



21 August 2020

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New Target Price option

Want to try your hand at forward pricing, but only before the season starts?

QSL's new **Defaulting Target Price Contract** lets you set your own pricing targets up to 3 years in advance, with any unfilled orders automatically defaulting to the Harvest Pool in April before the crush.

Just like our popular Target Price Contract, you decide what pricing levels you'd like to target for up to 70% of your GEI Sugar each season, and can move your targets up and down until they are filled.

Any targets which remain unfilled after 15 April in the year of delivery are automatically cancelled and the tonnes moved to the QSL Harvest Pool, where they can be reallocated to other pricing options ahead of the 30 April Pricing Declaration Date*.

Growers using QSL Direct can now access the Defaulting Target Price Contract for the 2021 Season and beyond via the portal and QSL App.

For more details about this new pricing option, please [click here](#) or contact your local QSL representative.

*Growers in Bundaberg Sugar and Isis Central Mill districts should refer to their miller for details of the nomination deadlines applicable in their districts.

Commitment limits increased

Growers marketing with QSL are reminded they can now price up to 70% of their GEI Sugar, thanks to an increase in committed pricing limits. The new commitment limits now in place are:

2021 Season	2022 Season	2023 Season	2024 Season	2025 Season
70%	70%	50%	40%	30%

Growers keen to control even more of their pricing can use the QSL Self-Managed Harvest Contract to price up to 98% of their GEI Sugar with QSL – that's everything but their US Quota allocation.

For an overview of our 2021-Season pricing options, please [click here](#).



IMPORTANT DATES

- **15 September:** Pricing completion date for the OCT2020 Contract for growers using the QSL Individual Futures Contract
- **21 September:** Any 2020-Season QSL Target Price Contract tonnage which remains unpriced beyond this date will be rolled to the MAR 2021 Contract - costs may apply
- **31 October:** Last day for growers to nominate QSL as their marketer for the 2021 Season

QSL live market update

QSL
Sugar Market Update
With Ginette Barrett, Treasury Manager,
Risk Management & Treasury
WEDNESDAY, 19 AUGUST 2020 @ 4PM

Didn't catch our latest live Sugar Market Update on Facebook? You can watch it now by clicking on the image above.

Your local team in

Plane Creek

QSL

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Harriet McLennan

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Find your local QSL Grower Rep

To find the 2020 QSL Grower Representative/s in your region, please [click here](#).

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](#)

Worried about the impact of wet weather on your production?

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

- **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](#).

Join the QSL Team on Facebook

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

Where you can:

- Stay up-to-date with notices, alerts and deadlines
 - Monday (video): Get the tip on the **Three Things You Should Know** for the coming week
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- Tuesday: **My Backyard** - our weekly invitation to send in photos of your backyard!
- Wednesday (report): **QSL Market Update**
- Thursday: Learn to decipher market speak with our **QSL Jargon Buster**
- Friday: **QSL Weekly Update**
- Like and follow our page, for all of these and much 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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