

2017 MARKETING CHOICE

26 May 2017

By Greg Beashel, QSL Managing Director and CEO

Dear Grower,

Now that QSL's On-Supply Agreement (OSA) is in place with Wilmar, the next step for many Wilmar Growers and the deadlines associated with these may vary, depending on what they've done to date and the status of their collective's Cane Supply Agreement (CSA).

The following table outlines the key actions and deadlines for Wilmar Growers who want to use QSL for the 2017 Season or beyond:



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WHO	WHAT YOU NEED TO DO	DEADLINE
You have a CSA in place and want to transfer pricing/your GEI Sugar Marketer nomination from Wilmar to QSL	<ol style="list-style-type: none"> 1. Download the Marketing Nomination Transfer Form from the Wilmar GrowerWeb and submit this to Wilmar. 2. If you haven't already, sign your GPA with QSL. To get a GPA, please submit the pre-registration form available on the QSL website (www.qsl.com.au) or from your local QSL office. 3. Accept your transfer quote from Wilmar and choose QSL as your GEI Sugar Marketer within the CSA. 	<p>By 5pm 5 June 2017</p> <p>As soon as possible</p> <p>Within 3 business days of receiving quote</p>
You have an interim pricing agreement and want to transfer your pricing to QSL	<ol style="list-style-type: none"> 1. Please see your collective for details of the transfer arrangements required for your agreement. 2. If you haven't already, sign your GPA with QSL. To get a GPA, please submit the pre-registration form available on the QSL website (www.qsl.com.au) or from your local QSL office. 3. Choose QSL as your GEI Sugar Marketer in your CSA and allocate the percentage of your GEI Sugar you wish to manage through the QSL system. 	<p>See collective for details</p> <p>As soon as possible</p> <p>Within 15 days of signing your CSA</p>

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You don't have a CSA in place for 2017	<ol style="list-style-type: none"><li data-bbox="454 448 1197 582">1. If you haven't already, sign your GPA with QSL. To receive a GPA, please complete the pre-registration form available on the QSL website (www.qsl.com.au) and from your local QSL office.<li data-bbox="454 582 1197 696">2. Choose QSL as your GEI Sugar Marketer in your CSA and allocate the percentage of your GEI Sugar you wish to manage through the QSL system.	As soon as possible Within 15 days of signing your CSA
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Regardless of your marketing or pricing arrangements for the 2017 Season, QSL urges all Wilmar Growers to sign a Grower Pricing Agreement (GPA) with us as soon as possible.

Having a GPA with QSL does not mean you have an obligation to choose QSL as your GEI Sugar Marketer, but it does enable us to give you quick access to our pricing and marketing services should you choose to exercise your right to Marketing Choice in the future.

Regards,

Greg Beashel
QSL Managing Director and Chief Executive Officer

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