

HIGHLIGHTS

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For the Kalamia Cane
Growers office closure times
& Kalagro Fuel Ordering
Information for the Christmas
period please go to page 5.

What a
sweet life!



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**May your holidays
be filled with joy and
good cheer and the New
Year bring you peace,
happiness and success.**

**From John, Luisa, Tonia and the
staff at Grasso Financial Services**

**Our office will be closing at 12pm on
Friday, December 22 and will re-open in
the New Year on Monday, January 8.**



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

Queensland Securitor Finalist, Adviser of the Year 2015

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Accredited Aged Care Professional™

Awarded Rising Star of the Year 2014 - Securitor Qld



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Kalamia Sweet Notes

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thanks all contributors.

The 2017 Season is finally (touch wood) drawing to a close, at the time of writing this article and as of 18/11/2017 Wilmar had crushed a total of 7.47 million tonnes of cane from latest mill estimate of 8.13 million tonnes. The four major varieties grown throughout the Burdekin region, Q183, Q240, KQ228 & Q208 have accounted for 86% of this year's regions crop. Early November saw all four mills recommence crushing with some interruption to cane supply as a result of isolated showers and thunderstorms. Field conditions initially impacted on dirt levels which resulted in delays in processing at some mills but has steadily improved since.

Within the last week we have seen the US c/lb break through the 15 cent barrier reaching a high of 15.37 cents whilst at the same time, a slight weakening of the \$AUD against \$USD which some growers have taken advantage of with filled orders for 2018 & 2019 season achieving \$450.00 and \$460.00 per m/t respectively. However, this is expected to be short lived with expectations of trade returning to within the 13-15 c/lb range going forward as well as 2018/2019 world supply and demand indicating a projected second year of surplus of 2.5-3 million m.t.

My comments in September's magazine touched on the importance of farm safety and having appropriate procedures in place to provide a safe working environment. I was saddened to recently read that last month in the Mackay region a loco driver's assistant was struck and killed by rolling stock on a cane rail siding. Initial inquiries indicate that the assistant attempted to cross the middle loop track to get to a second set of points, when she was struck and killed by the rolling stock. The train continued to push down the track until the driver became concerned about the lack of communication from his assistant. Luckily the Burdekin region, whilst there have been a number of rail related incidents throughout the season, has escaped from any major injuries. Incidents have mainly been at sidings or at farm access points with no bitumen road accidents involving cane trains. Attending a recent Harvest Management Group meeting, it was highlighted by Wilmar as a result of a mock emergency exercise they conducted, of the need to have a plan for direction of emergency services should you have an incident on or near your farm

especially if it has occurred in a "back pad-dock". The quicker the response time in order to provide medical assistance could save a life at the end of the day.

In October 2017 the Qld Government through its Reef 2050 Water Quality Improvement Plan released its "Report Card 2016". Summary of findings for the Burdekin region are:

Sediment - Very good progress: The estimated annual average total suspended sediment load leaving catchments had reduced to 17.7 per cent at June 2016, a reduction of 0.5 per cent for the year. This reduction was mainly from changes in grazing soil management, mostly from reducing hillslope erosion by use of forage budgeting to determine sustainable carrying capacity, and the adoption of rotational grazing and wet-season spelling.

Particulate nitrogen - Good progress: The estimated annual average particulate nitrogen load leaving catchments had reduced by 15.7 per cent at June 2016, a reduction of 0.4 per cent for the year. The reasons for the reduction are as for sediment management above.

Particulate phosphorus - Very good progress: The estimated annual average particulate phosphorus load leaving catchments had reduced by 16.1 per cent at June 2016, a reduction of 0.3 per cent for the year. The reasons for the reduction are as for sediment management above.



Dissolved inorganic nitrogen - Poor progress: The estimated annual average dissolved inorganic nitrogen load leaving catchments had reduced by 25.5 per cent at June 2016, a reduction of 5.5 per cent for the year. This reduction was from changes in sugarcane nutrient management where growers applied less nitrogen fertiliser through following the Six Easy Steps nutrient management process. Reported improvements in irrigation scheduling (3444 hectares) also contributed to the reductions in sediment, dissolved inorganic nitrogen and pesticide loads.

Pesticides - Very poor progress: The estimated annual average toxic-equivalent pesticide load leaving catchments had reduced by 25.1 per cent at June 2016, a reduction of 1.5 per cent for the year. This reduction was from reported adoption of band spraying to apply residual herbicides in sugarcane.

September 2017 also saw Qld Government release its "Broadening and enhancing reef protection regulations, Consultation Regulatory Impact Statement" which outlined two options being considered:

Option 1. The Current approach – no additional legislation

Option 2. Enhance and broaden reef protection legislation (government preferred option)

Stage 1.

Continuance of current minimum standards ie:

- » Soil Sampling and analysis
- » Calculating nutrient rate
- » Record keeping

Additional minimum standards:

- » Placement of fertiliser – no ground based broadcast fertiliser application is practiced

- » Calibration – fertiliser equipment calibrated prior to the season, change of product and crop stage ie. plant and ratoon
- » Soil loss controls – the use of measures that will minimise the release of soil to receiving waters eg. green cane trash blanket, laser levelling away from water course, recycle pit or constructed wetland.

Stage 2.

- » Transition to refined nutrient management (two years from commencement) Government assessments of impacts may change in response to issues raised by stakeholders and presentation of additional information. With state election looming will await with interest at the elected governments appetite to possible changes to reef protection regulations.

Cheers to next month, Les

SUGAR

| ICE 11 Contract | Latest Settlement | Monthly Change | High | Low |
|-----------------|-------------------|----------------|--------|--------|
| Mar-2018 | 14.96 | 0.96 | 14.96 | 13.88 |
| May-2018 | 14.96 | 0.85 | 14.96 | 14.00 |
| Jul-2018 | 14.99 | 0.70 | 14.99 | 14.14 |
| Oct-2018 | 15.22 | 0.58 | 15.23 | 14.47 |
| Mar-2019 | 15.69 | 0.48 | 15.69 | 15.04 |
| May-2019 | 15.64 | 0.37 | 15.64 | 15.09 |
| BRL/USD | 3.2837 | -2.99% | 3.3138 | 3.1460 |
| Ethanol Parity | 15.24 | | | |

Source: Bloomberg. Current as of 13.11.17



Dougall Lodge

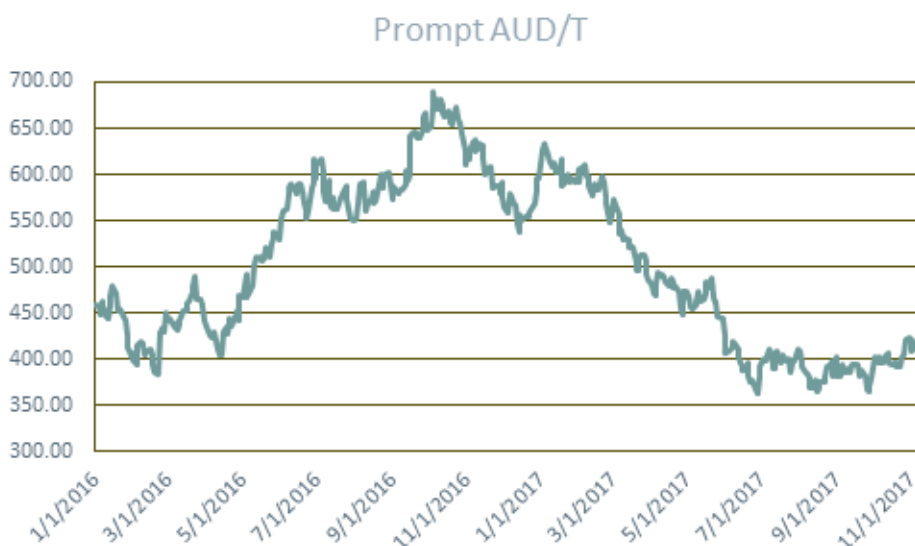
WHAT HAPPENED?

During the past month the sugar market traded on the higher end of the recent 13-15 c/lb range and we finally saw the AUD/USD move back down to around 0.76. Consequently, AUD/metric tonne (mt) returns for 2018, 2019 and 2020 Seasons have all recovered to levels back above the long-term average, reaching highs of A\$440/mt, A\$450/mt and A\$460/mt during the month respectively.

Sugar was supported for two key reasons – Brazil's switch to ethanol from sugar, and speculators buying back around 3 million mt of their sold positions.

With the recent run up in oil prices to around \$60 per barrel, Brazil's latest UNICA report showed that millers are making the switch to ethanol, with the sugar mix now at below 44%. Brazil's Sugar Week was held last week in Sao Paulo, with some observers saying that it could have been more correctly called 'Ethanol Week'. Most analysts are marking down their Brazilian sugar production estimates accordingly.

The speculators have been very active this last month, buying back around 60,000 lots



(3 million mt). This large-scale volume with minimal upward price movement was a surprise, and indicated the buying support has been met by producers selling from key regions such as the European Union (EU), Brazil and Thailand. These producers still remain largely unpriced and are expected to cap any moves above 15 c/lb.

Ongoing informal trade imports of refined sugar into China have continued to keep the white sugar market and physical supply in Asia well supported. Elsewhere, 2017/18 northern hemisphere crops are now underway, with some good recoveries on 2016/17 results expected. Thailand appears to be up around 2 million mt of sugar while the EU



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is expected to be up 6 million mt of sugar. India has also had some good rains and their crop looks set to be up around 5 million mt of sugar.

GOING FORWARD

The relatively strong market during the intercrop period that we are experiencing in Q4 2017 is unlikely to continue for too long into 2018 once the surplus starts to kick in. It would seem likely that any further upside will potentially be limited by producer selling above 15 c/lb, and there is a good possibility that we may potentially see a test of the 13 c/lb level again at some point in the coming months once the surplus is felt.

Some analysts are now predicting a global surplus as high as 9 million mt. To balance this view, there is certainly some possibility that the ethanol switch and ongoing oil price strength can give some support, but the avalanche of sugar production already on its way will take a major weather event, a massive switch from sugar in Brazil or an unexpected recovery in demand growth of sugar to help bring some balance. Domestic prices in some of the key markets are already moving down in response to the anticipated volume to come and this is before the sheds are full in a couple of months and pricing for exports are completed in the EU, Brazil and Thailand.

WHAT COULD CHANGE?

The more evenly balanced position of the speculators could potentially back up even further to support the oil price story and help support for a sugar price recovery.

QSL MARKET COST DRIVERS

| MARKET COST DRIVERS | PROMPT (Oct 17) A\$/mt as at 13.11.17 | 2018 Season A\$/mt as at 13.11.17 |
|---|--|--------------------------------------|
| Current Market | \$428.33 | \$439.89 |
| Sugar Fundamentals - Global exc. Brazil | ● | ● |
| Sugar Fundamentals - Brazil | ● | ● |
| Macro Issues/ Specs | ● | ● |
| AUD/USD | ● | ● |

● Trend is more favourable to positive \$A/mt returns.

● Trend is neutral to \$A/mt returns.

● Trend is less favourable to \$A/mt returns.

CURRENCY

| | Settlement | Range | High | Low |
|---------|------------|---------|--------|--------|
| AUD/USD | 0.7661 | 242 pts | 0.7887 | 0.7645 |

The Australian Dollar/US Dollar exchange rate finally broke down through 0.7700 and has remained below this level since. This move happened in spite of good economic data coming from the Australian economy, and oil and other commodity prices moving up during the month. It has been all about the US Dollar (USD) and the US economy. Speculators have bought back around \$5 billion of their sold USD position – effectively they had been “shorting” the USD.

President Trump has been pushing the new tax package and appears to have been making some progress in creating some geopolitical stability with key trading partners in Asia by recently meeting with Japan, China and South Korean leaders.

GOING FORWARD

RBA rates are not expected move anytime soon, but the market is pricing in around 90% probability of a USA interest rate increase for the upcoming December Federal Reserve meeting. Strong resistance has been uncovered around 0.7630 and may limit any further downside, so if anything, we expect trading to remain within a 0.7500-0.7750 range during the coming month.

WHAT COULD CHANGE?

As seen earlier, any developments in USA politics and North Korea /Russian tensions may impact the AUD/USD.

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NEW QSL PRICING PRODUCTS NOW AVAILABLE

13 November 2017

QSL's new grower-managed pricing products – the QSL Target Price Pool and the QSL Individual Futures Contract Pool – are now available via the QSL Direct online grower portal.

As these new products have replaced the previous QSL Target Price Contract and QSL Fixed Price Forward Contract, any Wilmar Growers who had unfilled orders in these products for the 2018, 2019 and 2020 Seasons have now had these orders transferred to the new QSL Target Price Pool.

QSL'S TARGET PRICE POOL

The new QSL Target Price Pool enables Wilmar Growers to price their GEI Sugar in the current Season and up to three Seasons ahead by targeting a whole-of-season average price (calculated by QSL using a 1:2:2:1 ratio against the four ICE 11 contracts). Orders must be in a minimum of 10-metric-tonne lots, with targets in \$5 increments (e.g. \$405, \$410, \$415).

However, unlike the Target Price Contract it replaces where pricing was to be completed by 15 June of the relevant season, Wilmar Growers using the new QSL Target Price Pool have the option of rolling any unfilled orders to future ICE 11 contracts.

This rolling will be done automatically by QSL if any unpriced tonnage remains beyond the initial June pricing completion date, with the cost or gain passed on to the Grower when incurred.

This automatic rolling will continue if an order within this pool remains unfilled by the expiry of subsequent futures contracts, up until 20 April in the year after crushing commences for the relevant Season. Beyond this date, QSL will close out any remaining orders at the next market opportunity.

QSL'S INDIVIDUAL FUTURES CONTRACT

Like the In-Season Fixed Price Contract that has operated this Season, the new QSL Individual Futures Contract Pool enables growers to price GEI Sugar incrementally against the four ICE 11 futures contracts during the current Season, but now also enables pricing via this method up to three



Seasons in advance.

The Individual Futures Contract requires pricing allocations in minimums and multiples of 60 metric tonnes, with individual pricing orders in a minimum of 10 metric tonnes and \$5 pricing increments.

Participating Growers must make separate pricing decisions for each individual futures position. Pricing cannot be rolled to subsequent contracts, with any unfilled orders priced by QSL at the first market opportunity after the pricing completion date for each relevant futures contract. All pricing is to be completed by 20 April in the year after crushing commences.

AUDIT TO SPARK ENERGY SAVINGS

QSL hopes to secure significant energy savings throughout the entire bulk sugar terminal network, following its recent selection to participate in a State Government energy initiative.

Bundaberg Bulk Sugar Terminal will be the site of a free and extensive energy audit under the Large Customer Adjustment Program, which aims to help large electricity customers in regional Queensland reduce their electricity bills and more efficiently use energy.

QSL General Manager Operations Damian Ziebarth said that while the independent audit would focus on the Bundaberg

terminal, the QSL Operations team and terminal owners Sugar Terminals Limited (STL) were keen to replicate key learnings throughout the entire Queensland bulk sugar terminal network.

"The audit will provide comprehensive advice on energy management strategies and the standard electricity tariff best suited to the terminal's needs and circumstances," he said.

"We're particularly keen to assess the potential benefits associated with new-generation standby equipment."

Mr Ziebarth said that there was also the potential to tap into a 50% co-contribution from the State Government (up to \$250,000) to implement the audit recommendations.

"This really is a fantastic opportunity to get more 'bang for our buck' in the energy space."

STL Chief Executive Officer John Warda praised the efficiency initiative.

"We'll work closely with QSL to evaluate long-term strategies to curb rising energy costs and make our operations more efficient," he said.

"With our energy bill well over \$2.5 million per annum across our network, it is important that we find solutions to reduce these costs for the benefit of our customers and growers."

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MEMBERS INFORMATION

NOTICE BOARD

CHRISTMAS PERIOD - OFFICE CLOSURE TIMES

KCGO office is closed from: 4.30pm - Friday - 22nd December 2017
And will re-open: 8.30am - Monday, 8th January 2018

Kalagro Fuel Customers

Ordering during Christmas break office closure

A reminder to all Kalagro Fuel Customers - Fuel pre - orders are required before the end of business on Friday, 22nd December 2017 to ensure your fuel needs are covered throughout the Kalamia office Christmas break if required.

Puma delivery days over Christmas / New Year Period

Delivery Dates Available while Kalamia Office is closed:

Wednesday, 27th December 2017 Friday, 29th December 2017

Wednesday, 3rd January 2017 Friday, 5th January 2017

Reminder to KCGO Members

Changes to Occur in the Future - Member Information

November / December - You may have noticed only one Email is currently sent to member's each day to minimise the overload of emails previously received on a daily basis. The Wilmar loadings (crushing period), sugar price and fuel price, QSL updates, 'What a Sweet Life' monthly magazine and all other industry related events, are easily obtained via the KCGO website that was re-created in 2016.

We are looking at making further enhancements to the webpage and will advise you early in the new year.

YOUR EXCLUSIVE WILMAR OFFERINGS



When you choose Wilmar as your GEI Marketer you have access to an exclusive package of payment and pricing options, designed from grower feedback. You can choose the arrangements that best suit your individual needs and equip you for the changing demands of the season. We understand you want managing your business to be as quick and simple as possible.

| | | |
|---------|--|---|
| PAYMENT |  PRE-SEASON PAYMENT <p>Boost your cashflow pre-season, when you often need it most -</p> <ul style="list-style-type: none"> • Request up to \$5/tonne of cane • Receive funds in March • Competitive fixed interest rate (Our 2017 rate was 3.95%, 2018 rate to be released in January) • Nominate to receive Pre-season Payment by 28 February 2018 |  DEFERRED ADVANCES <p>Get greater flexibility in your cashflows -</p> <ul style="list-style-type: none"> • Delay your first cane payment for the season until after 1 July • Provides options for managing your tax affairs • We recommend you seek your accountant's advice when considering your payment options |
| |  GROWER-MANAGED PRODUCTION RISK SCHEME <p>Manage your full price outcome -</p> <ul style="list-style-type: none"> • Still share in the US Quota • Use our existing Call and Target pricing methods you know and understand • No tonnage in Wilmar's Production Risk Pool |  WASHOUTS <p>Find flexibility when you need it -</p> <ul style="list-style-type: none"> • Choice of options to best suit your circumstances: <ul style="list-style-type: none"> • End of season washout against current AS/tonne market value • In-season washout against current AS/tonne market value • Cancel all or part of an unfilled price request • Roll shortfalls to a future season |

You also have access to

EXTENDED 2018 PRICING NOMINATION DATE: Now 30 April 2018.

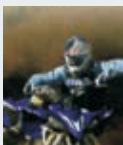
CALL AND TARGET: Allocate up to 70% of your exposure to these familiar pricing tools you've used for almost 10 years. You can create, change and manage your orders online whenever suits you, 24/7. We also give you the greatest opportunity to achieve your desired sugar price, with unfulfilled orders not required to be priced until February after the crush.

CASH ON DELIVERY: Receive at least 90% of your price when you deliver.

DEFAULT ADVANCES: Get paid based on your individual estimated final sugar price for the entire season. Our initial 2017 season advance began at 65%.

Our approach means your sugar price will be based on your own pricing and payment decisions. Our transparent system means you won't be impacted by the choices made by other growers.

It's easy with Wilmar. Whether it's cane delivery, payments, pooling or pricing, we've got it all in one place, and you'll be dealing with proven systems and experienced people that you've known for years.



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NOMINATION DATE

30 APRIL 2018



TO RECEIVE A PRE-SEASON
PAYMENT, NOMINATE BY

28 FEBRUARY 2018

Marketing
Nomination Date

31 October 2017

Pre-season Payments
made mid-March

March 2018

Pricing
Completion Date
(for Call and Target Price)

20 February 2019

28 FEBRUARY 2018

Pre-season Payment
Nomination Date

30 APRIL 2018

Pricing and Advances
Nomination Date

(including Grower-Managed
Production Risk Scheme)

Wilmar makes it easy. For assistance getting set up for the season ahead,
contact our experienced Grower Pricing Team, based in your region.

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7



FARMERS CALL FOR OVERHAUL OF NATURAL DISASTER SUPPORT AND FUNDING

This state election the Queensland Farmers' Federation (QFF) continues to call for reform to the way governments assist and support farmers before and after natural disasters.

More than any other sector, agriculture is highly exposed to extreme weather events. Queensland is the most disaster impacted state in Australia and the effect of these events on rural communities and economies is escalating.

QFF President Stuart Armitage said that while severe weather events are part and parcel of farming in Queensland, they place enormous strain of the viability and prosperity of our sector.

"Every year the Australian Government spends over \$560 million on post disaster relief and recovery, with this number on the rise as climate variability increases.

"QFF is advocating for a suite of policy and funding reforms to improve the sector's ability to manage climate and weather risks.

"Improved resilience to natural disaster and drought can help lower the financial drain

on farmers and governments. By increasing funding in resilience and preparedness measures, governments can lessen the impact disasters have on farmers and their local communities, as well as reduce their own post disaster financial costs.

"It has been estimated that \$250 million national expenditure on pre-disaster resilience could generate budget savings of \$12.2 billion across all levels of government and reduce disaster costs by 50% by 2050", Mr Armitage said.

Australia recently slipped from 5th to 14th on the world food security rankings when susceptibility to natural disaster and impact of weather events were added to the Food and Agriculture Organization's (FAO) criteria.

"Agricultural insurance can transfer financial risk away from the farm and even the government, but the market is very underdeveloped in Queensland and needs enabling policy settings and government support to mature.

"Smart government investment would include funding data collection, insurance

development projects and removing the inefficient bureaucratic and financial barriers to these products.

This election, QFF is advocating for the following sensible and practical actions to realise our vision for a vibrant and thriving agricultural sector providing food, fiber and amenity to all Queenslanders:

- » Develop and adopt a readymade industry recovery program that can deploy industry officers immediately after a natural disaster to quicken recovery.
- » Commit \$500,000 over 3 years to develop a farmer-owned data repository of farm level production data.
- » Abolish stamp duty on agricultural insurance – Victoria and NSW abolished it in 2017.
- » Invest in installation of BoM weather stations across the prime agricultural areas of Queensland.
- » Commit to providing funding to implement the climate change recommendations from the review of the sector.

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A STRONG AND THRIVING AGRICULTURAL SECTOR DELIVERS QUEENSLAND JOBS

Agriculture is a major employer and the cornerstone industry for rural and regional communities throughout Queensland. The state's 26,000 farm businesses directly employ 60,608 Queenslanders and provide over 315,000 jobs throughout the food supply chain.

The ability for agriculture to continue its role as a major employer and contributor to rural and regional communities and the state is directly tied to the sector having access to the right skills and knowledge.

Queensland Farmers' Federation (QFF) President Stuart Armitage called on all political parties and candidates that were serious about the future prosperity of our state to get serious about investing in and supporting jobs and skills within the agricultural sector.

"Agriculture is an important contributor to the economy and often the driver of much needed growth in regional areas. Government needs to better recognise this and commit to long term investment in industry workforce planning capacity," said Mr. Armitage.

"Agriculture remains one of the most diverse job markets of any sector in the economy, but when it comes to workforce planning issues, the resources and the structure are not in place.

"Unless we address these fundamental issues, it will be hard for the sector to develop the 'workforce for tomorrow' that will be needed to ensure it can deal with the challenges and capitalize on the opportunities ahead.

"QFF has played a major role over the past 3 years in facilitating the government funded Rural Jobs and Skills Alliance. The Alliance and its associated programs have given industry a structured approach for advising government and rural training providers on the current and future skills and workforce needs.

"If we do not build on this progress we will not meaningfully address the long standing labour issues in our sector. Labor has committed to continuing this underpinning area of work and QFF commends it for that."

This election, QFF is advocating for the following sensible and practical actions to

realise our vision for a vibrant and thriving agricultural sector providing food, fibre and amenity to all Queenslanders:

- » Commit \$2 million over 3 years to establish a Workforce Planning Team in QFF to ensure the sector can meet the workforce challenges ahead and continue to coordinate and deliver important projects that are benefitting the whole sector.
- » Maintain funding for existing workforce programs.
- » Fund skill sets relevant to industry requirements.
- » Increase RD&E investment to realise productivity gains, (\$1 of R&D investment provides \$10.15 economic return) and build knowledge across sector to enable further innovation.

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REDUCING IRRIGATION ENERGY COSTS – WHAT CAN I DO?

There are 3 main factors that a farmer should look at if they want to reduce irrigation energy costs.

1. **Tariffs** – is the current tariff the best option for that pump?
2. **Pumping cost** – does the current pump and pipeline configuration cost more to pump than it should?
3. **Irrigation cost** – how much does it cost to have that irrigation event run for longer than it needs to?

TARIFFS

There are several tariffs that can be selected. Knowing which is the best and cheapest tariff can be a difficult task. BBIFMAC's Energy Efficiency project showed that being on the wrong tariff was costing some farmers between 10 and 20%. Many farmers have applied for Ergon's drought relief which rebates the fixed cost component. However, when the drought relief status is revoked, what tariff should be used for that account? A tariff review will be able to answer these questions.

PUMPING COSTS

Do you know the cost to pump water from each pump? An efficient pump and pipeline set up reduces the energy cost to a minimum. So, what causes higher energy costs? There are three main things to look at:

- i. Incorrect design.
 - a. The current pump is not the best pump for the desired duty (i.e. flow and total dynamic head)?
 - b. Incorrect pipeline sizing (too small a diameter) can also add considerably to the pumping cost. An unnecessary 1m Head will increase the energy cost by around \$1/ML.

- ii. The pump has lost efficiency through normal wear and tear. What maintenance is required?

IRRIGATION EVENTS

Once the running cost of a pump is known (i.e. \$/ML or \$/hour), the cost of each irrigation event can be understood. Have you worked out how much could be saved if the irrigation event was able to be stopped when the water reached the end? Is this saving significant?

AgriTech Solutions can help answer questions about reducing your irrigation energy costs by:

- » conducting a tariff review of accounts
- » developing design specifications of pumps and pipelines
- » reviewing performance of irrigation events

For more information contact Stephen Attard, AgriTech Solutions, 0418155844 or steve@agritechsolutions.com.au

AGRITECH SOLUTIONS

AgriTech Solutions is a local company specialising in irrigation management and provides services including:

Energy tariff reviews | Pump efficiency and energy usage testing
Irrigation system design including pump and pipeline selection | Soil moisture monitoring probes
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Sweet Industry News

PERU-AUSTRALIA FREE TRADE DEAL TO BOOST SUGAR, BEEF, RICE AND WINE FOR EXPORTERS

ABC Rural – www.abc.net.au/rural

By Tom Major, Chloe Chomicki
and Charlie McKillop

Australia will have duty free access for 90,000 tonnes of sugar into Peru when it enters full force.

Australian exporters will soon have market access to one of Latin America's fastest growing economies with the signing of the Peru-Australia Free Trade Agreement (PAFTA).

A number of key of agricultural commodities will gain duty-free entry to Peru including sugar, beef, rice, dairy, almonds, sheep meat and wine.

In a statement, Prime Minister Malcolm Turnbull said the agreement is an excellent outcome, that will eliminate 99 per cent of stiff tariffs that Australian exporters currently face.

"The export deal will generate economic growth and Australian jobs for decades to come," Mr Turnbull said.

"Our businesses, farmers and families are the big winners."

PERU-AUSTRALIA FTA WINNERS TEASER AUSTRALIA-PERU FTA WINNERS:

- » Sugar: on entry into force of the agreement, Australia will have duty free access for 30,000 tonnes of sugar into Peru, growing to 60,000 tonnes in five years and 90,000 tonnes in 18 years. This is more than any other sugar exporting country has achieved in the last twenty years.
- » Beef cuts: tariffs of up to 17 per cent

will be eliminated within five years. This ensures Australian beef farmers will have duty free access to the Peruvian market at the same time as US farmers.

- » Dairy: on entry into force of the agreement, Australia will have duty free access of 7,000 tonnes of dairy products into Peru, growing to 10,000 tonnes in five years.
- » Rice: on entry into force of the agreement, Australia will have duty free access of 9,000 tonnes of dairy products into Peru, growing to 14,000 tonnes in five years.
- » Sorghum: on entry into force of the agreement, Australia will have duty free access of 15,000 tonnes of dairy products into Peru, growing to 20,000 tonnes in five years.
- » Sheep meat: tariffs on all sheep meat up to 9 per cent will be eliminated on entry into force of the agreement.
- » Seafood: Peru will eliminate all tariffs up to 9 per cent on entry into force.
- » Almonds: immediate elimination of duties on all tariff lines up to 9 per cent.
- » Wine: immediate elimination of duties across lines of commercial interest to Australia with the remainder being phased out over 5 years, up to 9 per cent.
- » Wheat: tariffs on all wheat up to 9 per cent will be eliminated on entry into force of the agreement.
- » Mining machinery and parts: duty free access locked in across all tariff lines.
- » Iron, steel and aluminium: duty free access locked in across all tariff lines.
- » Mining equipment: duty free access



locked in across most tariff lines.

- » Base metals: duty free access locked in across all tariff lines.
- » Raw hides and skins: duty free access locked in across all tariff lines.
- » Mining Equipment Services and Technologies (METS) and oilfield service providers: Peru has granted access on non-discriminatory terms to Australian suppliers of mining-related consulting, research and development, engineering, environmental, mining and technical testing and analysis services.

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EMERGING MARKET

Peru is a major food importer with \$6 billion of agricultural goods imported last year.

However, Australia only exported \$5.3 million dollars worth because of tariff barriers and preferential access for competitors like the United States.

Queensland Treasurer Curtis Pitt welcomed the opportunity to increase that figure.

"Peru has a population of 31 million and a GDP of around \$189 billion, (but) our two-way trade now is only around \$500 million dollars, so the potential for expansion is real," Mr Pitt said.

According to DFAT, Australia's sugar market access is more than any other exporting country has achieved in the past 20 years and equivalent to roughly 30 per cent of Peru's sugar imports.

Around 30,000 tonnes can be exported initially, doubling to 60,000 tonnes over five years and representing about three per cent of Australia's sugar exports.

Hinchinbrook MP Andrew Cripps, whose electorate covers the fertile cane fields of the Tully and Herbert regions, said it was a

boon for the sugar industry.

Around 85 per cent of Queensland's sugar is sold in raw form, with northern growing areas providing the lion's share of those exports.

"This is a huge boost for the industry and in particular the north Queensland region," he said.

"Free trade agreements and market access mean jobs and opportunities for our agriculture sector, for our farmers and for jobs in country towns."

OTHER COMMODITIES

There will be immediate duty free access for Australian sheep meat, most wine and most horticulture products, kangaroo meat and wheat.

The Federal Government said the PAFTA delivers huge wins for Australian businesses with market access outcomes that go well beyond the Trans-Pacific Partnership (TPP) agreement.

Export Council of Australia board director Andrew Hudson said even though Peru is a relatively small trading partner, the deal will be beneficial.

"It's an important part of our move towards the Americas other than North America, so we're sort of initiating an opportunity there," Mr Hudson said.

"North America seems to have shut the door a bit, so you look at Latin America as being a significant growth market.

"It will be very good for the agricultural sector. Not just for primary producers, but also for manufacturers of mining equipment which is currently our top export."

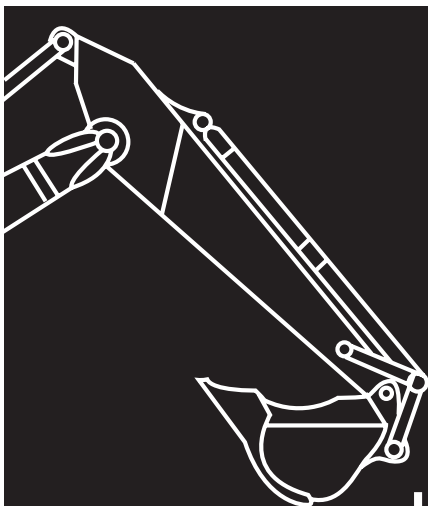
Mr Hudson said he did not believe the granting of free trade entry to Peruvian products would majorly disrupt any local industries.

"I think we're well placed to deal with any increase in Peruvian imports," he said.

Mr Hudson nominated Peru's wine and vitamin supplement industries as potential competitors for the Australian sector.

"That's always the nature of the deal, that you've got to give something up to get something on the other side," he said.

"I think on balance this has significant positives for Australia compared to potential threats from competition."



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COULD WA'S ORD IRRIGATION SCHEME BECOME HOME TO A KEY INGREDIENT USED BY THE WORLD'S HEALTH FOOD INDUSTRY?

ABC Rural – www.abc.net.au/rural

By Courtney Fowler

An international health food company has identified Western Australia's Ord Irrigation Scheme as the world's next leading producer of plantago.

The psyllium husk off the plantago plant is used as a substitute for gluten in health food products, which are rapidly gaining popularity across Europe and North America.

A European-based company, Dr Schär, turned to Australian researchers for help last year after experiencing difficulties gaining access to reliable, high quality crops from producers in India.

The Ord was quickly identified as an ideal location to grow the crop, with previous trials in the 1980s and 1990s proving plantago could be grown successfully in the Valley.

"I think what the Ord growers have got that the other regions in the world don't is not only an ideal climate but they also have reliable irrigation and a high-quality production system," said University of Tasmania professor David McNeil.

"That allows you to produce very high quality and reliable production which is the thing that's the greatest concern for the users of these products.

"In the case of Dr Schär, the plantago is about 5-10 per cent of the product so if they can't access the psyllium husk, then they might be losing 10 times that much in product."

PLANTAGO TRIALS SHOW PROMISING RESULTS

The food company worked with a team of researchers, the WA Department of Primary Industries and the Northern Australia Crop Research Alliance, to import 12 high quality lines from India, which were planted in Kununurra mid-year.

Professor McNeil headed up the project and said despite planting starting six weeks behind schedule, the crop still achieved some of the best yields of anywhere in the world.

"We just managed to harvest them and our best yields have exceeded two tonnes per hectare off a hand harvest," he said.

"We know that the yield reduction from



The plantago trial at the Frank Wise Institute of Tropical Agriculture in Kununurra achieved some of the best yields in the world.

such a late planting would be about 50 per cent, so if our estimate of yield loss is correct we're somewhere up around three and half tonnes mark from these new varieties.

"The only other area that's really growing any significant crop is in northern India and their average yields for the last 20 years has been about 500kg per hectare.

"If we can actually average three tonnes or more per hectare we'll be producing world leading yields for the crop and as a consequence I think there's a very good chance we could start to produce significant areas in Kununurra."

MAKING PLANTAGO A PROFITABLE LOCAL INDUSTRY

Professor McNeil said the research team was now looking at developing a larger plantago program in the Valley, working towards making it a profitable industry for local growers in the next couple of years.

He added plantago would work well as a rotational crop with cotton, another crop staging a comeback in the Ord Valley next year.

"We need to develop a whole value chain

system so we that we can process it in the Ord and use the waste product to make it a profitable local industry," he said.

"Removal of the husk is about 30 per cent of the material and then 70 per cent that left over is a high-quality feed stuff for animals.

"It's not just cattle that can eat it, we've actually done feeding trials on a number of different animals and it's possible it may even be able to be fed to prawns or marine farms in the area if they get going as well.

"So there's a real potential for its use locally as a good source of high protein feed.

"There's people in the Ord interested in the potential for processing but there would need to be a bit more infrastructure investment in order to do it to the quality that's going to be required."

RIISING DEMAND OVERSEAS FOR GLUTEN-FREE PRODUCTS

Professor McNeil said with demand for gluten-free food products increasing worldwide and little room for expansion of plantago crops in India, the Ord was well placed to step in to become a major global supplier of plantago in near future.

Sweet Industry News

"The global production right now is about 200,000 tonnes grown off half a million hectares in India," he said.

"There's very little expansion possible in India, it has reached its capacity to produce the crop.

"The demand has been going up year after year continually for the last 20 years and we only see that continuing, so there's a tremendous potential for the crop in the area provided it can be grown there profitably."

Professor McNeil said alongside the trials in Kununurra, research from the University of Adelaide to produce higher yielding varieties of plantago looked promising.

"We're looking at the molecular characterisation of the varieties and breeding through a number of different programs to get some lines with much higher husk yield and higher quality husk," he said.

"We've got that program running as well and hopefully from that breeding program we'll improve quality even more than what we're looking at with the existing varieties."



The psyllium husk off the plantago plant is in rising demand by the health food industry.

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Sweet Time Out

JOKE OF THE MONTH

Q: How come oysters never donate to charity?

A: Because they are shellfish.

Q: Why didn't the melons get married?

A: Because they cantaloupe.

Q: Why are hairdressers never late for work?

A: Because they know all the short cuts!

WORD OF THE MONTH

logrolling

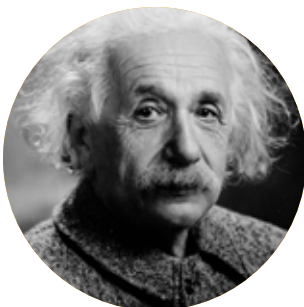
noun [lawg-roh-ling, log-]

the exchange of support or favours, especially by legislators for mutual political gain as by voting for each other's bills.



'Education is not the learning of facts, but the training of the mind to think.'

ALBERT EINSTEIN



DID YOU KNOW...?

- » Did you know African Grey Parrots have vocabularies of over 200 words
- » Did you know sponges hold more cold water than hot
- » Did you know the Eiffel Tower has 2,500,000 rivets
- » Did you know the \$ sign was introduced in 1788



CHOCOLATE-DIPPED ALMOND BRITTLE

INGREDIENTS

- » 110g Lucky slivered almonds
- » 1 1/2 cups (330g) caster sugar
- » Pinch of sea salt
- » 150g dark chocolate melts

METHOD

Step 1

Preheat oven to 180C. Place the almonds on a baking tray. Roast in oven for 5 mins or until light golden. Set aside to cool.

Step 2

Line a baking tray with baking paper. Arrange almonds on baking paper. Place sugar, salt and 1/2 cup (125ml) water in a saucepan over low heat. Cook, stirring, for 3-5 mins or until the sugar dissolves. Increase heat to medium-high and boil, without stirring, for 15 mins or until golden and a sugar thermometer reaches 150-155C or hard crack stage. (To test, set aside until bubbles subside. Carefully add 1 tsp toffee to a glass of ice water – it will set hard immediately.)

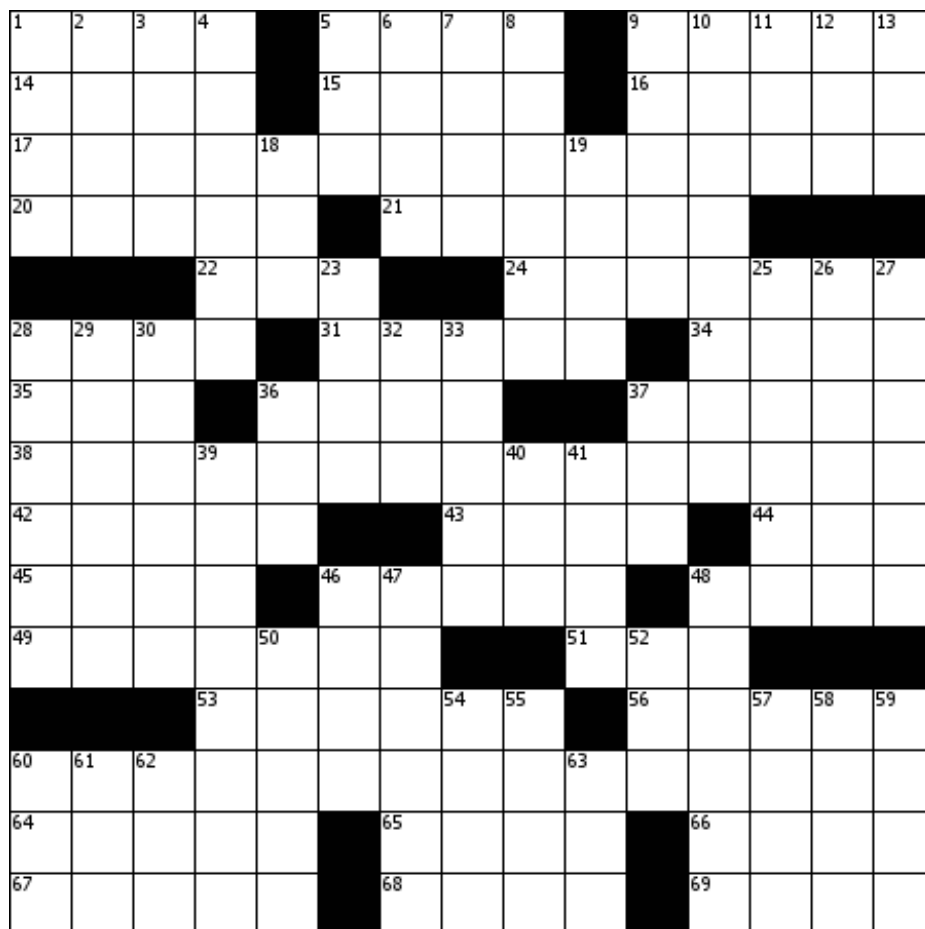
Step 3

Remove pan from heat and set aside for 1 min to allow bubbles to subside. Carefully pour the toffee over almonds. Set aside to cool completely. When cool, break the brittle into shards.

Step 4

Line another baking tray with baking paper. Melt chocolate following packet directions. Dip pieces of almond brittle into the chocolate, allowing excess to drip back into the bowl. Place on the prepared tray. Set aside at room temperature for 30 mins or until set.

Sweet Time Out



ACROSS

- 1 Having the power
5 Go for a spin
9 Selling point
14 "Uptown Girl" singer
15 ___ 500
16 Bathroom item
17 Line of latitude north of the South Pole
20 Bag on the mound
21 Central New York lake
22 Get the drop on
24 Lacking a conclusion
28 Option for Hamlet
31 Jim Croce's "I Got ___"
34 Public transportation choice
35 Suffix with prop
36 Mentor
37 It can detect destroyers
38 Ships' drop-off locale?
42 Dined à la maison
43 Tear apart
44 Catchall abbr.
45 Campus military org.
46 Bottomless gulf
48 Once, once
49 Loose-fitting African shirt
51 Not scheduled for duty

- 53 Conundrum
56 Subsequently
60 Uprising site of 1989
64 Sixer first name
65 Voting no
66 Convey via Ameslan
67 What loudspeakers do, sometimes
68 Prompts
69 Otherwise

DOWN

- 1 Barely open
2 Skeleton part
3 Repeated services
4 "Seinfeld" character
5 Unconscious quirk
6 Undeluded about
7 Nordic Zeus
8 Public lecture hall
9 Stage whisper
10 Home of the Electric City Trolley Museum
11 Anatomical pouch
12 Angle shape, often
13 Hole-opening device?
18 Retrovirus component
19 Motion picture or motion-picture theater
23 Data transmission rate
25 Risk
26 Glorifies
27 Call the shots?
28 Knight's sleeveless tunic
29 Sale sign words before "customer"
30 Flat caps
32 Grp. that sticks to its guns
33 Champion's rider
36 Soldering or soldering need
37 Down
39 "Alaska" author
40 Legal matter
41 Words before "many words"
46 Blood-related
47 Sandwich choice
48 Flow out
50 Empty-headed
52 Helpful info, online
54 Choice vehicle
55 Penny ___
57 Follow closely
58 Work units
59 Philosopher Descartes
60 Can opener
61 Sickly
62 Eggs ___ suisse
63 Bro's sibling

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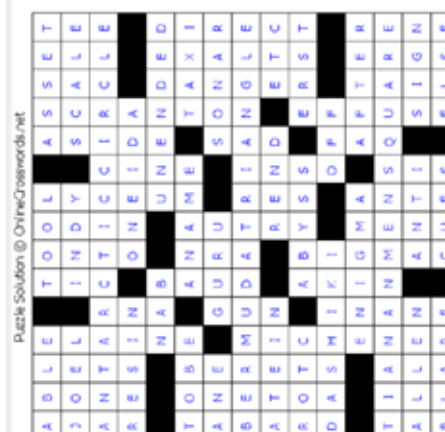
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