

2017 MARKETING CHOICE

9 June 2017

By Greg Beashel, QSL Managing Director and CEO

Dear Growers,

Burdekin Growers can now exercise their right to Marketing Choice and choose QSL following the release of their new Cane Supply Agreement (CSA) today.

In order to access QSL pricing and marketing services, these Growers must now:

1. **Choose QSL as their GEI Sugar Marketer within their CSA** and allocate a percentage of their GEI Sugar tonnage to manage through the QSL system; and
2. **Have a Grower Pricing Agreement (GPA) in place with QSL**



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Growers intending to use QSL are urged to complete their GEI Sugar Marketer nomination and have their GPA in place **before their first delivery of cane** to enable their new QSL payment arrangements to apply from their first Advances payment.

THE GPA AND PRICING

QSL's 2017-Season Pricing Declaration Date for Wilmar Growers will be 23 June 2017.

This means that Wilmar Growers who choose QSL as their GEI Sugar Marketer must finalise their nominations to our pools and pricing products by 5pm on this date. Any GEI Sugar allocated to QSL by a Grower but not nominated to QSL-managed pools or grower-managed pricing products by this deadline will default to the 2017 QSL Harvest Pool.

Those Wilmar Growers who choose QSL in their CSA and who have already completed QSL's GPA process will have their access to QSL pricing services activated once their nomination of QSL within the CSA has been confirmed. **However, those Growers who choose QSL within the CSA but have not yet returned a QSL GPA will need to complete this process before they can access QSL pricing services.** It's for this reason that QSL strongly recommends all Wilmar Growers – even those who do not intend to use QSL this Season – complete a GPA so that this can be quickly activated and their access to QSL pricing enabled should they decide to exercise their right to Marketing Choice in the future. To obtain a GPA, please submit the GPA Pre-Registration Form, available on our website (<http://www.qsl.com.au/sites/default/files/GPAPreRegistrationForm.pdf>), or visit your local QSL office.

Visit www.qsl.com.au for details



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To help process any outstanding GPAs and answer any questions you may have regarding this process or your QSL pricing options, our office in Ayr will be open across the coming weekend. As always, your QSL Grower Services Team is also available by phone 24/7. To get in touch or to make an appointment, please don't hesitate to contact them via the contact information listed at the end of this update.

QSL DIRECT

Wilmar Growers who choose QSL as their GEI Sugar Marketer will use the new QSL Direct online grower portal to make pool nominations, place/edit/cancel pricing orders and receive payment statements from QSL.

Training sessions covering how to use QSL Direct are being held regularly – please contact your local Grower Services Team rep if you'd like to book a place. You can also find information about how to navigate through QSL Direct via the **QSL Direct User Guide**, available at www.qsl.com.au or from your local QSL office.

YOUR LOCAL QSL REPRESENTATIVE AND OFFICE

REGION	OFFICE LOCATION	REPRESENTATIVE
Herbert River	11 Lannercost Street Ingham Qld 4850	Grower Relationship Officer Jonathan Pavetto P: 0428 664 057 E: jonathan.pavetto@qsl.com.au
Burdekin	Young Street Ayr Qld 4807	Grower Relationship Officer Rebecca Love P: 0429 054 330 E: rebecca.love@qsl.com.au Grower Relationship Manager Carla Keith P: 0409 372 305 E: carla.keith@qsl.com.au
Proserpine	88 Main Street Proserpine Qld 4800	Grower Relationship Manager Cathy Kelly P: 0409 285 074 E: cathy.kelly@qsl.com.au
Plane Creek	36 Broad Street Sarina Qld 4737	Grower Relationship Officer Emma Sammon P: 0418 978 120 E: emma.sammon@qsl.com.au

Regards,

Greg Beashel

QSL Managing Director and Chief Executive Officer

Visit www.qsl.com.au for details