

HIGHLIGHTS

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Awarded Rising Star of the Year 2014 - Securitor Qld



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Kalamia Sweet Notes

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



Sitting back and reflecting on my short time with KCGOL, I don't know where the year has gone with season end being possibly only 8 weeks away and before we know it, the festive season will be upon us.

The last 4-6 weeks have been quite hectic for KCGOL as a result of NSW Liberal Democratic Senator David Leyonhjelm introducing a disallowance motion to repeal the federal government's "Sugar Industry Code of Conduct" regulation as in his opinion "it imposed on free trade". This, from a Senator who obviously has a limited knowledge and understanding of the Queensland Sugar Industry and begs the question "where has all this come from?" As you will recall, the Code of Conduct was only introduced by the Federal Government in April of this year to:

- » Facilitate pre-contract arbitration for growers, mill owners and marketers of sugar.
- » Guaranteeing a grower has choice of marketer of their GEI Sugar.
- » Obligations for all parties to "act in good faith".

Your directors from KCGOL were a party to two separate delegations to Canberra early in September to canvass the various political parties/politicians within the Senate to gather support to vote against the disallowance motion. Collective representatives

were well received and had a positive response from majority of politicians. However, one month in politics is a long time with a disallowance motion, originally scheduled for 12th September, to now go before the Senate on 17 October 2017.

I have read an article recently concerning farm safety which I think highlights the need for growers and contractors to be constantly vigilant of practices employed in and around farming operations. Farm vehicles have accounted for approximately 30% of all injury and deaths on Australian farms over the last 15 years. The most dangerous pieces of equipment is the common

Farm vehicles have accounted for approximately 30% of all injury and deaths on Australian farms over the last 15 years.

quad bike and ATV with around 12-15 fatalities and up to 1400 people injured annually, which I find quite staggering. I can remember in my ever increasingly distant childhood days growing up on the family owned tomato farm in Bowen, where I would ride my motor bike without a helmet, would be doing field work on tractors with no ROPS, driving farm vehicles/trucks with very little regard or training in relation to "safe operation of plant and equipment". Times have certainly changed and it is now incumbent that we instil a "safe working environment" for ourselves, our children and employees. This article suggested safety behaviours that should be taken into consideration but certainly not limited to include:

- » All users are trained to safely operate farm vehicles, tractors, machinery, practices etc.
- » Conduct a safety check on all farm vehicles etc. on a regular basis.

Having in place set procedures, adequate training and farm rules around not only the use and operation of all vehicles and machinery in the workplace but also tasks undertaken as part of farming operations is

critical in any legal defence should someone be maimed or worse, killed and an action taken against a farmer/contractor for a breach of WH & S legislation.

We regularly hear of incidents throughout the district involving cane trains, siding accidents as well as a recent incident involving the burning of cane where a contractor's employee suffered serious burns. This recent incident raises a number of thought provoking questions when sugar cane and trash blanket burning:

1. Who is in charge and will monitor/have overall control during the burn.
2. Those involved deemed to be compe-

tent, are wearing the appropriate PPE, clearly understand their role during the burn.

3. Burning start points, location of individuals, wind direction, direction of the burn, designated escape routes in an emergency.
4. Method of communication for individuals during the burn eg. mobile phone, two ways.
5. Permit to Light Fire is in place.

At the end of the day no one wants to experience or be involved in a workplace incident or injury but nevertheless no one can afford to ignore safe work practices.

Finally, I would like to remind growers of an upcoming important date you need to be aware of and that is all growers by 31st October 2017 need to have nominated the marketer/marketers of their GEI Sugar for the 2018 season.

Upcoming Event – Burdekin Water Forum 2017 is to be held at the Burdekin Theatre on 9-11 October with the theme "Managing Irrigated Agriculture in Great Barrier Reef Catchments".

Cheers until next month.

Coral Coast Marine

229 Queen Street, Ayr Phone: 4783 1530 Email: ccmarine@bigpond.net.au



QSL BONUS REWARDS 3-YEAR COMMITMENT

4 September 2017

Did you know that Wilmar, Tully Sugar and MSF Sugar Growers who nominate QSL as their GEI Sugar Marketer for three (3) consecutive Seasons forward are eligible to receive a Loyalty Bonus?

The additional payment consists of a share of the returns from QSL's corporate activities via the Shared Services Rebate and a supplementary commitment premium, with these results incorporated into eligible Growers' Shared Pool allocations for each applicable Season.

It's still not too late to receive the rebate and premium this Season. To be eligible, Wilmar, Tully Sugar and MSF Sugar Growers who have already chosen QSL as their GEI Marketer for the 2017 Season just need to choose QSL for the 2018 and 2019 Seasons as well before the 2018-Season's GEI Sugar Marketer nomination deadline. For Wilmar and Tully Sugar Growers this deadline is 31 October 2017. For MSF Sugar Growers the deadline is 31 December 2017.

Wilmar Growers who have already nominated QSL as their marketer for the 2017, 2018 and 2019 Seasons are receiving the bonus via their current Shared Pool allocation, while Tully Sugar and MSF Sugar Growers will have the bonus paid via an adjustment to the Shared Pool allocation in the final Advances payment of the Season (for administrative reasons).

Growers who are not currently marketing through QSL are also eligible to receive the rebate and premium in the future, if they nominate QSL as their GEI Sugar Marketer for the 2018, 2019 and 2020 Seasons, with the adjustment applicable for each of these Seasons.

It should be noted that Mackay Sugar, Isis

Central Sugar Mill and Bundaberg Sugar Growers automatically receive their share of these returns through their millers' existing Raw Sugar Supply Agreements (RSSA) with QSL.

THE SHARED SERVICES REBATE

The QSL Shared Services Rebate is the net revenue from QSL's Corporate activities and includes the net return from QSL's holding of Sugar Terminals Limited (STL) G-class shares, currently forecast at \$2.4 million for the 2017 Season.

Based on this forecast, the rebate for participating Growers is approximately \$1-1.50 per tonne of sugar for the 2017 Season, depending on the final number of rebate recipients.

THE SUPPLEMENTARY COMMITMENT PREMIUM

In addition to the rebate described above, Growers who nominate QSL as their GEI Sugar marketer for three consecutive forward seasons are also entitled to a commitment premium, known as the QSL Supplementary Commitment Premium.

This premium reflects the marginal premiums secured by QSL for long-term contracts and any profits associated with those sales from supplying third-party origin sugar. The value of this premium will vary from Season to Season and cannot be determined until all of the sugar supplied for the Season is sold.

Again, QSL already shares the premiums described above with Growers from Mackay Sugar, Bundaberg Sugar and Isis Central Sugar Mill via current RSSA arrangements.

WHAT YOU NEED TO DO

To be eligible for the Loyalty Bonus this Season, Growers must elect QSL as their marketer for the 2017, 2018 and 2019

Seasons.

Those who have only chosen QSL for the 2017 Season are still able to access the bonus if they nominate QSL for the 2018 and 2019 Seasons before their 2018-Season marketing nomination deadline. For Wilmar and Tully Sugar Growers this deadline is 31 October 2017. For MSF Sugar Growers the deadline is 31 December 2017.

To nominate QSL as your GEI Sugar Marketer, Growers must do so within their Cane Supply Agreement.

Upon confirmation of the Grower's three-year marketing nomination, the Loyalty Bonus will be applied as part of their Shared Pool allocation for the 2017, 2018 and 2019 Seasons.

For full details of the rebate and premium above, please refer to section 2.8 of QSL's Shared Pool Pricing Pool Terms, available at www.qsl.com.au.

INDICATIVE ADVANCES PROGRAM - 2017 SEASON

The current indicative 'Advances Payments' program for the Fixed Price Forward Contract Pool, Target Price Contract Pool, Guaranteed Floor Pool and all other pools for the 2017 season is reported below. The program represents the average returns for all pools and pricing platforms for raw sugar supplied under the RSSA, On-Supply Agreements and Grower EI Sugar Supply Agreement. Suppliers will be paid a proportional amount of QSL's then current estimate of the forecast final weighted average pool price the Supplier will receive for raw sugar supplied under these agreements, with some exceptions. The 2017 season will see the introduction of the Accelerated Advances Program for the



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Fixed Price Forward Contract Pool, Target Price Contract Pool and Guaranteed Floor Pool whereby participants in that pool will receive 90% of the pool value by December 2017 where so elected. Suppliers to the Fixed Price Forward Contract Pool and Target Price Contract Pool will have the option of selecting the accelerated advances program or remain with the standard advances program.

The QSL Board reviews the program periodically to determine whether increases to the program can be approved. The initial advance rate of 60% for all pools was reviewed and approved by the Board at the April 2017 meeting. The August 2017 advance rate increase was approved at the July 2017 Board meeting. The next review of the program will be at the September meeting where the October 2017 advance rate increase will be considered.

The program below is indicative only in its entirety and should not be taken as a commitment by QSL with regard to either the advance rate or date of increase. The program may change during the season depending on movements in the marketing and shipping plans, sugar price and currency movements and timing of cash flows. Suppliers' positions in relation to any pricing elections may also impact the timing and size of advance payments.

This document contains information of a summary nature about the operation of the key aspects of the QSL Loyalty Bonus and other matters. As this document is a high level summary, it does not purport to be comprehensive or complete. QSL does not make any representation or warranty as to the accuracy or completeness of the information contained in this document, including any forecast information. Information about past performance should not be relied on as an indication of future performance and nothing in this document should be relied upon as a representation as to future matters, which are subject to uncertainties and subject to change.

This document does not constitute financial, investment or product advice, a risk management strategy, a recommendation to invest in any of the pools offered by QSL. You should seek your own financial advice before making any decisions in relation to the pricing pool terms and selecting pools. The information in this document is current only as at the date of this document.

QSL GROWER REPRESENTATIVES ELECTED

Roger Piva has been appointed the fourth and final QSL Grower Representative Member for the Burdekin, following a second round of voting.

A tie during the first round of voting necessitated a second round, which closed at 5pm Friday 8 September 2017.

The following Grower Representative Members will hold office for a three-year term:

Mill Area	Mills in Mill Area	Grower Representative Members (Elected Holders)
Mossman	Mossman	Gerard Puglisi
Tableland	Tableland	Nirmal Chohan
Mulgrave	Mulgrave	Jeffrey Day
Northern Region	South Johnstone	Barry Stubbs
Tully	Tully	Thomas Harney
Herbert River	Victoria and Macknade	Michael Pisano, Vince Russo
Burdekin	Kalamia, Invicta, Pioneer and Inkerman	Mark Vass, Owen Menkens, Russell Jordan, Roger Piva
Proserpine	Proserpine	Mark Blair
Central	Farleigh, Marian and Racecourse	Francis Perna, Anthony Ross, Gregory Plath
Plane Creek	Plane Creek	Kevin Borg
Southern	Bingera and Millaquin	Kelvin Griffin, Allan Dingle
Isis	Isis	Joe Russo
Maryborough	Maryborough	Jeffrey Atkinson
Rocky Point	Rocky Point	Richard Skopp

Applicable From***	Fixed Price Forward Contract Pool % Rate*	Target Price Contract Pool Rate*	Guaranteed Floor Pool % Rate	Other Pools % Rate
Initial	60.0%	60.0%	60.0%	60.0%
Wed 23 Aug 17	70.0%	70.0%	70.0%	70.0%
Wed 18 Oct 17	72.5%	72.5%	72.5%	72.5%
Wed 13 Dec 17	90.0%	90.0%	90.0%	75.0%
Wed 24 Jan 18	90.0%	90.0%	90.0%	80.0%
Wed 21 Feb 18	90.0%	90.0%	90.0%	82.5%
Wed 21 Mar 18	90.0%	90.0%	90.0%	87.5%
Wed 18 Apr 18	90.0%	90.0%	90.0%	90.0%
Wed 16 May 18	92.5%	92.5%	92.5%	92.5%
Wed 20 Jun 18	95.0%	95.0%	95.0%	95.0%
July 2018**	100.0%	100.0%	100.0%	100.0%

Percentage rate approved by QSL Board

*Optional participation at the election of the supplier. **Final date to be confirmed. ***These dates reflect the days QSL pays millers. Advance payments for Wilmar Growers will generally be included in the pay run on Thursdays.

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QSL PRODUCT OVERVIEW FOR WILMAR GROWERS – 2018 SEASON



YOUR 2018-SEASON QSL PRICING OPTIONS

QSL offers a range of QSL-managed pools and grower-managed pricing options designed specifically to meet the needs of Queensland cane growers.

To access these pricing options, you must have chosen QSL as a Marketer of your Grower's Economic Interest in Sugar (GEI Sugar) for the 2018 Season by 31 October 2017.

For the 2018 Season, you can choose either the QSL Harvest Pool or the QSL Harvest Pool in combination with one or more of these alternative QSL pools and pricing products:

- QSL Actively Managed Pool;
- QSL Guaranteed Floor Pool;
- QSL 2-Season Forward Pool;
- QSL Target Price;
- QSL Individual Futures Contract; and
- Any other pools or pricing products QSL offers in respect to the 2018 Season.

Key attributes for each pool are detailed overleaf. In addition to the pools and products noted above, QSL operates a **US Quota Pool**. Participation in this pool is automatic, with a mandatory tonnage allocation of up to 5%. Please read the QSL US Quota Pool Pricing Pool Terms, available at www.qsl.com.au, for full details.

Participation in the **2018 QSL Harvest Pool** is mandatory for production risk purposes and 35% of your pricing allocation will automatically be designated to this pool, as per previous QSL pool arrangements. The QSL Harvest Pool is also QSL's default pool, meaning that if you do not make a pricing nomination or do not price your full QSL pricing tonnage allocation, any unallocated tonnages will default to the 2018 QSL Harvest Pool.

Please note that the pool and product descriptions overleaf are designed to provide a brief overview of your 2018-Season pricing options. More detailed information about each of QSL's pools and pricing products is provided in the individual Pricing Pool Terms, available online at www.qsl.com.au.

Unless otherwise stated in a product's Pricing Pool Terms, QSL does not charge direct fees for grower-managed pricing products or QSL-managed pools. At the end of the season all QSL pricing products will receive an allocation of revenues and costs associated with the export and marketing of sugar from the **QSL Shared Pool**. The costs and revenues included in the QSL Shared Pool can be found on our website (www.qsl.com.au).

How much you can price with QSL in the 2018 Season is governed by:

- **The amount of GEI Sugar you have nominated to be marketed by QSL.** The amount you nominate to be marketed by QSL is the amount you can price with QSL.
- **The total Committed Sugar allocation limits as determined in your CSA, GPA and the Pricing Pool Terms.**
- **The credit limits applied by QSL.**

QSL PRODUCT OVERVIEW FOR WILMAR GROWERS – 2018 SEASON

GROWER-MANAGED PRODUCTS

QSL's grower-managed pricing products allow you to make your own pricing decisions, either for the current season or for future seasons. Your choices are:

QSL TARGET PRICE POOL	<ul style="list-style-type: none">• COMMITTED TONNAGE• INDIVIDUAL PRODUCTION RISK• 2018, 2019 AND 2020 SEASONS
Enables Growers to price their GEI Sugar during the current Season up to 3 Seasons ahead. Orders must be in a minimum of 10 metric tonne lots, with targets in \$5 increments (e.g. \$415, \$420, \$425). Pricing is to be completed by 20 April in the year after crushing commences for the relevant Season. Growers using this option can choose an Accelerated Advances program (up to 90% of the value of their completed pricing by the end of crushing) or the standard QSL Advances program once they have completed their pricing for the season.	

QSL INDIVIDUAL FUTURES CONTRACT	<ul style="list-style-type: none">• COMMITTED TONNAGE• INDIVIDUAL PRODUCTION RISK• 2018, 2019 AND 2020 SEASONS
Enables growers to price GEI Sugar incrementally during the current Season and up to 3 Seasons forward. Minimum/multiple allocation of 60 metric tonnes. Individual pricing orders are in a minimum of 10 metric tonnes in \$5 increments, with separate pricing decisions for each individual futures position. Pricing is to be completed by 20 April in the year after crushing commences.	

QSL-MANAGED POOLS

QSL-managed pools aggregate tonnage from one or more participants, with QSL making all pricing decisions for the pool. Your choices are:

QSL HARVEST POOL	<ul style="list-style-type: none">• UNCOMMITTED TONNAGE• COLLECTIVE PRODUCTION RISK• QSL DEFAULT POOL• 2018 SEASON
A QSL-managed pool designed to manage a limited amount of production variation throughout a Season. All Growers who nominate QSL as their GEI Sugar Marketer must allocate to this pool 35% of their expected GEI Sugar for which QSL is to be the marketer. Growers are only paid for the final sugar delivered into this pool. If QSL Growers make no other pricing product allocation their GEI Sugar defaults into this pool.	

QSL ACTIVELY MANAGED POOL	<ul style="list-style-type: none">• COMMITTED TONNAGE• INDIVIDUAL PRODUCTION RISK• 2018 SEASON
A QSL-managed pool which targets the best return over the Season by pricing more frequently as short-term market opportunities arise. The minimum tonnage required to participate in this pool is 10 metric tonnes.	

QSL GUARANTEED FLOOR POOL	<ul style="list-style-type: none">• COMMITTED TONNAGE• INDIVIDUAL PRODUCTION RISK• 2018 SEASON
A QSL-managed pool which provides a guaranteed minimum return with the potential for higher returns across the Season. The minimum tonnage required to participate in this pool is 50 metric tonnes.	

QSL 2019 2-SEASON FORWARD POOL	<ul style="list-style-type: none">• COMMITTED TONNAGE• INDIVIDUAL PRODUCTION RISK• 2019 SEASON
A QSL-managed pool for the 2019 Season, with pricing undertaken across the 2018 and 2019 Seasons. This pool aims to target the best return, with some pre-set price triggers. It has been designed for Growers who seek exposure across multiple seasons.	

Current as of 24 August 2017.

FURTHER INFORMATION

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This document contains information of a general or summary nature. Before making pricing decisions you should read the Pricing Pool Terms, which will be available on the QSL website. While all care is taken in the preparation of this document, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. It does not constitute financial product or investment advice, nor does it constitute a recommendation to invest in any of the pools described above or an offer or invitation with respect to any of the pools. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any of the information contained in this document.



18 September 2017

-
- **New Pricing Nomination Date of 30 April 2018**
 - **Nominate closer to the crush when choosing Wilmar**
-

We've changed our Pricing Nomination Date for 2018.

You told us that the closer to the crush the better when it comes to making pricing nominations. So, if you choose Wilmar as your GEI Marketer you'll now have until **30 April 2018** to make your pricing nominations.

Our new date gives you an additional two months to finalise the amount of PPA Sugar you wish to forward price for the 2018 season.

This gives you the opportunity to be more certain about your crop size, to get past the cyclone season, and have access to more accurate long-range weather forecasts.

Combined with our new range of [washout options](#), our aim is to give you greater confidence when pricing.

You'll be able to access the usual Call and Target Mechanisms, as well as our new Managed Pool and [Grower-Managed Production Risk Scheme](#) (GMPRS), which allows you to determine your price outcome for almost 100% of GEI Sugar while still benefitting from the US Quota.

If you plan to take advantage of the GMPRS for the 2018 season, the extra two months to make your pricing nomination will be particularly handy.

If you have any questions about this date change or Wilmar's pricing options, please contact a member of the team on the details below.

DAVID BURGESS

General Manager - Marketing

Grower Pricing Team

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YOUR PRICING, YOUR WAY



If you want complete control of your production risk, our **Grower-Managed Production Risk Scheme** makes it easy.

With Wilmar as your GEI Marketer, you have the option to manage your full price outcome for almost 100% of the GEI Sugar you nominate to us. You'll still share in the US Quota and price using our existing Call and Target pricing methods you know and understand. However, unlike our standard option, you will not have any tonnage allocated to Wilmar's Production Risk Pool.

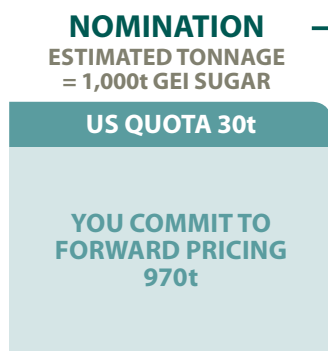
GROWER-MANAGED PRODUCTION RISK SCHEME (GMPRS)

WHAT IT MEANS

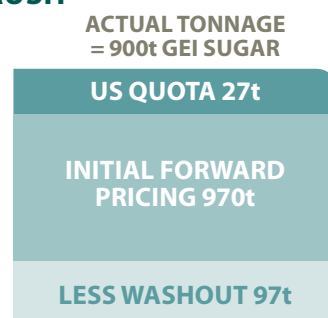


HOW IT WORKS

An example



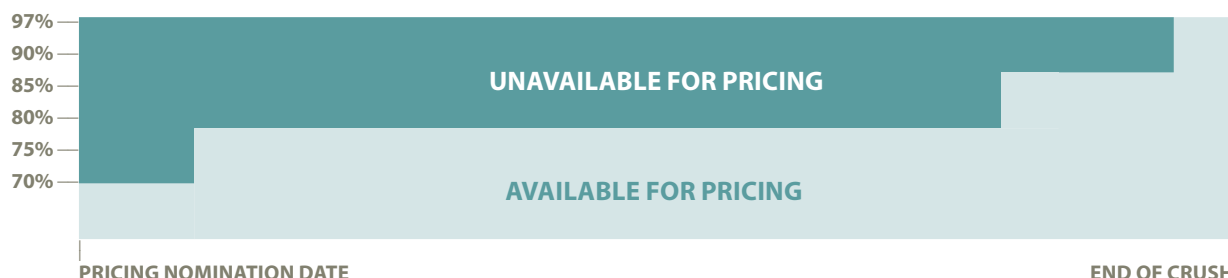
OR



See our washout options info sheet

WHEN YOU PRICE

The amount of GEI Sugar you can price will slowly increase throughout the season, starting at 70% and finishing at 97% by the end of crush/wash-up. Each month you'll find an updated schedule outlining indicative timing of these increases on GrowerWeb.



We recommend you seek financial advice when considering your pricing options.

It couldn't be easier than with Wilmar. We've combined experienced people and familiar systems you know, with new products designed to give you more flexibility than ever before.

GROWER PRICING TEAM

James Greenwood (07) 4722 1931 | 0428 195 206 (Townsville & Burdekin)
Chris Winship (07) 4722 1986 | 0437 669 118 (Herbert)
Simon Haire (07) 4945 9708 | 0437 803 019 (Proserpine & Plane Creek)
Zac Wager (07) 4722 1956 | 0439 002 240 (Townsville)

YOUR CHOICE OF WASHOUTS



It's easy with Wilmar. Our new washout options have been designed to give you greater confidence in managing the unforeseen.

Our approach means adverse weather or crop events experienced by other growers won't impact you. You can take control of potential financial impacts during the season, instead of waiting until after the crush to discover how your business may have been affected.

FLEXIBILITY WHEN YOU NEED IT

UNFILLED PRICE REQUESTS

Cancel all or part of any unfilled price request during or after the crushing season. We provide flexibility in how much you can cancel, to help you achieve a percentage exposure you're comfortable with.

EARLY WASHOUT

Request an 'at market' washout for Call and Target Pricing in-season, prior to the end of crush, against the current A\$/ tonne market value.

ROLL TO FUTURE SEASONS

Roll committed tonnage shortfall under the Call or Target Pricing mechanisms to a future season. Your price will be a combination of the already established A\$/tonne price and the A\$/tonne roll cost or benefit.

DEFAULT WASHOUT

Your washout is calculated following the End of Crushing Season Adjustment against the current 'at market' A\$/ tonne market value.

For full details of our washout options, please see our Committed Cane Shortfall Information Sheet or refer to the PPA.

We recommend you seek your accountant's advice when considering your pricing and washout options.



WASHING OUT AFTER CYCLONE DEBBIE

Simon Haire, Grower Pricing Officer, Proserpine & Plane Creek

When Cyclone Debbie hit Proserpine in March 2017, a large number of growers, especially those with a high level of pricing commitments, were understandably very concerned about the impact on their crops.

Many growers were aware of our washout options and got in touch with me to start the process, while I got on the phone to others I knew had suffered damage and would appreciate some assistance.

I worked with each grower to help them understand their position and the washout options available. After estimating the tonnage they would need to meet their commitments, I talked them through the

likely net cost or benefit each option would bring.

Given Debbie hit early in the year, many growers were able to **cancel** their unfilled orders prior to the season and avoid possible adverse market movements with little cost and stress.

Some growers opted for an **early washout** and took advantage of the current market in comparison to their existing orders to achieve a positive result with a washout of their position.

Others chose to **roll** their shortfall to a future season, benefit from their good pricing and establish positive pricing orders for 2018, while relieving their business of uncomfortable commitments for 2017.



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2017 Season Advances Schedule

Report as at **31-Aug-17**

Default Advances			Cash On Delivery (COD) Advances		
		Status			Status*
Jun-17	65%	Confirmed	Jun-17	90%	Confirmed
Jul-17	65%	Confirmed	Jul-17	90%	Confirmed
Aug-17	65%	Confirmed	Aug-17	90%	Confirmed
Sep-17	67.5%	Confirmed	Sep-17	90%	Confirmed
Oct-17	70%	Scheduled	Oct-17	90%	Confirmed
Nov-17	72.5%	Scheduled	Nov-17	90%	Confirmed
Dec-17	75%	Scheduled	Dec-17	90%	Confirmed
Jan-18	80%	Scheduled	Jan-18	90%	Confirmed
Feb-18	85%	Scheduled	Feb-18	90%	Confirmed
Mar-18	90%	Scheduled	Mar-18	90%	Scheduled
Apr-18	92.5%	Scheduled	Apr-18	92.5%	Scheduled
May-18	95%	Scheduled	May-18	95%	Scheduled
Jun-18	97.5%	Scheduled	Jun-18	97.5%	Scheduled
Jul-18	100%	Scheduled	Jul-18	100%	Scheduled

* COD IS AN ADVANCE RATE WHICH IS THE HIGHER OF EITHER 90%, OR THE ADVANCE RATE FOR THE DEFAULT ADVANCES OPTION

Advance Rates are based on a grower's individual estimated final sugar price.

For more information growers can access Wilmar's monthly Pool Reports, Allocation Account Amount Reports, their applicable Advance Finance Charge via the reporting page of the Pricing and Payments section of the GrowerWeb. The cashflow forecast tool is also available in the Pricing & Payments section.



www.wilmarsugarmills.com.au

CONTACT US

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Chris Winship (07) 4722 1986 | 0437 669 118 (Herbert)
John Carmody (07) 4722 1985 | 0438 176 335 (Burdekin)
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NOTICE BOARD

Reminder of Date Claimers - Marketing your Sugar

To access QSL and Willmar's pricing options, you must nominate your preferred Marketer of your GEI Sugar for the 2018 Season by Tuesday, 31st October 2017.

Reminder to KCGO Members

The daily loadings, sugar price and fuel price is emailed to all members each day for your benefit to keep in touch of the crushing season and Kalagro fuel savings.

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Throughout the Crushing season, Puma (Kalagro's Supplier) will be delivering daily on week days - Monday to Friday.

A reminder that to place orders, please ring Kalamia Cane Growers office - ph 07 47831312. Kalagro customer's cannot ring direct to Puma and receive the Kalagro discounted rate.

Smartcane Accreditation Information

Smart Cane Accreditation can be completed at Burdekin Productivity Services with local representative Terry Granshaw - mobile 0437 553 149, email tgranshaw@bps.net.au. Terry regularly holds fortnightly Smartcane BMP self-assessment workshops as an initial introduction as well as one-on-one interaction with a grower for the three required modules to achieve Smartcane BMP accreditation.

Smartcane BMP is funded by the QLD Government with no cost to growers to undertake the course. Bonsucro accreditation requires further modules to be completed in addition to that for Smartcane.

Please Note: As an incentive for Growers to undertake Smartcane BMP adoption and Bonsucro accreditation, Willmar makes available a per tonne incentive payment (capped at 25,000 tonne).

Please refer to Collective CSA (Cane Supply Agreement)
- Page 77 - 78 for additional information.

REPRESENTATIVES DEFEND SUGAR CODE THREAT IN CANBERRA

Recently, our KCGO Chairman, Robert Malaponte, travelled to Canberra with a small group of representatives from Burdekin District Cane Growers, comprising of leaders from Kalamia, Pioneer and Invicta Cane Grower collectives. Included in travelling with the small delegation was MP Mr Dale Last. Here, his constant support was welcomed when the group went to canvas various political parties and Politicians to gather support to vote against the disallowance motion made by NSW Liberal Democrat, Senator David Leyonhjelm in relation to the Sugar Industry Code of Conduct.

The Sugar Industry leaders hit Parliament House on Monday, 11th September expecting a vote on the disallowance motion the following day but it is now been deferred by the Senator until the 17th October 2017.

Queensland National Senator Barry O'Sullivan said another separate motion put to the Senate last week to express support for the sugar code and giving growers certainty, had 'tested' how the disallowance vote would potentially be resolved next month. It succeeded by three votes, gaining support of all crossbench Senators, excluding Senator Leyonhjelm.

Burdekin District Cane Growers will remain on red alert lobbying for another month until the vote for the disallowance motion takes place on the 17th October 2017.



Delegation with Senator Jacqui Lambie, Independent Politician (Tasmania)



Delegation with Senator Cory Bernardi, Liberal Party (South Australia)







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Lobbying Delegation gaining support from Senator Barry O'Sullivan – Back: Robert Rossiter (Pioneer Cane Growers), MP Mr Dale Last, Queensland Nationals Senator, Barry O'Sullivan. Front: Robert Malaponte (Kalamia Cane Growers), Dean Sgroi (Pioneer Cane Growers), Cy Kovacich (Invicta Cane Growers)

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Sweet Media Releases

NEW RESEARCH DIGS DEEPER INTO SUGARCANE SOIL HEALTH

September 1, 2017

Scientists have learnt new information on a type of underground bacteria that has the potential to enhance the productivity of Australian sugarcane crops, provided modern farming techniques are used.

The bacteria – called *Pasteuria penetrans* – is a natural parasite of root-knot nematodes, which are microscopic creatures that can damage the roots of sugarcane, resulting in lost production for growers and millers.

In new collaborative work at SRA's Woodford pathology station, soil biologists have discovered that when there is a high concentration of *Pasteuria* in the root zone of sugarcane plants, the bacteria significantly reduce the population of root-knot nematodes, one of the most damaging pests of sugarcane.

Project leader Dr Graham Stirling said that root-knot nematode is widespread in Australian cane-growing regions, with the nematode a particular challenge because current sugarcane varieties are susceptible and there are no economically-effective

control measures.

"Yield losses from plant-parasitic nematodes have been estimated to cost the Australian sugar industry more than \$80 million per year in lost production," Dr Stirling said.

The researchers said the message from their research was in line with SRA's existing recommendations for improving soil health over the long term.

This included following practices such as adopting a controlled traffic and minimum tillage farming system, and maintaining good plant health through ensuring crops had optimised water and nutrients available to them.

Dr Stirling said that when soil is cultivated, this disrupted the interaction between *Pasteuria* and its nematode host.

"The only way to continually maintain high concentrations of endospores near the roots is to adopt a controlled traffic and minimum till farming system," he said. "Some growers are already using best practice farming systems like this and – provided they are maintained for several

sugarcane crop cycles – we would predict that *Pasteuria* will gradually increase to levels that will suppress root-knot nematode."

The research was part of the SRA-funded project Regenerating a soil food web capable of improving soil health and reducing losses from soil-borne pests and pathogens of sugarcane, led by Dr Stirling. The experiments involved collaboration with SRA Leader for Disease Traits, Dr Shamsul Bhuiyan, and Dr Jay Anderson from the University of Queensland.

Soil was collected from a field in Bundaberg where root-knot nematode was heavily-infested with *Pasteuria* and the results of a pot experiment with this soil showed that the parasite was having a major impact on root-knot nematode populations.

SRA is currently investing in a major industry-wide project on soil health led by SRA Researcher Mr Dave Olsen. SRA is also running soil health masterclasses in 2018 for growers and millers. Keep an eye on www.sugarresearch.com.au for more information.



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Sweet Media Releases

SUGARCANE SURVEY DEMONSTRATES MORE GROWERS ADOPTING BEST PRACTICE

18 September 2017

An annual survey of sugarcane practice change demonstrates a marked increase in the number of growers adopting best management practice.

The survey was conducted by independent consultants Coutts J&R, on behalf of the Department of Agriculture and Fisheries (DAF).

DAF Coastal Farming Systems Team Leader Neil Halpin explained that the survey was conducted to provide data to help the department plan investment into future activities.

"Eighty-seven growers and eleven extension providers took part in the survey this year, across the Mackay/Whitsunday, Burdekin and Wet Tropics cane growing regions," Neil explained.

"Overall, there was a 16% increase in the number of growers making a change to improve their farming operations, or decision-making (from the previous survey in 2016). There was also an increase in the number of growers planning to make future changes to their operations – increasing



from 9% of growers in 2015, to 27% in 2016 and now 52% in 2017."

The top four improvements that were highlighted in the survey are: calculating nitrogen fertiliser rates, fallow management, placement of nitrogen fertiliser, and increasing row width. The most common reason

given by growers for making these changes was to improve farm profitability and to save time.

"Growers commented that increased funding and improved finances would have made it easier to make changes, and a lack of funds continues to be the main factor preventing future changes. A lack of time and seasonal/weather issues also remained common

barriers," said Neil.

"The survey shows that one-on-one extension, on-farm trials/demonstrations, and workshops/training are the preferred ways of receiving information or support – although

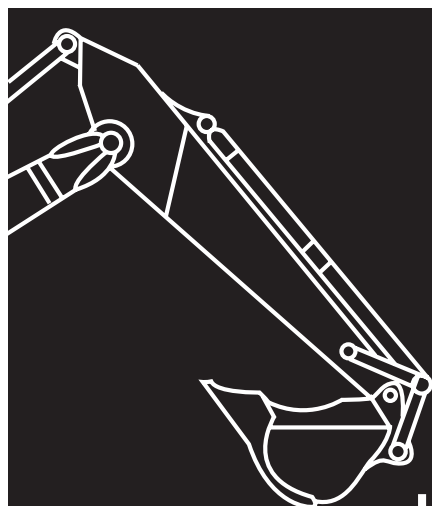
internet and social media was seen to be of increasing value in 2017.

"DAF would like to acknowledge and thank the growers who took part in the survey, which

was conducted anonymously to protect growers' privacy."



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Sweet Time Out

JOKE OF THE MONTH

Q: How do trees access the internet?

A: They log in.

Q: How come oysters never donate to charity?

A: Because they are shellfish.

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

A: A waist of time.

WORD OF THE MONTH

elysium

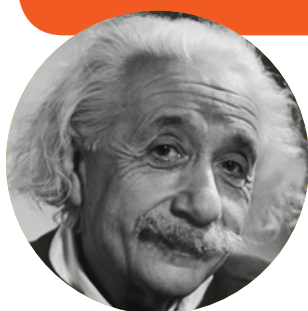
noun [ih-lizh-ee-uh m]

any place or state of perfect happiness



'A ship is always safe at the shore but that is not what it's built for.'

ALBERT EINSTEIN



DID YOU KNOW...?

- » Did you know it's possible to lead a cow upstairs but not down
- » Did you know a 'jiffy' is actually 1/100th of a second
- » Did you know a piece of paper cannot be folded more than 7 times
- » Did you know Hawaii is the only US state that grows coffee

1	x	8	-	2	=	6
x		+		+		✓
9	x	5	÷	3	=	15
+		-		+		✓
4	+	6	+	7	=	17
=		=		=		✓
13	✓	7	✓	12	✓	✓

Answers to brainbasher on page 20



GINGER CARMEL SLICE

INGREDIENTS

- » 125g butter, chopped
- » 250g packet gingernut biscuits, halved
- » 395g can sweetened condensed milk
- » 1/2 cup firmly packed brown sugar

METHOD

Step 1

Grease a 4.5cm-deep, 20cm (base) square cake pan. Line base and sides with baking paper, allowing a 2cm overhang on all sides.

Step 2

Melt 75g butter in a saucepan over medium-low heat. Process biscuits until finely chopped. Add butter. Process until combined. Press mixture over base of prepared pan. Cover. Refrigerate for 30 minutes.

Step 3

Meanwhile, place remaining butter, condensed milk and sugar in pan over medium-low heat. Cook, stirring, for 10 minutes or until sugar has dissolved. Increase heat to medium. Cook, stirring constantly, for 10 minutes or until mixture turns golden and thickens. Pour over prepared base. Set aside for 10 minutes. Cover. Refrigerate for 2 hours or until set.

Step 4

Cut into squares. Serve.

Sweet Time Out

	x		-		=	6
x		+		+		
	x		÷		=	15
+		-		+		
	+		+		=	17
=		=		=		
13		7		12		

BrainBashers © Kevin Stone

- Complete the grid using all of the digits 1 to 9.
- When completed all of the sums must be correct.
- The sums are solved strictly left to right, up to down.
- The normal order of mathematical operations is ignored.
- For example $2 + 5 \times 9$ is calculated as $(2 + 5) \times 9 = 63$.
- There are no $\div 1$ in the puzzle.
- There are no $\times 1$ in the puzzle (although there might be $1 \times$).
- At no point will any calculation go below zero, or fractional.



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