



19 February 2021

Photo: QSL's Kathy Zanco with Grower Tom Reed, Plane Creek

[View this email in your browser](#)

Advance rate increase

The 2020-Season Standard Advances rate increased by 2.5% this week bringing the rate to 82.5%. The next advance rate increase is scheduled to be 2.5% with payment from 17 March 2021.

To view our full 2020-Season Indicative Advances Program [click here](#).

Target Price Contract — roll ahead

QSL is now publishing the next indicative roll adjustment for growers using the 2020-Season QSL Target Price Contract.

Monday, 22 February 2021 is the final day for these growers to achieve 2020-Season targets before any unpriced tonnes are automatically transferred (rolled) into the next contract. Rolling extends the time growers have to achieve their pricing, but costs may apply.

The indicative roll adjustment is published on the QSL Direct portal, the QSL Daily Price email and the QSL website.

To see the latest indicative roll adjustment, please [click here](#).

Invitation: Marketing presentations

Mackay and Proserpine growers are invited to a sugar market and currency update with QSL Treasury Manager Ginette Barrett at the following venues.

Proserpine:

- When: Monday, 22 February 2021
- Where: Hotel Metropole, upstairs
- Time: 5.30pm

Light refreshments and drinks provided

RSVP to QSL Grower Relationship Officer Karen Vloedmans on 0429 804 876.

Mackay:

- When: Wednesday, 24 February 2021
- Where: Harrup Park Country Club
- 5.30pm

Light refreshments and drinks provided

RSVP (by Monday, 22 February) to QSL Grower Relationship Manager Harriet McLennan on 0409 830 554.

KEY DATES



1 FEB - 12 MAR

QSL Pre-Crush Advance Payment Scheme: Nominations open for this QSL payment option on 1 February and close on 12 March.

22 FEB

QSL 2020 Target Price Contract: Any unfilled orders in the 2020 QSL Target Price Contract will be rolled to the May 21 Contract. Costs may apply. For growers supplying MSF mills, this is the Pricing Completion Date and any unfilled orders after this date will be priced by QSL at the next market opportunity.

1 MAR

QSL Actively Managed Pool: Nominations open for the QSL-Managed 2021 Actively Managed Pool.

3 MAR

Facebook video Market Update: The next scheduled QSL video Market Update will be published on our Facebook page on Wednesday 3 March from 4pm.

26 MAR

QSL Pre-Crush Advance Payment Scheme: Pre-Crush Advance Payment Scheme paid to growers.

TAFE QUEENSLAND

PRICING ESSENTIALS FOR CANE GROWERS



CANEGROWERS has teamed with TAFE Queensland and the Rural Jobs Skills Alliance to host a Pricing Essentials for Cane Growers course. The program will be delivered between February 2021 and May 2021. Growers can register their interest online at tafeqld.edu.au or by contacting their local CANEGROWERS office.

Pre-Crush Advance Payment Scheme

Do you need increased cash flow prior to the harvest?

The QSL Pre-Crush Advance Payment Scheme gives growers a payment for their 2021-Season QSL GEI Sugar in March 2021—before the crush begins.

Participating growers receive \$50/tonne of sugar IPS on 26 March for up to half of their 2021-Season QSL GEI Sugar.

This Pre-Crush Advance payment is then deducted from their Standard QSL Advances payment/s once they start their harvest.

QSL passes on the charges for this product at cost, enabling participating growers to enjoy the same favourable interest rates available to QSL through our strong relationships with leading Australian banks.

For more information about the QSL Pre-Crush Advance Payment Scheme please contact your local QSL Growers Services Team.

KEY DETAILS

Open to: Growers using QSL Direct

Nominations open: 1 February 2021 to 12 March 2021

Payment is made: 26 March 2021

Payment rate: \$50/tonne sugar IPS

Nomination amount: Up to 50% of your 2021-Season QSL GEI Sugar estimate

Finance costs: Approximately \$0.50/tonne sugar IPS, utilising QSL's funding costs of approximately 2.3% p.a.

Signing up: Click on the 'Season Preferences' tab within the 2021 Season section of your QSL Direct account. You can then nominate up to 50% of your GEI tonnage in the 'Pre-Crush Advance' field.

Mackay: Training sessions

- **Tuesday 9 March @ 4pm** – Self-Managed Harvest Contract Information Session
- **Tuesday 16 March @ 4pm** – Understanding your QSL Payment Statements

Please RSVP to:

Harriet McLennan, email harriet.mclennan@qsl.com.au or phone 0409 830 554.

FNQ: Training sessions

For growers supplying Mossman Mill

- **Monday 22 February @ 9:00am** – Grower-managed Pricing Options (Mareeba)
- **Monday 22 February @ 11:30am** – Grower-managed Pricing Options (Mareeba)
- **Tuesday 23 February @ 9:00am** - Grower-managed Pricing Options (Mossman)
- **Tuesday 23 February @ 11:30am** – Grower-managed Pricing Options (Mossman)

Please RSVP to:

Amanda Sheppard, email amanda.sheppard@qsl.com.au or phone 0418 264 393.

Plane Creek: Training sessions

- **Tuesday 2 March @ 10.30am** – Self-Managed Harvest Contract Information Session
- **Tuesday 16 March @ 10.30am** – Grower Managed vs QSL Managed Forward Pricing Options
- **Tuesday 30 March @ 10.30am** – Understanding your QSL Payment Statements

Please RSVP to:

Kathy Zanco, email kathy.zanco@qsl.com.au or phone 0437 645 342.

Find your local QSL Grower Rep

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

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 Relationship Officer

Rebecca Love

0429 054 330

rebecca.love@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

This report contains information of a general or summary nature. While all care is taken in the preparation of this report, the reliability, accuracy or completeness of the information provided in the document is not guaranteed. The update on marketing and pricing activity does not constitute financial, investment advice. You should seek your own financial advice. Nothing contained in this report should be relied upon as a representation as to future matters. Information about past performance is not an indication of future performance. QSL does not accept any responsibility to any person for the decisions and actions taken by that person with respect to any of the information contained in this report. You have received this email as you are subscribed to receive newsletters and other marketing material from QSL. We take your privacy very seriously. View our Privacy Statement on QSL's website. When you make enquiries of QSL or sign up for QSL news or information, you thereby consent to QSL collecting and using the personal information that you provide to QSL in the operation of QSL's business, which may include direct marketing. You may opt out of this service at any time if you no longer wish to receive any communications from us by using the unsubscribe function at the bottom of this email.



Copyright © 2019 QSL (Queensland Sugar Limited), All rights reserved.

You received this email because you are marketing with QSL or have expressed an interest in our services.

Our mailing address is:

QSL (Queensland Sugar Limited)

Level 12/348 Edward St

Brisbane, Queensland 4000

Australia

[Add us to your address book](#)

Want to change how you receive these emails?

You can [update your preferences](#) or [unsubscribe from this list](#)