



3 July 2020

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Welcome to your weekly overview of QSL news and information.

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.

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**

QSL Grower Rep election in full swing

Voting is now underway in the Mossman, Tableland, Herbert River, Burdekin, Central (Mackay) and Plane Creek milling regions to decide their local QSL Grower Representative Members.

For information regarding the candidates (including supplied profiles) and the voting process, as well as the voting papers for each region, please [click here](#).

Where else can I get my voting paper?

Grower voting papers are available from all QSL regional offices, your local grower organisations as well as the QSL website.

Not sure of your eligibility? Have questions? Call your local QSL Growers Services Team.

Voting papers must be received by QSL by 5pm (QLD time), Friday 17 July 2020.

**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.

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

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

- [QSL-Managed Pools vs QCS-Managed Pools](#)
-

Production risk a concern?

Worried about the weather or other production risks and 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](#).

Facebook: Live Market Update on Tuesday



Join QSL's Andrew Phipps, Manager Marketing & Logistics, for a live sugar market update at 4pm this coming Tuesday (7 July) on the QSL Facebook page.

Get the latest information on what's happening in the raw sugar market, including how fundamental and macro-economic factors are influencing it.

[Click here](#) to go to the Facebook event and to set a reminder.



Update shares market & pricing insights

Despite improvements in sugar prices, Australian sugar producers have seen their prices confined to the lower end of recent ranges due to the strong rally in our dollar.

If you missed our most recent monthly QSL Market & Grower Pricing Update, you can read it by [clicking here](#).

Meet the QSL team working for you



FACE OF QSL: Ginette Barrett

QSL Treasury Manager

Hi, my name is Ginette Barrett, and I'm the Treasury Manager with QSL. I've been working at QSL for over 17 years, and I am part of the QSL Marketing Team based in Brisbane. My role is to focus on the pricing of pools, assist in the strategy, look after the cash flow of the company and most importantly assist growers in their understanding of the market, the business and how this information might assist their business.

There are many things I love about my job, but the most rewarding is that my role touches many lives and what I do affects many people. I am always striving to succeed not just with QSL, but in my community as well. I am very passionate about my role and I love that I can get out into the sugar-growing regions and communities, and continue to learn more about the industry and do my best to give a little back.

I have been married to my husband Stephen for 17 years and we have three boys, Caleb (14), Bailey (12) and Ashton (5). We enjoy our family holidays.

My top three favourite quotes:

- "If you're always trying to be normal you will never know how amazing you can be." – Maya Angelou
- "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." – Maya Angelou
- "Do not follow where the path may lead. Go instead where there is no path and leave a trail." – Ralph Waldo Emerson

You can book a one-on-one market update with one of our marketing team - see 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.

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!



QSL indicative pool prices

Click the link below for your region:

[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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