



# QSL Weekly Update

Week ending 5 May 2017

## Daily Price

Friday, 5th May 2017

15.37 US c/lb prompt

0.7409 AUD/USD spot

\$A 455.27 MT OTC

\$A 439.02 MT IPS OTC

## Your QSL Grower Services Team

**Far North Queensland:** Daniel Messina, Grower Relationship Manager,  
Ph. 0429 660 238 [daniel.messina@qsl.com.au](mailto:daniel.messina@qsl.com.au)

**North Queensland:** Carla Keith, Industry Relationship Manager  
Ph. 0409 372 305 [carla.keith@qsl.com.au](mailto:carla.keith@qsl.com.au)

**Herbert River:** Jonathan Pavetto, Grower Relationship Officer  
Ph. 0428 664 057 [jonathan.pavetto@qsl.com.au](mailto:jonathan.pavetto@qsl.com.au)

**Burdekin:** Rebecca Love, Grower Relationship Officer  
Ph. 0429 054 330 [rebecca.love@qsl.com.au](mailto:rebecca.love@qsl.com.au)

**Proserpine and Plane Creek:** Kathy Zanco, Grower Relationship Officer  
Ph. 0437 645 342 [kathy.zanco@qsl.com.au](mailto:kathy.zanco@qsl.com.au)

**Proserpine and Plane Creek:** Emma Sammon, Grower Relationship Officer  
Ph. 0418 978 120 [emma.sammon@qsl.com.au](mailto:emma.sammon@qsl.com.au)

**Central and Southern Districts:** Cathy Kelly, Industry Relationship Manager  
Ph. 0409 285 074 [cathy.kelly@qsl.com.au](mailto:cathy.kelly@qsl.com.au)

The table below provides an overview of the QSL Pool Prices Matrices available at [www.qsl.com.au](http://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 14th April 2017

Harvest	\$512 IPS GROSS
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Actively Managed	\$560 IPS GROSS
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Guaranteed Floor	\$464 IPS GROSS
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US Quota	\$777 IPS GROSS
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*This report contains information of a general or summary nature. While all care is taken in the preparation of this report, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. Information about past performance is not an indication of future performance. The update on marketing and pricing activity does not constitute financial product or investment advice. You should seek independent advice before making any pricing decisions. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any of the information contained in this report.*

## Indicative Pool Prices

As at 14 April 2017

### Multi-season Pools

2-Season Forward 2016

**\$480** IPS GROSS

3-Season Forward 2016

**\$497** IPS GROSS

2-Season Forward 2017

**\$487** IPS GROSS

## QSL Grower Pricing Agreements

As the 2017 harvest approaches, the QSL Grower Services Team is focused on getting Wilmar Growers ready for the implementation of Marketing Choice, with our team of representatives on the ground ready to help growers choose QSL and access our new pricing platform, QSL Direct.

This week we have held a number of information sessions in Ingham, Ayr and Proserpine focused on explaining our 2017-Season pricing options, QSL's Grower Pricing Agreement (GPA) and our new payment arrangements. A copy of this presentation will be available on our website.

### Grower Pricing Agreements

Those Wilmar Growers who have pre-registered with QSL will soon receive their QSL GPA, which is the contract between a Grower and QSL.

It's important to note that while these Growers won't be able to price with QSL until we have our On-Supply Agreement (OSA) with Wilmar in place and they have chosen QSL as a GEI Sugar Marketer within their Cane Supply Agreement (CSA), completing and returning your GPA will expedite your access to QSL Direct once the other necessary contracts are in place.

If you're a Wilmar Grower who would like to receive a GPA but haven't yet pre-registered, please do so by completing the Pre-Registration Form available [here](#). Alternatively, you can make an appointment to visit one of our regional offices in Ingham, Ayr, Proserpine or Sarina to collect and sign your GPA.

Remember, to access QSL you will need to choose us as your GEI Sugar Marketer as part of your CSA via the Wilmar GrowerWeb [and](#) complete the GPA – even if you only want to access the QSL Harvest Pool.

## QSL Reps out and about

While implementing Marketing Choice remains a core focus of our Grower Services Team, QSL representatives will also attend a number of other industry events in coming weeks. These are outlined in the table overleaf.

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Date	Event	Venue
9-10 May	<b><i>Women in Sugar Australia Conference</i></b>  QSL Treasury Analyst Ginette Barrett will be presenting	Home Hill
12-13 May	<b><i>Claredale Grow and Show Field Days</i></b>  Rebecca Love and Carla Keith will be holding a QSL Pricing Information session on <b>Friday 12 May</b> . <b>2pm-3pm</b> session will cover QSL Pricing Products & Pools <b>3pm-4pm</b> will be a QSL Direct Portal workshop. Growers are invited to bring their own laptop, iPad, iPhone (smart phone).	Mio College, Clare
19 -20 May	<b><i>Canegrowers Mackay Ag Trade Expo</i></b> Cathy Kelly will be attending the Expo and will be available to discuss and QSL-related matters.	Mackay Showgrounds
24-26 May	<b><i>FNQ Field Days</i></b>  Daniel Messina will be attending the Field Days. Growers are invited to drop by and see him at site #B12.	Mareeba
25 May	<b><i>Innisfail Babinda Cane Productivity Services Awards</i></b>  QSL is a proud supporter of this event. Daniel Messina will be attending.	Innisfail
3 June	<b><i>Australian Hand Cutting Championships</i></b>  QSL is a proud supporter of this annual event. Rebecca Love and Carla Keith will be competing in the women's event.	Home Hill Showgrounds
6-7 July	<b><i>Ingham Agricultural Show</i></b>  QSL will again be sponsoring the Schools Show Cane Event.	Ingham Showgrounds

## QSL Weekly Market Update

As at Tuesday, 02 May 2017

The much-heralded Indian import story looks to have been buried under the MAY17 delivery. The ICE 11 remains vulnerable, particularly with the specs now close to switching to the sell side. Read the full Weekly Market Report [here](#).

## QSL Market Snapshot

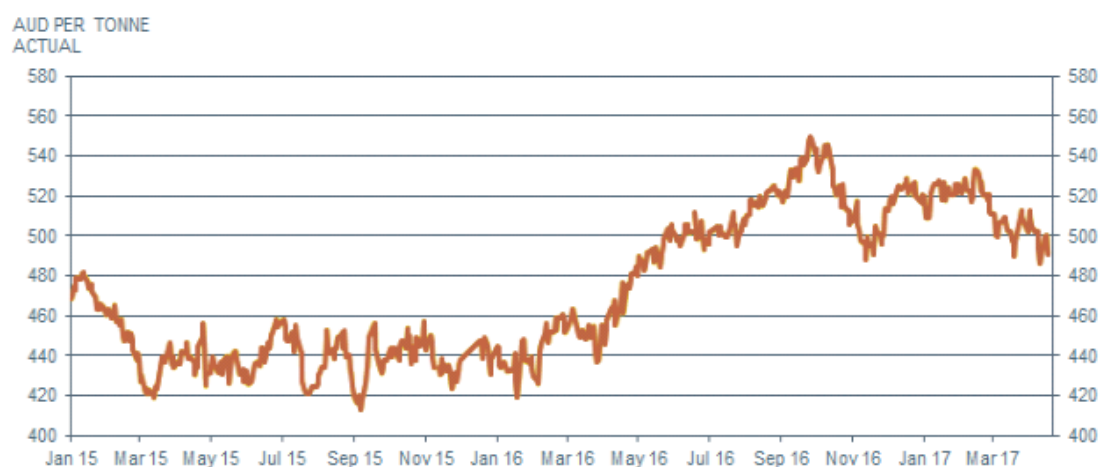
The table below provides an overview of QSL's indicative prices published at [www.qsl.com.au](http://www.qsl.com.au) on 05.05.17

### Indicative Prices

ICE 11 US c/lb 15.37 05-May-17  
 Season 0.7409  
 AUD/mt

Season	2017	2018	2019	2020
Whole Season	471.24	490.34	488.54	479.80
July	455.26			
Oct	463.29			
Mar	481.96			
May	482.28			

### 2018 Season



Source: Bloomberg 2017