



Your Trusted Partner

UPDATE

2017 MARKETING CHOICE

23 May 2017

By Greg Beashel, QSL Managing Director and CEO

Dear Grower,

Now that our On-Supply Agreement with Wilmar is in place, Wilmar Growers who have conducted pricing with their mill or a bank have a limited time in which they can transfer (novate) their pricing to QSL.

While QSL charges no fees for this service, it should be noted that Growers in such arrangements may be liable for fees and charges from their existing pricing provider, and should refer to their current pricing agreement or provider for details of these. Technical limitations may also restrict QSL's ability to novate pricing.

Transferring pricing from banks

Wilmar Growers who have conducted pricing with a bank or other financial service provider should contact the QSL Treasury Team to discuss novation arrangements.

Please call 3004 4470 for further details.

Transferring pricing from Wilmar Sugar

Wilmar has advised that Growers who wish to transfer pricing from Wilmar to QSL must complete a **Marketing Nomination Transfer Request form**, which is now available on the Wilmar GrowerWeb.

We understand that Growers must complete and return this form to Wilmar, who will then provide a costing for the transfer and confirm the amount of pricing they are able to transfer.

If the Grower wishes to proceed, they will be asked to sign an acceptance of the transfer offer and return it to Wilmar for processing.

The Grower will then nominate QSL as their GEI Sugar Marketer on the Wilmar GrowerWeb.

QSL will not charge a fee for these transfers, providing the pricing is in the 1:2:2:1 ratio. QSL cannot control any fees charged by Wilmar.

According to information on the Wilmar form, Wilmar Growers only have until 5pm 5 June 2017 to submit their Marketing Nomination Transfer Request to Wilmar. As such, QSL recommends that interested Growers begin this process as soon as possible. Growers who have signed temporary forward pricing agreements should check with their collective for confirmation of the deadline applicable to their pricing arrangements.



Greg Beashel, QSL Managing Director and CEO

Visit www.qsl.com.au for details



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Please note that in addition to the novation process, any Wilmar Grower seeking to novate pricing to QSL will need to sign a QSL Grower Pricing Agreement (GPA). To obtain a GPA, please complete the Pre-Registration Form available from the Wilmar Growers page within the QSL website (www.qsl.com.au) and any of the local QSL regional offices detailed below:

REGION	OFFICE LOCATION	REPRESENTATIVE
Herbert River	11 Lannercost Street Ingham Qld 4850	Grower Relationship Officer Jonathan Pavetto P: 0428 664 057 E: jonathan.pavetto@qsl.com.au
Burdekin	Young Street Ayr Qld 4807	Grower Relationship Officer Rebecca Love P: 0429 054 330 E: rebecca.love@qsl.com.au
		Grower Relationship Manager Carla Keith P: 0409 372 305 E: carla.keith@qsl.com.au
Proserpine	88 Main Street Proserpine Qld 4800	Grower Relationship Manager Cathy Kelly P: 0409 285 074 E: cathy.kelly@qsl.com.au
Plane Creek	36 Broad Street Sarina Qld 4737	Grower Relationship Officer Emma Sammon P: 0418 978 120 E: emma.sammon@qsl.com.au

Regards,

A handwritten signature in black ink, appearing to read "Greg Beashel".

Greg Beashel
QSL Managing Director and Chief Executive Officer

Visit www.qsl.com.au for details