shift of emphasis in where in the supply chain can value be extracted and this has seen two entirely different scenarios develop, one where in an unlikely alliance, meat processors and meat workers are both lobbying for some restriction of live export numbers so there is adequate numbers of stock available for throughput at abattoirs to be viable for business and create continuity of jobs, and secondly where one of the previous biggest live exporters now processes nearly all its production into boxed beef and sells value added product direct into Asia.

Last Friday I attended a workshop about BonSucro, the Quality Assurance system I referred to in the December edition of 'What a Sweet Life'.

To explain a bit more of the history of BonSucro, it is an international initiative that is the evolution of the Better Sugar Initiative. Its objective is to provide a globally accepted certification of sugar that has been produced in an ethical manner with regard to environment, workforce and

society.

In June 2005, thirty significant stakeholders in the global sugarcane industry identified the key social and environmental impacts of sugarcane production and discussed how best to address these impacts through a collaborative approach. Producers who adopt better management practices can expect more efficient production to increase their net margins, improve social and environmental outcomes and are more likely to retain preferential access to sectors of the market concerned with responsible (or sustainable) sugar.

Why is all this relevant to Kalamia members? Because it is a heads-up on what might be a future change for growers. Amongst those in attendance at the workshop last Friday, which covered a very broad range of industry sectors, were senior executives from Kellogg's Asia Pacific and Coca Cola. They stated their companies had committed to only sourcing product with ethical certification

(which in the case of sugar is by BonSucro) by 2020. They are out to protect the value of their brand from things like the Nike clothing and footwear scandal etc. after unethical practices in manufacture of product were publicised world-wide. I understand all millers in Australia have signed to be members of the program.

What does that mean for growers? The Certification will be held by the mill not the cane grower but the mill will have to be able to demonstrate the farming practices for cane used in producing Certified Sugar complied with the objectives of the standard. It appears growers using Smartcane BMP will largely satisfy this test. Whilst this is a voluntary scheme in Queensland, it was stated at the workshop that in NSW the CSA between growers and mill actually includes



the grower agreeing to abide by the NSW Code of Best Management Practice.

Needless to say there was much discussion about where these concepts delivered "a right to be able to do business" which implied an internal cost to be borne and where they delivered a Value Add that might create revenue in the supply chain. In a sobering comment the workshop was told that acting in a manner that met certification didn't guarantee business and that one mill, having held the sales contract for many years with a major manufacturer who was looking for product to be certified, was displaced by another supplier just a week after becoming a certified mill. Having tried to fulfil their customer's needs they were not happy but the change was driven by other factors.

However I encourage all of you who have not committed to Smartcane BMP to consider doing so, or at least know what is involved and how long it would take you to comply, so you can position your business appropriately if BonSucro becomes a demanded standard in the world market place in the future. It is not imminent on a large scale but 2020 is not that far away for the likes of Coca Cola and Kellogg's.

Regards, David

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## Contracts, trade terms and payments

QSL is responsible for the shipment and sale of approximately 2 million tonnes of Queensland raw sugar every year. As well as coordinating the logistics required for shipment, the QSL Operations team also oversees the payment arrangements for each of these sales. This week QSL Marketing and Operations Manager Patricia Doobay explains the systems in place to ensure that efficient and timely payment is received for the sugar we sell on behalf of our Members.

At the core of most trade is the negotiation of an agreement between a buyer and a seller which binds both parties to the performance and execution of specific contract terms. This includes the obligation of the seller to deliver goods and/or services, hand over specific documentation, and arrange the transfer of property in exchange for payment in a specified currency. QSL's contracts for bulk raw sugar are typically written in accordance with the Sugar Association of London rules that were founded back in 1882 to provide rules and contract conditions for the proper conduct of the raw sugar trade. These rules include clauses that commit to quantity, quality, delivery time and place, and payment terms.

accepted by governments and legal bodies, "Incoterms 2010" is regularly used in contracts around the world.

### QSL'S SALES ARRANGEMENTS

QSL's sale contracts primarily use three Incoterms: CIF, CFR and more recently FOB. These Incoterms outline certain risks and costs associated with the shipment and delivery of bulk raw sugar cargoes as contracted with our customers, and can be briefly defined as follows:

- » CIF (Carriage, Insurance and Freight) – This is when the seller must pay for the marine insurance, delivery to the loading terminal, cost of loading into the ship and delivery to the destination port. The risk of loss or damage is transferred from the seller to the buyer when the cargo passes the ship's rail.
- » CFR (Carriage and Freight) – This is the same as CIF, however marine insurance is not included. The buyer will be responsible for the insurance and any premiums due.
- » FOB (Free on Board) – This is when the seller undertakes to deliver and place the goods on board the ship nominated by the buyer. The seller is responsible for all charges up to and including the delivery of the cargo over the ship's rail

## Responsibilities for the various costs that arise from the transportation and movement of goods for export are very often the cause of disputes in international trade and so need to be carefully defined in contracts.

Responsibilities for the various costs that arise from the transportation and movement of goods for export are very often the cause of disputes in international trade and so need to be carefully defined in contracts. The internationally recognized International Chamber of Commerce (ICC) developed a "three letter" trade term system (popularly known as Incoterms) to define and communicate responsibilities, including the costs and risks associated with the transportation and the delivery of goods. These trade terms reduce the uncertainties that can arise from different interpretations and because they are

after which the buyer will be responsible for further costs, including freight and associated costs to the destination. It is important to note that regardless of the Incoterm used, the title of the sugar cargo will not pass until QSL receives payment in full.

### THE CONTRACT IS KEY

For QSL the contract is pivotal as it outlines the terms and conditions that the seller and buyer have agreed on. The parameters that we closely monitor for a successful contract execution are:

- » Quality and specifications – We work very closely with our supplying mills to ensure the product delivered to our



**Patricia Doobay**

bulk sugar terminals meets QSL's brand specifications and customer requirements. We also liaise with customers to assure them that what they have contracted for (often many months earlier) is what they will receive at the time of shipment.

- » Shipping contract – We work with our chartering brokers before and after contracts have been finalised to lock-in the best freight rates available at the time of the sale. Areas that are taken into consideration during contract negotiations include loading and discharging port requirements as well as owner availabilities.
- » Payment terms – Sugar cargoes are worth millions of dollars and so it is imperative that QSL ensures payment will be received as per the contract terms after shipment. Payment is usually under a Letter of Credit through a recognised and accepted bank. Alternatively, Cash Against Documents (CAD) is also sometimes used and means just what the name suggests – that QSL will be paid on the presentation of contract-specified documents. This usually entails QSL presenting the specified documents under ICC rules to the buyer's bank, with the documents only released to the customer when they have been paid for.

In a future column we'll take a closer look at how our primary payment method – Letters of Credit – work.

**Patricia Doobay**



# Wilmar Sugar Update

Dear Grower

The installation of new capital equipment has commenced at several sites. The photos below show Inkerman Mill's new dust collector being lifted into place and the foundations for the new chimney stack.

A 350-tonne crane is being assembled at Invicta Mill ahead of a number of lifts to install the site's new number five pan and other new pan components. The first lift is expected to happen early next week.

In the Herbert, the roof on boiler seven has been removed at Macknade Mill to allow for the retubing of the air heater. At Victoria Mill the B401 evaporator continues to be stripped, with heat exchanger packs removed and sent away for refurbishment. Work to replace the A side shredder is also on schedule.

The overhaul of Proserpine Mill's turbo alternator is progressing well. The 11 megawatt generator was manufactured in Japan by General Electric and is 17 years old. Two Japanese engineers are assisting with the project and communicating with the team through an interpreter.

Work is tracking to schedule on a major overhaul of the 4TA turbine at Plane Creek Mill. The turbine has been removed from the factory and is currently in Sydney for refurbishment.

I will provide more progress photos of improvement work in future updates.

While the wet season has yet to arrive, the Proserpine and Plane Creek regions have received welcome rain since Christmas. Crops have responded favourably and are growing well. Although most parts of the Burdekin have, unfortunately, missed out on decent falls the crop is still looking good and we are optimistic the district's estimate will be larger than first thought. Rain has also been patchy in the Herbert region. While southern parts have received much-needed falls, many other areas remain very dry.

The weather outlook currently suggests we can expect a wetter-than-usual crushing season. This will be something to consider when discussions commence about season start dates. Should it eventuate, the winter rain will also increase the chance of in-season crop growth, as we saw in the Herbert region last year.

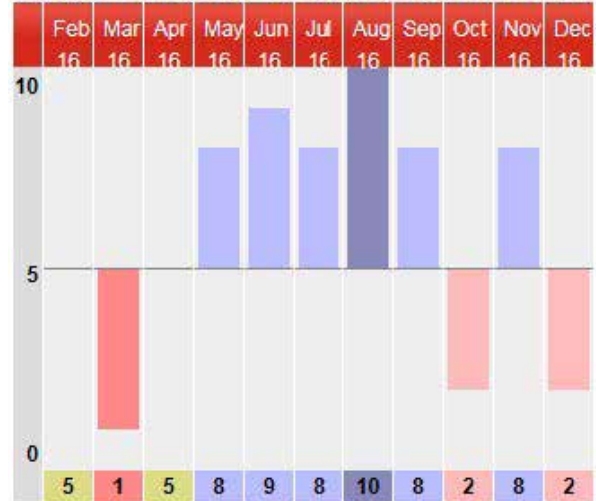
In the short term, there appears to be a strong chance of rain in all regions next week.

Best regards, John Pratt

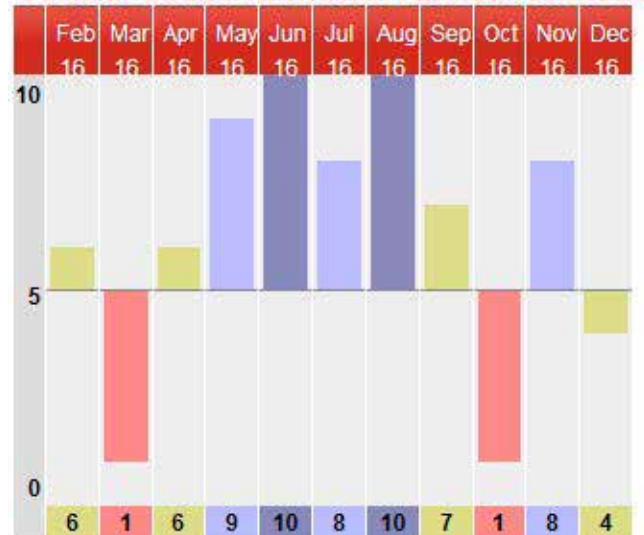
Executive General Manager – North Qld



Lower Burdekin 12-month rainfall forecast



Central Coast 12-month rainfall forecast



# Wilmar Sugar Update

## Grower web upgrade

A new-look Wilmar Sugar grower web went "live" on Monday, 1 February.

**For many growers, the most important feature of the upgraded site will be the ability to access it from smart phones and tablets.**

Changes have also been made to the website's home page to improve both its look and functionality.

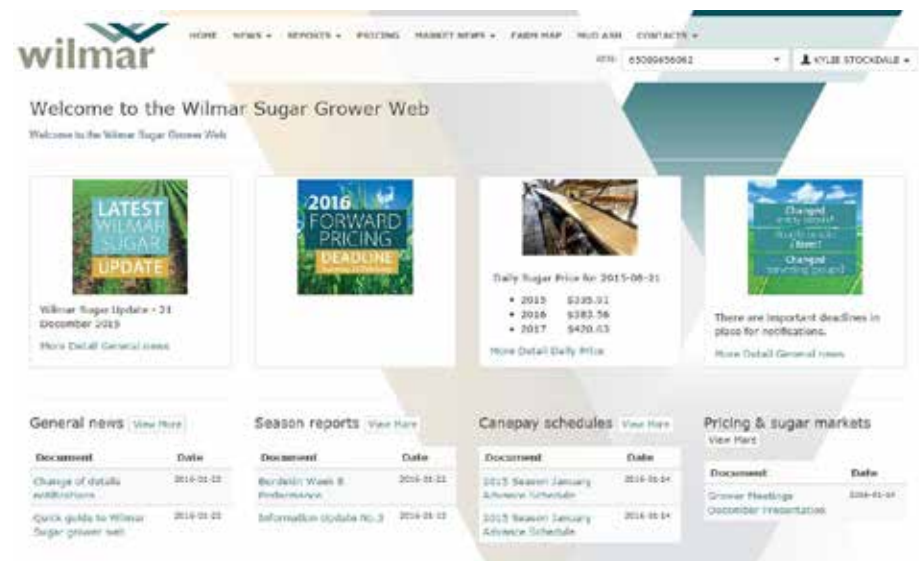
Everything which is located on the current website's home page will continue to be available in the new version. However, while the information will generally be in the same location as growers currently find it, the overall look of the site will be quite different.

No changes have been made to the grower pricing website, which will continue to be accessible through the grower web.

A "Quick Guide to the upgraded Wilmar Sugar grower website" has been developed to help growers navigate the new site. The document is available at [www.wilmarsugarmills.com.au](http://www.wilmarsugarmills.com.au).

The upgraded website will continue to be accessible via [www.wilmargrowerweb.com](http://www.wilmargrowerweb.com) but will default to Wilmar Sugar's mills website [www.wilmarsugarmills.com](http://www.wilmarsugarmills.com)

from 1 February. Growers can log into their individual portal through the log-in area, which will be located on the right side of the sugar mills website's front page.



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# Advances and payments by pricing category



2015 Season: Herbert, Burdekin & Plane Creek

9 February 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>									
<b>Previous Net Pool Price Estimates</b>	<b>A/t IPS</b>								
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		
Current Gross Pool Estimate	A/t IPS	\$711.35	\$386.99	\$431.62	\$440.62	\$411.63	\$407.50	\$379.80	
Shared Pool Premiums	A/t IPS	-\$59.97	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	
Shared Pool Charges	A/t IPS	-\$32.13	-\$32.14	-\$32.14	-\$32.14	-\$32.14	-\$32.14	-\$32.14	
<b>Net Pool Price Estimate</b>	<b>A/t IPS</b>	<b>\$619.24</b>	<b>\$385.19</b>	<b>\$429.82</b>	<b>\$438.82</b>	<b>\$409.83</b>	<b>\$405.70</b>	<b>\$378.00</b>	
<b>29 January 2016 Pool Reports</b>									
<b>ADVANCE RATES</b>	<b>A\$/t IPS</b>	<b>% Advance</b>	<b>Status</b>						
<b>In-Season \$ Rates</b>									
Initial	<b>\$227.00</b>	Paid	\$227.00	\$227.00	\$227.00	\$227.00	\$227.00	\$227.00	
20 Aug 2015	<b>\$243.00</b>	Paid	\$243.00	\$243.00	\$243.00	\$243.00	\$243.00	\$243.00	
22 Oct 2015	<b>\$266.00</b>	Paid	\$266.00	\$266.00	\$266.00	\$266.00	\$266.00	\$266.00	
17 Dec 2015	<b>\$304.00</b>	Paid	\$304.00	\$304.00	\$304.00	\$304.00	\$304.00	\$304.00	
<b>Post-Season Differential Rates</b>									
21 Jan 2016	<b>80.00%</b>	Paid	\$484.01	\$319.39	\$347.50	\$354.90	\$332.98	\$325.44	\$310.21
18 Feb 2016	<b>82.50%</b>	Scheduled	\$510.88	\$317.79	\$354.60	\$362.03	\$338.11	\$334.70	\$311.85
17 Mar 2016	<b>85.00%</b>	Scheduled	\$526.36	\$327.42	\$365.35	\$373.00	\$348.36	\$344.85	\$321.30
21 Apr 2016	<b>87.50%</b>	Scheduled	\$541.84	\$337.05	\$376.09	\$383.97	\$358.60	\$354.99	\$330.75
19 May 2016	<b>90.00%</b>	Scheduled	\$557.32	\$346.68	\$386.84	\$394.94	\$368.85	\$365.13	\$340.20
23 Jun 2016	<b>95.00%</b>	Scheduled	\$588.28	\$365.94	\$408.33	\$416.88	\$389.34	\$385.42	\$359.10
Final	<b>100.00%</b>	Scheduled	\$619.24	\$385.19	\$429.82	\$438.82	\$409.83	\$405.70	\$378.00
<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%	<b>100.00%</b>
Advances to be Paid on 18 February 2016	A/t IPS		\$510.88	\$311.85	\$316.62			\$310.21	<b>\$314.37</b>
Final Forecast Advances to be Paid	A/t IPS		\$619.24	\$378.00	\$383.78			\$387.77	<b>\$392.96</b>
% Paid Season-to-Date			82.50%	82.50%	82.50%			80.00%	<b>80.00%</b>

## 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.



# MEMBERS INFORMATION NOTICE BOARD

## 2016 Upcoming Elections

Have you thought about nominating as a director of your organisation?

Kalamia Cane Growers Organisation have their  
upcoming Elections in April 2016.

If you would like to make a difference or have something to  
contribute in the sugar industry, please consider nominating.

## 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  
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# BMP Training for Improving Soil Health *with Peter McGuire*



## Introduction

BMP Training for Improving Soil Health will take growers through a practical approach to improving and maintaining soil health for growing sugarcane.

Training will be provided by Peter McGuire, who has 38 years' experience in extension and research within the sugarcane industry. Peter will help growers identify changes that can be made on their own farm to gain improvements in soil structure, soil biology and soil chemistry and demonstrate some simple tools for measuring improvements. Training will begin with a field trip followed by a workshop.

This training has been funded through the CANEGROWERS Smart Cane BMP; the training has been developed and coordinated as a partnership between Peter McGuire and SRA.

Training is free and open to all growers.

## Details

### Dates and workshop venues:

Monday 14<sup>th</sup> March 2016 at  
Clare Club

Tuesday 15<sup>th</sup> March 2016 at  
CANEGROWERS Hall Home Hill

### Time:

9 am – 10.30 am farm tour

10.30 am – 3 pm workshop

### RSVP:

Belinda Billing on 0475 954 437 or  
email [bbilling@sugarresearch.com.au](mailto:bbilling@sugarresearch.com.au)





# Burdekin Nitrogen Trials: Grower Research Update

*Four updates will be held, each specific to the local area*

## Details

### Giru

**Date:** Wednesday 16<sup>th</sup> March 2016

**Time:** 9.00 am – 12.00 pm

**Location:** Giru Bowling Club

**Address:** Mill Street, Giru

### Brandon

**Date:** Wednesday 16<sup>th</sup> March 2016

**Time:** 2.00 pm – 5.00 pm

**Location:** Brandon Tavern

**Address:** 50 Drysdale Street, Brandon

### Home Hill

**Date:** Thursday 17<sup>th</sup> March 2016

**Time:** 9.00 am – 12.00 pm

**Location:** Canegrowers Hall

**Address:** Home Hill

### Clare

**Date:** Thursday 17<sup>th</sup> March 2016

**Time:** 2.00 pm – 5.00 pm

**Location:** Clare Sports & Recreation Club

**Address:** Nelson Street, Clare

**Cost:** Free

**Refreshments:** Will be provided

**RSVP and further information:**

Contact Andrea Evers on 07 3331 3308 or  
aevers@sugarresearch.com.au

## Overview

Join us for a review of the latest trial results, presented by Julian Connellan, Chief Investigator of the 'Nitrogen fertiliser requirements for representative soils of the Lower Burdekin cane growing district' project.

- > Julian will present up-to-date findings specific to the local area
- > Guest speakers will include Dr Frikkie Botha (SRA) and Dr Barry Salter (SRA)
- > An expert panel session will be held to answer questions, discuss the latest trial results and findings and what they mean to you
- > You'll be provided with materials based on the findings of this project for your local area



This event is sponsored by:



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Early Cane Planting - Home Hill





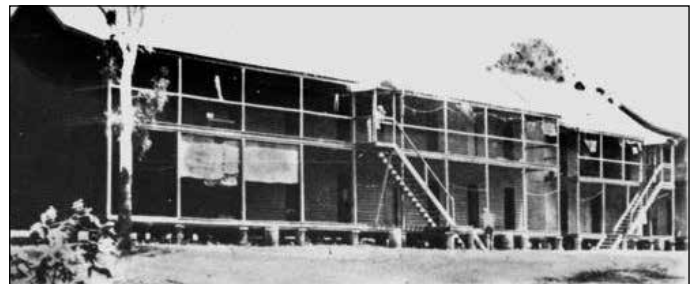
*Erection of power lines at the Inkerman Irrigation project 1928*



*Roncato's Farm House*



*Bayliss Tobacco Factory, Home Hill*



*Pioneer Mill Barracks - 1940*



*Inkerman Irrigation project under construction - 1928*

# Interesting News Articles

## Canegrowers say electricity tariff reform is needed to fix Queensland's 'broken' power pricing system

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

The Queensland Canegrowers lobby group says new farm-specific electricity tariffs are needed to fix the state's "broken" power pricing system.

Canegrowers will present fresh modelling to prove its case for special irrigation tariffs in its response to the Queensland Productivity Commission's (QPC) draft report into electricity pricing, released earlier this week.

"They [the QPC] highlight that the current fixed and variable charging model is inequitable and doesn't really work, and that's been the nucleus of our argument for some time," Canegrowers CEO Dan Galligan said.

Despite the QPC concluding there was insufficient evidence to "suggest proposals for industry-specific tariffs are viable", Mr Galligan believed the door remained open to mount a case before a final report went to the State Government at the end of May.

The QPC report also said it was "difficult to justify industry assistance for agriculture" over other sectors of the economy, such as manufacturing.

"They say they haven't found enough evidence and they're looking for that information ... so we're ready to do so," Mr Galligan said.

"What we're about is trying to increase utilisation of electricity on an under-utilised network."

### ELECTRICITY PRICES THE BIGGEST CHALLENGE IN MANAGING COSTS

Canegrowers has long argued for power-price relief, saying electricity costs have doubled over the past 10 years on some



**Photo: Canegrowers says new special irrigation tariffs are needed to ensure the industry's profitability. (ABC Rural: Charlie McKillop)**

farms.

Current irrigation tariffs are due to be phased out by 2020.

"Within 10 years, electricity has now escalated itself to our biggest challenge if we're going to manage the costs of production," Mr Galligan said.

Figures cited in the QPC report showed electricity costs had increased by 77 per cent on farms in the Tablelands district, in far north Queensland, over the past five years.

Power price regulator, the Queensland Competition Authority, has previously rejected calls from Canegrowers to cut prices by as much as 30 per cent, saying tariffs below the cost of supply were not sustainable in the long term.

"Our argument is, as you increase the

use of electricity because of lower prices, that offsets the loss of revenue that might come about as a result of the lower network prices," Mr Galligan said.

"We need to distribute that network charge across more users."

The QPC identified escalating network costs as the main driver of electricity price hikes, accounting for 82 per cent of recent price increases.

"We have a real structural problem that the Productivity Commission has identified," Mr Galligan said.

"As those prices go up for those on the network, you lose all of the benefit of the efficiency gains that you've made."

More than 60 per cent of sugar cane grown in Queensland is dependent on irrigation.

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# Interesting News Articles

## Sugar values set to rise as global production goes into deficit for first time in five years

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

Sugar is one of the few bright lights on the global commodity stage at the moment as demand outstrips supply for the first time in five years.

Globally, the crop is forecast to fall into deficit, down by 5.2 million tonnes of sugar on last season to 177.5 million tonnes a deficit of 4.1 million tonnes.

It is expected to deliver more sustainable returns to growers, but possible price hikes for consumers.

Analysts are predicting a deficit over the next two seasons which will boost values, just months after the raw sugar price fell to about 10 cents a pound for the first time in almost a decade, a value below the cost of production.

Tom McNeill from Green Pool Commodities said weather conditions and poor investment in major growing regions were bringing down the global crop.

"We had five years of surplus conditions and that was largely [because of] better supply out of India," he said.

"It's really taken El Nino and poor financial conditions in both India and Brazil to bring production down globally... we saw far too much rain in Centre South Brazil and that slowed the harvest and also reduced the sugar content."

He explained the Brazilian government had held down the gas price and therefore the ethanol price, which had lowered producers' returns.

Now, the global deficit was expected to push sugar prices to sustainable levels for farmers and millers.

Mr McNeill said the futures price had lifted to 15.5 cents per pound recently, and values for 2016 reached \$450 a tonne, and he said the overall story for the 2016/17 season was much more sustainable.



*Photo: Sugar prices could rise for farmers but also for consumers, in the face of a global deficit. (Eliza Rogers)*

### FAVOURABLE LOCAL SITUATION

The higher sugar values coupled with a lower Aussie dollar are fuelling strong prices for Australian producers, who export 80 per cent of their sugar, and have missed out on three free trade agreements in the past 13 years.

The country's largest cane growing region, the Burdekin, is predicted to produce up to one million tonnes less cane than last season largely because of dry conditions.

Paul Schembri is the Queensland and Australian chair of Canegrowers and said two years of deficit could give growers more incentive to expand, but he warned the market was volatile.

"If the price were to go up, it's a very strong market signal, growers borrow money from banks, they make investment decisions to buy things on farm.

"But I have to warn that the sugar price is volatile, and we've now got to factor in this low price of oil; [that] means that the interest in ethanol is lesser and so cane

that was bound for ethanol is now probably finding its way to the export channel."

Mr Schembri applauded the scrapping of international agricultural export subsidies late last year, which Australian farmers said would put them on a level playing field with their overseas competitors.

"We hope that countries now won't 'pump prime' surplus production in their countries and that surplus production won't find its way into the world market and depress sugar prices," Mr Schembri said.

Analysts are also predicting a jump in sugar consumption, but Tom McNeill assured the sugar shortfall wouldn't lead to a shortage for shoppers.

However, he said it could boost prices.

"There's still high enough global stocks to cover any contingency, what it probably does mean though is higher prices in the short to medium term as producers get some incentives to increase global production."



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# Interesting News Articles

## Wilmar wins Federal Court challenge against Queensland Sugar Limited as marketing dispute continues

By David Sparkes, QLD Country Hour - [www.abc.net.au/news](http://www.abc.net.au/news)

Sugar milling company Wilmar has won a Federal Court battle against Queensland Sugar Limited, the industry-owned company that markets 85 per cent of the nation's raw sugar.

Queensland Sugar Limited membership At present, QSL is owned by 30 members, including:

- » Seven milling companies
- » 23 grower representative organisations
- » 21 'elected holders', who are cane growers elected by approximately 4,000 cane growers in the QSL area.

### PERIOD OF CHANGE:

- » Three milling companies are leaving QSL at the end of the 2016 season: Wilmar, Tully Sugar and MSF
- » Another four milling companies are staying with QSL: Bundaberg Sugar, Isis Central Sugar Mill, Mackay Sugar, WH Heck & Sons
- » The three mills leaving QSL provide more than half the sugar it markets.

Justice David Yates delivered his judgement this morning, agreeing with Wilmar's claim that an amendment to QSL's constitution was "oppressive" and

"discriminatory" against it.

It is the latest chapter in a long-running dispute within Queensland's sugar industry over how sugar should be marketed.

QSL is owned by its members, who are growers, growers' organisations, and sugar milling companies, including Wilmar.

Three milling companies, Wilmar, MSF, and Tully Sugar, intend to pull out of QSL at the end of the 2016 season.

The Federal Court case stemmed from a recent amendment to QSL's constitution, which removed the right of Wilmar, Tully Sugar, and MSF to have a say in the appointment and removal of 'mill owner directors' on the QSL board.

The QSL membership voted in favour of the amendment at a general meeting on December 8.

The amendment means that even while Wilmar, Tully Sugar, and MSF, are members this season, they have no right to determine the make up of the board.

In its Federal Court challenge, Wilmar argued the change was unfair.

Justice David Yates handed down his judgement this morning, in which he declares the amendment is "oppressive to, unfairly prejudicial to, or unfairly

discriminatory against, the plaintiff [Wilmar], as a member of the defendant [QSL]".

Later in his judgement, Justice Yates stated, "For these reasons, I accept the plaintiff's submission that, by the 2015 amendments to Article 31, it was immediately disenfranchised from voting on the appointment and removal of Mill Owner Directors".

Wilmar and QSL have been contacted for comment.

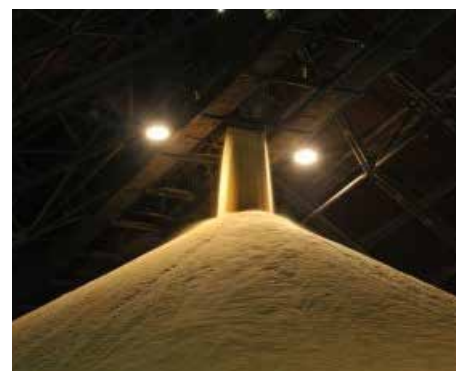
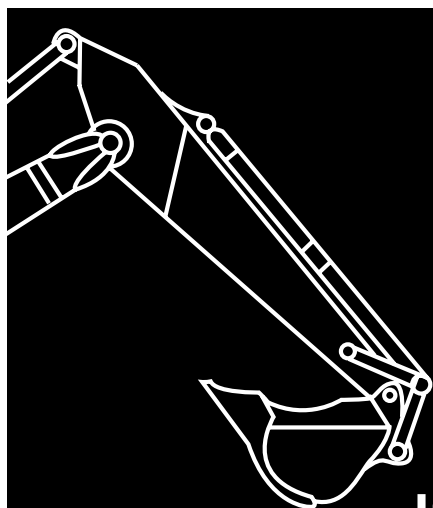


Photo: Queensland Sugar Limited currently markets 85 per cent of Australia's sugar. (Supplied by Queensland Sugar Limited)



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# Interesting News Articles

## Sweet news for Australia's cane growers as global sugar price surges

By Craig Zonca, ABC Rural – [www.abc.net.au/rural](http://www.abc.net.au/rural)

The realisation of a global raw sugar shortage has fuelled the commodity's biggest rally in almost three decades.

Prices for the March supply contract closed at US14 cents per pound on Tuesday, up 1.3 cents, representing the biggest percentage jump in 28 years.

"It's completely caught the market by surprise," Queensland Sugar Limited treasurer Stephen Stone said.

"The speculative interest at this time is usually quite frenetic.

"They'd essentially got themselves out of the market, now they want to get back in so that caused the rush of buying last night."

Futures analyst Jack Scoville of the Chicago-based Price Group said the "huge rally" was a result of the world supply turning from surplus to deficit for the first time in five years.

"We've had very dry conditions in India, very dry conditions in Thailand," he said.

"What happened today was the International Sugar Organisation reduced its world production estimates based on

production losses in those two countries.

"I think that caught the market very, very short."

### SUGAR IS "BACK IN TOWN"

Sugar is one of the most volatile commodities, going up and down frequently.

But Mr Stone believed this bounce would be one with more air time, given that demand was forecast to well-outstrip supply for the next two years.

"It's likely to see further advances in price, at least in the short term," he said, pointing to a return to prices over US15 cents a pound.

For Australia's 4,000-odd cane growers, it is good news.

"This will add a nice little kicker to the end of season for the 2015 [pricing] pools," Mr Stone said.

Canegrowers Queensland chairman Paul Schembri described it as sugar being "back in town".

"This is a shot in the arm to cane farmers who were nervously watching the losses that occurred in early January," he said.

"This is a huge boost in confidence."

The Australian sugar industry is strongly geared to the export market, with more than 3 million tonnes sold overseas by Queensland Sugar Limited each year.

And the sweetest news of all, domestic consumers who like a spoonful of sugar are largely insulated by daily price movements due to long-standing contracts.

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# Interesting News Articles

## Using Mungbeans as a rotational crop

### Farmers urged to keep clean, green reputation intact ahead of huge mungbean exports

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

This year's mungbean crop is the biggest on record, and with 90 per cent of the crop exported the industry is warning growers to be conscious of quality and residue issues.

The Australian Mungbean Association (AMA) said production in 2016 would increase by a third from just under 100,000 tonnes to more than 150,000 tonnes, all coming off a crop which is spread across 100,000 hectares.

President Rob Anderson said with prices set to remain high for all mungbean grades, the industry wanted growers to help keep Australia's clean, green reputation intact.

Mr Anderson said because of a perfect storm of factors and extensive areas where crops had been planted, some farmers would be growing the pulse crop for the first time.

"There's a lot of factors that growers need to be aware of. We've come a long way with the agronomy and production systems around mungbeans, and also with the agronomy accreditation program farmers and advisors are much more switched on to what needs to happen."

A mungbean crop goes from planting to harvesting in about 100 days and in the past has had a bad reputation as a difficult crop to grow.

#### HOW TO MAINTAIN QUALITY

Mr Anderson said there were a lot of steps growers could take to maintain high quality.

"Leading up to harvest, there's a lot to do around the timing of desiccation,

timing of harvest and I think also moisture at harvest, and there's a lot of things that can go wrong but certainly a lot of best practice information out there for people to follow," he said.

"Delivering it into store on time, at the right moisture level and making sure those samples don't contain a huge amount of wet pod and other material."

Mr Anderson said making sure growers followed strict guidelines with regard to chemical usage and declarations was extremely important with the export commodity.

"Certainly through the AMA we've been really trying to promote the use of grower declarations and the importance of the accuracy of the information that's recorded on those," he said.

"Last year there was a case where there was a number of containers exported into the centre of England, so they were a premium grade product but unfortunately there was an error on the grower declaration, it was certainly an honest mistake."

Mr Anderson said it had been a costly process to relocate those mungbeans to another country, but the case reinforced the need for accuracy and how potentially damaging it could be to the entire industry.

#### GROWERS KEEPING A CLOSE EYE ON PRICES

While there is a renewed focus on growing the crop well, farmers are also watching the price of the crop.

Agrifoods Australia senior commodity merchant Steve Foran said continued demand for the Australian product had underpinned prices, which were still

hovering around record levels.

"So we've seen hectare pricing from a farmer level [delivered Downs] range from the \$1320 to \$1450 on a hectare basis, and continued strong support has underpinned the strong planting."

Mr Foran said about 60 per cent of the crop had been sold and committed to a processor somewhere and the remainder would be sold at harvest time.

"With this record crop, getting it all funnelled through a processor will be the biggest issue for people."

Mr Foran said as the price was exposed to international factors, he was watching closely the crop progress in Myanmar and India to see what influence currency had on the price.

"There's no indications that we're going to see a softening of the price," he said



**Photo: Australian Mungbean Association president Rob Anderson says it is important that mungbean growers keep Australia's good reputation intact. (ABC Rural: Arlie Felton-Taylor)**

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# Interesting News Articles

## Rare vintage sugar mill engines to drive Burdekin powerhouse

By Nathalie Fernbach, ABC North Qld – [www.abc.net.au/rural](http://www.abc.net.au/rural)

The vibe is electric at the Brandon historical precinct, an hour south of Townsville in Queensland.

A dozen or so men from the Burdekin Machinery Preservationists labour at full power spurred on by their enthusiasm for their latest project — two vintage sugar mill engines that will be restored and housed together in a shed dubbed The Powerhouse.

The engines, four-cylinder 1920s air-blast-injection diesel engine made by Walkers Limited, and a 1950s Ruston and Hornsby from the nearby Kalamia and Inkerman sugar mills, were donated by Wilmar Sugar.

Club treasurer Alf Shand said the Walkers machine in particular was very rare as it is number one of just 18 manufactured by the factory in Maryborough under licence to Mirrlees, Bickerton and Day of England.

"We seem to think that all the other ones have gone to scrap and there is only two left," Mr Shand said.

"So there is not many of that design with this air blast injection left in the world and ours is probably only one of two in Australia and the only cylinder one in Australia," he said.

### GIANT ENGINES A LOGISTICAL CHALLENGE

The two engines are massive; the Walkers engine weighs 25 tonnes and each one of the four cylinders is more than two metres high.

A wall of the Kalamia sugar mill had to be removed in order to extricate the disassembled components of the engine.



*The block of the vintage 1920s Walkers Limited engine number 1, one of just two left in existence.*

Once operational, either of the two engines will be able to supply all of the historical precinct's power needs.

"We won't be allowed to export any power but we will be able to show people that we have a powerhouse here that is unique," Mr Shand said.

### REKINDLED INTEREST IN VINTAGE MACHINERY DRIVES ENGAGEMENT WITH HISTORICAL PRECINCT

Mr Shand said he had noticed a renewed interest in historical machinery since the Burdekin hosted the Queensland Heritage Rally in 2014.

More people are contacting the group to donate machinery and the historical precinct is attracting more tourist interest said Mr Shand.

"Last year when the caravan season was on we started opening the complex up a couple of days a week to the public.

Some days we didn't have many, some days we had a dozen people," Mr Shand said.

"But we feel that when we finish (the powerhouse) the word will get out that it is well worth attending," he said.

### CONTRIBUTING TO THE COMMUNITY

The Burdekin Machinery Preservationists group is primarily made up of retired men.

Club president Keith Batley said the club was a way for the men to contribute to the community.

"This gives them an incentive to do something and keep themselves active which I think is a great thing for us elderly people," Mr Batley said.

"We are also contributing to the tourism effect in the Burdekin which is a great asset to the community," he said.



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# Interesting News Articles

## Environment department to monitor cane farmers' efforts to improve water quality on Great Barrier Reef

By David Sparkes, QLD Country Hour – [www.abc.net.au/rural](http://www.abc.net.au/rural)

Compliance officers will begin visiting sugar cane properties this month in an effort to improve the quality of water flowing out to the Great Barrier Reef.

The officers, from the Department of Environment and Heritage Protection, are part of a wider program to reduce the flow of sediment, nutrients and pesticides to the reef, where they have a range of damaging impacts.

Queensland Environment Minister Stephen Miles said while the officers would be policing minimum standards, their main role would be to communicate with and assist farmers.

"It's not a dedicated team, it's the team that does environmental compliance across the state," Mr Miles said.

"They are being trained in how we want them to apply the laws. Their first field activities will be very much focused on outreach, communication and education.

"The objective of the exercise here isn't to catch people out.

"We actually want to work with people, work with producers, and work with growers to ensure that the laws are being met."

### AGRICULTURE UNDER PRESSURE

The new structure comes at a time of increasing scrutiny of the health of the Reef and the role of agriculture.

Mr Miles was unimpressed last year by the low number of cane growers signed up for the industry's voluntary Best Management Practice (BMP) program.

At the time, he said if the voluntary system did not begin to achieve better results for the Great Barrier Reef, he would replace it with a stricter, involuntary system of policing, something the industry wanted to avoid.

The environment department has developed the new compliance program to reduce the flow of sediment, nutrients and pesticides from all industries.

It will initially focus on 'high priority areas' from the Burdekin district to Far North Queensland.

The compliance officers have already met a number of productivity services groups and agronomists in the Burdekin to explain that the initial focus will be to "inform and assist industry to meet their

regulatory obligations to protect the reef".

There will be 48 compliance officers, although they have other roles within the department and compliance monitoring will just be one of their tasks.

While they will focus on educating and assisting growers, Mr Miles said officers could take action against those who continually failed to meet minimum standards.

"Obviously if people want to ignore the law and ignore the advice, then over time we will move to enforcement activity, but that is very much not our preference," he said.

"Our first preference is to work with people in the first instance so that they do comply with the law."

### INDUSTRY SEES NEED FOR CHANGE

Mr Miles visited Canegrowers Queensland chair Paul Schembri's property in Mackay this week to discuss the industry's BMP system.

BMP was designed by the industry to get growers voluntarily taking measures to improve water quality, without the burden of excessive red tape.

Mr Schembri is himself about 80 per cent through the process of gaining full BMP accreditation, a process that generally takes more than a year.

He said he was relieved the Minister had decided to stick with the voluntary system.

"BMP, for us, ticks two boxes," he said. "It is an opportunity for the growers, both individually and collectively, to tell our

story.

"I sense that we have come a long way in terms of environmental improvement and this is a way of validating the improvement that we have made.

"But I think secondly, this is a great opportunity for the industry to take control of the environmental management of its industry."

### AT A CROSSROADS

While Mr Schembri and the Minister were both positive about the improved number of growers participating in BMP, they agreed there would need to be greater improvement.

Only 50 per cent of the state's cane growers have signed up to begin the program, although the trend is upwards.

Mr Schembri said growers should understand by now that if they did not get behind the program in greater numbers, the Government would adopt a harsher policy.

Mr Miles was determined to send a message of cooperation to the cane industry this week, but he left no doubt about what would happen if the results did not follow.

"The message I tried to send last year was, obviously, if a voluntary system fails, we're not going to stick with a voluntary system," Mr Miles said.

"But our preference is for the voluntary system to work and we are investing our time and our money, and so are cane growers, in making sure the voluntary system works."



Photo: Canegrowers Queensland chair Paul Schembri and Queensland Environment Minister Stephen Miles on Mr Schembri's farm near Mackay. (ABC Rural: David Sparkes)



## Word of the Month

# salubrious

adjective (suh-loo-bree-uh s)

favourable to or promoting health; healthful.

### JOKE OF THE MONTH

Q: What starts with E, ends with E, and has only 1 letter in it?

A: Envelope.

Q: What did the banana say to the doctor?

A: "I'm not peeling well."

### DID YOU KNOW...?

- » Did you know Switzerland eats the most chocolate equating to 10 kilos per person per year
- » Did you know a group of kangaroos is called a mob
- » Did you know the naming of tropical storms and hurricanes officially began in 1953
- » Did you know an egg contains every vitamin except vitamin C

## RAW RASPBERRY SLICE

### Step 1

Line a 20cm square baking pan with enough baking paper to overlap two sides of the pan.

### Step 2

To make the base, place the cacao, oil, dates and 1 cup (150g) cashews in a high-speed blender and whiz to a coarse paste. Spread evenly into the prepared pan, then transfer to the freezer to firm up.

### Step 3

For the filling, place the coconut, maple syrup, raspberries and remaining 1 cup (150g) cashews in a clean high-speed blender and whiz to a smooth paste. Spread the mixture evenly over the chilled base, then return to the freezer to firm up.

### Step 4

For the topping, place all the ingredients in a bowl set over a saucepan of gently simmering water and stir until smooth and combined. Remove the bowl from the heat and cool to room temperature. Pour over the chilled raspberry filling, then return the pan to the freezer to set.

### Step 5

Once the topping has set, remove the pan from the freezer, then, using the baking paper, lift the slice out of the pan. Using a hot knife, cut into 18 bars to serve. Keep frozen or refrigerated until ready to serve.



*'To improve is to change,  
to be perfect is to change often'*

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### INGREDIENTS

1/2 cup (50g) raw cacao powder  
1/4 cup (60ml) melted coconut oil, cooled  
12 medjool dates, pitted  
2 cups (300g) raw cashews

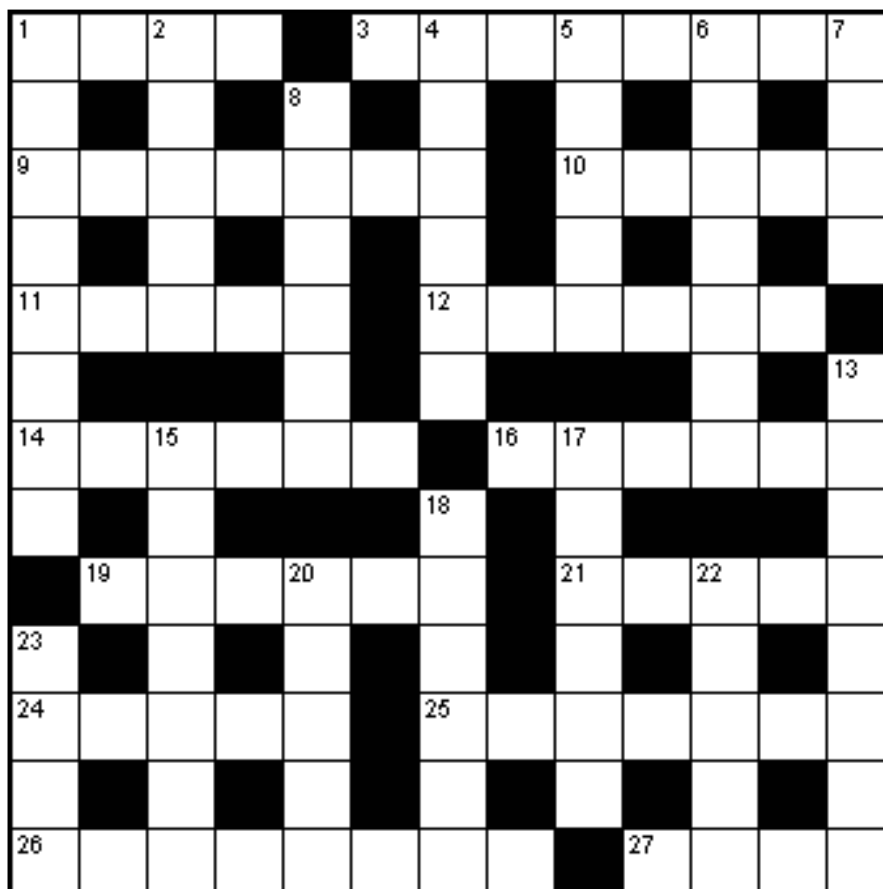
### FILLING

1/3 cup (25g) shredded coconut  
1/2 cup (125ml) pure maple syrup  
250g fresh or frozen raspberries, thawed

### TOPPING

60g coconut oil  
1/3 cup (80ml) pure maple syrup  
1/3 cup (35g) raw cacao powder

# Crossword



## ACROSS

- 1 Domesticated (4)
- 3 Sufficient (8)
- 9 Slices of bacon (7)
- 10 Terra firma (5)
- 11 Shade of pink (5)
- 12 Artist (anag.) (6)
- 14 2004 Olympics venue (6)
- 16 Movie theatre (6)
- 19 Behaves badly (4,2)
- 21 Imprecise (5)
- 24 Customary (5)
- 25 First (7)
- 26 Secret (4-4)
- 27 Nought (4)

## DOWN

- 1 Renegade (8)
- 2 Mean person (5)
- 4 Stop (6)
- 5 Peculiar (5)
- 6 KLM, for example (7)
- 7 Reflected sound (4)
- 8 Arthurian wizard (6)
- 13 1815 battle (8)
- 15 Minor hitches (7)
- 17 To no avail (2,4)
- 18 Acrobatic feat (6)
- 20 Slender graceful female (5)
- 22 Move effortlessly (5)
- 23 Shrub (4)

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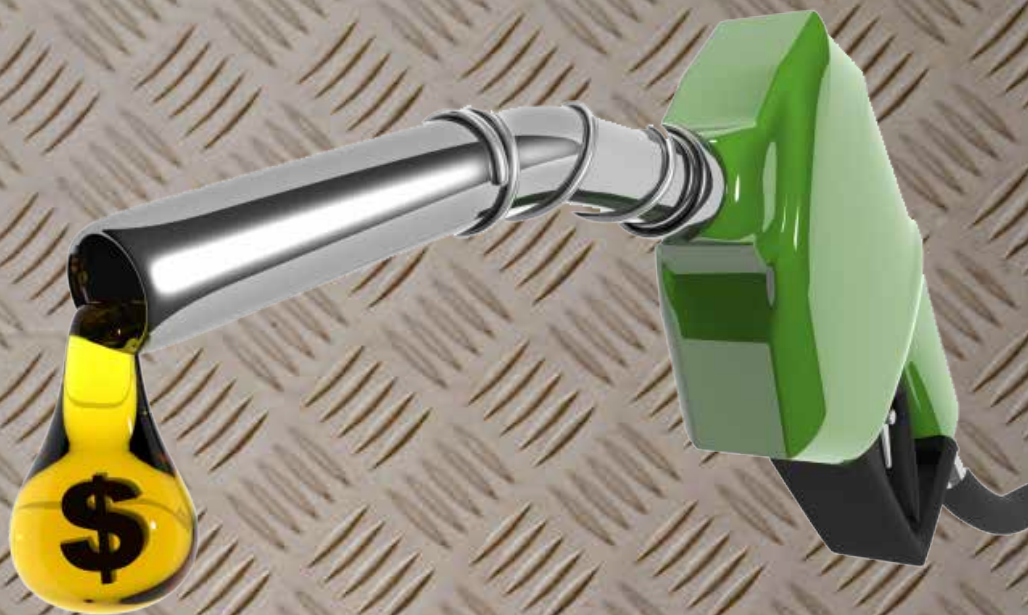
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Down – 1 – Tame, 3 – Adequate, 9 – Rashers, 10 – Earth, 11 – Coral, 12 – Strait, 14 – Athens, 16 – Cinema, 19 – Actup, 21 – Vague, 24 – Usual, 25 – Initial, 26 – Hushhush, 27 – Zero





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