

CENTRAL West farmer, Joe Mason, reckons the offer of good premium priced contracts and bonuses for high oil content were too good to ignore when he was offered the chance to grow Victory 3001 high oleic canola. For a start, Cargill Australia was guaranteeing a \$70 a tonne premium just for growing this year's crop. Mr Mason, from "Spicers Run", Spicers Creek, near Wellington, said the contract also offered a \$40/t bonus if the linolenic and oleic content parameters were met, giving the grower a potential of \$110/t on top of the delivered contract price.

This year Mr Mason (pictured below with his two-and-a-half-year-old son, Max, in last year's crop) has entered into a locked in contract price of \$512/t delivered Newcastle. He has planted about 300ha of the Cargill high oleic variety Victory 3001 – the fifth year he has grown the crop. "It has been excellent for us," he said. The option of being able to lock in a price with no production risk had been a big incentive.



"Most of the time nobody is brave enough to lock canola in because you are worried about having a crop failure and having a contract wash-out." He said normally canola growers received premiums or discounts as per Australian Oilseed Federation standard on an oil base of 42 per cent oil, but Cargill payments also rewarded the linolenic and oleic acidic properties of high oleic canola.

"It's as good as anything else (to grow), depending on the season. Last year we managed about 2.1t/ha (yield)," said Mr Mason, whose crop also hit the oil quality targets required to ensure it achieved the bonus price. This year, following a dry couple of months, he wasn't sure the aims would be met, however, recent rain had boosted the crop's yield and oil prospects.

The Masons began using Australian Grain Accumulation (AGA) to sell canola to Cargill five years ago after an AGA field representative suggested the crop "could earn us a few extra dollars". By next year he could be using the Cargill variety 3001 canola for all 530ha of his of his canola plantings.

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