

# 2017 MARKETING CHOICE

21 March 2017

By Greg Beashel, QSL Managing Director and CEO

Dear Grower,

It will probably come as no surprise to Wilmar Growers that it is now almost three weeks since mediation and QSL is yet to receive the first draft of the On-Supply Agreement (OSA) from Wilmar. In fact their lawyers have indicated to us today that they now expect to deliver the draft contract by COB next Monday, 27 March.

Like the many Wilmar Growers keen to access QSL Marketing Choice, we find this extremely frustrating and disappointing, and we continue to press Wilmar to get the necessary paperwork to us as soon as possible.

While the final OSA is required before we can finalise some of our Marketing Choice documentation and systems, we remain well placed to deliver QSL Marketing Choice to Wilmar Growers once the contract paperwork is completed. Here's an overview of our preparations as we enter the final stretch:



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## WE'VE ESTABLISHED NEW GROWER INFORMATION SYSTEMS

Unlike your miller, QSL hasn't previously had a direct contractual relationship with growers and so is not privy to important grower information, such as contact details, farm production stats and business entity information. The **QSL Direct Pre-Registration** process that we've been running during recent months has helped us to start to gather this sort of information to help smooth the transition to the new QSL Marketing Choice process. Thank you to all those growers who have already provided your details. If you haven't done so and are a Wilmar Grower considering using QSL marketing and pricing services in the coming season, we ask that you complete and return a QSL Direct Pre-Registration form as quickly as possible. You can find the form and supporting information in the Wilmar Growers section of our website ([www.qsl.com.au/wilmar-growers-0](http://www.qsl.com.au/wilmar-growers-0)).

## WE'VE IMPROVED YOUR QSL POOL AND PRICING CHOICES

QSL will soon release details of our pool and pricing choices for Wilmar Growers who choose QSL as their Grower's Economic Interest in sugar (GEI Sugar) marketer for the 2017 Season or beyond. While many of these options may be familiar to growers, such as QSL's Harvest Pool and the Actively Managed pool, this season we're introducing a number new features and improvements, as well as additional pricing options to give growers added flexibility and ensure that smaller growers keen to dip their toe into forward pricing can do so.

Visit [www.qsl.com.au](http://www.qsl.com.au) for details



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## WE'VE DEVELOPED THE QSL DIRECT GROWER PORTAL

Under the new Wilmar OSA, QSL will deal directly with Wilmar Growers for pricing and payment. This will be done through our new QSL Direct online grower portal. Please note that only those Wilmar Growers who choose QSL as a GEI Sugar Marketer for the 2017 Season and are contracted to us will be able to access QSL Direct. Further information about how to access and use the portal will be released in the near future.

## WE'VE SET UP REGIONAL QSL OFFICES

QSL offices are now open in each Wilmar milling district, staffed by QSL's Grower Services Team. Opening hours for each office vary, so appointments are recommended and can be made by contacting your local QSL Grower Relationship Officer. The details of each office and key staff are below:

MILLING DISTRICT	OFFICE LOCATION	POSTAL ADDRESS	QSL GROWER RELATIONSHIP OFFICER
Herbert River	11 Lannercost St, Ingham, Qld, 4850.	PO Box 840, Ingham, Qld, 4850.	Jonathan Pavetto Ph: 0428 664 057 <a href="mailto:jonathan.pavetto@qsl.com.au">jonathan.pavetto@qsl.com.au</a>
Burdekin	Young Street, Ayr, Qld, 4807.	PO Box 950, Ayr, Qld, 4807.	Rebecca Love Ph: 3004 4455 <a href="mailto:rebecca.love@qsl.com.au">rebecca.love@qsl.com.au</a>
Proserpine	88 Main Street, Proserpine, Qld, 4800.	PO Box 303, Mackay, Qld, 4740.	Kathy Zanco Ph: 0437 645 342 <a href="mailto:kathy.zanco@qsl.com.au">kathy.zanco@qsl.com.au</a>
Plane Creek	36 Broad Street, Sarina, Qld, 4737.	PO Box 303, Mackay, Qld, 4740.	Kathy Zanco Ph: 0437 645 342 <a href="mailto:kathy.zanco@qsl.com.au">kathy.zanco@qsl.com.au</a>

As you can see, considerable work has already been done to implement QSL Marketing Choice for Wilmar Growers. The OSA is the final important piece of the puzzle. As with any contract negotiation, we fully expect that adjustments will be required to Wilmar's document, but we remain committed to doing this work quickly in order to make QSL Marketing Choice a reality for Wilmar Growers as soon as possible.

Regards,

Greg Beashel  
QSL Managing Director and Chief Executive Officer

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