**Wilmar Grower Meetings**

Wilmar are holding a series of meetings on Tuesday 23 May to provide an update on Wilmar Sugar’s preparations for the upcoming crush.

Regional Operations Manager Paul Turnbull and Steve Postma will speak about:

- capital and maintenance works carried out in the Burdekin this maintenance season
- crop estimates, budgeted crush rates and season length calculations for the 2017 crush.

You and your harvesting contractor are invited to attend one of the following pre-season meetings:

- **Canegrowers Hall, Home Hill**
  8am - 9.30am
  Tuesday 23 May

- **Ayr Showgrounds Hall**
  10.30am - midday
  Tuesday 23 May

- **Clare Sports & Recreation Club**
  1.30pm - 3pm
  Tuesday 23 May

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**QSL and Wilmar reach an agreement on the On Supply Agreement**

Last Friday QSL advised that following mediation with Wilmar they have reached agreement regarding the issue of concern.

Wilmar have advised they are now focusing on revising existing CSAs to ensure consistency with the On Supply Agreement (OSA). No time frames have been advised as to when this will be completed.

Once the On Supply Agreement (OSA) is signed, QSL will be offered as a GEI Marketer to growers once Cane Supply Agreements have been finalised.

Under the new QSL Marketing Choice arrangements, Wilmar Growers can deal directly with QSL for pricing and payment services via a new online grower portal - QSL Direct.

Access to this new portal will be available to Wilmar growers once the necessary agreements are in place, these being:

- QSL has an **On-Supply Agreement** with Wilmar
- Growers have a **Cane Supply Agreement** with Wilmar
- Growers have a **Grower Pricing Agreement** with QSL

The GPA is a contract between QSL and a Wilmar Grower which details the conditions under which that Grower will allocate Grower’s Economic Interest in sugar (GEI Sugar) to QSL in order to access QSL’s marketing and pricing services.

Wilmar Growers who submit a QSL Direct Pre-Registration Form will receive their GPA from QSL via email and a member of the QSL Grower Services Team will subsequently be in touch to help these Growers complete the agreement and discuss the key steps moving forward.

While QSL can now accept and process GPAs from Wilmar Growers, it is important to note that the GPA cannot be activated until QSL’s OSA with Wilmar is in place, and we have received confirmation from Wilmar that the Grower has chosen QSL as a GEI Sugar Marketer as part of their Cane Supply Agreement.

Wilmar Growers who are not pre-registered can still arrange to receive a GPA by completing the Pre-Registration Form available [here](#).

More information on the Grower Price Agreement and QSL’s pricing pools can be found on the QSL [website](#).
PROCEDURE FOR HOT VALCANISING ROLLERS

1. Remove cleats from existing roller
2. Sand blast roller
3. Prime coat of paint
4. Lagg roller in 12mm uncured rubber 40 duro
5. Place roller in autoclave
6. Heat autoclave to 140°C and heat for 1.5 hrs
7. Remove from autoclave and allow it to cool
8. Inspect roller on completion
9. Then return roller to customer.

Approximate cost of the following rollers depending on the preparation work:

1) 150mm Diameter x 600mm long - $536.00 ea. + GST
2) 150mm Diameter x 750mm long - $670.00 ea. + GST
3) 150mm Diameter x 900mm long - $820.00 ea. + GST

All services provide here in Mackay
SRA grower survey currently underway

SRA is currently undertaking a phone survey of a random sample of their members. The survey is speaking to 400 grower members of SRA to help assess the performance of SRA, as well as to help understand adoption of new technology and rates of practice change in the industry.

The survey is an important tool to help SRA guide their research. The survey is taking place mostly in the evenings and takes just over half an hour to complete. It is voluntary and individual responses will not be identified. SRA only receives the aggregated data. SRA thanks all those who have participated in the survey so far.

If you have any concerns or questions about the survey, please contact SRA Executive Manager, Communications, Brad Pfeffer on (07) 3331 3340.

Smartcane BMP self-assessment workshop

Burdekin Productivity Services will be holding a self-assessment Smartcane BMP workshop on Monday 22nd May from 9am to 11.30am at the BPS office.

To register to attend contact BPS Extension Officer Terry Granshaw on 0437 553 149.
New-look SRA website provides clear and accessible information

Sugarcane growers and millers now have improved access to the latest information about their industry-owned company, Sugar Research Australia, through a new-look website.

Available at www.sugarresearch.com.au, the site contains extensive information on SRA’s research investment as well as practical information on sugarcane growing and milling.

SRA CEO, Mr Neil Fisher, said the new site was about providing investors with clear and accessible information.

“Informal feedback from our investors was that our old site was difficult to access and navigate. We have listened to their requirements and created this improved website in response,” Mr Fisher said.

“The new site includes information and fact sheets for growing and milling the crop, details about SRA’s research investments, information for research collaborators, as well as our corporate information and publications.

“The new-look website presents information in a clear and modern way for our investors and other industry stakeholders.”

The SRA website is complemented by the existing websites that also provide vital information for investors and industry stakeholders: the SRA e-library (http://elibrary.sugarresearch.com.au/), and the Cane Calendar website (www.canecalendar.com.au). Both of these sites can be accessed from the main SRA website.

The SRA e-library is the home of the vast catalogue of research and other publications authored by SRA and others. It is where publicly available reports on research activities are available and has several functions for refining searches.

The Cane Calendar is available for everyone in the industry to list all activities occurring that are relevant to the Australian sugarcane industry.

“SRA encourages all industry stakeholders to make the most of these resources that are an important component of SRA keeping investors informed about SRA activities and how SRA is delivering valued solutions for a growing sugarcane industry,” Mr Fisher said.

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- BUCKET TEETH
- RIPPER POINTS
- BASECUTTER DISKS
  (BUILT-UP, REPAIRED AND HARD FACED)
- HARVESTER SHOES
  (BUILT-UP, REPAIRED AND HARD FACED)
- FAN HARD FACING & BALANCING

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admin@solarisinsurance.com.au

Authorized Representative for IAS Insurance Brokers (Ayr) Pty Ltd ABN 158 682 603 3970

Phone Brendon 0428 220 789
20 Westcott Road Homebush Qld 4737
Pricing information

### 2016 Season Advances & Payments as at 10 May 2017

<table>
<thead>
<tr>
<th></th>
<th>$/tonne IPS</th>
<th>% estimated return</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial</td>
<td>$267</td>
<td></td>
</tr>
<tr>
<td>18 August 16*</td>
<td>$326</td>
<td></td>
</tr>
<tr>
<td>20 October 16*</td>
<td>$368</td>
<td></td>
</tr>
<tr>
<td>15 December 16*</td>
<td>$383</td>
<td></td>
</tr>
<tr>
<td>26 January 17*</td>
<td>$423</td>
<td>80.0%</td>
</tr>
<tr>
<td>23 February 17*</td>
<td>$437</td>
<td>82.5%</td>
</tr>
<tr>
<td>23 March 17*</td>
<td>$460</td>
<td>87.5%</td>
</tr>
<tr>
<td>20 April 17*</td>
<td>$465</td>
<td>90.0%</td>
</tr>
<tr>
<td>18 May 17*</td>
<td>$491</td>
<td>95.0%</td>
</tr>
<tr>
<td>22 June 17</td>
<td>$504</td>
<td>97.5%</td>
</tr>
<tr>
<td>Final Payment</td>
<td>$517</td>
<td>100%</td>
</tr>
</tbody>
</table>

* 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 2016 (the default method). Growers who have forward priced for 2016 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 19 May 2017

<table>
<thead>
<tr>
<th></th>
<th>Gross</th>
<th>$/Tonne IPS Net</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 Season</td>
<td>$484</td>
<td>$464</td>
</tr>
<tr>
<td>2018 Season</td>
<td>$486</td>
<td>$466</td>
</tr>
<tr>
<td>2019 Season</td>
<td>$477</td>
<td>$457</td>
</tr>
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</table>

### Estimated QSL Pool Prices As at 28 April 2017

<table>
<thead>
<tr>
<th></th>
<th>$/Tonne IPS GROSS 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>QSL Harvest Pool</td>
<td>$513</td>
</tr>
<tr>
<td>QSL Actively Managed Pool</td>
<td>$560</td>
</tr>
<tr>
<td>QSL Guaranteed Floor Pool</td>
<td>$465</td>
</tr>
<tr>
<td>QSL US Quota Pool</td>
<td>$778</td>
</tr>
<tr>
<td>QSL 2-season Forward Pool</td>
<td>$480</td>
</tr>
<tr>
<td>QSL 3-season Forward Pool</td>
<td>$497</td>
</tr>
</tbody>
</table>

Growers can monitor QSL pool performance via the Price Pool Matrices published on the QSL website (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.

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**CANEGROWERS weather**

The CANEGROWERS website features a weather section that by typing in your postcode will provide you with a seven day forecast for your desired postcode along with a 12 month rainfall outlook, SOI information and sea surface temperatures. To see the latest forecast for your postcode click [here](#).

This outlook is for Home Hill
As part of an Australian Sugar Industry Alliance project CANEGROWERS is involved in a review into the industry wide trade and market functions. CANEGROWERS, with the assistance of funding from QSL, currently coordinates trade and market access initiatives on behalf of the industry.

CANEGROWERS has been working with the milling and marketing sectors to respond to the China safeguard action on trade impact and injury of export sugar.

Meeting with the CEO and senior staff from QRAA to discuss the resolution to the farm lease / Category C assistance issue and the implementation (beyond July) of the new of rural debt within their organisation.

CANEGROWERS provided advice to collectives in the Wilmar districts relation to the application of relative cane payments where grower choose QSL as the marketer of their GEI sugar.

CANEGROWERS prepared the ASA response to the Statement of Essential Facts released as part of China’s Safeguard Investigation on the sugar its imports sugar from a variety of countries, including Australia.

CANEGROWERS participated in DFAT’s seminar on developments in Trade and Investment Law.

The CANEGROWERS CEO, Chairman and Vice Chairman visited NSW Canegrowers and Sunshine Sugar milling last week. A number of farm tours and grower discussions were held, canvassing production costs, Bonsucro / BMP accreditation, domestic supply arrangements and social licence (nutrition and environmental issues).

CANEGROWERS participated with the National Farmers Federation in post budget briefings, analysis and commentary

Work progresses with both a NFF led and CANEGROWERS led Leadership in Agricultural Industries Grant application around governance and leadership training for the industry.

QCGO has worked with the ASMC to commission a review of our trade and market access industry wide policy role as part of an Australian Sugar Alliance initiative.

Meeting with Queensland Farmers Federation CEO Travis Tobin to update on relevant initiatives.

Several meetings and briefings with districts and QSL around progress with marketing negotiations.

CANEGROWERS worked with the collectives that supply Wilmar and Wilmar to address the interaction between the CSA and OSA in relation to the impact of proposed structures on relative cane payments.

With a stronger understanding of the relative payment issues, Wilmar and QSL were able to announce the finalisation of their OSA negotiations.

John Webster has been appointed to conduct a review of the ASA Trade and Market Access program managed for the industry by CANEGROWERS. CANEGROWERS is working with Mr Webster to compare and contrast sugar’s approach with that of other commodities, to determine opportunities for improvement and to develop a model for the future delivery of the function in an environment where there are multiple exporters of Queensland sugar.

CANEGROWERS participated in a review being conducted by PwC of Australia’s FTA utilisation and the impact of FTAs on Australian business activity.

The contract for the EEF trials project has been completed and CANEGROWERS attended a communications plan meeting with the Commonwealth and Queensland governments. The process of meeting with the Regional Working Groups has started and SRA are in the process of recruiting the necessary staff.

DEHP is seeking comment on their proposed reef regulations preliminary minimum standards options for sugarcane. CANEGROWERS has provided preliminary comments to DEHP. As this is an ongoing discussion, these comments are subject to further refinement and consideration by CANEGROWERS. QCGO will provide further updates and is seeking feedback and comments from Districts and the E&S committee as this matter progresses.
CANEGROWERS attended the ASMC technical committee meeting where the main issue was a report from SRA on the progress towards obtaining pattern approval for NIR from the National Measurement Institute (NMI).

The Virtual Bus Tour DVD has been released and sent to all members and subscribers with the latest Australian Canegrower magazine. The DVD features profiles of eight growers and is the sixth series video series produced by CANEGROWERS. This series received assistance from the Australian Government Reef Programme and the Rural Water Use Efficiency – Irrigation Futures project of the Queensland Government.

CANEGROWERS attended this meeting which was facilitated by Jeff Coots. A review of the key findings and recommendations were provided. The report is available here: https://reefextension.couttsjr.com.au/Reef_Extension_Education_Review-DRAFT_May2017.pdf CANEGROWERS will review the document and provide feedback to Jeff Coots on the recommendations. This is due by 19 May 2017. CANEGROWERS encourages the Districts to send through any feedback to QCGO before 19 May 2017.

ASSCT

CANEGROWERS attended the 39th Australian Society of Sugar Cane Technologists Limited (ASSCT) conference in Cairns.

The conference theme "our vision, our future" focused on how R&D rely on industry and the industry vision for the future.

70 papers and 12 posters were part of the conference.

Papers and presentations of note include

- Keynote by Alistair Mowart: Leadership, collaboration and adaption to economic shocks builds resilience into the New Zealand kiwifruit industry - an insightful look into the NZ kiwifruit industry. With many parallels to our cane industry.
- Keynote by Peter Allsopp asking is there an industry vision for the Australian sugar industry? Was thought provoking.
- Sugar productivity - time to make an omelette by Peter Larsen and Andrew Dougall asked how we can challenge ourselves to increases sugar productivity over the next 10 years
- Does crop size determine sugarcane nitrogen fertiliser requirements? The results imply that there is both seasonal and location variation between sites and crops in both yield potential and the amount of N needed to grow a tonne of cane. Understanding the magnitude and cause of the variations deserves more attention.
- The session on control release and enhanced efficiency fertilisers created some good discussion on what to use, how to recommend and whether blends of urea and EEF can work.
- Presentation and a panel session on water quality involved Stephen Calcagno, Bernard Schroeder, Michael O'Shea and Matt Kealley lead to some good discussions and questions.

The 2017 conference included the initiation of a single industry information day on Tuesday 2 May; devoted to training, demonstration of new technologies and sharing of useful information. The Tuesday program included:

- Tissue culture update - Prakash Lakshmanan outlined how the tissue culture process is under review and SRA is seeking feedback to ensure better service and communication to industry
- RSD Laboratory update - Rob Magarey provided feedback on issues associated with operation of the lab and research into LSBqPCR (a diagnostic for ratoon stunting disease)
- Water quality - Bernard Schroeder provided an overview on water quality challenges which lead into a panel discussion on the Thursday of the conference
- Precision agriculture - A demonstration was provided on precision ag for soil sampling by Bryan Granshaw
- Drones - a demonstration on drones and their capability provided some good discussion on application in cane
- Behaviour management - John Pickering delivered an engaging talk on behaviour change and the Cane Changer program
- New Technology - Robotics, in-field nitrogen sensors, drones and data analysis rounded up the session and future application in the cane industry.

The ASSCT conference allowed for some excellent networking and discussion on cane industry issues, projects and ideas.

The 2018 conference will be held in Mackay.
canenews is read by the majority of Burdekin cane farmers and their families in the Burdekin. Copies are also circulated to all CANEGROWERS Offices, businesses, industry, politicians, Government Agencies and members of the community.

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