

## HIGHLIGHTS

Kalamia Sweet Notes .....	1
QSL Update .....	3
Wilmar Sugar Update .....	4
KCGO Sweet Events .....	8
Sweet Industry News .....	12



What a  
*sweet* life!





# Why Seek Financial Planning Advice?

Often people do not know what 'financial planning' is or how valuable it may be to them.

During our lives there are many stages, and with each stage comes different challenges, and concerns:

- Saving for a deposit on a home
- Surviving on one wage while a spouse takes time off to raise the family
- What happens if I die? Will my family be ok?
- Saving for retirement
- Once retired, how long will the money last?
- How can I help my children and grandchildren financially?

To work your way through these life stages, a good financial plan is a must. Having a financial planner whom you trust, who understands your goals and objectives, who will monitor your finances and guide you through the tough times provides peace of mind and confidence.

**Please feel free to contact our office to make an appointment and see how we can help you.**

**Phone: 4783 1767**

Fax: 07 4783 7107

Email: [admin@grassofinancialservices.com.au](mailto:admin@grassofinancialservices.com.au)

146 Queen Street, AYR QLD 4807

PO Box 1425, AYR QLD 4807

FINANCIAL PLANNING SUPERANNUATION PERSONAL INSURANCE



**Named a Most Trusted Adviser in Australia**

by clients in research conducted by Beddoes Institute in 2015.

[www.app.mosttrustedadvisers.com/#johngrassofinancialservicescomau](http://www.app.mosttrustedadvisers.com/#johngrassofinancialservicescomau)



**John Grasso AFP®**

Dip FS (FP), JP (Qual), SSA SMSF Specialist Adviser™

*Queensland Securitator Finalist, Adviser of the Year 2015*

**Tonia Sanderson AFP®**

Dip FP, SSA SMSF Specialist Adviser™

Accredited Aged Care Professional™

*Queensland Securitator Finalist, Rising Star of the Year 2014*



**securitor**

Corporate Authorised Representative of  
Securitor Financial Group Ltd  
ABN 48 009 189 495 AFSL 240687

# Kalamia Sweet Notes

Designed and printed by:  
Lotsa - Print & Signage 4775 1981  
KCGOL acknowledges and  
thanks all contributors.



In recent editions I have made reference to the concept "social licence" and how it might be applied to the sugar industry. It is a term which has become much more prevalent in recent times in relation to renewable energy, coalmining, CSG fracking. The advent of real time news and social media has meant that whilst government regulation is still the predominant determinant of corporate and community behaviour, direct pressure on businesses to operate in a manner that the community finds acceptable can be almost as compelling. An example would be the backlash against 7-Eleven for the way it has managed their franchisees employment and pay practises, and the adverse publicity of supermarkets because the selling of milk at below cost of production is seen as "killing" our dairy farmers. There has been enormous national coverage about these subjects. Some of you may watch the Gruen report on ABC. It is a tongue-in-cheek look at the advertising industry. The other week it focussed on sugar and CSR and asked their

expert advertising executives "how do you advertise a product that has a bad public image". They had picked the topic on the basis of a recently released report about sugar's contribution to some poor health outcomes. It was an analysis that was not very kind to this industry's product.

I am reporting all this because in the last week of September, collectives met with Ms Elisa Nichols, CEO, Office of GBR and Mr Scott Robinson, Director, Water Quality EHP, to discuss the Water Science Taskforce Final Report.

**There are 10 key recommendation and are supported by a \$90m investment by the Queensland Government. Education and extension, Incentives, and Monitoring, modelling, evaluation and reporting are all seeing an investment of around \$20m each.**

Key findings were that Targets for water quality should be set for each of the 35 basins rather than generalised, Communications needed substantial improvement to ensure appropriate engagement with ALL stakeholders ( this included an annual science workshop where the likes of Peter Ridd can test the robustness of the science), Practice management change need support through extension, and incentives and market approaches, Regulations needed to be introduced on a staged basis and developed consultatively, Funding needs to provide for long term measuring and monitoring, Two major integrated projects would be undertaken to evaluate the most effective combinations of tools (one of these will engage

graziers in the Burdekin), Investment plans and PPPs need to be developed, and finally Governance enhancement.

There will be a fair bit of focus on Effective Use of Nitrogen. Data collection will be widespread and looking to reinforce 6 Easy Steps and BMP as the benchmarks of acceptable practice, so whilst the actual Effective Use can vary significantly from season to season etc, it will be those whose Effective Use is significantly different to a district seasonal norm who will be asked for an explanation.

Clearly if you are in an industry where a social licence to operate is at play because of broader economic outcomes, employment practices, environmental impacts and social (eg health) implications on the community at large, you cannot afford to ignore them. Industry taking positive action on these issues and a pre-emptive positions such as introducing BMP's, Codes of Practice, and Certifications such as Bonsucro, has previously proven to be a very successful strategy to avoid unnecessary regulation.

The Sugar Cane industry is being progressively subjected to operating under a social licence, whether by direct scrutiny of farm practices by regulators or by response to consumer preference for demonstrated ethical production (eg Bonsucro accreditation is now appearing on Woolworth's sugar as it does on Coles) so let's prepare for the future and all diligently apply 6 Easy Steps and gain BMP Accreditation to demonstrate we are worthy of that licence.

*Regards, David*

 <p><b>Inkerman Lime &amp; Gypsum</b></p> <p><b>Specializing in Soil Quality Improvement for a Better Yield</b></p>	<p><b>Suppliers &amp; Spreaders of:</b></p> <ul style="list-style-type: none"><li>• Earth Lime</li><li>• Winton Gypsum</li><li>• Fertilizer Spreading</li><li>• Pulverized Lime &amp;</li><li>• Rock Phosphate</li></ul> <p>We also do a variety of blends to suit your individual specific needs</p> <p>Joe, Rosetta &amp; Robert Tama 182 Homestead Rd Home Hill, Qld 4806 Phone: 4782 8114 Fax: 4782 1038 Mobile (Phil): 0418 833 148</p>	<p>We provide a variety of spreading services with computerized direct drop Augers, Spinners, Orchard Spreader Applicators &amp; variable rate Spreaders, all fitted with GPS navigational systems for a more accurate application</p> <p>We run a fleet of vehicles to help minimize delays</p> <p>Pick up the phone and give us a call to discuss your needs</p>
---	--	--





# Repowering success

Get the job done fast, at a price you can afford, with a Cummins repower solution.

A John Deere 3510 cane harvester, repowered with a Cummins QSM11, is resetting the benchmarks for operating efficiency.

Improved reliability and fuel economy along with longer engine life are the key benefits from repowering with Cummins.

Cummins provides unmatched 24/7 parts and service support, giving our customers the peace of mind to continue business without concern.

**Cummins isn't a repower option, it is THE repower solution.**

**Cummins Cairns and Townsville** 07 4035 2999

Peter Burnell: [peter.e.burnell@cummins.com](mailto:peter.e.burnell@cummins.com)

**Cummins Mackay** 07 4952 8100

Paul O'Dowd: [paul.o'dowd@cummins.com](mailto:paul.o'dowd@cummins.com)

**Cummins Brisbane** 07 3710 4700

Justin Kelty: [justin.j.kelty@cummins.com](mailto:justin.j.kelty@cummins.com)

**[www.cummins.com.au](http://www.cummins.com.au)**



## QSL SHARES ANOTHER STRONG PERFORMANCE AT AGM



Greg Beashel



Craig Doyle

### Queensland Sugar Limited (QSL) held its 2016 Annual General Meeting in Brisbane on 19 October 2016.

Chairman Guy Cowan and QSL CEO Greg Beashel both addressed the meeting and provided an overview of QSL's performance for the 2015/16 Financial Year.

Mr Beashel said tumultuous market conditions experienced during the period had resulted in a Passive Management Benchmark (PMB) outcome of \$A369.06 per tonne IPS net.

In comparison, QSL's weighted average return for the 2015 Season was \$A388.67 per tonne IPS net, some \$19.61 per tonne IPS net above the benchmark and the fifth year QSL's weighted average return for its managed pools has surpassed the PMB.

QSL's best-performing in-season pool was the 2015 QSL Actively Managed Pool, which returned \$412.93 per tonne IPS net, \$43.87 above the PMB.

QSL's 3-Season Pool was the best-performing QSL-managed pool overall, returning \$440.71 per tonne IPS net, \$71.65 above the PMB.

Other key business highlights during the period included:

- » Coordinated the successful receipt of \$1.9 billion in customer payments, with 98% of shipments delivered in full and on time.
- » Secured enhanced marketing returns above the Free On Board (FOB) physical market premium average and maintained our position as the largest marketer of Queensland sugar.
- » Reduced funding costs by entering into a US\$200 million syndicated inventory financing agreement and leveraging flexibility within QSL's core \$500 million syndicated credit agreement to reduce line fees.
- » Expanded grower payment and pricing options via delivery of an accelerated Advance payments schedule for the Guaranteed Floor Pool, with plans to introduce 10-tonne minimum orders for QSL's Target Price Contract product and a longer in-season Fixed Contract pricing window from the 2017 Season.
- » '5 for 5' multi-year safety target met, with a Total Recordable Injury Frequency Rate (TRIFR) of 5 as at 30 June 2016.
- » Maintained QSL's strong environmental record, with no reportable offences during the reporting period.
- » Introduced use of Near Infrared Spectroscopy in export quality management.
- » Delivered the Cairns Bulk Sugar Terminal Shed 2 re-roofing project safely, on time and under budget.
- » Implemented the use of advanced coatings to extend the life of the Bulk Sugar Terminals' marine concrete structures to potentially 100 years.
- » Received industry recognition for QSL's commitment to youth training and noted improvements in QSL's annual Women's Gender Equality Agency compliance report.
- » Successfully executed the second year of QSL's Korean Long Term Contract.
- » Undertook the inaugural measurement of QSL's organisational culture using the Human Synergistics Organisational Cultural Inventory.

### CRAIG DOYLE APPOINTED TO QSL BOARD

Craig Doyle has been appointed as an Independent Director of the Board of Queensland Sugar Limited (QSL).

Announcing the appointment today, QSL Chairman Guy Cowan said Mr Doyle had a plethora of sugar industry experience, including senior executive management roles with Wilmar Sugar, Mackay Sugar and Sugar Australia, and is currently CEO of Mackay Regional Council.

"As well as over 30 years of business experience, Craig has very strong relationships throughout the Queensland sugar industry so is well placed to hit the ground running," Mr Cowan said.

"He even spent some of his early career with QSL, so we are very

pleased to welcome him back to the fold in this new capacity."

Mr Doyle joins Mr Cowan and Sarah Scales as QSL's Independent Directors, with QSL CEO Greg Beashel also on the QSL Board in his capacity as Managing Director.

Mr Doyle will Chair QSL's People and Operations Committee and sit on the Audit and Risk Committee. In addition to his QSL duties, he will continue in his current role with Mackay Regional Council.

"I'm excited to be involved in QSL and the sugar industry again, and hope my industry and executive experience can add to a very talented and experienced Board," Mr Doyle said.

# Wilmar Sugar Update



## DEAR GROWER

This week got off to a slow start in two of our milling regions due to rain, but the past few days of fine weather have enabled us to make good headway with the crush.

As at 8am, Wilmar Sugar's eight mills had crushed a total of 10.38 million tonnes of cane, which represents 63 per cent of the total crop.

Proserpine Mill has had a good week in terms of crushing rates and mill reliability, with average daily throughputs of 15,000 tonnes. The harvesting sector has also had a good run due to dry field conditions. As at 8am, the mill had crushed a total of 1.13 million tonnes for the season, which represents 63 per cent of the total crop.

CCS levels are currently averaging 12.76, which is slightly down on last week's 12.96 units.

Field conditions in parts of the Burdekin region have been challenging this week due to last Friday night's downpour. Despite this, growers and harvesting contractors have done an excellent job of

maintaining cane supply and we are on track to crush about 390,000 tonnes of cane for the week.

We took advantage of the wet weather downtime last weekend to bring forward maintenance days at all four mills. This enabled us to have a clear run once factories resumed operations on Sunday.

As at 8am, the Burdekin mills had crushed a total of 5.55 million tonnes of cane, putting the district at the 63 per cent mark. Unfortunately, CCS levels are down slightly this week due to the rain.

The Herbert mills also brought cleaning and maintenance days forward to Saturday to take advantage of a forced wet weather stop.

The harvesting sector worked tirelessly to get cane supply back to normal levels after the rain event and the mills are likely to crush about 216,000 tonnes of cane this week. Average weekly CCS levels are sitting at 12.75 units.

The Herbert mills have now crushed a total of 2.89 million tonnes of cane, which

represents 63 per cent of the region's crop. The next scheduled stop is for Victoria Mill's A side next Wednesday. There are no scheduled stops at Macknade Mill for about three weeks.

Plane Creek had a very successful scheduled clean on Wednesday which has restored evaporators to full capacity. The mill lost some crushing time yesterday due to a shredder choke and boiler issues, but was back in full production by 4pm.

CCS levels have dropped slightly from last week's season high of 13.36 and are currently averaging 13.15 units.

As at 8am, the mill had crushed a total of 816,500 tonnes of cane, which represents 59 per cent of the total crop.

There is some wet weather forecast for Sunday and Monday. Let's hope it has minimal impact on harvesting and crushing operations.

*Best regards, John Pratt  
Executive General Manager  
– North Queensland*

## HAVE YOU MET YOUR LOCAL RURAL BANK FARM FINANCE SPECIALIST?

**Drop into the branch at Shop C, 129-141 Eighth Avenue, Home Hill or phone 4782 2249 to speak to a local specialist about how we can help grow your farming business.**

Products are issued by Rural Bank Limited (ABN 74 083 938 416 AFSL 238042) and distributed by Bendigo and Adelaide Bank Limited (ABN 11 068 049 178 AFSL/Australian Credit Licence 237879). S46240-2 (257653\_v1) (9/06/2015)



Home Hill **Community Bank®** Branch

Agribusiness products issued by  
**RURAL BANK**



## INDUSTRY NEWS

### CANE TRAIN COLLISION AT SARINA

A man was lucky to escape unharmed when his vehicle collided with a cane train at a passive crossing on Webb Road, Sarina, about 11 am yesterday.

It is a timely reminder of the need to remain vigilant at and around cane train crossings. Trains operate 24 hours a day seven days a week at this time of year.

### GROWER ADVANCE SCHEDULES AND FORECASTS

The latest 2016 season advance schedule for each region, which incorporates both QSL and Wilmar Pool values, is now available on the grower web. The increased advance rate for each region will affect grower pays from 20 October.

Please note the latest advance rates are based on the latest QSL Pool reports as at 30 September, 2016. Growers will also be able to access and download their updated cash flow forecasts for the 2016 season on the grower web portal. Please note the cane values provided are indicative only and do not include GST, allowances or any lien, levy or other deductions.

Please remember to use the URL address [www.wilmar-sugarmills.com.au](http://www.wilmar-sugarmills.com.au) when accessing the grower web.

## COMMUNITY NEWS

### EVENTS WE'RE SUPPORTING

Wilmar Sugar is proud to support school, sporting and community events in North Queensland. This month, we are supporting the:

- » Maraka Festival Let's Rock Dinner Dance
- » Awards nights for Home Hill, Proserpine, Ingham and Bowen state high schools
- » Townsville Fire home game against Bendigo Spirit
- » Daniel Morcombe Foundation Charity Golf Day, and
- » James Cook University Charles Barton Medal for engineering



Don't take risks.  
**Give way to  
cane trains.**



## M&M PIRRONE SPRAYING

**For all your spraying needs**

Contact Michael - 0407 636 108 / Commercial Spray Licence

# Advances and payments by pricing category



## 2015 SEASON: HERBERT, BURDEKIN & PLANE CREEK

10 October 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								
25 Mar 2016		\$683.12	\$461.45	\$467.72	\$482.58	\$466.35	\$430.06	\$450.12	
29 Apr 2016		\$690.61	\$440.38	\$469.34	\$485.51	\$477.02	\$434.61	\$456.50	
27 May 2016		\$678.06	\$472.58	\$478.59	\$494.70	\$523.84	\$455.59	\$501.29	
30 Jun 2016		\$668.04	\$470.14	\$477.97	\$497.80	\$556.89	\$466.45	\$525.41	
29 Jul 2016		\$669.99	\$470.40	\$475.44	\$493.92	\$541.85	\$456.79	\$508.86	
26 Aug 2016		\$664.97	\$471.00	\$476.47	\$498.09	\$558.88	\$464.76	\$527.68	
Current Gross Pool Estimate	A/t IPS	\$762.52	\$475.41	\$478.00	\$502.46	\$580.05	\$470.33	\$551.15	
Shared Pool Premiums	A/t IPS	-\$65.15	\$34.34	\$34.34	\$34.34	\$34.34	\$34.34	\$34.34	
Shared Pool Charges	A/t IPS	-\$34.42	-\$34.43	-\$34.43	-\$34.43	-\$34.43	-\$34.43	-\$34.43	
Net Pool Price Estimate 30 September 2016 Pool Reports	A/t IPS	\$662.94	\$475.33	\$477.92	\$502.38	\$579.97	\$470.25	\$551.07	
<b>ADVANCE RATES</b>	<b>A\$/t IPS</b>	<b>% Advance</b>	<b>Status</b>						
<b>In-Season \$ Rates</b>									
Initial	\$267.00	Paid	\$267.00	\$267.00	\$267.00	\$267.00	\$267.00	\$267.00	\$267.00
18 Aug 2016	\$326.00	Paid	\$326.00	\$326.00	\$326.00	\$326.00	\$326.00	\$326.00	\$326.00
20 Oct 2016	\$368.00	Scheduled	\$368.00	\$368.00	\$368.00	\$368.00	\$368.00	\$368.00	\$368.00
15 Dec 2016	\$394.00	Scheduled	\$394.00	\$394.00	\$394.00	\$394.00	\$423.22	\$394.00	
<b>Post-Season Differential Rates</b>									
26 Jan 2017	80.00%	Scheduled	\$530.35	\$380.26	\$382.33	\$401.90	\$463.97	\$423.22	\$440.85 \$422.14
23 Feb 2017	82.50%	Scheduled	\$546.93	\$392.14	\$394.28	\$414.46	\$478.47	\$423.22	\$454.63 \$435.34
23 Mar 2017	87.50%	Scheduled	\$580.07	\$415.91	\$418.18	\$439.58	\$507.47	\$423.22	\$482.18 \$461.72
20 Apr 2017	90.00%	Scheduled	\$596.65	\$427.79	\$430.12	\$452.14	\$521.97	\$423.22	\$495.96 \$474.91
18 May 2017	92.50%	Scheduled	\$613.22	\$439.68	\$442.07	\$464.70	\$536.47	\$434.98	\$509.74 \$488.10
22 Jun 2017	95.00%	Scheduled	\$629.80	\$451.56	\$454.02	\$477.26	\$550.97	\$446.73	\$523.51 \$501.30
Final	100.00%	Scheduled	\$662.94	\$475.33	\$477.92	\$502.38	\$579.97	\$470.25	\$551.07 \$527.68
<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			2.67%					97.33%	100.00%
Initial Advances to be Paid	A/t IPS		\$368.00					\$368.00	\$368.00
Final Forecast Advances to be Paid	A/t IPS		\$662.94					\$551.07	\$554.06
% Paid Season-to-Date			55.51%					66.78%	66.42%

## 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

---

## WEBSITE

Members are encouraged to register to use our new website at [www.kalagro.com.au](http://www.kalagro.com.au) - Kalamia Cane Growers information hub.

To register, click on the member's login button, then click on the register tab. Fill in the necessary details required and approval to view Kalamia's Exclusive Member's Information will be updated within 24 hours.

---

## Member Email Changes

Kalamia member's emailed information has changed where clicking on the link in your email will link you directly to the website without a login process for easy access to daily information:

- Kalagro Fuel Prices
- Daily Loadings
- Sugar Prices
- QSL Weekly Updates
- What a Sweet Life monthly magazines
- Upcoming sugar industry events
- Kalamia Member information updates

Please Note: Registration is still required to browse the website without these direct links.

---

## CSA AGREEMENTS

Kalamia Cane Grower's pride themselves on keeping their members up-to-date with all current issues regarding the Sugar Industry.

Members wanting to further their knowledge and want assistance with questions or queries regarding the CSA agreement options for 2017 and beyond, are invited to make an appointment to discuss these issues with our Executive Manager, David Rutledge.



# KCGO Sweet Events

## LUCINDA BULK SUGAR LOADING TOUR - DAVID RUTLEDGE

The story of Australia's revolutionising the world trade in sugar started in the 1950's when the forefathers of the sugar industry saw the competitive advantage that Australia could achieve by investment in handling systems at ports. It was a game changing thought – get rid of these 160 lb hessian bags that had to be manually loaded and discharged, and replace them with a mechanised system that handled bulk sugar. So it was envisaged, the loading at mill into rail cars with bulk sugar boxes that tipped and with sides that opened to discharge the sugar onto a conveyor belt. The sampled and quality graded sugars

then being distributed by overhead elevators into vast storage sheds under which a series of trapdoors could be opened or closed to give a flow down onto another conveyor belt that ran out to the ship loading gantry and is discharged into a ship's hull.

The process is now largely automated and run with software, and is not the engineering complexity that strikes you, nor the sophistication of the processes so much as the scale of everything. This is no better typified than by the length of the Lucinda conveyor belt loading jetty, 5.8 klms long to get out to 10 m deep water so larger ships





**ATV's | Motorcycles | Wave Runners**

**Ph: 4783 3773**  **BURDEKIN MOTORCYCLES**

**www.burdekinmotorcycles.com.au**





# Continued...



can be serviced. As in all business, competitive advantage is never maintained for very long without competitors offering something similar, but these facilities are still world leading.

There are 6 Bulk sugar handling terminals in North Queensland which handle over 3 million tonnes of sugar annually with the bulk being exported to the East Asia, and the US. Being impressed by these it is almost unimaginable to consider the throughputs of places like Port Headland and Dampier with 364 million and 146 million tonnes of ore respectively in a year.

The STL owned facilities currently operated by QSL may be aging but are well maintained and will continue to serve the Queensland sugar industry for many years to come.

Recently toured by our Executive Manager, David Rutledge, the Lucinda Bulk Sugar handling terminal (photos shown) was open to tours, impressively displaying the loading of Bulk Sugar onto ships. An experience to see the large scale operation in action.



# THINK PINK HIRE

Innovative implements for the sugar industry  
Stool splitters & Grub control applicators  
Delivered anywhere!

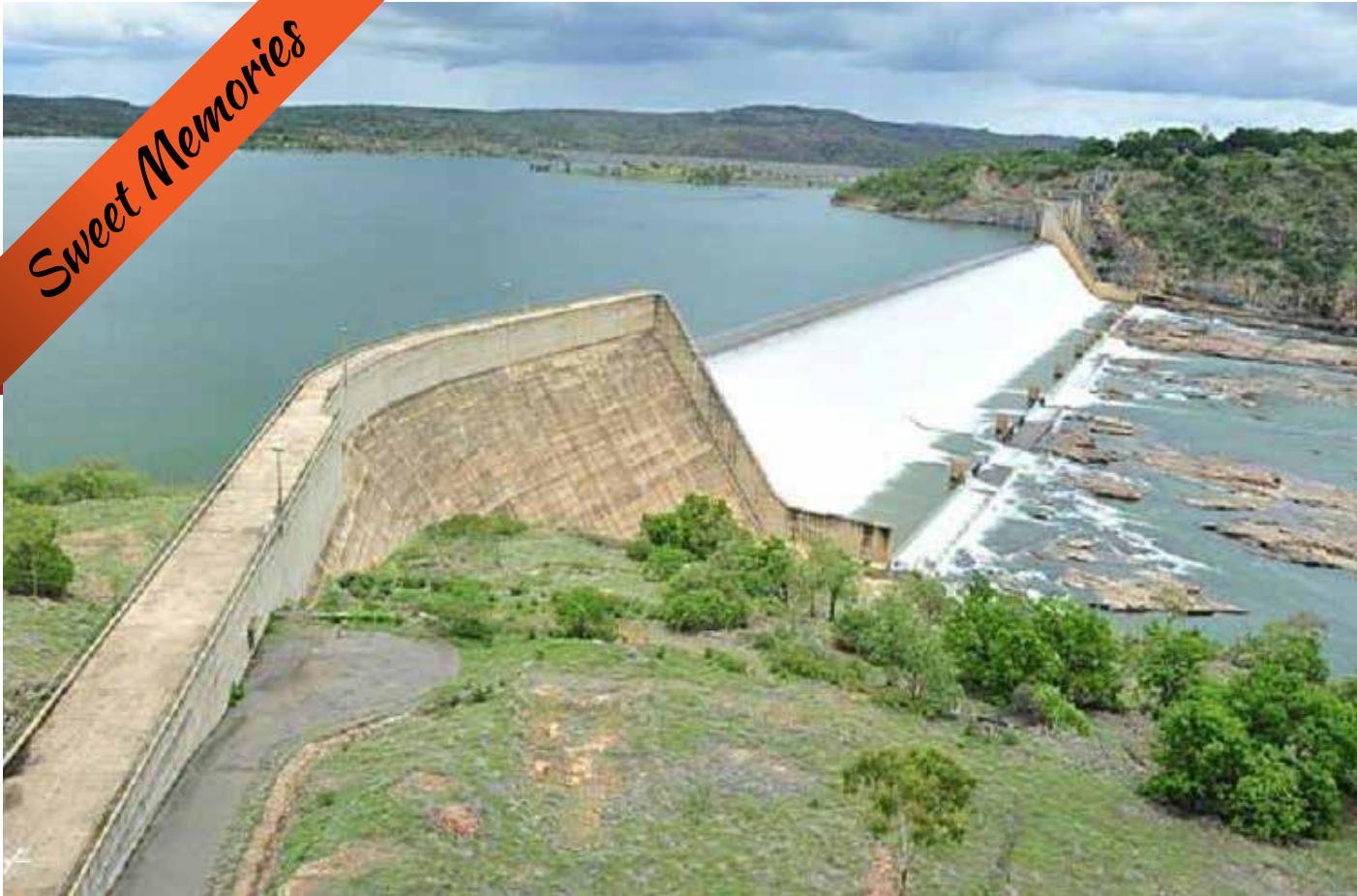
**0409 635 434**

**or**

**0417 882 147**



Sweet Memories



Burdekin Dam



Ayr Lighthouse, Maritime Museum, SYDNEY

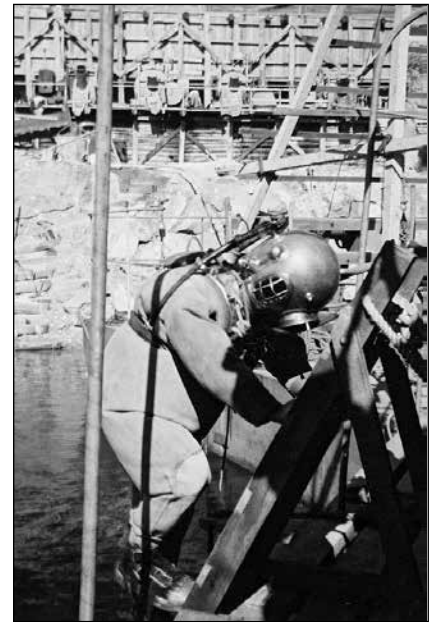




*The Inkerman Sugar Mill HOME HILL*



*Caledonian Hall*



*BDKBridgeDiverOdgers*



*The early Brandon Railway Station*

# Sweet Industry News

## BURDEKIN CANE GROWERS GETTING 'RAW DEAL' FOR SUGAR PROCESSING FROM INTERNATIONAL CONGLOMERATE WILMAR

By The Business presenter Elysse Morgan - [www.abc.net.au/rural](http://www.abc.net.au/rural)



Photo: Allan Parker and other Burdekin cane growers say Wilmar's deal is restrictive. (ABC News)

### Sugar runs through Allan Parker's veins.

#### KEY POINTS:

- » Cane growers accusing Wilmar of attempting to squeeze their livelihood from them
- » Wilmar offers supply contracts to farmers which are "unacceptable"
- » Growers left with little alternative but to ask for government intervention, one grower says

He is a fifth-generation cane farmer in the Burdekin, a region of north Queensland home to the nation's most productive cane operations.

He has just finished planting next year's crop, at a time when prices are sky-high due to a global shortage.

It should be cause for celebration.

"The prices are excellent, world highs that we haven't seen for such a very long time," Mr Parker says.

"It would go a long way to paying a lot of debts that we've incurred over the last few years of low prices."

Instead, Mr Parker and the other 550-odd growers who work this rich 85,000-hectare patch of land just south of Townsville are facing a fight for survival.

They are in a dispute with one of the world's most powerful commodities traders, Singapore-based conglomerate Wilmar, which bought CSR Sugar six years ago and which Mr Parker and his fellow growers claim is attempting to squeeze their



Photo: Geoff Cox explains how Wilmar is ramping up the pressure. (ABC News)

livelihood from them.

It is a situation that has come to the attention of Federal Agriculture Minister Barnaby Joyce, who issued Wilmar a blunt warning.

"If you want to drag this out at a federal level, we can," he says.

"We are going to make absolutely certain that farmers are treated fairly."

Wilmar is also on the radar of competition regulator, the ACCC.

#### GROWERS SAY WILMAR'S DEAL INCLUDES RESTRICTIVE CLAUSES

The plight of the Burdekin cane growers is likely to become a lightning rod in the escalating debate over foreign investment, particularly rural land and agribusiness.

Wilmar now owns every mill in the Burdekin area and with that comes enormous power. Farmers simply cannot have their cane processed unless they have a supply contract with Wilmar. And this year, the farmers argue that the contract on offer is unacceptable.

"We've had bad contracts before, but this is the pits," Mr Parker says.

What has riled farmers this year is the clauses added by Wilmar, which the growers say are restrictive.

They say among the worst of the clauses is one that dictates the miller can arbitrarily reject cane, meaning the grower receives nothing.

Wilmar also wants the right to launch legal action against growers who sell their farm

to a buyer who no longer wants to grow cane.

The biggest grower in the Burdekin, Geoff Cox, has a 2,700-hectare operation employing 20 full-time workers and millions of dollars of machinery and infrastructure.

Standing in the midst of a paddock that was burnt the previous night, while harvesters load their rich bounty into tippers destined for processing at the mill, Mr Cox — pointing to the broad expanse of cane that will ripen next year — explains how Wilmar is ramping up the pressure.

"This cane, like all the cane across the region, will be ready for cutting in the middle of next year," he says.

"By then, farmers need a contract and Wilmar knows that. We will have to sign a contract, no-one can afford not to. If it comes right down to the wire and harvest is about to start, we'll have to sign that contract no matter how bad it is.

"We have to sign that contract."

#### FARMERS SAY THEY HAVE NO ALTERNATIVE TO 'RAW' WILMAR DEAL

The growers claim they are getting a raw deal.

They point to the huge pricing difference offered by Wilmar compared to Queensland Sugar Ltd, which traditionally has been the single desk for selling local sugar.

Wilmar's own documents show that it is paying \$104 less than QSL. It is a big margin considering QSL is paying \$580 a tonne. Growers originally welcomed Wilmar's arrival. The idea that it would compete with QSL was sold as a benefit.

But now that it wants to market sugar, and not simply process it, the company has the



Photo: Geoff Cox, the biggest grower in the Burdekin, employs 20 full-time workers. (ABC News)



# Sweet Industry News



Photo: Wilmar now owns every mill in the Burdekin area. (ABC News)

potential to create a monopoly. Wilmar is in contract dispute with QSL and it is blocking QSL's access to the material. As a result, farmers have no alternative. "The terrible conditions that they've put into our cane supply contracts just means that if they can't get money at one end they can get it at the other end just by screwing us there," Mr Parker says. "It could make or break a lot of people."

## GOVERNMENT WANTS 'FAIR PRICE' FOR FARMERS: JOYCE

According to Mr Cox, growers will be left with little alternative but to ask for government intervention, a move that Mr Joyce seems willing to consider.

"We are going to make absolutely certain that farmers are treated fairly," Mr Joyce said.

The Queensland Government attempted to intervene last year with legislation that would ensure farmers retained a choice in marketing their product.

But it is not working and Mr Joyce is not pleased.

"We want Wilmar to act in the spirit of the law because we want a fair price for farmers," he says.

Liberal-National MP George Christensen recently accused the company of unconscionable conduct and called on the ACCC to intervene.

The company met with the competition watchdog on Tuesday and told the ABC it is sure that claims of abuse of market power "will be found to be without substance".



Photo: Federal Agriculture Minister Barnaby Joyce issued Wilmar with a blunt warning. (ABC News)

## IGNORANCE ON THE ROADS CAUSES STRESS FOR CANE TRAIN DRIVERS



Photo: Cane train driver Christine Malaponte. (ABC Rural: Mark Jeffery)

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

By Mark Jeffery

Cane train locomotive drivers throughout Queensland face up to 10 near hits with cars and trucks a day.

One driver said the stress of actually colliding with a vehicle had a huge impact on people working on the trains.

"When they run through red lights, people don't realise how long we take to pull up," driver Christine Malaponte said.

"If we've got a load of 120 full bins, that's over 900 tonnes. It takes us maybe a kilometre to pull up, even longer."

She said if drivers saw a red light they should stop.

"We don't want to have to be in an accident and hurt someone. We don't want that guilt on us because it's not our fault that we've hit someone."

She said it was just people being impatient who could not stop and wait for the train to go through.

"It is pretty stressful. Especially if we see the red lights coming on and will still see cars coming towards us at full speed."

"If they don't stop we're probably going to hit them," she said.

Ms Malaponte grew up on a cane farm with rail tracks running through it. She had no idea that one day she would be driving trains on those tracks.

"It is a bit different," she said.

"When people ask me what I do for a job, I say I'm a train driver, and they say, 'no you can't be'."

"It is rewarding. Especially having grown up on a cane farm. I guess it's good to still be in the sugar industry."



0417 622 956 | 0408 826 747 | [www.quagliatahaulage.com.au](http://www.quagliatahaulage.com.au)

Quality distribution in the delivery of soil, road base, gravel, aggregate, landscaping and quarrying products

# Sweet Industry News

## SUGAR MILLER WILMAR WINS BOARDROOM BATTLE, CANEGROWERS SAY IT IS NOT IN THE 'BEST INTERESTS OF THE INDUSTRY'

QLD Country Hour, By Craig Zonca and Lara Webster

Australia's biggest sugar milling company Wilmar has won a controversial vote to secure an extra seat on the board of Sugar Terminals Limited (STL), the company that owns the six bulk sugar terminals in Queensland.

The board of five directors consists of two milling representatives, two grower delegates and an independent chair, with shareholdings split between active cane growers and millers.

Wilmar's move marked the first time it had flexed its controlling stake of miller shares, and denied the re-election of Mackay Sugar's Andrew Capello to the STL board.

Queensland Canegrowers chairman Paul Schembri claimed the boardroom play rang alarm bells for his members.

"I'm not suggesting Wilmar is doing anything illegal ... but I clearly don't believe it's in the best interests of the industry," he said. "We will be keenly monitoring Wilmar and certainly STL to ensure that this very important part of the supply chain is managed for the best interest of the industry."

While STL may own the terminals, the logistic operations are currently leased to Queensland Sugar Limited (QSL) which, under recent changes in the industry, will compete with Wilmar as a marketer of raw sugar from next season.

"If you've got two millers from the same company, they certainly will have a strong presence on the board," Mr Schembri said.

Wilmar and grower groups have been at bitter loggerheads ever since the miller last year decided to sever ties with the pool marketing arrangements through QSL from next season.

"Wilmar has been saying in the public space that they don't believe QSL should operate the terminals," Mr Schembri said.

"We don't want Wilmar to use its presence on the board to arrive at a range of outcomes that can be detrimental to growers and millers in all the regions. We want fairness to apply."

But Wilmar said in a statement it had "acted in accordance with the law, the constitution of STL and in line with its stated commitment to do all possible to see the multi-user STL terminals operated in a professional, efficient and equitable manner".

### STL CHAIR CONFIDENT QSL WILL CONTINUE AS TERMINAL OPERATOR

STL chairman Stuart Gregory acknowledged the concerns of growers but said the appointment "does not hand control of the STL board to Wilmar".

"Some of the Wilmar executives have alienated many cane growers so that Wilmar does have a bad reputation in some regions," Mr Gregory said.

"But as far as the STL board appointees by Wilmar are concerned, they have always acted very professionally and have given me as chairman only support, so I don't share the concerns that some of the growers do have."

Mr Gregory made clear that directors' fiduciary duties lawfully bound them to act in the best interest of STL.

"I did announce at the AGM that we are exploring the option of appointing an additional one or two independent directors," he said.

"Now that's not directly to counter any Wilmar influence on the board, it's really to

ensure that under the new operating model we have the requisite skills and experience." Mr Gregory also pointed to a review of the current lease arrangements, saying he was encouraged by the progress in negotiations with QSL.

"Our negotiations have been with QSL and our expectation, and quite frankly I'm confident, that we will continue to have QSL as operator of our terminals after July 2017."

### WILMAR AND QSL IN CONTINUING DISCUSSIONS

ABC Rural understands Wilmar and QSL have met a number of times this week in a bid to finalise an agreement for the sale of sugar from next season.

Both parties are back at the table after an acrimonious breakdown in discussions in August.

The new round of negotiations are said to be "constructive" and "while challenges remain, there has been significant progress".

In the new 'choice in marketing landscape', securing sugar sales agreements between millers and marketers, such as QSL, is a crucial step in growers being able to nominate who will sell their grower economic interest sugar.

The lack of an agreement between the two has been of considerable concern to grower collectives, which are yet to sign agreements for the supply of cane from July 2017.

One group, Burdekin and District Cane Growers, has triggered formal arbitration with Wilmar in a bid to break the contractual impasse.



**G&G Ag Contracting**  
**BILLET PLANTING**  
Glen: 0412 659 856 Gianni: 0428 831 601  
*Reliable & Quality Service*



# Sweet Industry News

## QUEENSLAND PRAWN FARM EXPANSION ADDS SIGNIFICANT BOOST TO PRODUCTION

QLD Country Hour, By Lara Webster



Photo: Tiger prawns straight out of the water at Australian Prawn Farms in Ilbilbie. (ABC Rural: David Sparkes)

A major expansion will allow a Central Queensland prawn farm to increase its production by 50 per cent.

Australian Prawn Farms, south of Mackay at Ilbilbie, has expanded its operations by 14 hectares.

The expansion will enable the company to harvest more than 600 tonnes of black tiger prawns this season — in previous years that figure has been between 350 to 400 tonnes. General Manager Matt West said there was a growing appetite in the domestic market that needed to be fed.

"I would have a guess that probably in the vicinity of 80 to 90 per cent of all the product produced in Australia at the moment goes to the supermarket chains," Mr West said.

"Right now there is an insatiable appetite for our product, the customers love it, they want more and more of it."

Sixteen ponds in total have been added to the farm's 33-one hectare ponds, with 14 to be used for the first time this season.

Between 40 and 70 prawns are stocked per square metre in each pond.

### BARRIERS TO EXPANSION

With so much uncertainty still around the regulation of aquaculture, Mr West said it was difficult to expand but it was a gamble that had to be taken.

He also added that he had started to see more confidence in the industry's future from other stakeholders.

"It is still very difficult [to expand] but in saying that there is a bit of industry growth going on at the moment, we are expanding and there are another couple of farms that are looking at expanding up north," Mr West said.

"You have got to remember that this has not been an overnight thing, these farms that are now looking at putting more ponds in and increasing in size have been doing this over a number of years.

"What I am hoping is that [with] the QSA report that has finally been released and is on the table ... we can get something out of that and we can start cutting down some of that red tape."

### DOMESTICATION OF BLACK TIGER PRAWNS

The farm has also been working to improve the domestication and production of black tiger prawns, a species which is known to be difficult to breed in captivity.

This year however, there has been a breakthrough, with an increase in the number of domesticated stock on farm.

Tony Charles, the hatchery manager at Australian Prawn Farms, said this year there had been a significant increase in the number of domesticated stock on farm.

He said 300 females had produced 16 or 17 million babies.

"It is quite a scale up," Mr Charles said.



Photo: Matt West says there is growing demand for black tiger prawns from Australian customers. (ABC Rural: Lara Webster)

He added staff had learnt much more about the breeding process of black tiger prawns over the past few years.

"It is becoming very apparent that it is a female problem ... it is the females that are having trouble producing enough eggs and then getting a good hatch rate from it."

"That is where our efforts are going to be focused on for the next couple of years."



Photo: While they might be hard to see, these nautilus black tiger prawns will soon fill the new ponds at Australian Prawn Farms. (ABC Rural: Lara Webster)

# AG HIRE

## CULTIVATING CANE | HILLING UP CANE

Phone Paul 0416 952 932

# Sweet Industry News

## QUEENSLAND SUGAR LIMITED AND MSF SUGAR AGREE ON SUGAR MARKETING CHOICE

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

By Charlie McKillop

A group of cane growers in north Queensland have pulled the trigger for arbitration to break their bitter stalemate with milling company Wilmar over supply contracts.

The action coincided with embattled sugar marketing company, Queensland Sugar Limited (QSL) securing a much-anticipated on-supply agreement with Australia's second largest producer, MSF Sugar.

It cleared the way for growers in the Atherton Tableland, Mulgrave, South Johnstone and Maryborough districts to opt for QSL as the marketer of their sugar, and forward price for the 2017 season and beyond.

But in Australia's largest sugar growing district, the Burdekin, a growers' collective has served notice to Wilmar requiring the miller to "use all reasonable endeavours" to negotiate a new contract by October 14, or the dispute will go to formal arbitration.

Burdekin and District Cane Growers (BDCG) spokesman Russ McNee claimed the collective of growers that supplies Wilmar's Invicta, Pioneer and Kalamia mills had been left with little option.

"Our growers have become increasingly frustrated," Mr McNee said.

"Wilmar is not prepared to accept our position. They're saying our documents do not comply with the legislation.

"In effect, the arbitration will determine that, if we can't come to agreement before that."

Sugar milling companies were vehemently opposed to the clause to force arbitration when legislation was passed last year in Queensland Parliament, requiring milling



Photo: The battle over control of Australia's \$1.6 billion export sugar industry has been re-ignited (Charlie McKillop)

companies to give farmers a choice in how their share of sugar, or grower economic interest (GEI) was sold into the export market.

### WILMAR CYNICAL ABOUT ARBITRATION TRIGGER

Wilmar Sugar's Shayne Rutherford expressed surprise at the move by BDCG to serve notice under the act, but said it was "just a step".

He said it remained to be seen if the collective was attempting to exert commercial pressure on otherwise "very good and constructive negotiations", or a genuine desire to take matters to arbitration.

Mr Rutherford cited the Queensland Productivity Commission report indicating arbitration could end up costing each party up to \$1.5 million and take 12-18 months to conclude.

"This is a challenging situation for all concerned as we try to work with a flawed piece of legislation that has done all damage and no good for the industry," he said.

Mr Rutherford acknowledged historically high sugar prices, currently hovering around A\$600 a tonne for 2017 contracts, made the pressure to reach agreement on cane supply even more apparent.

He said Wilmar had already signed 1 million tonnes of cane under individual agreements, indicating a clear desire by many growers for the process not to enter a "protracted and expensive legal battle".

"The numbers of growers are still relatively small ... we're heading for 200 or so, but we have a long way to go," Mr Rutherford said.

Agreement with BDCG on a cane supply agreement was not out of reach, he said.

BDCG manager Julie Artiach agreed if both parties negotiated in good faith, a resolution could be achieved within three months, or even before the arbitration process began.

However, the milling company's insistence growers were not and could not be a party to the negotiations of an on-supply agreement between it and the GEI marketing company, QSL, remained a major sticking point.

"Why is Wilmar Sugar trying to exert so much control over GEI sugar? This is sugar used to pay growers," she said.

"Wilmar Sugar is free to do whatever Wilmar Sugar wants to do with miller economic

"This is a challenging situation for all concerned as we try to work with a flawed piece of legislation that has done all damage and no good for the industry," he said.

# Coral Coast Marine

229 Queen Street, Ayr Phone: 4783 1530 Email: [ccmarine@bigpond.net.au](mailto:ccmarine@bigpond.net.au)





# Sweet Industry News

interest (MEI) sugar, but when it comes to GEI sugar, the terms under which that GEI sugar is transferred to the marketer is imperative to growers.

"It potentially influences what the growers get paid.

"For Wilmar Sugar to assert growers have no interest or are not entitled to know what the terms are that they're propositioning to QSL as the growers' marketer is farcical."

## **AGREEMENT HERALDS NEW ERA FOR SUGAR CHOICE**

The finalisation of a long-awaited on-supply agreement between QSL and MSF Sugar was evidence the new sugar marketing legislation was workable, according to QSL chief executive officer Greg Beashel.

It also required the ongoing support and co-operation of parties with an existing raw sugar supply agreement with QSL, including Bundaberg Sugar, Isis Central Mill and Mackay Sugar.

Mr Beashel said QSL remained at the negotiating table with Wilmar and Tully Sugar



*Photo: The sugar industry looks to renewable energy as an alternative income stream away from the volatile sugar market. (Charlie McKillop)*

"There's been a lot of commentary that the legislation doesn't work, it's not practical, adds costs and risk, and the agreement we have with MSF shows those things can be managed around and an agreement can be put in place to make all of this work," he said.

in a bid to secure a similar deal that would facilitate marketing choice for cane suppliers to those companies.

"There's been a lot of commentary that the legislation doesn't work, it's not practical, adds costs and risk, and the agreement we have with MSF shows those things can be managed around and an agreement can be put in place to make all of this work," he said.

QSL remained in a strong position to offer value to growers, despite Wilmar, MSF and Tully Sugar exiting the sugar pool next season and some growers already opting for

other marketing arrangements.

"We see these arrangements lasting for the long term and they'll be competitive arrangements for a very long time in the MSF regions based on this agreement, so it's not just about the 2017 season where I acknowledge some tonnage has gone to other marketers," Mr Beashel said.

"We want to compete for tonnage in those areas and this will be a framework for marketing in the industry for a very long time."

MSF Sugar's Paul Heagney said the company expected 80 per cent of the sugar produced in its factories to be sold by MSF

next season.

Meanwhile, MSF continued to focus its energy on developing new opportunities to add value to the entire supply chain, such as the \$75 million green power station project on the Atherton Tableland.

"It's not a significant change really in terms of the choice our growers have already had," Mr Heagney said.

"I think the new era will come when we have cane supply agreements that aren't based on a cane price formula, they're based on other revenue streams."



**Owner/Operator**

## **Delle Baite** **EARTHMOVING** **MARK DELLE BAITE**

**GPS LEVELLING • DRAINAGE • RECYCLE PITS • DAMS • SURVEYING • 500HP CASE 14FT SCOOP**

**Mobile: 0419 832 834 Phone/Fax: 07 4783 5478**

**Email: mk-dellebaite@bigpond.com PO Box 2299, 330 McDesme Rd, Ayr Qld 4807**

# Sweet Industry News

## INGHAM SUGAR CANE GROWERS TRY GROWING RICE TO IMPROVE SOIL HEALTH

ABC Rural

By Tom Edwards and Nathalie Fernbach

An Ingham sugar cane grower is investigating whether growing rice for the past two years has improved the soil health on his farm.

Stephen Accornero planted 6 hectares of rice in his first trial two years ago, and has since increased that to 20 hectares.

"I was looking at alternative crops that would stop me from growing a monoculture all the time," he said.

"I'd already done it with corn, but corn didn't suit this area, so I thought I'd try rice because the soils look like they might suit it better."

Six cane growers in the Ingham area are participating in the trials, with Riverina company Sunrice providing the "rice and advice" and farmers bearing the other costs.

"Because of the tropical conditions here, the rice grew faster at certain times of the year and at other times it slowed down," Mr Accornero said.

"The Riverina fellas weren't totally aware of that and that made it a bit awkward when it came to fertilising and spraying, because

you have certain times to do it in."

Mr Accornero said last year's rice crop made about \$400 per hectare profit, but this might not be the case for other growers.

"We had the harvester and we had all the equipment we needed to sustain a crop of rice, whereas a lot of other farmers don't, which makes it more expensive for them," he said.

"They thought the agronomy would be a lot more up to date, harvesting, transport, planting — all the costs they weren't prepared for at the time.

"So they probably found it a lot more expensive than I did."

Mr Accornero will not find out if growing rice has improved soil health until he harvests next year's cane crop from the trial sites.

He was optimistic about the potential benefits on his farm, but said rice would not necessarily be for everyone.

"Certain areas it possibly won't suit, so you're best talking to an agronomist to give you an idea, or someone from Sunrice who will put you on the right track," he said.

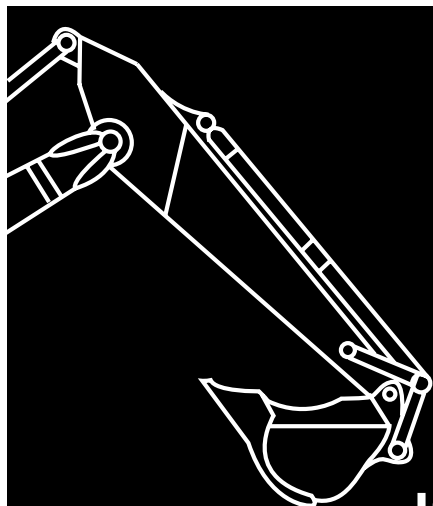
"It certainly can be a feasible crop, and rice is looking promising for us in this area."



Photo: Mr Accornero already had a lot of the machinery required for growing rice, which helped with the trials. (ABC North Queensland: Nathalie Fernbach)



Photo: Stephen Accornero is marketing his rice under the brand name Koala. (ABC North Queensland: Nathalie Fernbach)



**DELLEBAITE  
DIGGER  
SERVICES**

**JOSH DELLEBAITE** OWNER/OPERATOR  
PH: 0417 442 898 OR 0419 679 907

**JCB 1.8 TONNE EXCAVATOR  
COMPACT EXCAVATIONS  
EQUIPPED WITH TRIMBLE GPS**

- ROCK/LOG GRAB
- POST HOLE BORER
- FOOTINGS
- CANE PUSHING
- DRAINAGE/TRENCHES
- DRIVEWAYS

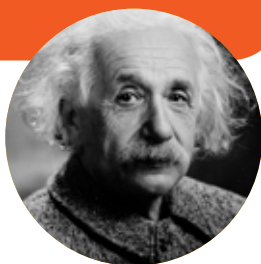


# Sweet Info



*'Everything should be made as simple as possible, but not simpler.'*

ALBERT EINSTEIN



## JOKE OF THE MONTH

Q: What do you call a belt with a watch on it?

A: A waist of time.

Q: Why shouldn't you write with a broken pencil?

A: Because it's pointless!

Q: Why are fish easy to weigh?

A: Because they have their own scales

## WORD OF THE MONTH

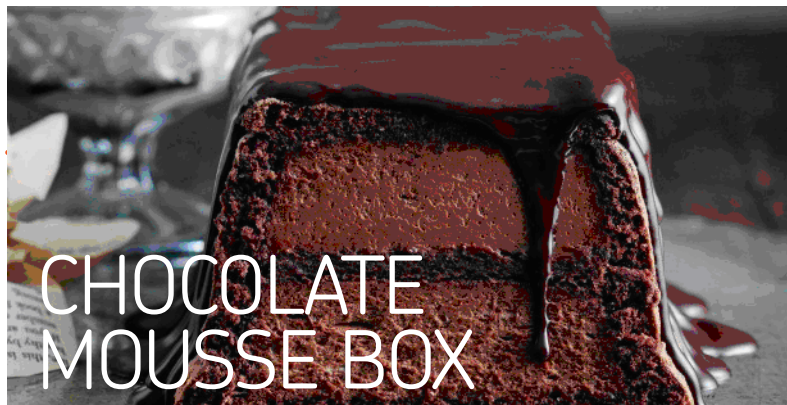
# chimerical

adjective [ki-mer-i-kuh l or  
ki-mer-ik; -meer,kahy-]

**wildly fanciful; highly  
unrealistic.**

## DID YOU KNOW...?

- » Did you know a group of rhinos is called a crash
- » Did you know Brazil borders every country in South America except Chile and Ecuador
- » Did you know Monopoly is the most played board game in the world
- » Did you know if you filled a matchbox with gold it could be flattened into a sheet the size of a tennis court



## CHOCOLATE MOUSSE BOX

### INGREDIENTS

- » Canola oil spray
- » 5 eggs
- » 155g (3/4 cup) caster sugar
- » 2 teaspoons vanilla bean paste
- » 50g (1/3 cup) self-raising flour
- » 2 1/2 tablespoons Cocoa Powder
- » 1/2 teaspoon baking powder
- » 150g 70% cocoa dark chocolate, chopped
- » 50g butter

### MOUSSE

- » 2 eggs, separated
- » 60g (1/3 cup) icing sugar mixture, sifted
- » 100g 70% cocoa dark chocolate, melted, cooled
- » 2 tablespoons Frangelico liqueur
- » 300ml ctn double cream

### METHOD

Preheat oven to 180°C. Spray two 2cm-deep, 22.5 x 33cm Swiss roll pans with oil. Line with non-stick baking paper.

Use an electric beater to beat the eggs, sugar and vanilla in a bowl until thick and pale. Combine flour, cocoa powder and baking powder in a bowl. Sift one-third of the flour mixture over the egg mixture. Use a large metal spoon to fold until just combined. Repeat, in 2 more batches, with the remaining flour mixture.

Divide evenly between prepared pans and smooth the surfaces. Bake for 15 minutes or until the cakes spring back when lightly touched. Set aside in the pans on a wire rack to cool completely.

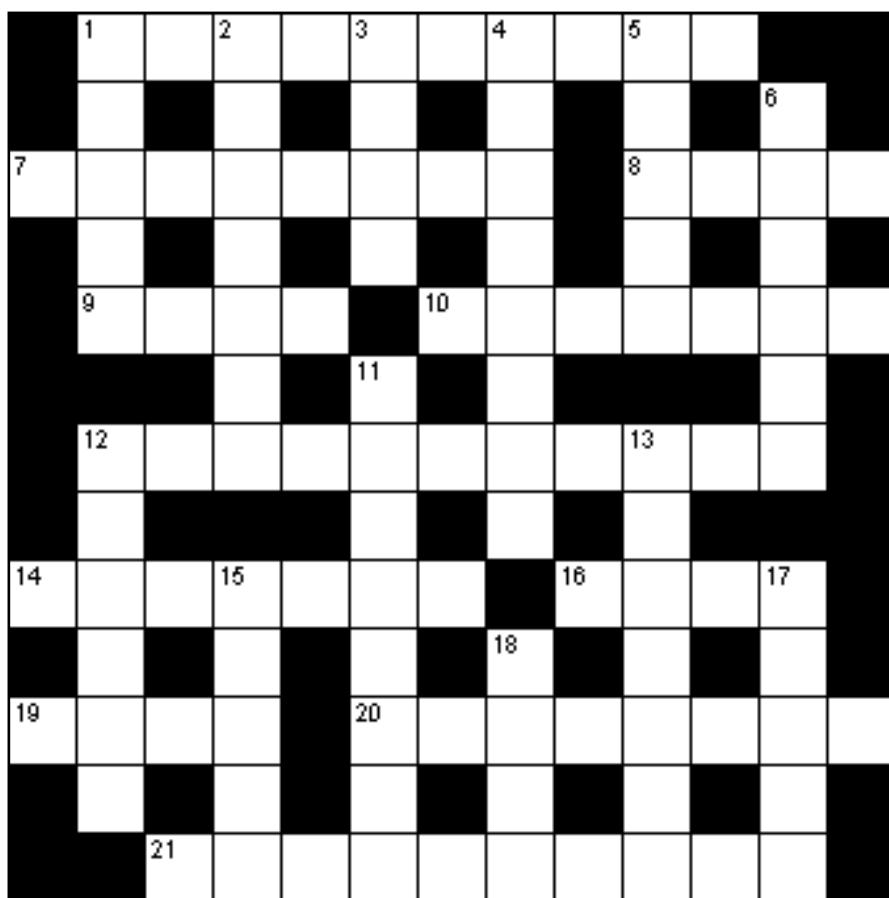
Meanwhile, to make the mousse, use an electric beater to beat the egg yolks and icing sugar in a bowl until thick and pale. Beat in the chocolate and Frangelico. Whisk the cream in a bowl until soft peaks form. Use a large metal spoon to gently fold the cream into the chocolate mixture. Use an electric beater to beat the egg whites in a clean, dry bowl until soft peaks form. Fold one-third of the egg white into the chocolate mixture. Repeat, in 2 more batches, with remaining egg white. Cover surface with plastic wrap.

Spray a 7.5cm-deep, 8.5 x 17cm loaf pan with oil and line with plastic wrap. Turn the cakes onto a sheet of non-stick baking paper. Remove the top sheets of paper. Line the base and sides of the prepared loaf pan with cake, cutting to fit. Reserve excess cake. Cut two 8.5 x 17cm rectangles from the reserved cake.

Spoon half the mousse over the cake base and smooth the surface. Top with 1 cake rectangle, pressing down gently. Spoon over the remaining mousse and smooth the surface. Top with the remaining cake rectangle and press down gently. Wrap in plastic wrap and place in the fridge for 4-6 hours or overnight to set.

Stir the chocolate and butter in a saucepan over low heat until chocolate melts and the mixture is smooth. Turn the cake onto a serving platter and pour over the chocolate sauce.

# Crossword



## ACROSS

- 1 Energy (3-2-3-2)  
7 Announce (8)  
8 Old (4)  
9 Cease (4)  
10 Endangered (2,5)  
12 English county (11)  
14 Competent (7)  
16 False (4)  
19 Room or space under roof (4)  
20 Item of jewellery (8)  
21 Sunrise (5,2,3)

**DOWN**

- 1 Young women (5)  
2 Rebuke (4,3)  
3 Summit (4)  
4 Insensibility (8)  
5 Fruit of vine (5)  
6 Bring back to life (6)  
11 Asian country (3,5)  
12 Public speaker (6)  
13 Breathed in (7)  
15 Stage-player (5)  
17 Dirty (5)  
18 Reflected sound (4)

# Classifieds

FOR SALE

- » CW45 UD, 3 bin tipper for seed cane. 6 Row Irving boom – 900L tank. 7 Row Broad acre boom. VGC – Ph 0417622956
- » 2006 Grizzly Billet Planter – Large Stainless steel fertiliser boxes, stainless steel shute, Plough front, Plus – double disc opener front, Suscon applicator, Talstar tank. Good condition \$45,000 plus GST ONO Ph 0427735305
- » 24 Plate, blue line discs. Ph. 0418 987 099
- » Nissan UD tip truck. Ph 0418987099
- » 6 sets of double disc cuttaway assembly. Ph 0428 821 233
- » Double row stubble shaver, 4 furrow blade plough Ph: 0419 733 185
- » Loader Back Hoe Combo Massey Ferguson 65 \$3,000 + GST. Ph: 0418 187 565
- » 8600 Ford tricycle tractor. Tricycle implements optional. Ph: 0409635434 or 0407826270
- » International 2650 Haulout trucks x2. Variety of farm equipment. Dual go-cart carrier. All in good working order. Ph: 0438 720 178
- » Kleverland 3 Blade reversible plough. Ph: 0429 077 608
- » 28 Plate heavy duty wheel offset. Ph after hours: 4782 5291
- » Leader 8 wheeler truck with Inkerman rails. Ph after hours: 4782 5291

FREE FOR MEMBERS  
TO ADVERTISE

## WANTED KNOWN

- » Contractor – Spray Tractor.  
Competitive rates. Good for all pad-  
dock sizes. Ph Andrew: 0409 760 099
- » Wanting to Buy - 12 to 14 foot roller  
Ph: 0431 351 073
- » 1,000L trailer fuel tank.  
Ph: 0407156956
- » Break pusher trailer - 24 or 28 plate  
international offset discs  
Ph A/H: 4782 5556
- » Concrete Cyclinder 6ft long, 3ft diam-  
eter. Ph 0409 871 587
- » WANTED TO BUY  
Single Row PTO Stubble Shaver  
Ph 47 824151





# IF WE WEREN'T ALREADY RED, WE'D BE BLUSHING.

It's always flattering when others try to imitate your success. With 20 years of track leadership under our belts, we've picked up a few things the copies missed—like our exclusive five-axle design. It gives our Steiger® Quadtrac®, Steiger Rowtrac™ and Magnum™ Rowtrac tractors a smoother ride and more power to the ground with less berming and compaction. It's one of the advantages of paying your dues, instead of paying homage.

**SEE YOUR CASE IH DEALER TODAY**



122-124 Graham St, Ayr  
Phone: 4783 3000  
or call John: 0417 079 984





CREDIT CARD  
PAYMENT OPTION  
NOW AVAILABLE  
TO KALAMIA  
MEMBERS



# FUEL ORDERS

Our customers are currently reaping the rewards with bulk fuel savings purchasing Diesel and Unleaded fuel through Kalagro Limited (supplied by Puma Energy). Please take advantage of these special fuel prices by contacting our office to place your orders.

**PUMA, SPONSOR OF THE YWAM MEDICAL SHIP**

Kalamia Cane Growers  
Organisation Limited (KCGOL)

Located at: 140 Young Street, Ayr  
Office Hours: Mon - Fri 8.30am - 4.30pm  
Postal Address: PO Box 597, Ayr, Qld 4807  
Fax: 07 4783 3885  
Phone: 07 4783 1312  
Email: [admin@kalagro.com.au](mailto:admin@kalagro.com.au)  
Web: [www.kalagro.com.au](http://www.kalagro.com.au)



KalamiaCaneGrowersOrgLtd

## KCGOL Board Members



**Robert Malaponte**  
Chairman  
0419 640 523



**Joseph Quagliata**  
Deputy Chairman  
0417 622 956



**Robert Zandonadi**  
Director  
0428 826 894



**Denis Pozzebon**  
Director  
0427 961 794



**Paula Langdon**  
Director  
0417 077 608