



10 July 2020

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Welcome to your weekly overview of QSL news and information.

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## QSL Grower Rep elections: FAQs

There is now just **1 week until voting closes** in the Mossman, Tableland, Herbert River, Burdekin, Central (Mackay) and Plane Creek milling regions. Growers are reminded there are delays with mail deliveries due to COVID-19 and they should now email their voting papers or drop them in to their local QSL Grower Services Team.

Here's some Frequently Asked Questions about this important process:

### **Where can I get a voting paper?**

Grower voting papers are available by [clicking here](#) or contacting your local QSL office or grower organisation.

### **Who gets to vote?**

Anyone who has a valid Cane Supply Agreement (CSA) with a mill is considered a grower for the purposes of the election and is entitled to one vote in the milling region of the mill that they supply.

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**Do I have to vote?**

No – voting is voluntary.

**Do I need to market with QSL to be able to vote?**

No. Eligible growers can vote, regardless of who they market with. In addition, you do not need to be a member or affiliate of an industry organisation to vote.

**I have several ABNs. Do I get a vote for each?**

No, you only get one vote.

**If I own more than one farm, how many votes do I get?**

You have one vote only. Every grower who supplies sugar cane under a CSA with a mill in the milling area of that mill has only one vote. It does not matter how many farms you own in that milling area.

**If both my husband/wife and I own a farm, do we each get a vote?**

Yes, you each get a vote – one vote per grower.

**My partner is also a signatory to the CSA. Does that mean they get a vote as well?**

Yes. Every individual listed as a party on the CSA is considered a grower for voting purposes and entitled to vote.

**I'm a corporate grower. Do all the Directors/Shareholders of our business get a vote?**

If the 'grower' name on the CSA with your mill is a company, then that company will get one vote. The voting form should be signed by a representative of that company. The directors and shareholders of that company do not get any additional votes.

**We've got a family trust/deceased estate/farm sale in process. Who gets to vote in these circumstances?**

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Due to the varied nature of business structures, where there is any question regarding who can vote on behalf of an entity, it is best to speak directly to our Company Secretary to ascertain voting eligibility. Call **07 3004 4478** for assistance with this.

### **How do I vote?**

You need to complete the Voting Paper for your milling region and put a tick beside your preferred candidate/s.

### **How many candidates do I need to vote for?**

Your Voting Paper details how many positions are available in your voting region. See the top section of the first page for details.

### **There are 2 positions to be elected in the Herbert River mill area, and there are 4 nominees for those 2 positions. Can I just vote for 1 nominee?**

Yes. You can vote for less than the number of positions, but you can't vote for more than the number of available positions in a mill area. So if you vote for 3 or 4 nominees in the Herbert River election, your vote would be invalid.

### **There are 4 positions to be elected in the Burdekin mill area, and there are 5 nominees for those 4 positions. Can I just vote for 3 or less nominees?**

Yes. You can vote for less than the number of positions, but you can't vote for more than the number of positions in a mill area. So if you vote for all 5 nominees in the Burdekin election, your vote will be invalid.

### **Where can I find more information about the voting process and candidates?**

Please read the 2020 Voting Pack, available by [clicking here](#) or from your local QSL team. For questions about voting eligibility, contact the QSL Company Secretary on 07 3004 4478.

**Voting papers must be received by QSL by 5pm (QLD time), Friday 17 July**

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2020.

[For more information about the voting process, please click here.](#)

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## Managing a drop in production

Worried about delivering your estimated sugar?

QSL growers with committed pricing have multiple options to address in-season production reductions, including:

- **Reallocating your Harvest Pool tonnage to meet your committed sugar pricing**
- **Shifting tonnage between ABNs**
- **Rolling pricing forward to the next season**
- **Unwinding pricing**

For information around these options, please contact your local QSL Grower Services Team or read our '**Non-Delivery: Your Options**' fact sheet by [clicking here](#).

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## 2023-Season Pricing

QSL is now accepting grower pricing orders for the 2023-Season through our Target Price Contract and Individual Futures Contract pricing products.

Growers marketing with QSL can now also access additional grower-managed pricing tonnages for the 2021 and 2022 Seasons.

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GEI Sugar pricing limits for forward seasons are now:

- 2021 Season: Up to 65% of your GEI Sugar estimate
- 2022 Season: Up to 65% of your GEI Sugar estimate
- 2023 Season: Up to 50% of your GEI Sugar estimate

The latest indicative prices for the Target Price Contract and Individual Futures Contract for the 2020, 2021, 2022 and 2023 Seasons are available by [clicking here](#).

For further information about your QSL grower-managed pricing options, please contact your local QSL representative or call **1800 870 756**

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## How we compare

Get the facts on how QSL compares to its competitors by clicking on the links below.

### **Wilmar:**

- [QSL Harvest Pool vs Wilmar Production Risk Pool](#)
- [QSL Actively Managed Pool vs Wilmar Managed Pool](#)
- [QSL US Quota Pool vs Wilmar US Quota Pool](#)

### **MSF:**

- [QSL-Managed Pools vs MSF Sugar-Managed Pools](#)

### **Tully Sugar:**

- [QSL-Managed Pools vs Tully Sugar-Managed Pools](#)

### **QCS**

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- [QSL-Managed Pools vs QCS-Managed Pools](#)
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## Meet the QSL team working for you



### **FACE OF QSL: Matthew Page**

#### **QSL Trading Manager, Marketing & Risk**

Hi I'm Matthew Page, most people just call me Matt. I'm the QSL Trading Manager, Marketing and Risk and I have been working at QSL for six years.

I am a part of the QSL Marketing Team in Brisbane and my role is to oversee the strategy and execution to hedge the sugar price and currency exposures in the QSL-Managed Pools.

One of the things I love about my job is how dynamic financial markets are. No two seasons are ever the same! I also really appreciate the opportunity to add tangible value to an industry (and the thousands of families that depend on it) that is part of the very fabric of Queensland's economy.

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I am married to Tarryn, and we have two young boys Hudson (3) and Connor (1). We enjoy travelling when we get the opportunity and I'm a keen soccer player in my spare time. I also like to play the guitar and watch any kind of sport.

**One of my favourite quotes:**

- "It's not the size of the dog in the fight, it's the size of the fight in the dog."  
- Mark Twain.

Did you know you can book a one-on-one market update with one of our marketing team? Just ask your local QSL Grower Services Team for details.

Did you know that QSL has been serving the Queensland sugar industry for nearly a century, and is proudly Queensland based and focused, with staff in 14 locations around the state. Our **Face of QSL** segment aims to help you meet the great team working for you, and will run on Wednesday on our Facebook page, and every Friday in the QSL Weekly Update.

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## Sugar Payment Forecast 2020 Season

QSL Direct growers can now access their 2020-Season Sugar Payment Forecast within their online accounts.

Your forecast can be found under the 'Reporting' tab for the 2020 Season – just click on the **Sugar Payment Forecast** button to open the excel spreadsheet with your current indicative payments based on your expected deliveries through to July 2021.

It is important to note that the cashflow data provided only details the GEI sugar payment portion of your QSL Advance payment and does not include any allowances, deductions or adjustments that may be passed on by your Miller.

It provides an estimate only that also does not account for any changes to your current indicative pricing results, which can fluctuate throughout the course of the season and are not finalised until after 30 June each year.

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As such, we recommend that Growers using this feature regularly generate a new forecast to ensure they are accessing the latest estimate.

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## Join the QSL Team on Facebook

Click on the logo below to go to our Facebook page.

Where you can:

- Meet our team
- Stay up-to-date with the sugar market & QSL news
- Get the tip on the 'Three Things You Should Know' for the coming week (video on Mondays)
- Boost your understanding of sugar market language with our Jargon Buster on Thursdays
- Like and follow our page, and more!



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## QSL indicative pool prices

Click the link below for your region:

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[Bundaberg Sugar milling districts](#)  
[Far Northern Milling milling districts](#)  
[Isis Central Sugar Mill milling districts](#)  
[Mackay Sugar milling districts](#)  
[MSF Sugar milling districts](#)  
[Tully Sugar milling districts](#)  
[Wilmar milling districts](#)

## **QSL Daily Market Snapshot**

[Click here](#)

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# YOUR QSL GROWER SERVICES TEAM

## Far North Queensland

*Grower Relationship Manager*  
**Daniel Messina**  
0429 660 238  
daniel.messina@qsl.com.au

*Grower Relationship Officer*  
**Amanda Sheppard**  
0418 264 393  
amanda.sheppard@qsl.com.au

## Proserpine

*Grower Relationship Officer*  
**Karen Vloedmans**  
0429 804 876  
karen.vloedmans@qsl.com.au

## Burdekin

*Grower Relationship Manager*  
**Russell Campbell**  
0408 248 385  
russell.campbell@qsl.com.au

*Grower Relationship Officer*  
**Kristen Paterson**  
0438 470 235  
kristen.paterson@qsl.com.au

*Grower Support Officer*  
**Kylie Burkett**  
0428 664 057  
kylie.burkett@qsl.com.au

## Mackay

*Grower Relationship Manager*  
**Harriet McLennan**  
0409 830 554  
harriet.mclennan@qsl.com.au

*Grower Relationship Officer*  
**Sonia Ball**  
0418 978 120  
sonia.ball@qsl.com.au

## Plane Creek

*Grower Relationship Officer*  
**Kathy Zanco**  
0437 645 342  
kathy.zanco@qsl.com.au

## Herbert River

*Grower Relationship Officer*  
**James Formosa**  
0447 062 213  
james.formosa@qsl.com.au

*Grower Relationship Officer*  
**Michelle La Rosa-Aili**  
0408 800 937  
michelle.larosa-aili@qsl.com.au

## Southern Queensland

*Manager Grower Engagement  
and External Relations*  
**Cathy Kelly**  
0409 285 074  
cathy.kelly@qsl.com.au

**QSL Direct Helpline P 1800 870 756**

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**Our mailing address is:**

QSL (Queensland Sugar Limited)

Level 12/348 Edward St

Brisbane, Queensland 4000

Australia

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