

# 2017 MARKETING CHOICE

20 June 2017

By Greg Beashel, QSL Managing Director and CEO

Dear Grower,

This week marks an important milestone in the Marketing Choice process as we prepare to make our first direct Advances payment to Wilmar Growers.

While these Growers will now receive their payments directly from QSL rather than via their miller, there are no major changes to the Advances scheme they are familiar with. Those Wilmar Growers who began delivering cane last week will receive their first QSL Advances Payment this Thursday. As we are still accepting pricing nominations until 5pm Friday 23 June 2017, June Advances will be calculated on QSL's current indicative 2017 Harvest Pool figure, which is \$420 per tonne IPS. The initial Advances rate is 60%, and so this will equate to \$252 per tonne IPS. Please note that the Advances paid to Wilmar Growers will move to reflect their actual pricing position from the first payment in July.



**Greg Beashel**, QSL Managing Director and CEO

## QSL PAYMENT ADVICE

Wilmar Growers are reminded that the QSL Grower Cane Payment Statement which details their Advances payment will only be available through their QSL Direct account. No hard copies will be distributed, but growers can print copies from their QSL Direct account as required. For more details regarding our payment arrangements, including what payments are based on, deductions, liens and GST arrangements, please read the **QSL Payments for Wilmar Growers Fact Sheet**, available by clicking [here](#).

## PRICING NOMINATIONS CLOSE THIS FRIDAY

**The Pricing Declaration Date for Wilmar Growers is this Friday 23 June 2017.** This means that if you wish to access QSL's Actively Managed Pool, Guaranteed Floor Pool, 2-Season Forward Pool or grower-managed pricing products for the 2017 Season, you need to do the following by this Friday:

1. Choose QSL as a GEI Sugar Marketer for the 2017 Season within your Cane Supply Agreement (CSA) and assign a percentage of your 2017 GEI Sugar to be managed through the QSL system;
2. Have a Grower Pricing Agreement (GPA) in place with QSL;
3. Activate your QSL Direct account and complete your pricing nominations

QSL cannot accept tonnages to any in-season QSL pool or pricing product – bar the Harvest Pool – beyond the Pricing Declaration Date deadline.

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

## ORDER DEADLINES

Wilmar Growers who have nominated or who intend to nominate the **2017 Target Price Contract** or **2017 Fixed Price Contract** are reminded that any orders that remain unfilled beyond Friday 23 June 2017 will be priced by QSL on the next trading day (Monday 26 June 2017).

Those growers who have chosen or who intend to choose the **2017 In-Season Target Price Contract** or **2017 In-Season Fixed Price Contract** have until Monday 26 June 2017 to have their orders against the July 2017 contract filled. Any July 2017 orders not filled by the end of trading on that date will be priced by QSL on the next trading day (Tuesday 27 June 2017). Growers using these pricing products are also reminded that they should consider the specific contract price rather than the season average price when setting their targets for the July 2017, October 2017, March 2018 and May 2018 contracts. These prices are featured on your homepage in QSL Direct as well as in the daily Market Snapshot on our website, [here](#).

## HELP IS AT HAND

QSL's regional offices will be open extended hours again this week. Our Sarina and Proserpine offices will also open for the local Show Holidays – please call Emma (Sarina) or Cathy (Proserpine) to make an appointment for these days. Their contact details and those of the other QSL Grower Services Team members are listed below:

**FNQ:** Daniel Messina 0429 660 238 / [daniel.messina@qsl.com.au](mailto:daniel.messina@qsl.com.au)

**Herbert River:** Jonathan Pavetto 0428 664 057 / [jonathan.pavetto@qsl.com.au](mailto:jonathan.pavetto@qsl.com.au)

**Burdekin:** Rebecca Love 0429 054 330 / [rebecca.love@qsl.com.au](mailto:rebecca.love@qsl.com.au)

Carla Keith 0409 372 305 / [carla.keith@qsl.com.au](mailto:carla.keith@qsl.com.au)

**Proserpine:** Cathy Kelly 0409 285 074 / [cathy.kelly@qsl.com.au](mailto:cathy.kelly@qsl.com.au)

**Plane Creek:** Emma Sammon 0418 978 120 / [emma.sammon@qsl.com.au](mailto:emma.sammon@qsl.com.au)

Regards,



Greg Beashel  
QSL Managing Director and Chief Executive Officer

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