

# **QSL** Weekly Update

Week ending 2 December 2016

### **Daily Price**

Friday, 2nd Dec 2016

19.36 US c/lb prompt

0.7419 AUD/USD spot

\$4573.56 MT OTC

\$4553.10 MT IPS OTC

By Carla Keith and Cathy Kelly, QSL Industry Relationship Managers

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#### **Indicative Pool Prices**

The table below provides an overview of the QSL Pool Prices Matrices available at www.qsl.com.au.

All prices quoted are **indicative only** and do not include an allocation from the QSL Shared Pool. Growers should always consult their mill for information about their individual cane payments.

2016 as at Friday 11	th November	Multi-season Pools		
Harvest	<b>\$537</b> IPS GROSS	2-Season Forward 2016 \$479 IPS GROSS		
Actively Managed	<b>\$572</b> IPS GROSS	3-Season Forward 2016 \$501 IPS GROSS		
Guaranteed Floor	\$469 IPS GROSS	2-Season Forward 2017 \$500 IPS GROSS		
US Quota	\$764 IPS GROSS			

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### **QSL Market Snapshot**

Read this week's QSL Market Update here.

QSL updates the daily indicative prices for each of the four futures contracts for 2016, 2017, 2018 and 2019 Seasons daily. The graph below tracks ICE #11 movement for the 2016 Season and is sourced from Bloomberg.

#### **Indicative Prices as at 2 December 2016**

Season	Futures Contract	US c/lb	AUD/USD	AUD per tonne By Month	AUD per tonne By Season
2016	Mar-2017 May-2017	19.17	0.7396	573.55 560.29	571.42
2017	Jul-2017 Oct-2017 Mar-2018 May-2018	17.86	0.7358	545.23 537.46 536.12 518.92	535.12
2018	Jul-2018 Oct-2018 Mar-2019 May-2019	16.42	0.7312	502.35 496.85 495.35 482.64	495.07
2019	Jul-2019 Oct-2019 Mar-2020 May-2020	15.31	0.7267	471.59 466.57 463.88 453.74	464.46

Please note: The figures quoted are weighted in a 1:2:2:1 ratio over the four relevant futures contracts and have been adjusted to include Over-the-Counter (OTC) margin fees charged by banking institutions and may differ from the actual prices quoted on the ICE #11 exchange. Values also do not account for any adjustments resulting from local grower-miller pricing arrangements.

#### 2016 Season



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### **Marketing Choice Update**

Read the latest QSL Marketing Choice Update here.

This week QSL CEO Greg Beashel discusses our ongoing On-Supply Agreement discussions with Wilmar and has an important reminder for MSF Sugar growers.

#### MARKETING CHOICE GROWER INFORMATION SESSIONS - HERBERT RIVER REGION

Herbert River Canegrowers will host an information session in Ingham next week. All Herbert River growers and their advisors are invited to attend. QSL CEO Greg Beashel will be present to provide an update on the implementation of QSL Marketing Choice. Full details of the event are:

Date: Wednesday 7 December 2016

Venue: Noorla Bowls Club

**Time**: Starting with a barbeque at 6pm followed by presentations from 7pm

More Information: Contact the Herbert River Canegrowers on 4776 5350

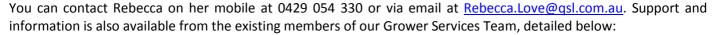
### **QSL** welcomes new Burdekin Grower Relationship Officer

Rebecca Love, pictured right, has joined the QSL Grower Services Team as a Grower Relationship Officer in the Burdekin, where she will be based full time.

Rebecca will support QSL Industry Relationship Manager Carla Keith as QSL continues the implementation of Marketing Choice across the region.

Rebecca has extensive experience in stakeholder management, engagement and business development, having previously worked at Townsville Enterprise, the

Hinchinbrook Shire Council and most recently at the Burdekin Shire Council as an Economic Development Officer.





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