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# GROWER



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February 2022 Price \$9.95



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NORTHERN GROWERS' QUEST TO BOOST YIELDS

GOVERNMENT ANNOUNCES PLAN  
TO RESTORE PARADISE DAM



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### Work smarter, not harder

Gordonvale growers embrace technology to improve harvest outcomes in their quest for greater yield.

**COVER IMAGE:** Matt Arcidiacono is a third generation grower who, along with his father John, **CONTENTS IMAGE,** embraces new technology on the family farm. Read more on page 22.



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CANEGROWERS

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## Traceability program will bolster Aussie sugar's sustainable reputation

CANEGROWERS has welcomed the announcement of a Federal Government program to enhance the traceability and credentials of Australia's farm produce as being aligned to the aims of Smartcane BMP and the organisation's sustainable sugar project.

The Government says its \$68.4 million investment will increase export values and mitigate biosecurity risks for agriculture.

"We know we produce some of the best produce in the world," Agriculture Minister David Littleproud said.

"By enhancing traceability and transparency at every step in the supply chain, we can make sure the rest of the world knows this as well."

The program will be rolled out through activities including:

- Establishing a National Agricultural Traceability Alliance between industry and government, to foster national leadership on traceability initiatives
- Holding a National Traceability Summit to share ideas in the first half of 2022
- Creating a National Agricultural Traceability Hub to keep industry up to date with consumer trends, develop national data standards and take advantage of new technologies such as blockchain
- Providing grants to encourage innovation in traceability and uplift industry capability and promote them across cross all primary industries.



CANEGROWERS Chairman Paul Schembri attended the announcement in Mackay.

"This commitment from government appears to offer opportunities to help us build on the work CANEGROWERS has been doing on behalf of the sugar industry and finally ensure our sustainability efforts yield a tangible financial dividend," he said.

"We have been securing our reputation on the global market as a supplier of sustainable sugar through the hard work of growers in obtaining Smartcane BMP accreditation and the blockchain technology we are trialling to guarantee the provenance of our raw sugar shipments."

"Customers have shown they are willing to pay more for a product that can meet provenance and sustainability standards so our farmers will get a better price for their product," Mr Littleproud said.

The Australian Government estimated the country could lock in between \$400 million and \$1 billion of additional value in agricultural product sales if traceability can demonstrate provenance, sustainability or organics. ■



## India appeals WTO findings

The dispute over India's sugar subsidies looks set to rumble on, with the Indian Government filing a Notice of Appeal challenging the World Trade Organisation Panel's conclusion that the market-distorting supports and subsidies were contrary to India's international trade obligations.

The action prevents the Panel Report being adopted by the WTO Dispute Settlement Body. However the appeal will also be dormant until the Appellate Body is able to consider the appeal.

Australia has responded, strongly opposing India's grounds for appeal. Brazil and Guatemala have taken different approaches but remained involved in the process.

"CANEGROWERS is in close contact with Australia's Department of Foreign Affairs and Trade and the sugar industries of the co-complainants," CANEGROWERS CEO Dan Galligan said.

"In the meantime, the Indian government has refrained from issuing export subsidies for its 2021-22 season." ■





## Paradise plan relief for growers

In an announcement that irrigators in the Bundaberg and Isis regions had waited two years to hear, the Queensland Government confirmed on Christmas Eve that Paradise Dam will be returned to its original height.

It was the outcome that agriculture groups, including CANEGROWERS, had been calling for to safeguard industry investment and confidence for the future of the region.

Sunwater said, "This decision follows detailed technical investigations, which show it is possible to safely re-raise, strengthen and stabilise the dam wall. This decision will provide a safe dam and water security for the region for years to come."

Concern about the structural integrity of the dam wall after damage in flooding event in 2011 and 2013 led, after a series of initial works, to the dramatic decision in late 2019 to lower its primary spillway by 5.8 metres.

CANEGROWERS and other organisations spent two years campaigning against the prospect of a permanent loss of water storage capacity in a region with great agricultural potential despite a number of years in drought.

So it was with relief that CANEGROWERS Isis Chairman **Mark Mammino** welcomed the news in December that an investigation into the options for the dam had led to a decision to reinstate it.

"This decision has enormous implications for the viability of irrigated agriculture," he said.

"Knowing that the water storage in the region will be there in the future gives everyone confidence to invest. It will protect livelihoods and jobs in the long term."

Preparatory work for the reconstruction is expected to start in 2023 with major work at the dam to commence in 2024 subject to government approvals. It could take up to seven years for the work to be completed.

In the meantime, Bundaberg Regional Irrigator's Group called on the Queensland Government to take action to better manage water resources and mitigate the impacts of the remediation works on the productivity and profitability of farms including to protect and retain nominal water allocations and remedy impediments to water utilisation.

Sunwater says it will work with customers to alleviate network constraints so that water distribution can keep pace with demand. ■

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*Pictured: Paradise Dam, which supplies irrigation water to farmers in the central growing region around Isis and Bundaberg, will be restored to its original height after being lowered by almost 6 metres in 2019 due to safety concerns.*





## Sugar Code on agenda as ALP politicians visit Mackay cane farm

CANEGROWERS Chairman **Paul Schembri** hosted the Federal Opposition Leader on his farm in January, taking the opportunity to talk about sustainable sugarcane growing, the Sugar Code of Conduct, export markets and future opportunities for the industry.

The visit was initiated by **Anthony Albanese's** office, as a stop on his ten-day tour of regional Queensland electorates ahead of the 2022 Federal Election.

Mr Albanese was accompanied by Queensland senators **Murray Watt** and **Anthony Chisholm** and the Labor candidate for Dawson, **Shane Hamilton**, while CANEGROWERS Vice Chairman **Kevin Borg** and Policy Council member **Tony Ross** rounded out the group which walked through Mr Schembri's cane fields.

The three growers explained the cane-growing process to the politicians, including the farm practices which have secured Australia's global reputation as an innovative and sustainable producer of high-quality sugar.

*"It was very useful to hear the industry's perspective on issues such as labour shortages, regulation and the Sugar Code of Conduct"*

"We certainly impressed upon them the important environmental credentials of our industry and the success of the Smartcane BMP program in achieving positive change on farms as well as being the proof or validation we need of sustainability in the marketplace," Mr Schembri said.

The growers highlighted the importance of multi-party support for efforts to expand market access and secure a fair trading environment for Australia's agricultural exports, particularly through the UK-Australia Free Trade Agreement ratification by the Federal Parliament which is likely to span the period of the 2022 election.

"We also talked about opportunities for value-adding and diversification and the role the industry can play in creating even more employment in regional areas," Mr Schembri said.

After the visit, Mr Albanese thanked the growers for giving him a firsthand perspective of the sugarcane industry.

"Your industry produces so much wealth for our country, but there's nothing like being on farm to learn the ins and outs of what you do," he said.

"I was pleased to hear growers are getting good prices for their product, but as always, there are challenges that need addressing."



*"The Code is so important to us because it sets out a process of arbitration to settle deadlocks ... and it safeguards grower choice in marketing. It was important that Mr Albanese heard that from growers."*

*Pictured left: Senator Murray Watt, CANEGROWERS Vice Chairman Kevin Borg, CANEGROWERS Policy Council member Tony Ross, CANEGROWERS Chairman Paul Schembri, Federal Opposition Leader Anthony Albanese, Shane Hamilton, ALP candidate for Dawson and Senator Anthony Chisholm discuss the Sugar Code and opportunities for the industry while on a walk around Paul's farm.*

As well as the practicalities of growing cane, the CANEGROWERS representatives also made sure the Opposition Leader and Senators understood the business environment in which growers operate including the importance of the sugar Code of Conduct in addressing power imbalances within the industry.

Growers have remained nervous of Labor's attitude towards the Code.

"I took the opportunity of having them on my farm to explain the impact on growers of the deregulation of the industry," Mr Schembri said. "It was touted as an opportunity for farmers but all it did was give a license to large milling companies to engage in monopoly behaviour – it licensed their regional monopolies.

"Some, not all, sought to extend their supply monopoly to sugar marketing and we all know the story – we had a huge battle but growers prevailed and we ended up with the Code being introduced in 2017.

"The Code is so important to us because it sets out a process of arbitration to settle deadlocks in the negotiation of agreements with mills and it safeguards grower choice in marketing. It was important that Mr Albanese heard that from growers."

Mr Albanese and the visiting Senators did have questions about the Code's ongoing operation and lobbying from the milling sector that it had stifled investment in the sugar industry.

The three CANEGROWERS grower-representatives cited examples of significant recent investment (by Nordzucker in purchasing Mackay Sugar and by MSF Sugar in far north Queensland) to dispel that concern.

They also outlined the positive outlook within the industry and the work of the whole supply chain towards developing a Sugarcane Industry Roadmap.

"It was very useful to hear the industry's perspective on issues such as labour shortages, regulation and the Sugar Code of Conduct," Mr Albanese said.

"My track record as a Minister shows that I work cooperatively with business, unions and other stakeholders – that's how we get the best outcomes for all. I look forward to working in partnership with you, should Labor be elected to form government this year." ■





## One-fifth of Maryborough crop impacted by flooding

Maryborough growers are still counting the costs after fast moving floodwater tore through low-lying farmland in January, destroying crops, washing away soil and damaging farm infrastructure.

The flooding began when ex-Tropical Cyclone Seth made landfall on the Fraser Coast on Saturday 8 January, before moving inland, dumping up to 600mm of rain in some areas.

Authorities issued evacuation orders and even went door-to-door in some parts of the district as the Mary River rose, eventually peaking at 10 metres on the Sunday evening.

Tragically, three people lost their lives in the floodwaters, including 52-year-old **Steve Bottcher** whose family has grown cane in the district for many years.

"A lot of the low-lying, river flat farmland was flooded," CANEGROWERS Maryborough Chairman **Jeff Atkinson** said.

"And a lot of cane was impacted, probably about 2,000 hectares, which is a fifth of Maryborough's crop.

"We're hopeful the majority of that cane will recover and we'll still get a good crop from it. Some of it, we might get a crop off,

*"A lot of cane was impacted, probably about 2000 hectares, which is a fifth of Maryborough's crop."*

but it won't be great. And we've got some farms with significant crop damage.""

**Alan Otto's** cane farm was one of the unlucky ones. Located in a low-lying area, known locally as The Pocket, the entire 60 hectare farm was inundated.

"The entire farm went under, all 60-odd hectares. It's very low and copped the full flow of the flood water," Alan said.

"There's a lot of cane that's either dead or dying because it was fairly short when the water went over. That will have to be slashed back, so we won't get a crop from that this year.

"It's still too early to tell if the stool has been destroyed too, or what the full extent of the damage is. It's just too muddy to get around a lot of the farm.

"We'll just have to wait and see what happens, but at this stage I'd say we've probably lost around 2000 - 2500 tonnes, and that's a conservative estimate."

"We had a fallow crop in, but like the cane, it was fairly small and wasn't big enough to hold the soil. All of the trash we had in the paddock was washed away too."

The latest setback comes on the heels of a tough year for Maryborough growers.

"It's not a great start to the year, especially after the year we've just had," Alan said. "First the local mill closed down, then we





had no rain when we needed it during the growing season, but rain when we didn't want it during the harvest.

"On top of that you have the issues with Isis Mill, as well as the late finish to the harvest and the problems that creates. Who'd be a farmer?"

Despite his farm also being inundated, **Isaac Schmidt** is staying positive.

"We certainly had some damage to the crop and to fallow land. It's early days so I can't really say how bad that damage is, but we probably won't get a worthwhile crop from it this year," Isaac said.

"In terms of damage to property, we weren't too badly affected. We knew it was coming and had a day to get ready, so I just shifted all the machinery up the road to higher ground.

"We did get water through the shed and under the house but we didn't lose much. "It forced us to have a good clean out, which was probably long overdue to be honest," Isaac joked.

Erosion has been the other major impact of the flooding, with topsoil stripped from paddocks and banks collapsing under the pressure of swollen creeks.

Commonwealth/State Disaster Recovery Funding Arrangments have been activated in the form of grants of up to \$50,000 and loans for primary producers. These can be accessed via the Queensland Rural and Industry Development Authority [www.qrida.qld.gov.au](http://www.qrida.qld.gov.au)



*Pictured: (Page 10) the Miba area north of Gympie received some of the heaviest falls. Above: the area around Isaac Schmidt's house lived up to its Plantation Island name during the floods. Riverbank and crop damage at Tom Malouf farm, where the water didn't get quite as high as in 2013.*

# CANEGROWERS ELECTIONS – NOMINATIONS NOW OPEN

The search for the next crop of sugarcane industry leaders has begun, with nominations now open for the CANEGROWERS triennial elections.

Newly elected and returning representatives will be charged with tackling some of the biggest issues to face cane farmers at a local and industry level.

From environmental regulation, input costs, poor mill performance and lengthening seasons, to industry diversification and international free trade agreements, it is a challenging and exciting time to become more involved with CANEGROWERS.

One person who knows all about tackling the biggest industry issues is Mackay grower **Tony Ross**.

After 30 years as a grower representative in Mackay and more than 20 years on the CANEGROWERS Policy Council, Tony is stepping down from representative roles at this year's election.

"I've been doing it for a long time. I think it's time for an influx of new blood and new ideas to take on the challenges we're facing today," Tony said.

"When I joined the Racecourse committee way back in 1992, we were the youngest committee in the state.

"I like to think we brought a new vigour and perspective to the roles.

"I think myself and **Paul Schembri** are possibly the only grower representatives on the Policy Council still around from that time."

Over the years, Tony has played a role in the industry response to challenges such as deregulation back in 2000 and recent battles to implement grower choice in marketing and the industry Code of Conduct.

"It's a very rewarding experience, to feel like you're really playing a role in helping secure a positive outcome, whether that's for the industry overall or just for growers at a local level.

"That's really the purpose of the whole organisation, to improve the conditions for the members," Tony said. "It's not always easy, like any job really, but you get a lot out of it. You gain so much knowledge and insight into the industry and you make good friendships along the way.

"I'd definitely encourage growers with an interest to have a go.

"Get out to your local branch meetings, speak with growers, put forward your ideas and thoughts. You'll get many suggestions, a lot of support, and maybe even a bit of criticism now and then, but that's all part of public life and representing people. The experience and rewards are worth it."



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As a first-term board member, Susan Bengtson agrees that the role can be very fulfilling and educational.

Like most women in the industry, Susan plays an active role in the day-to-day operations of the farm business and will turn her hand to just about any job. However, it was for her financial acumen that she was approached in 2019 and asked if she would like to nominate for a position on the CANEGROWERS Isis board.

"I don't know how to grow a stick of cane but put me in a tractor and tell me to rotary a paddock and I'll do it," Susan said.

"Like a lot of women on farms, I also manage the business side of things. I've got a background in community banking, which is actually why I was approached about the board position."

Susan joined the board just as CANEGROWERS Isis became embroiled in some thorny issues, such as a failed mill deal with Pakistani company Almoiz, and more recently the challenge of crushing Maryborough cane at Isis Mill.

"It has been a very interesting and at times challenging few years, for all of us," Susan said. "Anyone who knows me knows that I'm not shy about giving my opinion, even when others disagree with it but I've learned to put aside my own feeling on issues and focus on getting the best outcome for members."

"Overall, it's been a pretty fulfilling experience and I've definitely learned a lot about the industry."

"Personally, I'd like to see more women involved. I think it's been very important bringing that female perspective to the board and maybe helping the other board members understand a little better just how much time and work women put into making the industry a success."

## Calling for Nominations 2022 Triennial Election

Jodie Mittelheuser has been appointed the Returning Officer for the following CANEGROWER District Elections, and is calling for nominations for:

Mossman Canegrowers Limited  
Tableland Canegrowers Limited  
Cane Growers Cairns Region Ltd (incorporating Mulgrave and Babinda District)  
Tully Cane Growers Ltd  
Herbert River District Cane Growers Organisation Limited  
CANEGROWERS Burdekin Limited  
Inkerman Cane Growers Organisation Ltd  
Mackay Canegrowers Limited (incorporating Mackay and Plane Creek District)  
Bundaberg CANEGROWERS Ltd  
CANEGROWERS Isis Limited  
Rocky Point District Cane Growers Organisation Ltd

### Key Information:

- Nominations open on the **1 February 2022** nomination forms can be collected from your district office or by contacting the returning officer in the Brisbane office
- Closing Day for Nominations – **5.00pm on Friday 25 February**
- The nominations must be:
  1. Written; and
  2. Signed by the nominee and at least 6 members; and
  3. If the nominee is an authorised representative
    1. state the name of the corporate member that the nominee represents; and
    2. be recorded as such in the membership database, having previously lodged an authorised representative authority form with the district office; and
  4. lodged with the returning office before nominations close;
- Only Members when nominations close may vote in the election.

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# CEO COMMENT

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By Dan Galligan, CEO CANEGROWERS

## A FOCUS ON EDUCATION IS ALWAYS A GOOD INVESTMENT

The core business of CANEGROWERS is to represent the interest of growers and we do this in many forums and in a multitude of situations.

When it comes to improving the profitability of farmers, there are a number of obvious issues. Not only do we need to drive down costs, we need to improve opportunities for revenue.

On the cost side, we work to change policy around water, electricity, rates and the management of pests and diseases.

Equally we look for programs to assist growers to reduce reliance on electricity or become more water and nitrogen use efficient.

For some issues CANEGROWERS goes in boots and all and offers competition such as our CANEGROWERS insurance offering or our historical endeavours on fertiliser.

Beyond costs, we are working to find opportunities to boost revenue by helping growers to negotiate fair terms in cane supply agreements, improving trade and market access for Australian sugar, and over the last couple of years we have invested heavily to build up our resources to assist farmers to understand and make their sugar pricing decisions at the most profitable time of the market by conducting marketing information sessions and pricing essentials workshops.

These strategies are designed to improve the business sustainability of growers here and now but also over medium and long term.

There are even longer-term challenges in policy that will influence the future of the industry. The community view of our industry informs the settings of government policy and consumer sentiment.

To manage these impacts, CANEGROWERS is of the view that we need to invest long-term.

We are doing that by taking strategic actions to contribute to the future of our education system.

Through our partnership with the Primary Industries Education Foundation Australia, we are building relationships with the Queensland Departments of Education to contribute to the development of the state education curriculum.

It is clear we cannot assume that either the community or the consumer will understand our industry or be supportive of our needs when we need them too.

The industry must be proactive and help inform our young people in schools by working directly with teachers, principals, and industry liaison staff in schools to provide resources and knowledge that will provide a great education experience for kids across the state.

Action on this front is already happening. Late last year we launched our first primary schools education resource and as teachers across the state plan for a busy primary school year ahead they can access this new resource which is classroom ready.

At the same time, many of our districts have formed excellent relationships with local schools and agriculture teachers and many farmers are volunteering their time to attend schools and talk to students about their industry.

Maintaining a strong, open and informed relationship with our educators will ensure that we are always seeing students graduate with a positive, optimistic and well-grounded understanding of our industry.

As these young people grow and become decision-makers in their own careers, we can be assured this long-term investment will be yielding long term results. ■







# CANEGROWERS

## CANEGROWERS BUSINESS ESSENTIALS

*professional development for growers*

Cane growers manage their farm businesses in one of the world's most volatile commodity price environments. Growers are also exposed to production risks arising from extreme weather events and from an ever increasing regulatory burden and tightening environmental controls. CANEGROWERS, in conjunction with funding from the Federal and Queensland governments, is developing a suite of professional development opportunities to assist growers to face these challenges and maintain successful businesses.

CANEGROWERS Business Essentials will be tailor-made to assist growers:

- complete a resilience self assessment based on Smartcane BMP
- better understand and interpret financial reports, budgets and costs of production
- better understand risk and more specifically factors that influence commodity (sugar) prices
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- understand forward pricing tools and other emerging technologies and marketing tools
- develop a plan to manage the risks as far as possible.

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### HOW TO REGISTER YOUR EXPRESSION OF INTEREST

Use the online form via <https://bit.ly/3pa9BpG> or the QR code or contact your district CANEGROWERS office

### LOCATION

The program will be delivered face to face over two days, with some online presentations at regional locations. Final locations will depend on participation levels

### COST

The cost will be \$100.00 (ex GST) per participant

### ELIGIBILITY

You're eligible for this course if you are:

- a cane grower, cane grower family member or work on a cane farm
- a permanent resident of Queensland



*This program is jointly funded through the Australian Government's Future Drought Fund and the Queensland Government's Drought and Climate Adaptation Program.*





# Australia's sugarcane industry

An ambitious whole-of-industry initiative to establish a clear and positive pathway to long-term prosperity for Australia's sugarcane industry is gaining momentum.

For months, growers, millers, industry bodies, and government representatives have been engaging with independent consultants to hammer out a shared vision for the future.

Led by Sugar Research Australia, the Sugarcane Industry Roadmap project is exploring opportunities to grow profitability for the industry, as well as the regional economies and communities it supports.

CANEGROWERS is playing a leading role in the consultation process, ensuring the needs of growers are central to any discussion about the industry's future.

"It's important that growers' voices and interests are front and centre in the consideration of a roadmap, as there is no future without confidence from the grower sector," CANEGROWERS CEO Dan Galligan said.

However, for the project to be successful, the roadmap will need buy-in from all industry players, as well as the state and federal governments, Mr Galligan added.

"It must be owned by all in the industry. Everyone who invests in the industry should be able to see how they can contribute – so the roadmap must identify specific actions and opportunities for them.

*"It's important that growers' voices and interests are front and centre as there is no future without confidence from the grower sector"*

"Investment in this context may be in the form of mill upgrades, or new processing facilities that use sugarcane as a feedstock for ethanol, bio-diesel or hydrogen production. But just as importantly, we need growers to be able to see that it is worth investing to grow more cane, and investment by young people to make their career in the industry.

"Having said that, the roadmap should not be a master-plan that stifles innovation or diversity. Rather it should allow the industry to be confident about a future of opportunities and through this confidence encourage people to be involved and active in the industry."

Independent project consultants, Pottinger, who are coordinating the process on behalf of industry, said there had been a strong desire to collaborate amongst industry stakeholders.

The first two rounds of engagement, which involved online interviews with around 30 industry stakeholders, were complete by mid-January.

The third and final stage will comprise a series of roundtables, where representatives from across the sugarcane value chain will examine and provide feedback on identified priority actions.





# on the road to a prosperous future

"There is a recurring message that the industry's challenges are understood, but there's a need for leadership to create an actionable plan," Pottinger CEO John Sheehy said.

"Pleasingly there's a strong sense of optimism and a desire to collaborate for the benefit of industry as a whole among those we've spoken with."

Mr Sheehy said analysis conducted to date had identified three potential future scenarios, with each likely to eventuate to different time frames.

*"Sugarcane is a resilient crop and world demand for raw sugar is growing. The industry's future is very positive."*

"In the near term, the industry will likely swing between periods of short-term under-supply with the stronger prices that we're seeing currently, and short-term oversupply, with weaker prices," he said.

"The underlying trend of slow increases in global demand is likely to continue, with ongoing pressure for all operators to continue to improve operational efficiency to remain competitive.

"Longer term, we anticipate that demand for hydrocarbons sourced from farming rather than fossil fuels, will likely continue to grow. This would bring significant increase in demand for sugar."

Round 2 of the stakeholder engagement focused on the reliability, efficiency, scalability and growth potential of any likely industry diversification.

"We've discussed with stakeholders which actions are logical. What are the right things, for the right stakeholders, in the right regions? That's been a theme of the most recent round of stakeholder engagement," Mr Sheehy said.

The upcoming roundtables will bring together different organisations that have a mutual interest in securing a prosperous future for the industry, he said.

"We're at the stage of transitioning from work focused on the underlying actions in the plan to the mechanisms to support collaboration and to help people take action.

"We're refining the roadmap to ensure it's not a document that just happens at a point in time, but is a document that people will turn to and really hold up for decades to come."

SRA Chief Executive Officer Roslyn Baker said project partners recognise opportunities to build productivity in the short term and for longer-term expansion.

"Sugarcane is a resilient crop and world demand for raw sugar is growing. The industry's future is very positive with potential to build profitability through complementary value adds,"

Ms Baker said achieving the industry's true potential requires strong collaboration and partnerships.

"SRA can't do it alone, nor can grower groups, or the mills, or even governments. To build a secure and prosperous future, we all need to be working together," Ms Baker said.

Mr Galligan agreed, saying a range of actions and initiatives would be needed at local, regional and national levels.

"Delivery and implementation is where the hard work is needed, and strong leadership will be required to ensure all this work and goodwill provided by people is actually delivered with cooperation and collaboration. ■





# FROM THE CHAIR

*By Paul Schembri, Chairman CANEGROWERS*

## ELECTION PROVIDES OPPORTUNITY FOR SUGAR INDUSTRY

It is stating the obvious that 2022 will be an important year for the Australian sugar industry and, without question, one of the critically important events will be the Federal Election.

Industries, including the sugar industry, can either thrive or decline depending on government policy.

Sometimes, we can all be lured into thinking that five-star government policy is where a government, or potential government, announces billion-dollar projects.

Often labelled as nation building projects targeting roads, water, transport or other public infrastructure, these announcements, while crucially important, can sometimes overshadow the need to get the basics right.

I often tell politicians of all political persuasions that reducing regulations, reducing bureaucracy, and investing more in research and development would do more to boost confidence among farmers than some of the large project funding announcements that have completion dates decades away.

Put simply – lower water charges, lower power prices, less environmental regulation and more research and development funding would go a long way to sustaining and growing the Australian sugarcane industry.

Getting back to basics commitments will be what CANEGROWERS seeks during the upcoming Federal Election campaign.

CANEGROWERS will continue to focus strongly on the economic importance of the sugar industry to regional, state, and national economies.

Although the Federal Election date has not been announced, CANEGROWERS has been working with the National Farmers' Federation to ensure there is

an agricultural focus and strong policy platform.

It is also clear that Queensland is emerging as a key state in determining the outcome of the poll.

In recent times, I have had discussions with the Deputy Prime Minister Barnaby Joyce and Federal Opposition Leader Anthony Albanese.

The discussion with Mr Albanese, who called in to my farm, with two Labor senators was important to ensure we understood the ALP's position on the Sugar Code of Conduct.

The Code was recently reviewed by the Federal Government and found to be a net benefit to the industry and the national economy.

Growers collectively have assets of more than \$10 billion at risk and the Code gives growers confidence and bargaining power with sugar milling companies that is reflective of the level of risk.

We will be having further discussions with the Federal ALP to nail down their position in relation to the Sugar Code.

### Sugar Tax

Recently, the Australian Medical Association (AMA) launched a fresh campaign for a sugar tax to be applied to soft drinks. Campaigns of this kind are not new and the sugar industry has spent considerable time and effort over the past 20 years responding to them.

A sugar tax is poor public policy and would do enormous economic and reputational damage to our industry.

It is too simplistic response to obesity levels in the population to impose a tax on a single ingredient, as it is very unclear what effect it would have in changing consumption.

We accept that diabetes, heart disease and obesity are contemporary health issues that need to be addressed.

However, simply demonising sugar and imposing a tax would do little, if anything, to reduce them.

A wholistic approach to diet and lifestyle is much better public policy.

We are very disappointed that the AMA has again taken a misinformed view that a sugar tax would raise considerable funds and do no damage to the Australian sugar industry.

The AMA view does not take account of the experiences of the other sugar-producing countries that have introduced similar taxes.

The South African Canegrowers Association has identified that since the introduction of the Health Production Levy (sugar tax) in 2018 there have been 16,000 job losses in the economy.

These figures were arrived at by the National Economic Development and Labour Council of South Africa.

Currently, Australia's Federal Government has ruled out a sugar tax. Nonetheless, as an industry, we will need to remain vigilant and maintain our advocacy against a sugar tax. ■

NEW

# HARVEST POOL OPT OUT

Leave the QSL Harvest Pool at any time during the season and price more yourself using our new **Harvest Pool Opt Out**.

Just choose to **Opt Out** and any of your Harvest Pool tonnage which has not already been priced by QSL will be transferred to the Self-Managed Harvest Contract so you can price it yourself.

Available to QSL Direct growers from 1 May 2022.

## THE BENEFITS

- Increase the tonnage you can price yourself after 30 April
- Use the Self-Managed Harvest Contract without having to commit before the harvest
- Enjoy increased price certainty rather than waiting for final Harvest Pool result

For more information, visit [www.qsl.com.au](http://www.qsl.com.au) or talk to your local QSL team.

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Amanda Sheppard  
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### Proserpine

Karen Vloedmans  
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Harriet McLennan  
0409 830 554

Sonia Ball  
0418 978 120

### Plane Creek

Kathy Zanco  
0437 645 342

### Burdekin

Russell Campbell  
0408 248 385

Kristen Paterson  
0438 470 235

Rebecca Love  
0429 054 330

### Herbert River

James Formosa  
0447 062 213

Michelle La Rosa-Aili  
0408 800 937

### Southern Queensland

Cathy Kelly  
0409 285 074

QSL Direct growers can access this product from 1 May to April 20 each season, or until all of their Harvest Pool sugar has been priced.

Disclaimer: The information in this advertisement does not constitute financial advice. Growers should seek their own financial advice and read the QSL Pricing Pool Terms in full (available at [www.qsl.com.au](http://www.qsl.com.au)) before making any pricing and pool selection decisions.








# QSL GROWER PRICING UPDATE

Current as of 21 January 2022.

## Sugar Market & Currency



Influence	Commentary	Outlook
Brazil	Indications of scattered good rain throughout parts of Centre South Brazil, but the lasting effects of last year's droughts, frosts and fires are yet to be seen.	Neutral
Oil	Brent crude oil remains on an upward trajectory, trading as high as \$US88/barrel, as concerns regarding the impacts of the Omicron virus have eased.	
India	Harvest is advancing rapidly, with 504 operational mills producing 15.1 million tonnes of sugar for the season to date, up 5.6% y-o-y.	
Thailand	Fine weather has allowed the harvest to progress well with 27.6 million tonnes of cane processed and 2.67 million tonnes of sugar produced so far, up 42% and 43% y-o-y respectively.	
Speculators	Specs liquidated a massive 59,000 lots as of 11/1/22 driven by a major technical sell off. This opens the door for fresh longs once risk sentiment returns to the market	
Currency	There is speculation the US Federal Reserve will hike interest rates by 50 basis points for the first time in two decades. Four rate hikes are expected in 2022, with the first coming in March.	

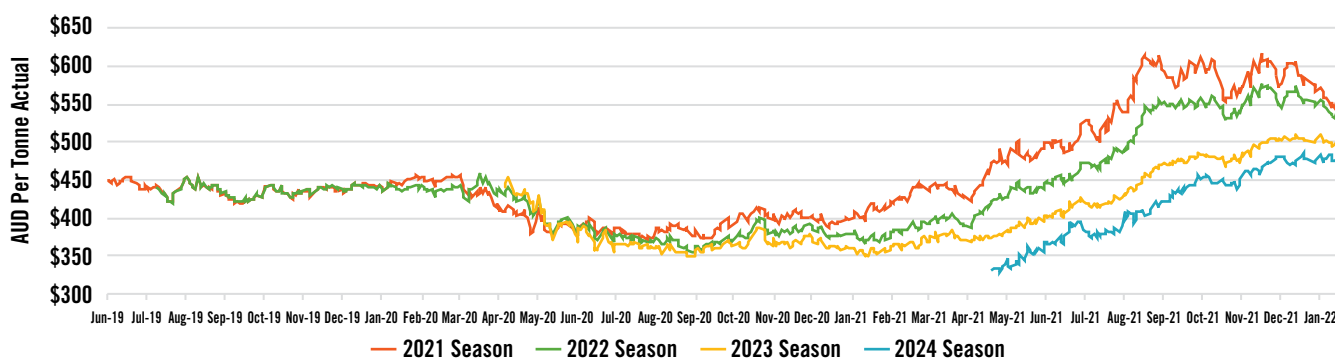
The outlook ratings above are in relation to AUD/tonne sugar prices.  A bullish outlook is considered positive.  A bearish outlook is considered negative.

## KEY INDICATORS

	21/01/2022	Monthly change
ICE11 Prompt (Mar22)	18.93 USc/lb	-0.47 USc/lb
Brazilian Real/\$US exchange rate	5.44 BRL	-0.25 BRL
Brent Crude Oil	\$US88.38/barrel	+\$US13.75
Ethanol/Raw Sugar Parity	18.44 USc/lb	+0.44 USc/lb
Net Spec Position	51,000 (net long)	-79,000

	21/01/2022	Monthly change
\$AUS/\$US exchange rate	\$US0.7226	+\$US0.0042
\$US Index	95.74	-0.25
Chinese Yen/\$US exchange rate	6.34 CNY	-0.03 CNY
S+P 500 Index	4,482.73	-185.94
RBA Overnight Cash Rate	0.10%	0.00%

## RAW SUGAR PRICES



This is a whole-of-season ICE 11 price chart current as of 21.01.22, based on a 1:2:2:1 pricing ratio for the 2021, 2022, 2023 and 2024 Seasons.

*Disclaimer: This report contains information of a general or summary nature and is based on information available to QSL from many sources. While all care is taken in the preparation of this report, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. The update on marketing and pricing activity does not constitute financial or investment advice. You should seek your own financial advice and read the QSL Pricing Pool Terms, which are contained on QSL's website. Nothing contained in this report should be relied upon as a representation as to future matters or that a particular outcome will be achieved. Information about past performance is not an indication of future performance. The information in the report is current as at the time of publication and is subject to change, as the information is based on many assumptions and is subject to uncertainties inherent in any market. 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 report.*



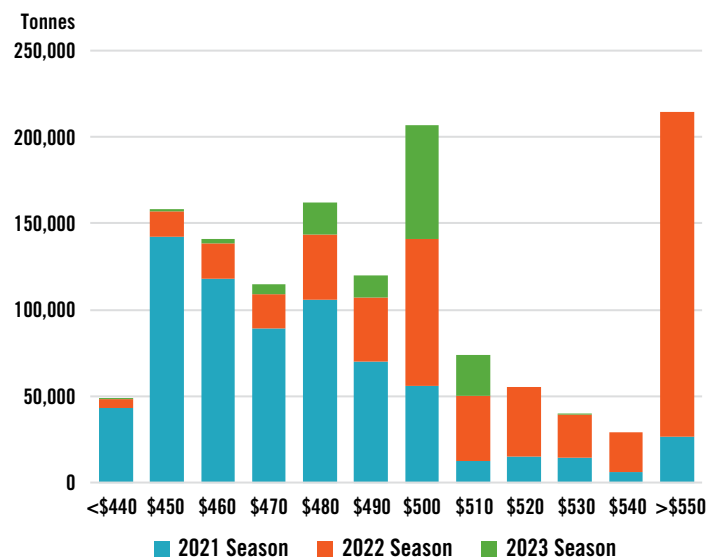
Your Trusted Partner

## Grower Pricing



- The highest grower-managed pricing levels achieved as of 21.1.22 (all gross price actual/tonne) are:
  - 2021 Target Price = \$610 / IFC \$625 (Mar22)
  - 2022 Target Price = \$575 / IFC \$590 (Jul22)
  - 2023 Target Price = \$505 / IFC \$520 (Jul23)
  - 2024 Target Price = \$480 / IFC \$485 (Oct24)
- **15 February 2022** is the last day to achieve or roll pricing allocated to the March 2022 ICE 11 Contract in the Individual Futures Contract and/or Self-Managed Harvest Contract. Any tonnage that has not been priced or rolled by this date will be priced by QSL at the next market opportunity.
- **21 February 2022** is the last day to achieve 2021-Season Target Price Contract targets before the pricing window is automatically extended and roll adjustments apply. Growers in MSF Sugar milling districts are reminded that, unless they have been granted an extension by their miller, this is the Pricing Completion Date for their 2021-Season Target pricing, with any unfilled orders remaining after this date priced by QSL at the next market opportunity.

## QSL GROWER-MANAGED PRICING FILLS – 2021, 2022 & 2023 SEASONS



This chart captures all pricing achieved as of 21.01.22 using QSL's Target Price Contract, Individual Futures Contract and Self-Managed Harvest products. Prices quoted at AUD/tonnes actual gross.

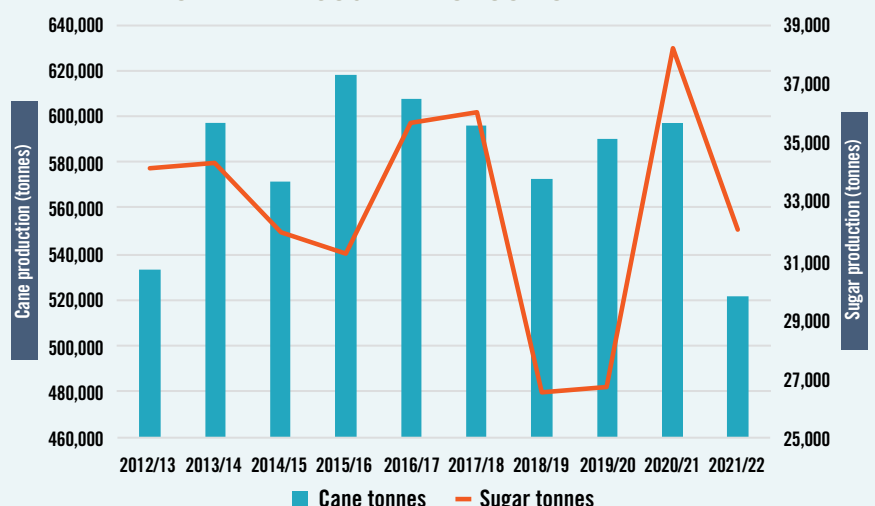
## Brazil: Crop results and expectations for 2022/2023 Season



The 2021/22 Brazilian sugarcane crop was heavily impacted by extreme weather conditions such as frosts and drought. Despite speculation in regard to the final size of the crop, 268 mills crushed 521.666 million tonnes of cane and produced 32 million of sugar during the season. Ethanol production was higher than the previous season, with a mix of high gasoline prices and increased domestic consumption supporting a recovery to pre-pandemic levels.

For the 2022/23 Season, the world has low sugar stocks and so maximum sugar production out of the Centre South Brazil will be needed. However, this is not certain given the strong energy/ethanol price outlook. The frosts and droughts that impacted last year's crop have damaged some of the new planted cane and the result has not yet been seen. So the weather again is the key for the upcoming season. La Niña should run until the end of March and should not affect the good rains that are currently happening in the Centre South. Soil moisture is being closely monitored to provide an indication of the quality of the crop, with results from February/March set to be crucial in assessing whether further deterioration has occurred.

### BRAZIL - CANE AND SUGAR PRODUCTION







# LET'S GET SMART ABOUT RECORD KEEPING

Keeping records for your cane farming business is not just a requirement for Smartcane BMP accreditation. Records are a requirement under the Queensland Government's Reef regulations as well as workplace health and safety, industrial relations and other legislation. Records also form the basis of sound business management decisions and assist in monitoring trends and changes over time.

Keeping records may seem onerous for some and a distraction from the 'real' tasks at hand. However, capturing and keeping records does not have to be complicated.

In previous *Australian Canegrower* magazines we have discussed record keeping software, but sometimes knowing where to start can be overwhelming.

As 2022 continues to throw us curve balls, let's get back to basics. Your simplest record keeping solution may be in your top pocket.

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BY KATE GOWDIE  
*Smartcane BMP Manager*

While a smartphone alone can't replace the sophistication and functionality of some record keeping/farm management software programs or apps, using your phone to capture photos, videos, notes or record messages can satisfy your record keeping requirements in the short and long term.

Keeping records in any format (even on the back of an envelope) is better than nothing at all but recording information in a format that can be shared allows business information to be distributed to a range of stakeholders or interested



office and isn't available the next time the tractor is operated, the tractor is moved to another farm and accessing the logbook becomes difficult.

A solution may be to keep the logbook in the tractor, have the operator complete the details then capture an image of this using their smartphone. That information can then be sent via text to relevant personnel as required. The hard copy remains in the tractor but a digital record, in the form of the photo is also available.

The camera function alone on your smartphone may satisfy the majority of your record keeping requirements.

Photos of farm maps, logbooks, chemical labels, meeting notes from the whiteboard, weather conditions or fertilizer blend tickets could all replace or support handwritten records.

Creating albums on your phone that allow you to store records in an orderly format and make it easy to access them into the future are paramount to the success of this method.

The notes function on your smartphone could also be a useful record keeping tool that may be more accessible than pen and paper. The notes feature should automatically date stamp the note with the date it was captured. Be mindful that if you add to this note at a later date, the original date may be overwritten.

Another option is talk-to-text phone apps that allow you to speak directly to your phone to capture written notes. There are a range of apps that will do this so look for one that is compatible with your phone and provides the functions you require.

While using your smartphone might make for a user-friendly and easy solution to record keeping, there are limitations. Phones can fail, get lost or fall into the irrigation channel.

If you are going to rely on phone records like photos, notes or voice messages, you will need to make sure that you have a suitable back-up system and adequate storage on your device.

For further information on record keeping and/or Smartcane BMP, please contact your local Smartcane BMP facilitator. ■

parties including; other business/ family members, contractors, mills, agronomists, extension officers, auditors, regulators, financial institutions, agents and insurance companies.

Good records are also critical in successful succession planning as well as during periods of absence due to holidays or health issues.

I've seen many record keeping systems for capturing something as simple as tractor hours. There's a logbook in the cab of the tractor, the operator completes the logbook then brings the book to the office when they are done. The hard copy records are then transferred to a computer or filed centrally at the office.

I have also seen this system fail on many occasions, the logbook gets left in the cab, the logbook gets left in the

*Pictured: Accredited Smartcane BMP grower, Jeffrey Plath, from Isis District has embraced smartphone record keeping.*





# Working smarter not harder

Nestled at the base of the Great Dividing Range, just south of Cairns, the thriving sugarcane on the Arcidiacono brothers' picturesque farm glistens in the hot summer sun. The young cane is green and vibrant, tempting John Arcidiacono and his son Matt to be cautiously optimistic about the upcoming season.

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BY ROBYN DEVINE

Like most farmers, these second and third generation growers from Gordonvale have had their share of challenges with weather events, low sugar content and high input costs.

But the resilient family business is not averse to researching new opportunities that may suit their farm.

John is aware of the need to engage with the latest ideas and technology. His family motto is, 'Work smarter, not harder'.

Recently, John was impressed with the improvements in his cane yield after taking part in trials to assist him in fine tuning his farming practices.

*Confidence  
and optimism  
go a long way  
in helping the  
industry to be  
viable.*

Utilising resources that are readily available, rather than reinventing the wheel, is important to John, so he worked with Sugar Research Australia (SRA) and CANEGROWERS Cairns Region, in a trial to validate the Sugarcane Harvest Logistic Optimisation Tool - known as SCHLOT Live.

The SCHLOT system uses a network of sensors fitted to a harvester, controlled by a central processing unit, to measure each part of the harvester impacting cane loss.

This allows the harvester operator to adjust operational parameters to reduce the amount of loss in response to real-time conditions.



## ***“The harvesting predictive tool will assist growers to make economically based decisions in their harvest management”***

A second harvesting tool currently in development by SRA and the Department of Agriculture and Fisheries QLD (DAF) will take the harvesting technology a step further by allowing growers and harvesters to weigh up the increase in tonnage against the higher harvesting costs associated with reducing cane loss.

“The harvesting predictive tool will become an app for smartphone use, that will assist growers to make economically-based decisions in their harvest management,” SRA District Manager for Herbert Region Phil Patane explained.

“This valuable tool will help growers, by taking into consideration the cane loss from the growers’ point of view, as well as the cost to the harvester, helping negotiations based on the best economical value for the grower.

“We are anticipating the app will be released later this year.”

John and Joe Arcidiacono had an extensive contract harvesting business until recent years, so there is a lot of knowledge and wisdom that John was able to draw upon during the trials. The data reinforced his gut feelings.

“It was very good to be a part of, and during the trial we could see that it doesn’t take much effort to save a couple of tonnes to the hectare,” John said.

“Just by increasing your ground speed a little bit, fiddling with the adjustments as you’re going, you can make a saving. The live feed was very informative.”

The adjustments are specific for the individual field, in one it may mean a speed increase whilst in another it may be a decrease in speed that is required.

A Smartcane BMP accredited grower, John has also used the SIX EASY STEPS program to reduce fertiliser use on the farm, again providing significant savings.

The Arcidiaconos are currently working through the total farm budget as part of Smartcane BMP and continue to make valuable tweaks to their farm practices, including using legumes as fallow crops to gain a better soil health and cash crop.

“The biggest killer we have in our business is the input costs, with fertiliser doubled in recent years, the chance to fine tune our practices helps in saving costs and every bit counts,” John said.

“We’ve been using the total farm fertiliser budget to fine tune our early cut ratoons and plant cane for the last two years and noticed big results especially with our sugar content.”

Whilst the district’s CCS for 2021 wasn’t as high as predicted, in the final wash-up of the season John said his yield provided a higher CCS than previous years - a success he puts down to his improved practices and innovation.

“We were relatively happy with our sugar content. It was definitely better than it has been in the past.

“Things like improving soil health and mapping our fertiliser use seems to be working and we’re getting good results.”



*Pictured on the previous page: Gordonvale growers John and Matt Arcidiacono are optimistic about the upcoming season and pictured right the SCHLOT monitor provides a live feed to the harvester.*

*Continues next page ►*





At just 28 years-old, **Matt Arcidiacono** is a part of the next generation of sugarcane growers and he's keen to gain insights into the industry by being part of local networks like the Cairns Young Growers Group, set up to support the younger generation and to provide opportunities for networking.

Matt returned to the farm after completing his apprenticeship as a fitter and turner, and then as a boilermaker.

He enjoys being on farm, having been part of sugarcane growing since he was young helping out his dad and uncle during his school holidays.

Matt said the Young Grower Group was great to be a part of and he enjoyed the opportunity to discuss new ideas and see what others are doing in the industry.

Field trips with the Young Growers group have given Matt a better understanding of how the industry operates at different levels. A recent tour through the lab and weighbridge at the Mulgrave Mill provided a better insight into the process of cane analysis.

"It's very accurate compared to what I thought. It was very interesting and a great chance to help us understand what is involved," Matt said.

"On another visit we went to look at the SRA breeding programs. It's great to be able to learn more about the varieties and options out there."

This knowledge helps provide confidence and optimism for future seasons.

The challenges on farm remain - input costs, cane health, the weather, trying to fit in the planting before the mill starts..

"There's always something to do on farm," John said. "During the season we contract plant four days a week and harvest our own cane four days a week.

"When the season is over then it's the time for maintenance and repairs back home on the farm, there's always plenty to do.

"We make a lot of alterations in the shed. If we see an issue, we can usually build something to fix it, to make things work."

Looking forward to the new season's opportunities is a part of being a farmer. Always looking for the latest thing that may help the crop, keeping an eye on the weather and listening to other growers is part of being a good farmer.

John and Matt are hoping for an even better crop in 2022 and have their fingers crossed for no cyclones. They say they will continue to be open-minded about different ways to grow and cut cane.

"We're always trying to be more efficient. We look at what is working with others and what other growers are doing, certain things may work for us, where others won't. If you don't try, you don't learn" John said.

The ongoing issue of low CCS remains a real concern to growers in the region, but continuing support from their local CANEGROWERS Cairns Region office, and the industry in general, to identify contributing factors and implement innovations that may counteract this decline help maintain the Arcidiacono's optimism.

Confidence and optimism go a long way in helping the industry to be viable. Practices like Smartcane BMP and initiatives like SCHLOT Live and the harvesting predictive tool, assist growers to develop resilient business practices that are vital to the industry.

Growers willing to be open to new technology, practices and programs are future proofing their businesses and providing strong succession planning for the next generation.

In the meantime, the sun will come up tomorrow and as John and Matt know only too well, on farm there is always work to be done ■

*Pictured above: the Cairns Young Grower Group took a field trip to the SRA station at Meringa, where they were shown through the plant breeding program and, right, Matt and John are keen to look at ways to help future proof the family business.*









# Industry stalwart hangs up his hat

After more than a decade fighting for a better deal for growers on everything from water and electricity costs to sugar marketing and international trade, one of the most recognisable faces in Queensland's sugar industry is hanging up his CANEGROWERS cap.

Warren Males has stepped down from his role as Head of Economics with CANEGROWERS to put more work into his golf handicap and spend time with his grandchildren.

Warren joined CANEGROWERS in 2012 after roles with Queensland Sugar Limited and the Australian Sugar Milling Council and he's held a range of portfolios over the years.

"Since joining CANEGROWERS my focus has been on supporting growers in their dealings with mills and their marketer and providing growers with opportunities to improve their profitability by increasing revenues and reducing costs," Warren said.

"Significant revenue gains have arisen from improved market access, fewer trade distortions and the introduction of marketing choice and improved price risk management opportunities. I am pleased to say that cost reductions have been achieved in electricity and water prices."

## Trade

In 2012, several trade agreements were being negotiated, the European Union (EU) was exporting subsidised sugar and CANEGROWERS was managing the industry's trade and market access activities and coordinating the Global Sugar Alliance.

"Our objective was to secure the full inclusion of sugar in all trade agreements, strengthen trade rules to remove export subsidies and ensure those rules are enforced," Warren explained.

*"He has made a massive contribution to our advocacy on water, electricity and particularly on trade and market access"*

Prior to joining CANEGROWERS Warren was an architect of successful challenges in the World Trade Organisation (WTO) against EU sugar export subsidies in the early 2000s and against India's domestic sugar supports and, more recently, export subsidies.

CANEGROWERS, through the involvement of Warren Males, also secured Global Sugar Alliance support for the 2015 WTO agreement to eliminate all export subsidies. Improved market access for Australian sugar has been secured in several trade agreements including the Trans-Pacific Partnership, Korea, Japan, Indonesia, Peru and UK FTAs.

These trade outcomes have significantly reduced the adverse impact of subsidies on the world sugar price and helped strengthen the international

competitiveness and value of Australian raw sugar exports.

## Marketing

"In 2012, the future of the industry's raw sugar marketing structures was an emerging issue," Warren said.

"In 2014, several Wilmar mills, MSF and Tully separately announced their intention to leave the voluntary commercial marketing agreements they had with QSL for the 2017 season and gave notice on their Cane Supply Agreements (CSAs).

"Without consultation with growers, they announced their intention to replace voluntary marketing arrangements with a number of regional mill marketing monopolies."

Recognising that this change would give the mills the ability to exercise their market power to the detriment of growers, CANEGROWERS fought hard. Balance was restored in the form of competition in the marketing of raw sugar and the right for growers to choose the marketer of their GEI sugar.

Warren's efforts underpinned a number of important changes that will enable growers to develop more resilient businesses.

CANEGROWERS supported the development of new CSAs and related agreements that enabled growers to exercise marketing choice and better manage their price risk.

The *Sugar Industry Act 1999* was amended in 2015 to allow for grower

choice in marketing and the Sugar Code of Conduct was introduced in 2017 to regulate the conduct of the industry, including growers, millers, and marketers.

The development and roll out of the CANEGROWERS Marketing Information Service and the delivery of workshops to help growers manage their own price risk quickly followed.

Strong competition amongst marketers vying to appeal to growers has resulted in a world-leading grower choice environment. The range and sophistication of pricing options available to growers has expanded and growers who actively manage their price risk are securing their long-term profitability.

## Electricity

Electricity prices were high and rapidly rising in 2012 and by 2017-18 had increased by 131.3% in nine years.

Warren was instrumental in leading the CANEGROWERS campaign to minimise further increases, reform the regulatory pricing framework and ensure access to competitively priced electricity for irrigation.

CANEGROWERS worked closely with the districts, other irrigation-reliant farm industries and the milling sector in Queensland and nationally to draw attention to the issue and achieve change.

"Our objectives were to secure sustainably lower electricity prices for irrigators with a suite of tariffs for food and fibre production that included base load, off-peak, critical peak and control load options and took account of the fact that irrigators are not driving network investments," Warren said.

"We wanted to have prices capped at 8c/kWh + 8c/kWh for the power and network components respectively, a level that is both affordable and sustainable. To enable retail competition in regional Queensland, we want to see the community service obligation payment Ergon receives for its retail business to its network business," Warren said.

Electricity prices available to irrigators are now less than half the peak use rate charged in 2017-18.

"We achieved recognition of a ceiling 8c + 8c as a realistic, affordable and



sustainable retail price for electricity. There is heightened political awareness of the importance of affordable power.

"Importantly, the Australian Competition and Consumer Commission reflected many of CANEGROWERS arguments in its review of retail electricity prices.

"The non-reversion rule for small (<100MWh) users was overturned, enabling irrigators to access non-Ergon retailers, and we continue to work to have this threshold increased to 160MWh. We are also developing commercial arrangements with alternative energy retailers."

## Water

Warren's work has also included leading CANEGROWERS efforts to pursue local management arrangements for Sunwater's distribution schemes.

"In 2012 Sunwater's rising cost structure was pushing up the cost of irrigation water. Recognition of pre-dam water flows in the lower Burdekin was under threat and we needed to gain greater input to and control of local scheme management and cost structures and secure irrigation water price reductions," he said.

"Irrigators wanted to pay no more than the electricity costs Sunwater incurs for pumping water and have pre-dam riparian water flows recognised in the Burdekin with the associated costs of maintaining the flows be met by government as a community service obligation."

In response, the Queensland Government confirmed it would limit annual irrigation

water price increases to \$2+CPI/ML and extend the price path pending the completion of Local Management Arrangements, and the Lower Burdekin pre-dam riparian flows were recognised with costs met by government.

In 2020, the Government froze water prices and from 1 July 2021 recommended prices were lagged by one-year and a 15% price reduction was applied to sugarcane irrigation. Sunwater electricity pass through trials, advocated by CANEGROWERS, will run from 1 July 2020 to 30 June 2023.

Paying tribute to these achievements, CANEGROWERS Chairman Paul Schembri said Warren Males has been an outstanding senior staff member of CANEGROWERS since 2012.

"He has made a massive contribution to our advocacy on water, electricity and particularly on trade and market access.

"Wherever I have travelled around the world I have always been struck by the respect and admiration that so many people in the global sugar industry have for Warren.

"More than anything else, he has conducted himself in a very professional manner – a true gentleman.

"He has been an impressive advocate for cane growers. His legacy will be powerful.

"Growers have much to thank Warren for particularly his greatest legacy will remain is his work in securing choice in marketing, and his massive contribution to trade reform, free trade agreements and WTO outcomes." ■



# Time poor and super admin taking longer than you want?

## Beam could be what you've been looking for

Resulting from employer feedback on wanting an easier way to pay super, Sunsuper launched Beam in 2018 - a secure, time-saving platform that delivers new levels of efficiencies to existing payroll processes and super payments.

How does it work? Beam is essentially a digital product that makes processing super contributions simple by enabling employers to manage their super payments and business reporting through a single platform.

By using a payroll software provider that offers Beam, employers no longer have to leave their payroll software or go to multiple super funds' websites to pay their employees' super. Instead, Beam's innovative payment solution integrates clearing house and Single Touch Payroll (STP) services within the software, so that it's embedded within the one payroll.

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- **Prompt notifications:** Beam's validation service provides immediate notification of data issues before submission with end-to-end visibility of super contributions, including contribution notifications and payment notifications.
- **Efficient processing:** Beam's direct-to-fund payment option ensures that super contributions hit employees' super accounts more efficiently than non-integrated platforms.

Beam is yet another example of Sunsuper's commitment to employers. As a recognised innovative product that's changing the way employers and payroll staff manage their super obligations, Beam has been awarded *Money* magazine's Best Innovative Business Super Feature 2019, SuperRatings Best New Innovation 2019, Conexus Financial Superannuation Awards 2019 - Innovation and Transformation Award, and Canstar's 2019 Innovation Excellence Award.

For more information about Beam, visit [beamconnect.com.au/employers](https://beamconnect.com.au/employers) or contact Justin Greacen, Relationship Manager on 0437 601 565 or via email [justin@beamconnect.com.au](mailto:justin@beamconnect.com.au)

To find a software provider that offers Beam, go to [beamconnect.com.au/partners](https://beamconnect.com.au/partners)

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# Sunsuper is joining QSuper.



# QSuper is joining Sunsuper.



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## An update for our grower shareholders...

Since our last update in April 2021, STL has continued to provide reliable and efficient storage and handling services to the Sugar Industry whilst maintaining the safety of our team and meeting our environmental obligations.

STL's activity charges to the Sugar Industry reduced in FY21 (excluding insurance).

### Covid 19 Pandemic

STL has successfully avoided to date any material impact on our ability to meet customer requirements due to Covid. We will however continue to adapt to meeting changing circumstances.

### Continuous improvement

STL remains sharply focussed on continuous improvement. STL is committed to delivering globally efficient services to ensure that the Sugar Industry can compete internationally. STL will be relentless in pursuing this objective without compromising our service offering, employee safety, the environment or the communities within which we operate.

### Bundaberg project

In early December, STL reached a major milestone in our project to construct common user infrastructure at the Port of Bundaberg, with detailed plans completed and an open tender released to the market.

In partnership with Gladstone Ports Corporation and with more than \$10 million in government funding, STL aims to deliver infrastructure that will expand on existing cargo-handling capabilities in Bundaberg increasing the export of mineral and agricultural bulk commodities without disadvantaging the Sugar Industry.

An investment decision on the project is expected in the coming months.

### Townsville reroofing project

The first stage of the Townsville reroofing project was completed on budget and on schedule in late 2021. In 2022, work on Shed 1 is expected to begin in May and conclude in September.

As a result by late 2022, STL's 10-year, \$100 million project to reroof 12 of 14 sheds across Queensland will be complete effectively extending the life of the assets for at least 40 years.

### Storage & Handling Agreement Negotiations

STL is presently engaging with its 6 raw sugar customers on the terms of a new Storage and Handling Agreement that will come into effect from 1 July 2022. These discussions, whilst still at the early stages are proceeding well and we shall provide updates via our website.

### Asset ownership and management

STL is committed to enhancing the long-term integrity of our infrastructure and improving the productivity of our operations. To this end, additional capital projects in planning or underway include:

- 12 kilometre conveyor belt replacement at Lucinda
- Shed wall remediation
- Electrical switchboard replacements / upgrades

In closing I would like to thank you for your ongoing support of STL and wish you all the very best for 2022.

**David Quinn**  
CEO



# CANEGROWERS REGIONAL ROUND-UP

Supplied by CANEGROWERS district offices

## MOSSMAN

Harvest week - 22



CCS to date -12.27



Tonnes to date - 639,948  
100.15% crushed to date

While December rainfall fell short of the monthly average by 70mm, the total rainfall for the 2021 year was 3058 mm, which is just over the average for the past 50 years.

More rain fell in January, with very heavy falls in the 72 hour period to 9am on Wednesday 12 January. Most are in the region received over 300mm in that timeframe, which was accompanied by some localised flooding. This rain has been beneficial and between showers there has been good sunlight, so the crop is showing good growth for now.

Mossman growers are reminded that CANEGROWERS elections will be held in April. Nomination forms are available from the office. Growers interested in a representative role should call in to find out more about the director positions.



Photo credit - Jane McGregor

## TABLELAND



Harvest week - 26



CCS to date -14.02



Tonnes to date -630,508  
100.08% crushed to date

The wet began a little early this season, but thankfully not before allowing the mills to complete the crush. For the four months till mid-January, the district has received 316.4 mm of rain, with the Bureau of Meteorology advising that there will be better than 75% chance of 2022 being wetter than normal through to April.

In a sad but timely reminder to all to be safe on farm, a well-known person in the farming community lost their life due to a quad bike accident. CANEGROWERS has a Workplace Health and Safety guide specifically for cane farms. It is available to members from the CANEGROWERS website. Please visit and ensure that safety is a priority.

CANEGROWER Tableland agronomist **Drewe Burgess** is advising growers to plant early (April/May) if they want to increase tonnage. Growers should also ensure the crop is adequately watered, keeping the water profile of the soil constant, and not allowing it to dry out.

The CANEGROWERS triennial elections are being held this year, with nominations open from February 1. Please consider whether you would be interested in nominating for a position on the CANEGROWERS Tableland board. Further details on eligibility and voting will be forwarded in the coming weeks or please contact Angela at the office for more information.

## CAIRNS



Harvest week - 23



CCS to date - 11.49



Tonnes to date - 1,195,036  
100.01% crushed to date

Varying amounts of precipitation have been experienced across the region with some areas receiving major falls. The days remain hot and humid, typical of the season. The 2022 cane crop looks very promising at this point.

Legume crops are looking vibrant, and the direct drill bean planter is still being used by members. Severe pig damage is being reported by growers. This problem continues to escalate with stakeholders looking to bring all parties in the Wet Tropics to the table to discuss best management of feral pigs in the Babinda, Mulgrave Area.

Continues next page ►




# CANEGROWERS REGIONAL ROUND-UP

## INNISFAIL

 Harvest week - 24

 CCS to date - 11.45

 Tonnes to date - 1,226,206  
100.02% crushed to date

At the time of writing, the 2022 crop outlook is fair. Storm and wet season rainfall has been beneficial, but forecast cyclone activity is causing some concerns amongst the grower group. Significant crop damage by wallabies and feral pigs continues to impact growers in the region with substantial losses being reported.


CANEGROWERS Innisfail representatives continue to work closely with the Cassowary Coast Regional Council to develop a management strategy. The impractical constraints around the use of 1080 baits continue to frustrate growers.

In an effort to keep our staff and members safe, the CANEGROWERS Innisfail office will not be holding any grower or stakeholder meetings until we reassess the COVID-19 situation in mid-February.

## TULLY

 Harvest week -26

 CCS to date - 12.40

 Tonnes to date -2,513,803  
100.03% crushed to date

Unlike some of the more southern cane growing districts, Tully welcomed the new year with dry and hot conditions, although a heavy fall of rain at the end of December sent the yearly rainfall recorded at the mill to a whopping 5081mm.

The crop prospects for 2022 look good at this stage with the crop generally more advanced than last year.

The local industry is engaging with SRA in a Local Expert Analysis (LEA) of our productivity, and reviewing data and the constraints on productivity, as well as scaling up involvement in aspects of cropping that are likely to result in water quality and productivity improvements.


Activities getting underway include the CANEGROWERS Business Essentials course, planned for early-March, and the roll out and implementation of the Workplace Health and Safety guide available on the CANEGROWERS website.


*Pictured: Gerry Borgna Tully Cane Productivity Services (TCPSL) Chairman (right), presenting grower Charlie Silvestro (centre) with a cane knife in recognition of his assistance with seed plots over many years. TCPSL manager Peter Sutherland (left).*



## HERBERT RIVER

 Harvest week -25

 CCS to date -12.71

 Tonnes to date - 3,801,168  
97.72% crushed to date

Herbert River's 2022 crop is looking good. A decent run of weather since November has created favourable growing conditions in most parts of the district and the crop is showing promise. Growers are cautiously optimistic that if the weather remains kind we will have a large, healthy crop to harvest in 2022.

CANEGROWERS Herbert River has commenced running the Major Grants Project, funded by the Reef Trust Partnership. This will provide Grower Incentive Grants to Herbert River growers who are able to improve water quality associated with on-farm nitrogen management practice changes.

Herbert River growers can apply for a Grower Incentive Grant of up to \$25,000 (excluding GST) for a single farm project. However, they must provide a matching cash contribution of ≥50% of the total project cost. Growers can also collaborate with other growers in a multi-farm project. Growers should contact the CANEGROWERS Herbert River office for further information.

The start of the year is normally a quiet time for farmers, but rain has been in short supply and a lot of growers have been manning the pumps to irrigate their crops. While rain was forecast, it didn't arrive and a spell of hot weather in early January has caused a bit of heat stress in some crops where the water was not kept up.

A preliminary estimate for the 2022 season and hectares under cane is not available from Wilmar at this stage, but by late February the phone calls to growers should have been completed to enable these figures to be finalised. That said, the crop is looking really good and the industry is hopeful that the Burdekin may once again harvest a crop in excess of 8 million tonnes in the 2022 season.

Confidence levels in the Burdekin are running high due to profitable sugar prices and this is being reflected in farm sales with rising farm values across the district. This is enabling growers to exit the industry and retire, particularly where there is no option of family succession. It is positive to see new entrants coming into the sugarcane industry and existing families expand their holdings, which is a sign of faith in the future.

Unfortunately it's not only the sugarcane that has been growing well - weeds have also been thriving. A GBRF-funded collaborative project involving JCU, SRA and AutoWeed is trialing automated spot spraying technology on **Steve Pilla's** farm as an alternative to the usual blanket application. The benefit of this technology is that it only applies chemical where needed, which will save growers money due to reduced quantities of chemicals required. It also lessens the risk of chemical run-off into waterways, which is a win all around. Farmer participation and willingness to make trials successful is so important and is reflective of growers preparedness to embrace change for environmental and productivity benefits.

Every three years, growers get the opportunity to choose who they want to represent them on the CBL Board and February 2022 is the month to nominate if you're interested in taking on a representative role. Those elected will commence a three-year term in May 2022. What we need to achieve the best possible outcome is healthy competition for board positions. To achieve this we need growers who are passionate about their livelihoods to put their hands up and have a go at the next election. Being on the CBL Board is not onerous and you will get to learn more about your industry at a far deeper level. CANEGROWERS offers a lot of support to board members to help them achieve what the role requires.

We encourage eligible members to nominate and CBL is particularly seeking member nominations from the following demographics; female growers, young growers and members who supply north bank mills. Should you wish to find out more information about the election process and what's involved in being a director, please contact **Greg Watson** or any of your CBL directors who would only be too happy to help.



*Pictured: A GBRF-funded collaborative project involving JCU, SRA and AutoWeed is trialing automated spot spraying technology on Steve Pilla's farm.*






# CANEGROWERS REGIONAL ROUND-UP

## PROSERPINE

 Harvest week - 22

 CCS to date - 14.43

 Tonnes to date - 1,556,289  
100.02% crushed to date

Since completion of the crush in mid-November, the district has received adequate rainfall to sustain the developing crop. Most growers recorded around 200mm during the last week of December, which was welcome relief for irrigators. This brought the annual rainfall to just above 1400 mm, which is slightly above the district average.

As most of the recent rain activity has come from isolated storms, the storage level of Peter Faust Dam continues to decline – currently at 53% of capacity.


January has been extremely hot and humid, with limited rain recorded for the year to date. Crop growth has slowed in the last few weeks and growers have recommenced irrigation programs. Growers will be hoping for good general rain during February to enhance the crop and replenish dwindling water reserves.



*Pictured: Quod Farming - Proserpine. Photo credit - India Lade*

## MACKAY

 Harvest week - 31

 CCS to date - 13.72

 Tonnes to date - 5,334,894  
97.51% crushed to date

Back in the day, there used to be a period in the growing year commonly known as the 'slack'. These were the months leading up to the start of the harvest when life on the farm was not as busy.

These days the term is quite misleading. With the uptake of fallow crops by Mackay/Plane Creek growers, alongside machinery maintenance and other important jobs to ensure the new crop comes on well, there is no such thing as slack.

And of course, if the cane harvest extends beyond the normal season length, as it did last year, then there is even more pressure on growers to get this work done.

Fortunately, at time of writing rainfall has been sufficient to progress the new crop.

The Mackay Sugar harvest finished on 29 December, with the mills crushing a total of 5.3 million tonnes at an overall CCS of 13.7. Meanwhile, at Sarina, Plane Creek Mill crushed nearly 1.4 million tonnes of cane with an overall CCS of 14.34, finishing the season on 12 December.

### Permits for Christmas crushing period secured

The late finish, which avoided a significant amount of standover cane, was only possible due to extensive work behind the scenes by CANEGROWERS Mackay representatives to secure transport permits.

Christmas is traditionally a period of curfew for the movement of heavy vehicles and oversize machinery on public roads in the region. CANEGROWERS Mackay urgently initiated meetings in early November with the state Department of Transport and Main Roads (TMR), the federal National Heavy Vehicle Regulator (NHVR) and the Queensland Police Service (QPS) to flag the likelihood of crushing continuing throughout Christmas.

In December 2021, TMR, NHVR and QPS announced they had agreed to allow travel during the Christmas Curfew period under an approved permit.

## PLANE CREEK

 Harvest week - 27


 CCS to date - 14.34

 Tonnes to date - 1,367,482  
100.55% crushed to date

## BUNDABERG

 Harvest week - 26

 CCS to date - 14.20

 Tonnes to date - 927,798  
99.87% crushed to date

The 2021 season finished on a sour note with around 15,000 tonnes of members cane left as standover due to wet weather. The CCS for the year was 14.25, which was also disappointing but understandable considering the growing year and the wet end to the harvest.

On a brighter note, 2021 saw some great achievements gained for the Bundaberg sugar industry.


Bundaberg Sugar was able to achieve a very credible performance by Millaquin Mill, with the integration of the north-side and south-side crop and three different modes of cane transport. Our assessment was that mill availability was around 93%. This put Millaquin near or on top of the performance of all Queensland mills. Thank you to the mill manager Rob Zahn, cane supply manager Matthew Curtis and all mill staff on a job well done.

Our irrigators group (BRIG) was able to negotiate access to an alternative electricity retailer with a very competitive price. This has created competition to ERGON and will hopefully grow over the coming year. We also asked the Premier **Annastacia Palaszczuk** to progress with a decision before Christmas to reinstate Paradise Dam to its full nominal allocation capacity and make the best ever Christmas for our irrigators.


That announcement was made on Christmas Eve and is welcomed. We understand that it will take some time for the dam wall to be reinstated and we look forward to working with the government and Sunwater on this project. In the interim, the Queensland Government must continue to safeguard existing water entitlements, and the reliability of those entitlements in line with the undertakings they have made.

We have had good follow up rain and hopefully this is the beginning of a season that delivers good prices, good yields and high CCS.

## ISIS

 Harvest week - 27

 CCS to date - TBA

 Tonnes to date - 687,337  
98.19% crushed to date

The last bin into Isis Mill was tipped on 23 December. A total of 711,750 tonnes were crushed from the Isis district. When combined with Maryborough cane, the total for the season was 1,175,746 tonnes at an average combined CCS of 13.73.

The November-December wet weather stretched into January 2022, with significant, intense rainfall received from ex-Tropical Cyclone Seth resulting in crop, farm and mill infrastructure damage across the district.

The main issues CANEGROWERS Isis has been working on for members this month are:

- Advocacy for Isis growers who had damage to be included in the government review of disaster damage from ex-Tropical Cyclone Seth to be increased to Category C Disaster Assistance
- Commenced the full Isis CSA review due to be finalised in March 2022
- Continued advocacy with the mill on identifying improvements in the 2021 Isis Cane Analysis Program to improve the reports and data received for the 2022 season
- Completed the Smartcane BMP district review and plan to implement an integrated and customised 2022 Reef Reg Ready & Workplace Health & Safety compliance initiative called 'We've got your back – be reg ready'
- Commenced development of method and approach to determine the dollar value for each membership levy dollar paid, to enable the district office to better support our members and continue to offer value for levies paid
- Transitioning the district's Irrigation and Energy Initiative supported by **Pat Daley** to a fee for service across the diversified agribusinesses being serviced

Photo credit - Joanne Hall



Continues next page ►




# CANEGROWERS REGIONAL ROUND-UP

## MARYBOROUGH

 Harvest week - 27

 CCS to date - 14.02

 Tonnes to date - 430,284  
82.75% crushed to date

Once again it has been a very wet start to the year. Following record one-day falls southwest of Maryborough in mid-January, large areas of the district were quickly inundated with floodwater.

Impacts to farms are widespread with most river flat blocks seeing damage to soil and crops.

We also had reports of numerous pumps going under due to the speed of the water rise. Government support to cover cost of the clean-up has been quickly announced and well received. Photos of flood damage are a necessary part of any claims sought under the grant scheme.


Our end-of-season meeting was held just two days before Christmas, so it seemed appropriate to have a Christmas shirt theme. Congratulations to our three winners for best shirts, (pictured) Jon Dixon, Lester Cronoau and Greg Sears.


As soon as Isis Mill representatives are back from holidays, reviews of the harvesting, transport and delivery processes will be undertaken to ensure 2022 isn't a repeat of last year.


Certainly the crop across the district is in far better condition than this time 2021 (apart from flood damage) and promises a good volume of cane for this harvest.



## ROCKY POINT

 Harvest week - 22

 CCS to date - 14.10

 Tonnes to date - 250,732  
73.64% crushed to date

We ended the 2021 year with our first Productivity Awards Night in many years. It was on a very small scale, but added a bit of fun to our end of year function and tested the water for future Productivity Awards.

Rocky Point has a busy year ahead, with a number of SRA and CANEGROWERS events being planned. We are also assisting a grower with a State Government grant application to remove illegally dumped waste in a waterway adjacent to his property where debris gets snagged, blocking the water flow and causing inundation of his crop after rain events.

Planting of the soybean crop was hampered over the Christmas period by wet weather.

Despite having almost 100,000 tonnes of standover from 2021, we remain optimistic that the 2022 crush will be more successful.



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## INDUSTRY AND FARM INPUTS BURN ASHBURNER

# ABARES FIGURES PAINT INTERESTING PICTURE

A recently released ABARES report provides a benchmark on the financial performance of Queensland's sugarcane farms. The report summarises the results from a survey of growers.

Of particular interest in the report is the comparison between the 2020-21 and the 2013-14 financial year figures. The table below shows a summary of the income and expenditure results from both surveys. These are shown on a per hectare basis, as this is the productive unit against which comparisons can be made with other crops and between regions.

The average area under cane increased significantly in North Queensland (123ha to 146ha) and Bundaberg between 2013/14 to 2020/21. There was little change in the Burdekin and Mackay areas. Overall the average farm size is increasing.

While farm size increased, cane yield per hectare in North Queensland went down from 94tc/ha in 2013/14 to 85tc/ha in 2020/21. Yield increased in the Burdekin (102tc/ha to 116tc/ha) and Mackay. Bundaberg was the same.

As a result, sugarcane receipts, which are essentially a product of cane yield, sugar price and CCS, decreased in North Queensland (mostly due to decreased cane yield) from \$3,600/ha to \$2,972/ha, increased in the Burdekin and Mackay (partly due to increased cane yield) and remained similar in the Bundaberg region.

Possibly the most interesting aspect is that the growing costs per hectare (which includes harvesting, fertiliser, chemicals, maintenance, fuel, irrigation and casual labour) have decreased since 2013-14 in all regions. This ranges from a decrease of \$23/ha in the Burdekin to \$197/ha in Bundaberg. In the Burdekin, Mackay and Bundaberg this has been achieved with the same or greater cane yield.

This demonstrates that growers have contained costs and/or increased input use efficiency. This is something to be proud of. The fixed costs (such as administration, vehicle registration and insurance) have decreased per hectare, as have interest and lease payments, and all regions except North Queensland are more profitable.

The reduced interest/ha is a function of lower interest rates and reduced debt levels. For example, the Mackay region went from an interest cost of \$369/ha in 2013-14 to \$75 in 2020-21. Similarly, debts which were 22% of farm assets dropped to just 9%. This means growers have been profitable and/or land values have increased.

Growers are encouraged to attend a CANEGROWERS Business Essentials workshop coming to their region in the next few months (see page 13) to see how they can improve their financial management using CANEGROWERS tools.■

### KEY POINTS:

#### ► Sugarcane Farm Financial Performance (extracted from ABARES 2020/21 report)

Measure	FNQ 2013-14	FNQ 2020-21	Burdekin 2013-14	Burdekin 2020-21	Mackay 2013-14	Mackay 2020-21	Bundaberg 2013-14	Bundaberg 2020-21
Cane Area (ha)	123	146	157	150	128	127	108	141
Sugarcane yield (tc/ha)	\$94	\$85	\$102	\$116	\$73	\$78	\$73	\$72
	\$/ha	\$/ha	\$/ha	\$/ha	\$/ha	\$/ha	\$/ha	\$/ha
Sugarcane receipts	3,600	2,972	4,377	5,014	3,292	3,289	3,061	3,293
Growing costs	2,423	2,348	3,110	3,088	1,950	1,768	2,380	2,184
Fixed costs	320	150	526	473	272	271	390	325
Interest/leases	223	94	381	197	369	75	182	140
Business margin	634	381	360	1,257	700	1,175	108	645
Debt (% of capital)	16%	5%	20%	16%	22%	9%	6%	6%

# WORKING TO IMPROVE PROFITABILITY

Growers are always looking for ways to improve their profitability, and the CANEGROWERS Economics and Trade Committee is working hard at this too at the farm and industry levels.

The committee, which is chaired by CANEGROWERS Isis Chairman Mark Mammino and has representatives from each region, oversees and helps shape CANEGROWERS policy in several important areas – trade, marketing, electricity, water and related activities. At its January meeting, the last for the present representatives before CANEGROWERS elections in April, the committee reviewed CANEGROWERS' achievements over the past three years. There are many, with each having a positive impact on profitability, either directly or indirectly, by increasing revenues or reducing costs.

In the trade portfolio, CANEGROWERS has been a strong supporter of the successful challenge taken in the WTO by Australia, Brazil and Guatemala. That India has appealed the WTO Panel's decision is frustrating, but it comes as no surprise.

The case is already delivering benefits. It is supporting significant policy change in India. Late last year, the Indian Government announced that it would no longer subsidise sugar exports. It also announced an acceleration of its domestic ethanol fuel mandate. Both developments have been very positive for a world sugar prices.

Australia negotiated and signed a Free Trade Agreement with the United Kingdom that includes significant new access for sugar. This will expand the range of market available for our exports, once the agreement enters into force.

On the raw sugar marketing front, the Sugar Code has been reviewed a second time by the federal Department of Agriculture, Water and the Environment. No changes are to be made to the Code, which works with and complements the marketing choice provisions of Queensland's *Sugar Industry Act (1999)*.

The strong competition amongst marketers to provide marketing services to growers under the new light-handed structures has resulted in Australia's world leading grower choice marketing and pricing systems.

These significant developments together with CANEGROWERS Marketing Information Service are enabling growers to actively manage their price risk and secure their long-term profitability.

On the cost side, the Committee has actively pursued opportunities to reduce the irrigation water and electricity costs growers face.

In 2020, the Queensland Government froze water prices. From 1 July 2021 water prices were reduced by 15% and the Government announced it would lag the price increases recommended by the QCA by one year and apply the 15% price reduction to all recommended prices to 2024. Further savings are possible with Sunwater's electricity cost pass-through trial running from July 2020 to June 2023.

The CANEGROWERS work on electricity is also delivering cost savings. Electricity prices (T20 & T34) available to irrigators are less than half the peak price for T62 in 2017-18 and 38% lower than the peak charge for T65 that applied in the same year. There is widespread acceptance of the 8 + 8c/kWh being an affordable and sustainable price for electricity.

The new tariffs reflect CANEGROWERS work with the AER and ACCC to shine a light on the impact of high electricity prices.

CANEGROWERS is continuing its work to enhance revenue opportunities and reduce costs growers face. While much has been achieved in the past three years, as every grower knows, the task is never ending. There is always more to be done. ■



## TRADE AND ECONOMICS WARREN MALES

### KEY POINTS:

#### ► **TRADE AND ECONOMICS COMMITTEE**

This CANEGROWERS committee is working hard to improve profitability for growers.

#### ► **WTO Ruling**

While India's decision to appeal the WTO Panel's ruling is frustrating, the WTO action is already delivering benefits for the world sugar market.

#### ► **Marketing**

Marketing choice, the Code of Conduct and the CANEGROWERS Marketing Information Service are enabling growers to manage risk and secure their long-term profitability.

#### ► **Water and Electricity**

CANEGROWERS' work on water and electricity prices has resulted in significant cost saving opportunities for members.





## SUSTAINABILITY AND ENVIRONMENT

### MICK QUIRK

#### KEY POINTS:

##### ► Water quality targets

Unrealistic and uneconomic, government-imposed practice targets are set to be reviewed.

##### ► Imidacloprid review

Risks remain around a review of the use of imidacloprid given ongoing exceedances in several reef waterways.

##### ► Carbon credits

Generating sufficient carbon credits from cane farming will be a challenge, but landholders could be rewarded for both water quality and biodiversity benefits.

##### ► Sustainable sugar demand

The industry is well placed to respond to increasing demand for sustainably-produced sugar and to negotiate arrangements that reward growers for their efforts.

## ENVIRONMENTAL RISKS AND OPPORTUNITIES

2022 presents our industry with some important opportunities and risks around key environmental issues.

A key issue remains the unfair and seriously flawed reef water quality report cards produced by the Australian and Queensland governments. These report cards presume to assess industry's progress towards government-imposed practice targets that are uneconomic and naïve. The way this system has set the industry up for failure is now widely acknowledged.

Thankfully, an independent review of these practice targets is underway, to which CANEGROWERS is providing critical input. We remain hopeful of an evidence-based and reasonable outcome from this review, but fixing the flawed report card process will depend on government implementing the review's recommendations.

An acceptable outcome from this review will put industry on the front foot in ensuring other aspects of the joint governments' Reef Water Quality Improvement Plan are fair and reasonable for growers. Further, report cards that start to reflect the true value of growers' efforts to reduce impacts on water quality will, in turn, start to dismantle the case for regulation of farm practices.

Smartcane BMP will become an even more important vehicle for documenting the stewardship efforts of growers, and having these efforts fully recognised.

We need to also be wary of any government moves to further regulate farming practices. This does not appear likely in the short term, but the ongoing politicking over the potential listing of the GBR as 'in danger' by UNESCO is concerning.

From 2022, there should be more efficient and timely access to safe and effective pesticides under proposed changes to Australia's regulatory system for agvet chemicals. While the government's response to the independent review has not been released, some important changes seem likely.

Risks remain around the APVMA review of neonicotinoids, in particular how the ongoing use of imidacloprid will be viewed given ongoing exceedances in several reef waterways (and not just from cane farms). Excessive losses of the product from cane farms are primarily due to incorrect placement, so the issue can be addressed locally.

Payments for environmental 'services' have been talked about for decades. Most attention these days is on carbon credits, traded on an open market or paid for directly by either government or private entities.

Despite all the talk, agriculture has been a relatively minor player in carbon payments systems. Generating sufficient carbon credits from cane farming to cover the transaction costs will be a challenge, but opportunities to 'stack' different environmental credits may exist. This is where a carbon credit can be combined with a water quality credit or with a biodiversity credit.

For example, the Reef Credits scheme can reward landholders that reduce farm losses of nitrogen or sediment into waterways. If this was achieved with a constructed wetland, then the landholder could be rewarded for both water quality (once Reef Credits finalise their wetlands protocol) and biodiversity benefits (Accounting for Nature protocol), and thereby make the option more attractive.

Finally, there are increasing demands for sustainable sugar and CANEGROWERS has demonstrated Smartcane BMP's alignment with all the key international sustainability schemes. We have also built and trialled a blockchain process for tracking sustainable sugar through the supply chain. The industry is therefore well-placed to respond to this demand and negotiate arrangements that reward growers for their efforts. ■

# DEVELOPING A FARM NITROGEN AND PHOSPHORUS BUDGET

Supplied by Department of Environment and Science Queensland

Have a question about developing your N&P budget under the Reef protection regulations? Check out the answers below.

## HOW DO I DEVELOP THE BUDGET?

You need to:

- develop a farm map clearly showing farm number, block boundaries, block identifiers, area of each block, area of farm, crop class and fallow areas, management zones, soil types, where mill mud has been applied and where soil samples were taken
- test and analyse your soil for organic carbon and extractable phosphorus
- identify constraints to yield and overlay on farm map
- use the 'Prescribed methodology for sugarcane cultivation' to calculate N&P rates for each block and work out the whole-of-farm amount

- use an appropriate person (unless Smartcane BMP accredited) to develop and verify your first budget and record their name and contact details.

## IS THERE A TEMPLATE?

An example layout is in the Budget Guide but you can use any format.

## CAN I VARY MY RATES?

You can vary rates across your blocks, based on sound agronomic advice, as long as the whole-of-farm amounts are not exceeded.

## WHAT IF I HAVE SEVERAL FARMS?

Separate paddocks or farms can be covered by one N&P budget if they are managed as a single business unit and subject to the same district yield

potential. Or you may prefer to develop separate budgets.

## WHAT RECORDS DO I NEED TO KEEP?

Keep records of your block and whole-of-farm calculated fertiliser amounts, the amount of fertiliser and mill mud applied, fertiliser application method, yields achieved (t/cane/ha), farm map(s) and date the budget was developed.

## HOW OFTEN DO I NEED TO UPDATE MY BUDGET?

It can be updated at any time – but this must be done at least once a year (this can be done by the grower). It must also be updated and verified by an appropriate person every five years.

If you have any further questions, visit [www.qld.gov.au/ReefRegulations](http://www.qld.gov.au/ReefRegulations) or call 13 QGOV (13 74 68).

## Reef protection regulations

### IMPORTANT INFORMATION for sugarcane growers in the Wet Tropics, Burdekin and Mackay Whitsunday regions

From 1 December 2021, under the minimum practice agricultural standard, you will need a farm nitrogen and phosphorus budget to calculate the amount of fertiliser you can apply. This must be developed prior to applying fertiliser in the 2022 season.

The requirements still use soil testing and the regulated method (including parts of the SIX EASY STEPS™), to work out N and P rates for each block. However, you can now refine these rates across your farm as long as you do not exceed the whole-of-farm amount.

Refining rates with support from an appropriately skilled person and based on sound agronomy can help to improve nutrient use efficiency.

#### Find out more

For further information, including a video outlining the process to develop a budget, or to order an information pack:

**visit** | [www.qld.gov.au/ReefRegulations](http://www.qld.gov.au/ReefRegulations)

**phone** | 13 QGOV (13 74 68)

**email** | [officeofthegbr@des.qld.gov.au](mailto:officeofthegbr@des.qld.gov.au)



**Queensland  
Government**

Authorised by the Queensland Government, William Street, Brisbane





# Never too early to start planning

Another season will soon begin. While it seems like only weeks ago that growers completed the 2021 harvest (an unfortunate reality in some districts) there is little time to sit back and relax. As an industry we have many challenges to tackle in the months ahead, not least of which is poor mill performance. Individually too, growers need to make sure they have their affairs in order before the 2022 season commences.

Some suggest it is never too early to start planning, so for those interested, the following are some matters that you might turn your attention to during this supposedly 'slack' period.

## **CANE SUPPLY AGREEMENT (CSA)**

To be entitled to deliver cane to the mill, all growers must have a current, written, signed CSA with the sugar mill owner. Check that yours is current and up to date. If you have made changes to your land holdings and/or farming business structure, you may need to update, or even get a new CSA with the correct entity, as well as new grower pricing agreements with your marketer.



*By Chris Cooper,  
CANEGROWERS  
Legal Advisor*





### GEI MARKETER NOMINATION

Growers have the right to nominate which sugar marketer will market their GEI (Growers Economic Interest) sugar that is produced from the cane they supply. Check that you have a valid nomination in place.

### HARVESTING CONTRACTOR

Many growers use contract harvesters to harvest and deliver their crop. Check that you have an arrangement in place with the contractor and all essential terms relating to the harvesting are finalised. Most importantly, these terms should include the contract price.

If you want to change your contractor, check the terms of your contract with the current contractor and check the terms of your CSA. Consider also any grouping arrangements associated with any change.

### HARVESTING GROUPING

The CSA contains provisions dealing with grouping arrangements. Often there are requirements in the CSA for notification to be given by a certain date for any proposed grouping changes. Consent for existing and new group members might also be a requirement.

### DELIVERY POINT

If any changes are contemplated to the delivery point, the process under the CSA must be followed. Usually the CSA will

provide that a grower's delivery point is the same as in the previous season unless altered by agreement with the mill.

### PERMITS AND LICENCES

If you need certain permits or licences to carry out your farming activities make sure these are up to date. Examples include permits to burn that may be required, or perhaps permits to transport machinery or to clear drains or make farm improvements.

### CANEGROWERS MEMBERSHIP

With the CANEGROWERS elections due to be held in April, check with your local CANEGROWERS office that your membership details are up to date to ensure your right to vote and the ability to have your say in the industry can be easily exercised.

Your local CANEGROWERS office can advise you on all these matters and more and you also can call me to discuss any issue.

*(This article contains general advice only. The particular facts and circumstances of each case always need to be taken into account).*

### FURTHER INFORMATION

Any CANEGROWERS member wishing to discuss any aspect of legal matters should contact their local CANEGROWERS district office or call me on Free Call 1800 177 159, for free initial legal advice. ■



## Flexibore® for your cane irrigation needs

Supplied by Crusader Hose

Cane growers know all about water efficiency for yielding the most abundant crop every season. Crusader Hose knows that irrespective of the irrigation system of choice, bore-water acquisition is equally important. Flexibore® layflat hose, manufactured in Australia, is a reliable and easy-to-handle flexible riser for all bores.

Crusader Hose is a world-leading manufacturer of layflat hose and has pioneered the development of a flexible rising main. Flexibore® is ideal with submersible pumps and is the perfect substitute for steel risers or poly pipe. Flexibore® suits most bore water pumping applications for crop irrigation up to 250 m deep.

Proudly manufactured in Australia, Flexibore® is available in various diameters ranging from 32 mm to 152 mm. The benefits of using this flexible hose are many. Flexibore® coils up compactly and comes in a continuous length. Its flexible nature allows easy handling by two operators with simple accessories; the secure couplings can be attached before or when on-site. With the high-tensile

strength of the hose, no safety cable is required.

Other benefits of the Flexibore® system include the perfect hydraulic-flow characteristics ensuring low-cost pumping. Due to its elastomeric swelling features, iron bacteria cannot build up inside the hose.

This reliability has helped to make Flexibore® the system of choice for many farmers.

"Flexibore® was originally developed with the farmer in mind. We wanted to create a product that would be easy to handle by a minimum of labour", said Francois Steverlynck, Managing Director of Crusader Hose.

A submersible pump equipped with smaller diameter Flexibore® can be installed and

pulled up over a mini roller by one person. Larger diameter Flexibore® requires an installation roller and two operators. With this flexible pipe, there are no kinking or handling problems, so the pump can be easily installed.

"A pump blockage or replacement can be fixed easily when using Flexibore®", Francois continued.

As an innovative Aussie manufacturer, Crusader Hose has become well known in the bore water pumping industry. "We are committed to supporting the farmers working in such an important industry. Australia is the second-largest exporter of cane in the world, and we are proud to be part of the winning formula by being part of the water supply chain," concluded Francois.

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# The Perfect Aussie Made Hose, For Aussie Made Farmers

Australian farmers have been in need of reliable locally made irrigation and bore water retrieval hose that never fails the quality test.



## Flexidrag® - The new force in irrigation

Perfect for lateral move systems and travelling irrigators.

Flexidrag® is manufactured to withstand tough in-field conditions. This smooth, flexible layflat hose can be easily stored when not in use and is available in diameters ranging from 40 mm to 152 mm and lengths up to 350 m.

### FEATURES

- ✓ Very flexible at low pressures
- ✓ Tight bend radius
- ✓ ≈ 20% Lighter than rubber hose
- ✓ Abrasion resistant
- ✓ Low coil volume for easy handling
- ✓ UV treated
- ✓ 10-Year pro-rata warranty
- ✓ Custom lengths



## Flexibore100® - For every bore, think Flexibore®

Flexibore® 100 is a high-quality layflat hose made to suit most lower-flow bore water pumping applications including solar powered bore water pumps.

### FEATURES

- ✓ Available in 32 mm & 51 mm diameters.
- ✓ Boreholes up to 100 m deep.
- ✓ Elastomeric swelling, No iron bacteria build-up.
- ✓ Low coil volume for easy handling.
- ✓ High-tensile textile reinforcement; no safety cable required.
- ✓ Extremely efficient in reducing friction loss & pumping costs.



So, if you're in need of an irrigation or bore pump hose solution that is tough, robust, cost-effective and supports Australian manufacturing, choose Flexidrag® or Flexibore100®

Contact us today on +61 3 9720 1100 or email  
[sales@crusaderhose.com.au](mailto:sales@crusaderhose.com.au) to learn more or request a quote!  
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Next deadline is **15 February 2022**.

\* As a FREE service to CANEGROWERS members, *Australian Canegrower* will print suitable classified advertisements **UP TO 5 LINES FREE, FOR ONE ISSUE ONLY**. A charge of \$5.50 will apply for each extra line or part thereof. A charge will apply for advertising of non-cane growing activities. Advertisements must relate exclusively to cane farming activities, such as farm machinery, etc. Advertisements from non-members are charged at \$11 per line incl GST. Only prepaid ads will be accepted.

### Mossman-Tully

Spitwater Honda Motor 2500psi; 2 x Newton 4T Tipper Bins, 800L Silvan Spray Tank, 1996 Toft Harv, 2 x HBM Plant Cane Bins Dble, HBM Billet Planter on Ford 7910 4WD Tractor. All GC. Ph: 40645153 after 7pm.

International tractor 766D rear tyres 18-4-38. A good reliable worker. \$6,500 + GST. Ph: 0412797006.

2 x Ian Ritchie 6t side tippers. VGC. Ph: 0740562063.

### Herbert River-Burdekin

2t tipper bin on trailer; Lamborghini 110HP 4WD tractor (runs but needs elect work); stick planter (offers considered); 2x 85HP Shibaura tractors (1 runs, 1 parts). Ph: 0429772276.

Howard AR 80 rotary hoe \$2,500. Howard AH 90 rotary hoe \$3,500. Ph: 0417070844.

Chamberlain Tractor 306 linkage and remotes \$5,500. Chamberlain Canelander tractor linkage and drawbar single remote. \$3,500. Ph: 0417070844.

Toft 6000 harvester 300 Cummins half tracks fitted, swinging knife, includes good wheels and tyres. \$12,000. Rims suit 20.8 38 tyres - 3 of. \$150 each. Ph: 0417070844.

### Mackay-Proserpine

6 Tonne Farview Side Tipper bin. Ph: 0407761364.

Fiat 900 still on Don Mizzi harvester, will separate, no 3pt linkage. \$4,400 inc GST. Ph: 0407638381.

Ford 7840 16 Speed, 4WD, Air Cab \$18,700 inc GST. Moller billet planter recently modified \$5,500.00 inc GST ono. Ph: 0407638381.

JD3350 4WD a/c cab. tractor with 6t Bob Smith side tipper attached. Can separate. Both good condition. Ph: 0427606328.

Farm implements including: McLeod 5-leg ripper; McLeod 2-leg ripper; Double-row ratoon grubbers with arch; Hodge 4-furrow reversible plough; Cane break pusher; McLeod 3-row frame. Ph: 0417612883.

CHAMBERLAIN C6100: very good condition; enclosed ROPS cab; Perkins 6354 engine, high-flow hydraulic pump; draw bar; good tyres. \$7,000 + GST. Ph: 0417612883.

2 fan stripper \$500, Moller single chain planter \$4,000, Roberts 6t goose neck trailer \$5,000, Grubber & box \$300, Hodge upright planter \$300. Ph: 49591765 after 7pm.

Westhill ¾ tracks suit 7000 Case \$6,600 inc. GST. 4t rear tipper \$2,500 inc. GST. Ph: 0428115456.

Massey Ferguson 1105 in good working order and 100in Howard rotary hoe with crumble roller. Ph: 0413656963.

Massey Ferguson 8110 4-wheel drive with cab, 135hp, only 2,636 hours in good condition. \$55,000 incl. GST. Ph: 0438606578.

12t self-propelled 6x6 elev infielder. Very good condition. Mackay. Ph: 0438606578.

6t side tipper on Leyland tandem. Good condition. Mackay. Ph: 0438606578.

Don Mizzi 741 model on Fiat 750 special turbo plus MF102 half-tracks to suit. Mackay. Ph: 0438606578.

Celli Tiger spike hoe, 2.5m wide with hydraulic crumble roller and oil cooler. Very good condition. Mackay. Ph: 0438606578.

6t side tipper Ian Ritchie, Excellent condition \$15,000 + GST. Ph: 0478719294.

### Bundaberg-Rocky Point

Tandem cane trailer built for 4 tonne bins, very well built \$2,500. Ph: 0413584728.

Extractor hood plastic secondary suit TOFT 7000 in good condition \$220. Ph: 0413584728.

JD6910 \$24k; 24 Plate Shearer Offset \$4.4k; 7 Tyne HD Subsoiler \$3.3k; 2 Row Cutaways \$1,320; 4F Rev Sq Plough \$4.4k; 7 Tyne Cultivator \$1.6k Ph: 0408761463.

1 Massey Ferguson 102 cane harvester, VG working condition, 205 elevator, enlarged primary ceiling fan, on tracks. \$3,000 + GST negotiable. Ph: 0477704134.

### Wanted

Howard HR40 Rotary Hoe 70" or 80" in good condition. Ph: 0413013790.

Quick hitch Massey Ferguson Cat 2. Ph: 0418185663.

Rear tractor tyre 20.8 38in Radial or a 520-85 38in Radial. Ph: 49541174.

Tractor Tyres: 600 x 16", 11"x28" and 12"x28". Ph: 49595207.

Chopper drums to suit Case 1997 harvester, 15inch x 8 blade, prefer Case drums but will look at others. Must be in good condition, Mackay Area. Ph: 0409260127.

# SNG

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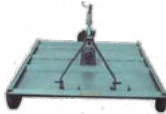
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## Classifieds

2 or 3 Tonne planting tipper bin, either a single or a double. Good Condition. Mackay Area. Ph: 0427783522.

Fiat 90-90 or 90-100 tractor or something similar, Ingham area. Ph: +61419748769.

### Positions Vacant

Casual staff for conveyor maintenance at coal mines in the Bowen Basin. Standard 11 generics & coal board medical would be preferred, however training will be considered. Work suited to farmers. Ph: 0427595626.

Position available on a sugarcane farm in the Tully Area. Duties involve the preparation of farm land, fertilising, spraying, machinery maintenance and general farm duties. Must have Drivers licence. Experience in the operation of farm equipment preferred. Contact 0418181646.

### Work Wanted

48 yo male seeking employment (general shed duties (not welding)) 1 day per week. Foxdale-Lethebrook area. 0436397416.

Looking for cane harvesting for 2022 and to do farm job, knowledge in mechanic well-experienced, I am from Mauritius. Contact via email [Cyrilgilbert1956@yahoo.com](mailto:Cyrilgilbert1956@yahoo.com) for the incoming seasons 2022. Mackay or NSW area.

### Property

Cane farm to lease Munburra, Sunnyside or Oakenden areas. Have own equipment. Ph: 0408011983.

144 hectares Gin Gin Wallaville area. 501 megalitres BSW allocation. 6 centre pivots gravity feed. 84 hectares cane to harvest 2022. 47 hectares soya bean planted. House and sheds. Ph: 0477704134.

840 meters opposite Moore Park Beach. Coastal Cane Farm 93 Acres and 146 megalitres of ground water. Large storage Shed. 1 x Diesel Irrigation pump for the underground irrigation. There are 2 fenced off areas, currently used for horses and cattle. No house on this property. Comes with crop. Ph: Larry on 0418496864.

DEERAL Cane Farm for Sale. 52.9ha on 2 titles. Only 45mins to CBD. Peaceful location, close to panoramic river, boat ramp & mountain views. 186 Ross Road, Deeral. Ph: 0412968434.

Want to buy farm in the Mackay or Proserpine area. Must have two good condition houses and irrigation. Contact Paul on 0447545550.

WTB: Grazing & Irrigation Property. Grazing to run 300-500 head. 100 - 200acres irrigation. Located Sarina-Proserpine Regions. Contact James on 0429621145.

Cane Farm, 47 acres. 23 acres Cane Production for 2021, remainder fallow. 40MG Kinchant Dam Allocation. Supplied to Racecourse Mill. 20 mins from Mackay. Ph: 0466241656.

Wanting to lease - cane farm in the Walkerston/Eton/Pleystowe areas and surrounds. Ph: 0421520331.

2 Mackay cane farms on 4 lots; one farm 113.62ha with total area 74.67ha CPA

and second farm 126.57ha with total area 82.17ha CPA. Farms have common boundary. Ph: 0415881092.

Young grower wanting to expand. Looking for farms to lease. Mulgrave Area Ph: 0431036229.

Pleystowe cane farm. On 2 Lots. Approx 190 acres all up. Teemburra water, 2 pumps & licences, plus 32,000 gallons an hour underground bore. Machinery/irrigation shed. 2x 4" soft hose irrigators, farm lasered, underground main throughout. 2 sidings adjoin farms. Access to farm from Pleystowe School Rd & Formosa's Rd. Does not include 2021 crop. Selling due to health reasons. Ph: 0408733793.

## Rainfall Report

Brought to you by Sunsuper

Location	Recorded rainfall (mm)			Average rainfall (mm)
	Month prior (Dec 2021)	Month to date (1 Jan-24 Jan)	Year to date	January
Whyanbeel Valley (Mossman)	232.2	413.6	413.6	522.7
Mareeba Airport	169.2	142	142	218.5
Cairns Aero	117.2	242.2	242.2	402.7
Mt Sophia	104	453	453	548.2
Babinda Post Office	166.3	169.7	169.7	647.4
Innisfail	112.4	424.4	424.4	512.3
Tully Sugar Mill	166	153.1	153.1	607
Cardwell Marine Pde	0	142.6	142.6	441.3
Lucinda Township	226.6	86	86	376.6
Ingham Composite	141.6	72.7	72.7	388.9
Abergowrie Alert	56	99	99	267.6
Townsville Aero	40.2	47.2	47.2	269.2
Ayr DPI Research Stn	82.6	10	10	224.7
Proserpine Airport	143	89.2	89.2	296.9
Mirani Mary Street	154	51.9	51.9	284.3
Mackay MO	304.4	54	54	276.6
Plane Creek Sugar Mill	128.6	32.6	32.6	364.1
Bundaberg Aero	78.8	171.8	171.8	168.9
Childers South	63	266	266	123.1
Maryborough	153.4	177.8	177.8	161.5
Tewantin RSL Park	236.8	169.8	169.8	140.4
Eumundi - Crescent Rd	225.6	190.2	190.2	227.9
Nambour DPI - Hillside	237.8	243	243	238.4
Logan City Water Treatment Plant	149.7	138.9	138.9	126.8
Murwillumbah Bray Park	261.6	266.2	266.2	204.7
Ballina Airport	365.2	227.6	227.6	165.6
New Italy (Woodburn)	320.4	190.4	190.4	144.8



dream with  
your eyes open

Zero indicates either no rain or no report was sent. These rainfall figures are subject to verification and may be updated later. Weather forecasts, radar and satellite images and other information for the farming community can be accessed on [www.bom.gov.au](http://www.bom.gov.au). Weather report sourced from the Bureau of Meteorology Recent Rainfall Tables.





## CANEGROWERS work shirts and kids polos are now available to order

Options include long sleeve Hi-Vis or work shirts for men and women complete with CANEGROWERS logo. 100% cotton. UPF 50+. Full range of sizes. Hi-Vis short sleeve polo shirts for kids are available in sizes 00-14.

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## BUYERS BEWARE

Buyers please be aware of scam emails when buying online. Scammers may try to intercept emails between genuine buyers and sellers by sending the buyer a fake invoice with different account details for the payment. Buyers should check with the seller by phone for accurate account details before making payment.


## Want to sweeten your sugar profits?




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Price and production forecasting



**Independent service**  
Does not favour one marketer over another

### Sugar Market Updates now available

CANEGROWERS members can use their member number to access exclusive monthly video market updates and supporting documents online now. Visit: [www.canegrowers.com.au/marketing-information-service](http://www.canegrowers.com.au/marketing-information-service)



CANEGROWERS  
INSURANCE

# CANE COUNTRY WE'VE GOT YOU COVERED

## CANEGROWERS Crop Insurance

CANEGROWERS members automatically have access to crop insurance cover as part of their membership. The policy can provide cover for loss of crop due to accidental fire, transit and hail incidents.



Accidental Fire



Hail Damage



Transit Damage

**We are here to help with more than just crop insurance so why not ask us about:**

✓ Farm

✓ Business

✓ Liability

✓ Motor &  
Fleet

✓ Home &  
Contents

✓ Landlord  
& more...

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