



## QSLs side of the story

On Friday, 13<sup>th</sup> June the Board and CEO of QSL shared their thoughts on the Wilmar NO CHOICE proposal to approximately 100 attendees at an open meeting held at Ayr Showground.



Sarah Scales, QSL Director

*Sarah stressed it is ridiculous for anyone to say this single desk system is antiquated.*

*A single desk system is the envy of others around the world.*

A very relevant presentation was given by QSL Director Sarah Scales. [Click here](#) for Sarah's presentation. Sarah spoke from her experience as the former General Manager of Australian Wheat Board International Limited. In this role Sarah had responsibility for the single desk structure, specifically in the area of managing pools and price risk, including foreign exchange and commodity derivatives.

Sarah spoke of the similarities between the wheat and sugar industries highlighting that both:

- are net exporters with economies of scale and scope ...invaluable ...not about single desk it is about integration
- operate in a high volume low margin market
- single production risk
- operative in volatile markets (more and more)
- compete against distorted subsidised competitions (no cheque to Australian growers from Government)
- have good access to Asia markets
- have/had a single marketing desk that is/was focused on maximising returns to all within the value chain equally

Sarah commenced by providing a high level overview of AWB explaining that the AWB was a statutory marketing entity and was the only entity who could export wheat from Australia. The industry represented 36,000 wheat farmers, with grain shipped from 18 ports throughout Australia and exported to around 100 customers world-wide with a value of approximately \$8b. The AWB had an integrated marketing system and there had a classic link between R&D and the international markets.

Sarah was in charge of marketing the Australian wheat crop via a single desk structure and explained there is a significant fundamental difference between "Trading" and "Marketing".

Sarah explained how "Marketing" resulted in the quality of Australian wheat increasing from being rated as fairly average to a quality product and how farmers were rewarded for their quality product with premiums. Just one example of this fundamental difference was the AWB would send technicians to Asia to gain an understanding of the needs of these customers and to work with these Asian customers to assist them to improve their productivity, these technician would then return to Australia to work with farmers and the industry R&D to ensure a variety of wheat was available that suited the needs of a particular customer. **Thus increasing the size of the pie for everyone.**



## Wilmar on ABC 7.30 program tonight

Keep an eye out for ABC-TV's coverage of Wilmar on the 7.30 report tonight (13 June).

*Continues pages 2-3*

# QSLs side of the story continued

Just some of the benefits of the single marketing desk structure mentioned included:

- in a twenty year period the Australian wheat crop more than doubled from 10m tonnes to 22m tonnes and this occurred at a time when US wheat farmers were receiving government subsidies of up to 45%
- increased share into Asia by 70%
- growers experienced a reduction in volatility of earnings
- minimised execution costs eg shipping costs and
- implemented a benchmarking process to ensure AWB consistently improved their performance.

Sarah's view on why the wheat industry lost their single marketing desk was due to deregulation (game changer) and the wheat for weapons scandal was a trigger. The commercial tensions from the big players pushing for access to the grain trading was not able to be fought off by farmers due to insufficient unity with competing representative groups were putting forward different messages to government.

The AWB single marketing desk structure focus was on protecting the value chain right back to the grower, everyone who was part of the value chain was treated equally. Whereas the big players just wanted to maximise their share of profit for their shareholders.

Since they lost their single marketing desk wheat farmers have suffered due to:

- higher shipping, logistics and port costs. Ports are now making a larger profit from grain and this cost has increased to 30% of total costs
- increased execution risk of greater than \$150m in WA. This increase is worn by growers
- inconsistent quality delivered to market which has resulted in lower premiums achieved
- research and development now has a disconnect between customers and growers
- price gauging by asset owners .....who really just wanted the ports
- reduced liquidity into the market
- a plethora of pricing and funding products have been introduced but the question is are they any good? They are all run by companies who do not have as a key goal the maximisation of the net pool result. If the market goes against them there is the potential of transfer pricing across their pools. This can and does occur and it is difficult to track.

***Sarah advised the end result was wheat farmers now face a higher risk profile with higher execution costs and there is less global competition.***

In concluding Sarah stressed that QSL is working for you, QSL's job is purely working for you to deliver on those pools. QSL is a not for profit with 100% delivered to pool participants. QSL has no conflict of interest and does not engage in transfer pricing.

QSL offers an integrated system which is incredibly valuable. This is a wonderful structure that is in place without participants having to outlay capital.

To retain a strong QSL, grower unity is critical, if the current proposal goes ahead "you can't unscramble the egg".

***Conclusion QSL is working for you.***



Greg Beashel, QSL CEO

The next speaker was QSL's CEO Greg Beashel. [Click here](#) for Greg's presentation.

Greg provided a very candid session to address the facts of the Wilmar NO CHOICE proposal.

Wilmar have given notice to leave the QSL joint marketing system by 30 June 2017.

**Can we wait until then before anything happens?** No QSL credit rating has already been downgraded due to Wilmar's actions and this has already cost the industry \$1m pa. QSL is still able to get good interest rates but cannot afford costs like this that do not need to be there. The interest bill for 2015 will be \$1m higher than it needs to be.

Growers own half of the QSL marketing company and have **Grower Representation** by the election of Grower Members. This election is taking place right now and growers should vote for their local representatives as these representatives are their voice to QSL.

# QSLs side of the story continued

**Wilmar may sell the Australian sugar to their own refineries.** This creates additional conflict of interest issues. QSL do not sell much to Wilmar's refineries as Wilmar is not prepared to pay the price that QSL can get from others.

Wilmar's proposed **Joint Marketing Company (JMC)** is not the major player. Wilmar Sugar Trading will be the company that undertakes the trading and JMC will be locked into it long term (15 years). Whereas QSL is an industry owned tax-exempt **not for profit** company Wilmar Sugar Trading is a **for profit** with a goal to maximise profits for shareholders. It is understood that Wilmar Sugar Trading shareholders include Wilmar Management and Wilmar itself.

**Wilmar say they can achieve better returns than QSL.** They may be able to do this but growers will be exposed to a very different level of risk. QSL has a conservative approach to risk. QSL is proud that they were \$10 per tonne ahead of the market for the last 3 years. QSL's benchmark is to beat the market 4 years out of every 5 years. Last year QSL outperformed the market benchmark by an average of \$20 per tonne in all QSL managed ICE11 pools.

QSL has recently secured a \$500m contract to supply 1.164m tonnes of sugar to three of Korea's largest refiners. The Korean's have advised they are prepared to pay QSL a higher premium than they would pay to a "Trader" as they know and trust QSL and have dealt with QSL for many years.

**Koreans view QSL as the only true "Producer/Seller" left in the world. This is QSL's niche market. Rather than compete with the "Traders" QSL's niche is that we will deliver the sugar they want, at the quality they want, when they want it. That is QSL's niche.**

Under the Wilmar proposal JMC will only receive 50% of **arbitrage benefits** from WST, JMC will then decide on how this is split between Wilmar milling company and growers. 100% of all of QSL's profits are passed back. In 2012/13 QSL generated an additional \$3.1m revenue from arbitrage opportunities.

**Can Wilmar ship cheaper than others?** In 3 years QSL have never chartered any of Wilmar's ships as they have never come in at the best price.

**Is there such a thing as Grower Economic Interest sugar?** QSL have said yes there is and QSL recognises GEI sugar. QSL will not do anything with GEI sugar unless growers agree. QSL will not allow a change in GEI sugar unless growers agree.

Greg knows that Growers want QSL to review their **advances program**. He knows growers want a more flexible program ...i.e. growers want 90% of income before end of December this may be OK but growers may need to have their forward pricing in place earlier. Plus Greg advised the interest costs may be higher and these would be charged to growers who opt for the forward advance.



Roger Piva (CBL Director), Phil Marano (CBL Chair), Chris Leon (QSL Director), Debra Burden (CBL Regional Manager), Greg Beashel (QSL CEO), Sam Cox (Member for Townsville), Sarah Scales (QSL Director), Guy Cowan (QSL Director), Margaret Menzel (ACFA), Arthur Woods (CBL Director), Sib Torrissi (CBL Director), David Lando (CBL Director), Steve Pilla (CBL Director), Russell Jordan (CBL Director), Owen Menkens (CBL Director).







Office of Queensland Senator Barry O'Sullivan

## MEDIA RELEASE

# “LNP unites against Wilmar’s industry restructure”

**Senator Barry O’Sullivan says Wilmar has revealed itself to be a ‘Trojan horse’ that plans to ransack marketing arrangements in the Australian sugar sector.**

A group of LNP Federal Members of Parliament and Senators have signed and submitted an open letter condemning Singapore Sugar Giant Wilmar over its decision to abandon the current QSL export marketing arrangements to set up its own commercial model, tied to its global trading operation.

The show of strength, spearheaded by LNP Members and Senators who sit with the National Party federally, comes amid concerns Wilmar’s proposed restructure will jeopardise the long term viability and international competitiveness of Queensland’s \$2 billion sugar trade.

The letter has been signed by Queensland Senators Barry O’Sullivan and Ron Boswell, Federal Member for Hinkler Keith Pitt, Federal Member for Capricornia Michelle Landry, Federal Member for Dawson George Christensen and Federal Member for Flynn Ken O’Dowd.

The open letter calls on Wilmar Sugar to reverse its moves to exit the marketing export process that has served Queensland industry for more than a century and return to the negotiating table with QSL and local growers.

Senator O’Sullivan said the open letter had been written because of a collective concern that Wilmar’s proposal goes against the interests of grower producers as well as the broader national interest.

He said Wilmar had entered the Australian sugar industry as a ‘trojan horse’ – initially claiming it would work collaboratively with growers before announcing its plans to ransack the canegrowing sector.

“By removing itself from QSL, Wilmar will instantly undermine a century of gains and prosperity for thousands of family-owned sugarcane farms,” Senator O’Sullivan said.

“Enabling a foreign owned business to completely restructure an industry’s landscape at the expense of the remaining, largely Australian owned businesses, is not in the national interest.

“Wilmar entered the Australian sugar industry claiming it was a responsible corporate citizen. But now it has shown its true colours.

“Wilmar appears to think it can bring the entire Australian sugar industry to its knees in its own quest for profits.”

In recent weeks the furore surrounding Wilmar’s announcement has grown across industry, with more than 1500 of the nation’s 4000 canegrowers writing letters of objection to the overseas company and Canegrowers Australia have called on the Australian Competition and Consumer Commission to investigate, labelling the move ‘anti-competitive’ and ‘predatory.’

LNP politicians have reported their electorate offices have been ‘inundated’ with concerned phone calls and emails from industry.

The LNP block has warned that Wilmar Sugar’s proposal to remove two million tonnes – or almost two-thirds of all exported Australian sugar – from industry’s collective annual export pool, will weaken QSL’s dominant marketing position in the global sugar export business, leaving the bulk of Australia’s millers and growers worse off.

The looming threat to the Queensland’s sugar industry’s sales base and structure was clearly apparent last month, with credit ratings agency Standard & Poor’s downgrading QSL from A/A-1 to BBB-, following the Wilmar announcement.

Senator O’Sullivan said Wilmar Sugar should publically recognise the two-thirds Grower Economic Interest (GEI) farmers had in their product.

“Our LNP block is here to defend the viability of the thousands of farming families that are now nervous about their futures because of Wilmar’s proposal,” he said.

“I want what the growers want – and the message I am hearing loud and clear is that growers want Wilmar to commit to working under the existing century-old Australian sugar marketing system.

“We are sending a clear message to Wilmar that its actions will be resisted.”

Senator Ron Boswell said Wilmar’s proposal would change the landscape of the Australian sugar industry.

“The current sugar marketing arrangements have served Australia well for more than a century, and this should be respected,” he said.

“Wilmar should think very carefully about the true impacts of its proposal and the potential fallout in its relationship with growers before it proceeds any further.”

Below is a letter from LNP Federal Members of Parliament and Senators to Wilmar expressing their concerns on Wilmar exiting QSL

## Delays to Australia Post

From 2nd June 2014, Australia Post has introduced a new delivery timetable. Regular mail delivery will now take one to two business days longer than it did previously i.e. previous delivery 2 business days now takes 3-4 business days. This will affect delivery times of all canepay correspondence.

Canepay correspondence is also available on the Grower Web in the Pricing area. Correspondence is released to the Grower Web the same day as the payment is released to the bank. If you don't have access to the Pricing area of the Web and you want the ability to access your correspondence electronically, please contact the Wilmar Pricing team:

James Greenwood, Grower Pricing Officer, Ph: (07) 4722 1931, Mob: 0428 195 206

Neil Cawthorne, Grower Pricing Manager, Ph: (07) 4945 9708, Mob: 0439 002 240

## New Inkerman mud and ash cartage contractor

The new mud and ash cartage contractor for Inkerman is Paul Walsh.

Paul can be contacted on 0407 439 647.



### OPEN LETTER TO WILMAR SUGAR

We, LNP Federal Members of Parliament and Senators, are writing to express concern over Wilmar's decision to exit the current industry-owned export marketing arrangements and set up its own commercial model from 2017. We ask Wilmar to reconsider its position.

At a series of Canegrowers meetings, impacted Queensland growers have unanimously voted to oppose the move, which would take 2 million of the 3.2 million tonnes of sugar away from Queensland Sugar Limited (QSL).

The unilateral decision is anticompetitive and lacks transparency. It would see the growers, who supply Wilmar's eight mills, stripped of their long-standing right to choose who markets their sugar.

As such, we strongly support growers' calls for a transparent, industry-owned 'single desk' selling system to be maintained. Growers deserve input into how their sugar is marketed, priced and sold.

Not only will this decision be extremely detrimental to the growers who supply to Wilmar, but it will also impact canegrowers elsewhere by diminishing QSL's place in the market.

Most growers, some of whom are not members of representative organisations like Canegrowers, are small, family owned and operated businesses. They lack the resources to challenge multinational companies.

Decisions such as this effectively squeeze our primary producers, and further reduce their viability.

Our sugar producers are already struggling under the weight of poor weather, high exchange rates and massive electricity price increases. Losing the competitive advantage provided by QSL may well be the final nail in the coffin for many growers.

The sugar industry is vital to our local communities and the Queensland economy. We urge Wilmar Sugar to reconsider its position.

Member for Dawson  
George Christensen

Member for Capricornia  
Michelle Landry

Member for Hinkler  
Keith Pitt

Member for Flynn  
Ken O'Dowd

Nationals Senator Barry O'Sullivan

Nationals Senator Ron Boswell

### MORE INFORMATION ON Wilmar exiting QSL

- ⇒ CANEGROWERS Burdekin articles [click here >](#)
- ⇒ SAY NO TO WILMAR [petition click here >](#)
- ⇒ SAY NO TO WILMAR on [facebook click here >](#)
- ⇒ SAY NO TO WILMAR handle for [twitter #saynotowilmar](#)
- ⇒ What it means for growers [more information from CANEGROWERS click here >](#)
- ⇒ Information from QSL [click here >](#)
- ⇒ Information from Wilmar [click here>](#)

## Weekly production figures

### Burdekin Region mills Week 1, ending 07 June 2014

	This week	Season to date
<b>Cane crushed</b>		
Invicta		
Pioneer	37,468	37,468
Kalamia	33,567	33,567
Inkerman		
<b>Burdekin</b>	<b>71,036</b>	<b>71,036</b>

	This week	Season to date
<b>CCS</b>		
Invicta		
Pioneer	12.88	12.88
Kalamia	12.73	12.73
Inkerman		
<b>Burdekin</b>	<b>12.81</b>	<b>12.81</b>

### Cane variety performance for region

Variety	%	CCS	Variety	%	CCS
KQ228	66	13.10			
Q183	27	12.37			
Q208	5	11.54			

### Comments:

The 2014 crushing got under way at Pioneer and Kalamia mills on Tuesday 3 June. Invicta and Inkerman mills will commence on Tuesday 10 June, weather permitting.

A number of concerning safety incidents were reported in the opening week of the season. Operators are urged not to rush. Please take time to ensure the job is done safely.

All members of the community are reminded to keep a lookout for cane trains at road crossings throughout the district, with trains now operating 24 hours a day, seven days a week.

**Steve Postma**  
Cane Supply Manager  
Burdekin Region



# All Wilmar Burdekin mills now in crushing mode

Wilmar have supplied the following information upon the recommencement of crushing operations. Any stale cane resulting from the interruption to crushing operations has now been harvested and processed.

Pioneer and Kalamia recommenced yesterday evening and have crushed steadily overnight.

Dirt levels have been elevated due to the conditions and they have caused a couple of stops at Kalamia and one stop so far at Pioneer.

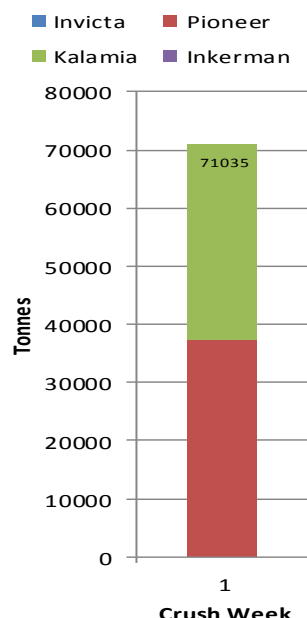
Zero hours at both sites are now early afternoon. Loading at both mills is being reviewed as they work through their mud problems this morning.

Inkerman and Invicta both got away well this morning.

Loading figures in tonnes of cane as supplied by wilmar for the harvest week so far are listed below:

Day	Inv	Pio	Kal	Ink
Sat 7 <sup>th</sup> June		9301	9925	
Sun 8 <sup>th</sup> June		5086	8079	
Mon 9 <sup>th</sup> June		6385	5185	
Fri 13 <sup>th</sup> June	8470	8170	8382	8660

### Burdekin Tonnes Cut Per Week



**CROP CRUSHED TO DATE**

Week 1 - as at 07/06/2014

71,036 tonnes

1%

2014 estimate 7,900,000





# A message from the Ayr Police Service

## Farm Security this 2014 Cane Season

With the beginning of the 2014 Cane Season, local Ayr Police would like to remind farmers to ensure their property is secured. This is particularly so with farm sheds on properties where no one resides.

Rural locations such as farms are generally seen as soft targets for property offenders due to the more remote location which provides an ability to work and move about with less chance of discovery and a higher likelihood of unsecured residences, sheds and vehicles. By their very nature, farms often have a large quantity of equipment and are therefore attractive to thieves.

Only today a farmer in the Brandon area reported the theft of a 4 wheeler from a farm shed that stands alone on his property.

I would ask that farmers in the following areas (which have had higher incidents of theft in recent times) keep an eye out for suspicious activity: Rita Island, Jarvisfield, Kalamia and Brandon.

Popular targets of these thefts are four wheelers and to a lesser extent tools and fuel.

If you see suspicious activity in your area, note down the time and a detailed description of the vehicle including the registration plate and occupants.

These thieves are impacting your financial bottom line through the replacement cost of the property they steal and by increased insurance premiums.

Other steps farmers can take is to improve security on their farms can include regularly speaking with their neighbours about activity in the area, improved lighting, removing keys from vehicles including 4 wheelers, locking vehicles, security cameras (with low light, infrared capability) and clearly marking their property for identification purposes.

If you have any information about these thefts or of suspicious activity in your area, I would urge you to contact your local police station or Crime Stoppers on 1800 333 000.

Yours sincerely

Steve BARTON

Snr Sgt, 5950

OIC Ayr



## Payroll & HR update by Tiffany

The Fair Work Commission has announced a 3% increase to minimum wages. The increase will apply from the first full pay period starting on or after 1 July 2014.

The new national minimum wage will be \$640.90 per week or \$16.87 per hour. The increase applies to employees that get their pay rates from the national minimum wage, a modern award or in some cases a registered agreement.

Sugar industry award (field) rates will be reviewed giving effect to the increase. Once the new rates have been released we will feature them in **canenews**.

## QSL Elections: **VOTE NOW**

The Queensland Sugar Limited (QSL) election of grower representative members is now underway with 12 nominations received. Voting papers are available from the QSL website by clicking [here](#).

The candidates are listed below with those that are CANEGROWERS Burdekin members highlighted. CBL recommends that you choose **four** of these candidates to represent you to QSL.

Voting papers are to be received by Friday 20 June 2014, you are encouraged to return the form as soon as possible to allow for mailing time.

Place a tick (✓) in the box beside the **FOUR (4)** candidates for whom you are voting.

The below Candidates have nominated (see back page for personal profiles provided by nominees):

<input type="checkbox"/> <b>AHERN, Carmel</b>	<input type="checkbox"/> HALL, Peter
<input type="checkbox"/> <b>JORDAN, Russell</b>	<input type="checkbox"/> SGROI, Dean
<input type="checkbox"/> MENZEL, Max	<input type="checkbox"/> IVORY, Colin
<input type="checkbox"/> <b>PIVA, Roger</b>	<input type="checkbox"/> <b>LANDO, David</b>
<input type="checkbox"/> <b>PILLA, Steven</b>	<input type="checkbox"/> POLI, Ramon
<input type="checkbox"/> HUSTON, William	<input type="checkbox"/> ARBOIT, Enzo

(Candidates' names were selected by ballot to determine the order in which they appear on this form)

## Wilmar exiting QSL

*In these uncertain times you need*  
**CANEGROWERS.**

Support us, so we can support you.  
*If you are not with CANEGROWERS*  
**join now.**

**SPECIAL 50%  
DISCOUNT**  
FOR NEW OR RE-JOINING  
CANEGROWERS MEMBERS  
\* Terms & Conditions Apply



**CANEGROWERS  
BURDEKIN**

# NQ Dry Tropics Healthy Habitats Workshop



NQ Dry Tropics held the Healthy Habitats workshop on Friday 30<sup>th</sup> May and focused on the benefits of land management planning. Items discussed ranged from feral animal management to weed identification and control strategies. Weed control is a community problem. Introduced plant species have contaminated our back yards and farming enterprises and we need to understand how to identify these weed pests before we can control them.

Extension staff shared their extensive knowledge on plant identification and through land management planning offered options to control those non native plants. The interest group was also introduced to the construction of a wetland water filtration system to address run-off at the

Lower Burdekin Landcare Nursery. This model wetlands project under development will provide options for water plant selection with potential for supply of preferred native vegetation for future wetland developments. This will certainly benefit growers considering any re-establishment of native plants in areas of their property.

The smartcane BMP program recognises grower efforts to restore natural wetlands in the Natural Systems Management module as well as weed management contained in the Weed, Pest and Disease Management module. If you would like to register to participate in the Smartcane BMP program call Gary Halliday on 0438 747 596.



## Coffee Club



**0438 747 596**

Attention all Burdekin growers the  
**Smartcane Coffee Club** is open to help  
your business.

Free Coffee or Tea with each BMP  
Module self assessment.

Call in for a chat over your morning coffee and Gary will  
help guide you through a BMP Module.



CANEGROWERS Members  
can access a second  
(electronic only) copy of the  
magazine for free by  
emailing  
[info@canegrowers.com.au](mailto:info@canegrowers.com.au)

## CANEGROWERS weather update

The forecast rain outlook for the next 12 months for **Giru** is represented below. To see the latest forecast for your postcode click [here](#).

The weather tool provides a seven day forecast for your desired postcode along with a 12 month rainfall outlook, SOI information and sea surface temperatures.





# Is your haulout truck fitted with flotation tyres?

## CLASS PERMIT No. 504-TH-12 What does it mean?

The permit is for 2 years, ending on the 31 December 2014

The new diamond pattern 100 km/hour rated MPT 382 steel radial tyre from Alliance.



**Feature-Large Grooves**

**Benefit-Enables Optimal Self Cleaning.**

**Feature-Shoulder Lugs**

**Benefit-Provides better grip in muddy fields as well as other testing soil conditions.**

**Feature-Semi-rounded Shoulders**

**Benefit-Helps in gripping the road better and resulting in a smoother ride.**

This permit allows haulage contractors to carry 2.5t extra mass on a rear dual axle group that has a mass restriction of 14t because of the use of flotation tyres. I.e. If a contractor fits flotation tyres to his truck he can now load to 16.5t over the rear axles the same as if dual tyres were fitted.

**The permit is for 2 years, ending on the 31 December 2014** and only applies to the new 100km rated tyres and not the 90km rated tyres.

The permit for the use of 90km rated flotation tyres has expired and these tyres are now illegal to use.

Canegrowers has developed an operation manual as required by the Transport and Main Roads Department and must be carried in all vehicles using the new 100km rated tyres. The manual describes how the following risks are managed – tyre pressure; safe loading; speedometer calibration and speed limiting in accordance with the respective ADRs. This operating manual is available from your Canegrowers Burdekin offices.

With this permit comes a few conditions of use:

- The maximum mass limit for the drive axle group must not exceed 16.5 tonne or the lesser of the vehicle, component or tyre ratings.
- The operation is limited to cartage of sugar cane from in-field operations to a transport facility or mill nominated by the farmer and return un-laden within a 40 km radius. Other operations such as travelling unladen to town for e.g. maintenance purposes are permitted.
- If the overall diameter of the proposed tyres is different than the tyres recommended by the vehicle manufacturer then the speedometer must be re-calibrated to ensure speedometer accuracy continues to meet ADR 18/03 to which the original vehicle was certified.
- The vehicle must continue to meet ADR 65/00 "Maximum Road Speed Limiting for Heavy Goods Vehicles".
- This Permit and a copy of the Certificate of Compliance issued by the Tyre manufacturer (included in the Operating Manual) must be carried at all times and produced to an authorised officer when requested.

## Self-reading of groundwater bore meters

The following information has been provided by Department of Natural Resources & Mines and relates to the implementation of a State wide metering project and the self-reading of meters on bores in the Burdekin Groundwater Management Area not the North or South Burdekin Water Board areas.

- The Queensland Government is introducing new arrangements for the reading of water meters in unsupplemented water areas. The Government has made these changes to reduce 'red tape' and costs to the people of Queensland.
- Previously, the department engaged a contractor to read water meters and issued a meter operating charge of \$60 per read per meter to the entitlement holder to cover the cost.
- Under the new self-read arrangements, entitlement holders within the Burdekin Groundwater Management Area [excluding the Giru Benefitted Area] are required to provide two readings for each water meter to the department during each water year.
- The first reading will be required at the end of the water year **[30/06/2014]** the second read will be required around the eight month **[28/02/2015]**.
- Entitlement holders may submit these readings online via the department's online service, which is available on the department's website at [www.dnrm.qld.gov.au/water](http://www.dnrm.qld.gov.au/water) or, they can record their meter reading(s) on a hard copy form and return by post.
- If a meter is undergoing maintenance or is non-operational, entitlement holders are still required to provide a reading or advise us that they are unable to read the meter.
- Information will be sent to entitlement holders within the next week. This will include information about the new arrangements, explain how to read a water meter and information to assist entitlement holders to provide a meter reading to the department.

Burdekin based DNR&M officer Wendy Miller is available on phone 4761 2251 for any enquiries or assistance regarding the self-reading of groundwater bore meters.



## QSL update

By Carla Keith, Industry Relationship Manager  
Week ending 13 June 2014

### QSL Grower Representative Member voting closes soon

Time is running out for voting in the QSL Grower Representative Member elections in the Burdekin, South Johnstone, Proserpine and Mossman growing regions. In other regions we received the same number of nominations as the number of positions available and so elections were not necessary.

To vote for a grower representative member for your mill area, you must be a sugar cane grower who supplies sugar cane under contract to a mill in your mill area. Voting forms are available on our website at <http://www.qsl.com.au/qsl-grower-representative-member-election-process>. Voting closes at 5pm Friday 20 June 2014 and the successful candidates will be announced shortly after, with all Grower Representative Members appointed by the end of August for a three-year term.

Further information on QSL's Grower Representative Members and the current election process are available on our website, or contact us (Carla on 0409 372 305/[carla.keith@qsl.com.au](mailto:carla.keith@qsl.com.au) or Cathy on 0409 285 074/[cathy.kelly@qsl.com.au](mailto:cathy.kelly@qsl.com.au)) for further information.

### 2013 Season Pool Performance

A reminder that the date of the June Advance payment has been brought forward by one week to 18 June 2014. Mills will pay growers shortly after this date in accordance with local agreements. The table below shows the current forecast net price of the QSL-managed pools that will be the basis for payments to growers, and the likely increase since the May 2014 payment. The rates shown below may be adjusted by your milling company to include US quota and other local fees. The Advance increases for each pool were calculated to bring year-to-date payments up to 95% of the forecast final price. Growers who have forward pricing show should check with their milling company on the likely amount of their advance payments.

	Forecast Final 2013 Pool Net Prices	Advance paid to date	Increase for June
<b>Forward Season Pool</b>	\$ 430.07	\$408.57	\$21.94
<b>Actively Managed Pool</b>	\$407.07	\$386.72	\$20.78
<b>Discretionary Pool</b>	\$395.74	\$375.95	\$20.21
<b>Guaranteed Floor Pool</b>	\$390.85	\$371.31	\$19.97
<b>Harvest Pool</b>	\$389.43	\$369.96	\$20.48



## QSL Market Update

By Stephen Stone, Treasurer  
as at 2 June 2014

### Sugar

No news is bad news it seems for the raw sugar markets, as prices lost ground over the past two weeks. The JULY14 contract failed again to stay above 18 cents a pound, now trading under 17 cents a pound as we approach expiry. With money managers rolling large longs from July to October 14, and a speculative market still holding over 100,000 lots (5 million tonnes) of July longs, further price weakness is likely in the short-term.

Market fundamentals remain relatively unchanged. Fortnightly updates from Brazil's crush and El Nino weather developments remain the key drivers. Unfortunately, for market bulls sentiment around the crush has definitely improved at the same time weather experts appear less concerned over the probability of an El Nino weather event. With physical premiums unlikely to strengthen until we see evidence of increased demand at these levels, futures prices look set to weaken further.

We now look for prices to consolidate in the 16-17 c/lb. level until the JUL14 expiry.

### Currency

We find little encouraging news in the currency markets at present. Although volatility remains low, we note the Australian dollar has shaken off the bout of post Federal budget weakness, despite economic data delivering mixed signals.

After finding support at the US92 cent level, the currency is now tracking closer to the US94 cent level as the US dollar and US economy fail to sustain consistent signs of recovery.

The news is not all bad. At QSL we continue to hold the view that tighter sugar balances will see prices higher into next season, at the same time we are likely to see the delayed recovery in the US economy provide significant headwind for the Australian dollar.

# CANEGROWERS Queensland ... taking up the fight on all issues affecting cane farmers

For the week ending 10 June 2014

## Wilmar NO CHOICE exiting QSL

- ✓ The Wilmar issue has gained significant exposure with several speeches in Parliament.
- ✓ ACCC Chairman Rod Sims has told the Senate Estimates Committee that he is aware of the issue and its complexities and will be closely examining the issue.
- ✓ CANEGROWERS is continuing to pursue its advocacy against Wilmar's decision to exit QSL. There is strong engagement with both the federal and state governments.
- ✓ CANEGROWERS is continuing to call Wilmar to task in media statements, calling attention to flaws in Wilmar's arguments including its view that "growers have no legal or contractual rights".
- ✓ Wilmar's latest update to growers says its certification of Audit is to review the "accuracy of WSA's marketing outcomes for the season"
  - ⇒ But, WST will be doing the marketing not WSA. There is no mention of an audit of WST in the document
  - ⇒ There is no indication of any grower involvement in the audit process (selecting the auditor and determining the scope of the audit), other than to receive a copy of the audit report.
  - ⇒ The requirement to obtain competitive quotes from non-related businesses for related and for these to be audited does not get to the heart of the issue – that the quotes obtained are real quotes for services from non-related parties who may actually win the business, rather than quotes obtained from those service providers who know they will never be called on to deliver the service quoted.
- ✓ Grower audit – the proposal says "the appointment of the auditor and the agreed scope are subject to WSA's approval". This risks the independence of the audit and its scope of activity.
- ✓ Wilmar, showing its true colours, is using its regional milling monopoly power to push change.
- ✓ The ACCC has undertaken to investigate the competition policy issues.
- ✓ A fortnight in, the overall objection count stood at 3264 objections, via:
  - ⇒ letters of objection – 1615 (percent of members - 66.7% in Wilmar areas – 38% in non-Wilmar areas)
  - ⇒ growers condemning this action in unanimous motions at 5 meetings – 601
  - ⇒ petition [click here](#) > - 259
  - ⇒ facebook "Say No" [click here](#) > - 236 & facebook "Wilmar's Marketing Proposal!" [click here](#) > - 553
  - ⇒ plus website page visits (not counted as objections) [click here](#) > - 669
  - ⇒ twitter #saynotowilmar

## Electricity

- ✓ Allan Dingle, Rajinder Singh and Warren Males met with Minister McArdle to stress the unacceptability of the QCA determined 15% electricity price hike for 2014-15. CANEGROWERS sought support for a trial period for an electricity price reduction for irrigation use. Minister McArdle is well aware of the electricity issue. However he offered little comfort and will not direct Ergon to implement an electricity price reduction trial.



# CANEGROWERS Queensland ... taking up the fight on all issues affecting cane farmers continued

- ✓ Allan Dingle and Rajinder Singh meet with Ergon's Chairman, CEO and Senior Executives. Their response to a suggested electricity price trial was that they did not have the ability to implement such a proposal.
- ✓ The Ergon board is working at on-farm electricity efficiency and plans to establish a Working Group to ensure these options are fully and properly explored. This Working Group will include the Chairman and members of CANEGROWERS Electricity Committee.
- ✓ QCA's final determination on regulated retail electricity prices for 2014-15 has irrigation tariffs T62, T65 and T66 increasing by 15% inclusive of the carbon tax and 10% exclusive of the carbon tax.
- ✓ This is a very disappointing outcome given the sharp focus that CANEGROWERS both at the State office and across the regions have given to the impact of electricity price increases on the industry's international competitiveness. Our response to government reflects this deep concern.
- ✓ The longer term electricity issues remain and we have had our first meeting with Ergon regarding their network tariff proposal for the coming AER reset.

## Trade

- ✓ During the preparation of the legal documents, Japanese negotiators have further narrowed the gap between high pol and low pol sugar in the Japan FTA. The further narrowing increases the prospect of trade in Brand 1 sugar from Australia to Japan. TPP market access negotiations with Japan are continuing.
- ✓ The federal government is making direct representations on the export policy issue to the new Indian government, elected on a reformist agenda. The export subsidy issue is also being taken up in the WTO Committee on Agriculture.
- ✓ CANEGROWERS has lodged a submission in support of the Australia-Korea FTA. China FTA negotiations have recommenced. CANEGROWERS message to government is that "The FTA must deliver commercially worthwhile improvements in market access for sugar (raw and refined) from the commencement of the agreement leading to full duty-free / quota-free market access over a short implementation period."
- ✓ The Global Sugar Alliance Task Group meeting will have a strong nutrition focus, the meeting will maintain pressure on EU compliance with its export subsidy commitments and provide an opportunity for first hand engagement with colleagues from India over the new Indian government's position on export subsidies.
- ✓ A strong program of meetings, including with Ambassador Lewis, the European Commission and European Public Health Alliance as well as with officials from the embassies of Global Sugar Alliance members and EU sugar producers and separately refiners, has also been arranged.

## SRA

- ✓ SRA have initiated a workshop for "Developing an adoption Strategy for the Australian Sugar Industry". This is effectively looking at the future of the PEC unit and how it fits into an overall adoption strategy. Burn Ashburner is representing CANEGROWERS along with Policy Council members, Joe Marano and Jeff Day.

## RWUE-IF

- ✓ The regions which are developing irrigation information system and DNRM have all agreed to the lease of Watersense (or an equivalent affordable model based scheduling tool) within the project. The first few incentive scheme projects to improve irrigation systems and have been approved in the Burdekin ground Water Management Area along with a project including five dewatering bores and monitoring equipment. A dedicated person has been employed as the RWUE-IF officer with Burdekin Productivity Services.

# CANEGROWERS Queensland ... taking up the fight on all issues affecting cane farmers continued

## Smartcane BMP

- ✓ The Queensland Government Budget indicated that the BMP program would be extended for another three years. CANEGROWERS will be chasing down more detail on this in coming weeks.
- ✓ CANEGROWERS met with WWF and ACFA (separately) to discuss support for a CANEGROWERS Reef Trust incentive payment project proposal for growers certified in the three key Smartcane BMP modules (Soil Health and Nutrient Management; Irrigation and Drainage and Pest, Weed and Disease Management). Whilst both organisations are supportive CANEGROWERS continues to lobby the federal government to gain support for the project proposal.
- ✓ CANEGROWERS has released an expression of interest for a review and evaluation of the Smartcane BMP program and has been meeting with a number of consultants outlining the project details. The closing date for submissions is Friday 6 June 2014.

## Reef

- ✓ CANEGROWERS attended the Reef Partnership committee meeting. Discussion focused on Reef 2050 and Reef Trust which will be the new programs to manage the Great Barrier Reef and water quality over the next 5 years.
- ✓ Reef Rescue is funded for the next 3 years for water quality grants and 5 years for partnership projects. QCGO has a partnership contract.
- ✓ The next Reef a Report Card is due June 12. All trends are upward and indicate water quality is improving.

## NWPPA

- ✓ CANEGROWERS attended the national working party for pesticide applications annual meeting in Canberra.
- ✓ Progress is being made on projects focusing on drift reduction technology (DRT) to reduce spray drift buffer zones.
- ✓ Work of note is wind tunnel research on nozzles and adjuvants at Gatton. This is particular important for 2,4-D drift and the reduction of potential buffer zones of 66 to 200m.
- ✓ The meeting heard from APVMA on the Agvet chemical reforms and the current approach to minor use.

## Ravensdown

- ✓ Ravensdown Fertiliser Australia is seeking expressions of interest for approx. 8,700 tonnes of fertiliser stored at its Townsville Shed. RFA seeks the removal of the product by the end of June. Tenders close by 5:00pm on 10 June 2014.
- ✓ A meeting with the CEO and Queensland Manager of Impact Fertilisers will occur this week. Meetings have already been held with Koch and IPL as part of discussions in filling the gap created by Ravensdown exiting the Queensland market.
- ✓ CANEGROWERS seeks to develop a long-term relationship with a fertiliser company to supply transparent and competitively priced products to members. CANEGROWERS is offering administrative and marketing support on commercial terms to support a relationship. A consultant has been engaged to assist with attracting expressions of interest.

## DATES TO REMEMBER

Flourish or flounder workshop for community groups, **Tuesday 17 June**, 6.30pm @ Burdekin Neighbourhood Centre

Burdekin Show Public Holiday, **Wednesday 25 June**

NQ Dry Tropics Cane Field Day, **Friday 27 June**, 9.30am @ Ayr PCYC

Qld Heritage Rally, **25-27 July** @ Ayr Showgrounds

VISIT OUR  
WEBSITE



[www.canegrowersburdekin.com.au](http://www.canegrowersburdekin.com.au)



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### Smartcane BMP

You're probably over half way there and don't even know it

We have a team of Smartcane BMP facilitators across Queensland to help you *every step of the way*

The Smartcane BMP team in the Burdekin is



**Gary Halliday**  
Smartcane BMP facilitator  
07 4782 1922 0438 747 596  
[gary\\_halliday@canegrowers.com.au](mailto:gary_halliday@canegrowers.com.au)



**Rob Milla**  
Smartcane BMP technical specialist  
07 4783 1101 0490 036 329  
[rmilla@bps.net.au](mailto:rmilla@bps.net.au)

## ND DRY TROPICS

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**A CANE FIELD DAY**

Ayr PCYC  
164 McMillan Street  
Friday 27 June 2014  
9:30am - 3:30pm

Please bring: One of your recent soil test results and if possible a sample of soil it came from

#### Topics:

- Irrigation, tillage and nutrition impacts on soil health and crop
- Physical, chemical and biological soil health indicators
- How your management affects soil health
- How soil health affects plant growth and your profit

FOR MORE INFORMATION OR TO REGISTER -

Contact Diana O'Donnell on 4722 5728 or [diana.odonnell@nqdrytropics.com.au](mailto:diana.odonnell@nqdrytropics.com.au)



**MAXIMISE PROFITABILITY  
BY UNDERSTANDING THE  
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Australian Government



## Pricing information

### 2013 Season Advances & Payments

as at 07 May 2014

	\$/tonne IPS	% estimated return
Initial *	\$219	
22 August 13*	\$235	
26 September 13*	\$256	
24 October 13*	\$262	
21 November 13*	\$275	
19 December 13*	\$284	
23 January 14*	\$305	77.5%
20 February 14*	\$317	82.5%
20 March 14*	\$332	85.0%
24 April 14*	\$341	87.5%
22 May 14*	\$349	90.0%
19 June 14	\$368	95.0%
Final Payment	\$388	100%

\* paid

The Advance Program is a guide only. CANEGROWERS Burdekin takes no responsibility for its accuracy. It only applies to growers who did not forward price for 2013 (the default method). Growers who have forward priced for 2013 will be paid the same percentage of their final expected proceeds. For individual advance rates check your grower forecast on the Wilmar website.

### Wilmar Indicative Future Sugar Prices

as at 13 June 2014

	Gross	\$/Tonne IPS Net
2014 Season	\$422	\$402
2015 Season	\$456	\$437
2016 Season	\$471	\$451

### Estimated QSL 2013 Pool Prices

As at 16 May 2014

	\$/Tonne IPS GROSS	% Priced
QSL Harvest Pool	\$391	96%
QSL Discretionary Pool	\$398	100%
QSL Actively Managed Pool	\$410	100%
QSL Growth Pool	\$424	100%
QSL Guaranteed Floor Pool	\$393	100%
QSL US Quota Pool	\$390 net	96%
QSL 2013 Season Forward Pool	\$433	99%

Growers can monitor QSL pool performance via the Price Pool Matrices published on the QSL website ([www.qsl.com.au](http://www.qsl.com.au)). This information is updated regularly and provides a sense of how the QSL-managed pools are performing over the current season.

## CHAIRS FOR HIRE



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### 2014 Season Advances & Payments

as at 04 June 2014

	\$/tonne IPS	% estimated return
Initial *	\$249	
21 August 14	\$282	
23 October 14	\$303	
18 December 14	\$325	
22 January 15		80.0%
19 February 15		82.5%
19 March 15		85.0%
23 April 15		87.5%
21 May 15		90.0%
25 June 15		95.0%
Final Payment		100%

### Estimated QSL 2014 Pool Prices

As at 16 May 2014

	\$/Tonne IPS GROSS	% Priced
QSL Harvest Pool	\$429	25%
QSL Discretionary Pool	\$437	35%
QSL Actively Managed Pool	\$437	32%
QSL Growth Pool	\$437	36%
QSL Guaranteed Floor Pool	\$432	100%
QSL US Quota Pool	\$496 net	54%
QSL 2014 Season Forward Pool	\$424	76%
QSL 2-season Forward Pool 2015	\$448	6%
QSL 3-season Forward Pool 2015	\$454	57%
QSL 3-season Forward Pool 2016	\$455	11%

## Job Board

Send through your free job listings to  
[bdk@canegrowers.com.au](mailto:bdk@canegrowers.com.au)

Work Wanted  
 ⇒ HR Licence, construction & labouring exp  
 Ph: 0438 652 089

Work Wanted  
 ⇒ HR Licence, mechanical trade, forklift licence  
 Ph: 0419 135 036

Work Wanted  
 ⇒ Picking experience  
 Ph: 04345 808 971

Haulout / Harvester/ Planiting  
 Work Wanted  
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 Ph: 0467 959 886

Work Wanted  
 ⇒ Picking experience  
 Ph: 0434 644 561



25-27 JULY 2014  
 Ayr Showgrounds, Ayr Nth QLD

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- > Trade/Market Stalls
- > Children's activities

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 Phone: (07) 3864 6444.

## QFF & NFF Updates

CANEGROWERS is an active member of National Farmers' Federation (NFF) and Queensland Farmers Federation (QFF), a partnership through which we have been able to concentrate and leverage influence in areas of importance to the cane industry. As part of a range of services, NFF & QFF provides a range of information, including weekly cross-commodity updates.



## State Budget a largely status quo outcome for agriculture

LAST week's State Budget has taken a focus on fiscal repair and future asset sales, with the result being a continuation of many important agricultural programs, but few new measures that align with the government's productivity goals for the agricultural sector. The stories below summarise some of the key measures that will impact farmers as a result of the budget.



## Continuation of existing funding programs

THE Budget confirmed the continuation of funding for a number of programs and initiatives important for Queensland agriculture. This includes the Rural Water Use Efficiency program, the Queensland Alliance for Agriculture and Food Innovation, pulse crop research, Sugar Research Australia, NRM bodies, and finalisation of the funding for the 2013 flooding On-farm Productivity and Riparian Recovery Program. There is also continuation of existing State drought support measures and a greater allocation of funding to allow for the possibility of continued drought. The Department of Agriculture, Fisheries and Forestry is undertaking maintenance and refurbishment at some facilities and spending \$2.1 million for the development of a new Biosecurity Information Management System. The [Royalties for the Regions](#) program remains a key focus of government spending for 2014-15, developing infrastructure projects in the regions.



## Great Barrier Reef management

THE Budget has allocated some additional funding for Great Barrier Reef stewardship activities as well as a continuation of existing funding. The Reef Water Quality Program will receive \$55 million over five years, although this includes in-kind contributions from various Departments. There is extra funding of \$5 million over five years, with \$1 million per year to go to DAFF Queensland to provide extension and economic services in reef catchments to support implementation of cane, grazing, and banana Best Management Practices (BMP).



## Other measures

THE government is continuing its enforcement and compliance activities associated with coal seam gas operations, at a cost of \$5.2 million. It is also continuing a \$2.5 million investment over three years to boost Queensland's foot and mouth disease preparedness, focusing on surveillance, prevention and response.



DAFF would also develop more online tools in 2014-15 to allow industry, planners and investors to take best advantage of the Queensland Land Audit which is identifying land that's important for current or future agricultural production. The Department will also be helping to expand the proposed Northern Australia collaborative research initiative in partnership with other jurisdictions, CSIRO and universities.



## NRAC reviews farm financial counselling

THE National Rural Advisory Council (NRAC) has been touring Queensland as part of its review of the Rural Financial Counselling Service (RFCS) requested by Agriculture Minister, Hon Barnaby Joyce. QFF provided advice and comment at a session in Brisbane last week and will develop a written submission to answer some of the fifteen questions that go to the heart of whether or not such a service is needed. QFF pointed out that droughts, natural disasters and changes to government programs always create 'needs for advice' for farmers and having a one-stop-shop for one-on-one advice always helps. QFF also noted that Queensland is under serviced since the withdrawal of the state service in October 2012 and the remaining counsellors (federally funded) are very much over-worked as farmers attempt to keep loan documentations current and plan refinancing where necessary. QFF advised NRAC that independent third party advice is critical to sound farm planning and financing and the operation of the voluntary rural lending code, the Queensland Farm Finance Strategy. The successful operation of this Strategy requires publicly funded counsellors to fill the many gaps where commercial service providers don't operate or lack farm lending experience. Details of the RFCS can be found at the Australian government site [here](#).



## Natural disaster assistance inquiry

THE Productivity Commission is conducting a public inquiry into the effectiveness and sustainability of Australia's natural disaster funding arrangements. The Commission is assessing expenditure on natural disaster mitigation, resilience and recovery options, as well reforms which achieve a balance between recovery and mitigation funding.



QFF has provided a submission on the Commission's [Issues Paper](#) highlighting the need for improvement in funding arrangements to deliver improved community wellbeing and value for money. At this early stage of the Inquiry, the key issues addressed in our [submission](#) include the:

- Difficulty in assessing the cost of natural disaster especially in terms of self-funded recovery.
- Need for review of the objectives of Natural Disaster Relief and Recovery Arrangements.
- Difficulty in assessing the effectiveness of assistance measures and targeting toward those most in need.
- Need for stronger industry engagement in preparedness planning.

QFF will provide further submission on release of Commission's draft report in September 2014.



## Commonwealth reveals water recovery strategy

THE Federal Government has released its [Water Recovery Strategy](#) for the Murray Darling Basin, detailing its approach for meeting the remainder of requirements of Sustainable Diversion Limits (SDLs) in the Basin Plan. It reaffirms the government's approach to capping buybacks at 1500GL, while placing a greater emphasis on co-investments in water infrastructure and more strategic water purchase. Some previous water purchases in recent years had been criticised as not delivering value for money. About \$2.3 billion will be spent on rural water use efficiency infrastructure over the next four years.

Queensland will be one of few areas to be targeted for direct buyback funding in the 2014-2015 financial year, acknowledging that the State still has a long way to go (as a percentage) towards meeting its objectives under the Basin Plan. This funding will be targeted toward the Condamine-Balonne, where about half of the recovery needs are yet to be met, and also groundwater from the Condamine Alluvium, where there is still a large volume of water required to bridge the gap toward meeting SDLs.



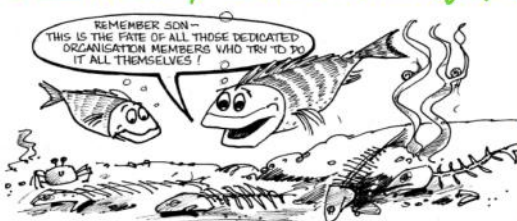
## Skills shortages and unemployment targeted in strong plan

THE State Government has progressed its plans for changes to the State's Vocational Education and Training (VET) sector, announcing a reprioritisation of some courses yesterday. It follows the release of the Ministerial Industry Commission's skills priority report earlier this year, to which QFF has been heavily involved with. Minister for Education, Training and Employment John-Paul Langbroek said the changes were about ensuring growth of the four pillars of the State economy, including agriculture.



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**6.30PM—Supper Provided  
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In addition, there will be a \$10 million Industry Partnerships Strategy, which would allow industry and employers to partner with government on training solutions to address their workforce needs in priority areas. Such funding is particularly vital for the agricultural sector, which needs a mechanism to liaise with government on industry's training needs and priorities. Click [here](#) for more information.

## RSPCA changes discussed in ABC radio report



The ABC has reported on the changing shape of the chicken meat industry as a result of a push for change in some production standards on some farms. The full article is available [here](#). The article reported that while chicken is popular for being a relatively inexpensive protein source, Australian chicken producers are finding consumers don't just want a cheap product. They increasingly want meat from animals that have been grown in line with higher welfare practices, such as free range, and RSPCA-approved standards, and that's leading to changes in chicken farming.



## FREE

**The *Legal Guide for Primary Producers* is available from the Ayr office. Drop in today to pick up a copy.**

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