



28 August 2020

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Put yourself in the driver's seat

QSL's **Self-Managed Harvest Contract** is now simpler to use while also offering unmatched flexibility.

Key features of the Self-Managed Harvest Contract include:

- **A wider nomination window**, so you can sign up now if you're ready to go, or leave it to as late as 30 April in the year of delivery when you're more confident about your crop
 - **A fixed pricing profile** so you know how much of your Harvest Pool you need to sell, and when
 - **Price your minimum allocation directly against the October, March and May contracts** in 10 tonne/\$5 increments, instead of targeting a weighted average for the entire season
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- **The option to roll unfilled pricing** between in-season ICE 11 contracts, and potentially price all of your tonnage as late as April in the year after the harvest
- **Roll when it suits you**, rather than rolling on a set date
- **No washout costs for unpriced sugar**, with sugar only considered committed tonnage once it has been priced
- **Your personal buffer component** helps you weather in-season production drops
- **No administration or handling fees**
- **Choose from 4 payment options**

QSL's Self-Managed Harvest Contract is accepting nominations now. For more details about this new pricing option, please [click here](#), or contact your local QSL Grower Services Team representative.

Disclaimer: This information is a high-level summary of the Self-Managed Harvest Contract. Full details of this product are *contained in QSL's Pricing Pool Terms, available at www.qsl.com.au*. This information does not constitute financial advice. Growers should seek their own financial advice and read the QSL Pricing Pool Terms in full before making any pricing or pool selection decisions.

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

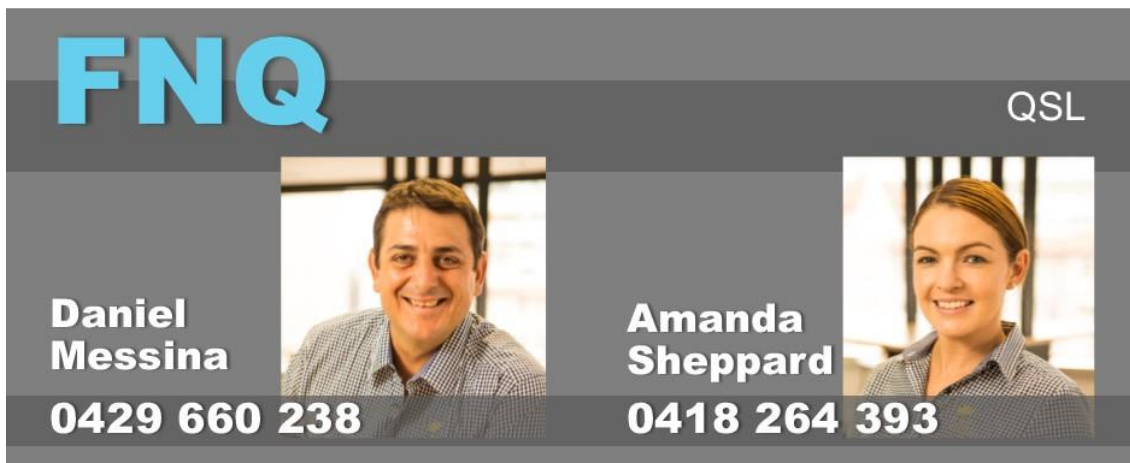
LIVE: QSL Market Update on Facebook

A promotional banner for a QSL Sugar Market Update. On the left is a portrait of Andrew Phipps, a man with short brown hair wearing a dark green patterned shirt, with a city skyline in the background. To the right of the portrait is the QSL logo, which consists of a stylized yellow sunburst above the letters 'QSL' in white. Below the logo, the text 'Sugar Market Update' is written in white. Further down, it says 'With Andrew Phipps' and 'Manager, Marketing and Logistics' in white. At the bottom right, it states 'WEDNESDAY, 2 SEPT 2020 @ 4PM' in white. The background of the banner is blue with abstract yellow and white geometric shapes.

QSL
Sugar Market Update
With Andrew Phipps
Manager, Marketing and Logistics
WEDNESDAY, 2 SEPT 2020 @ 4PM

Don't miss the next QSL Live Market Update on our Facebook page on Wednesday 2 September 2020 @ 4pm. Just click on the photo to go to the QSL Facebook page.

Your local team in

A banner for the FNNQ QSL team. The background is dark grey. In the top left corner is the 'FNNQ' logo in large, bold, blue letters. In the top right corner is the 'QSL' logo in white. Below the 'FNNQ' logo is a portrait of Daniel Messina, a man with short dark hair wearing a grey patterned shirt. To the left of his portrait is his name 'Daniel Messina' and below it is his phone number '0429 660 238'. To the right of Daniel's portrait is a portrait of Amanda Sheppard, a woman with long brown hair wearing a grey patterned shirt. To the left of her portrait is her name 'Amanda Sheppard' and below it is her phone number '0418 264 393'.

FNNQ **QSL**

Daniel Messina
0429 660 238

Amanda Sheppard
0418 264 393

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
 - 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!
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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](#)

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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