



## QSL Weekly Update

Welcome to your weekly overview of key QSL news and information.



From left, Glen, Janice and Gordon Irlam, Anthony Celotto, David Matsen (Rabobank), Lynette and John Mastrippolito and Des Mizzi (QSL Operations) on *the Lucinda wharf during one of last week's QSL Marketing terminal visits.*

## **Tours offer insight into export sales process**

Herbert River growers recently got a first-hand look at sugar marketing in action, watching a QSL sale of local sugar set sail for Asia. QSL Grower Relationship Manager Greg Watson said 26 growers from the Ingham district attended the latest series of QSL Marketing terminal visits to witness a shiploading at the Lucinda Bulk Sugar terminal. "QSL's Herbert River Grower Services Officer Jonathan Pavetto hosted a total of four tours across two days, as the Spring Sunrise was loaded with 44,000 tonnes of locally produced sugar to fill a QSL sale," Mr Watson said. The shipment, valued at over \$18 million at current MAR19 sugar prices, was bound for the port of Prai in Malaysia. Mr Watson said that as the Herbert River crush starts to wind up, the QSL Marketing team was working hard to leverage storage and coordinate sales and pricing to maximise returns. "The timing of sales has a huge influence on what ends up in the grower's pocket, so it's been great to give local farmers some insight into how what they do in the paddock and what we do on the sales front ultimately takes their sugar to the world and brings home millions in export sales." QSL regularly hosts terminal visits for its growers - contact your local QSL representative for details.

## **2019 Early-Start Actively Managed Pool deadline**

Growers who'd like to participate in QSL's 2019 Early-Start Actively Managed Pool are reminded that nominations close at the end of this month.

**[Click here for more on the QSL Early-Start Actively Managed Pool](#)**

## **Harvest-Year Statements available**

Statements capturing all transactions for the 2017 Season are now available for QSL Direct Pricing Managers. These new statements differ from the Financial Year Grower Ledgers and Quarterly Grower Ledgers already available through QSL Direct in that they only contain transactions for the one season and include **all transactions for that season**, including those before and after the start and end of the financial year. To request a Harvest-Year Statement, please contact the

QSL Direct team by calling 1800 870 756 or emailing [qsldirect@qsl.com.au](mailto:qsldirect@qsl.com.au).

## Current indicative pool prices

To access our latest indicative 2018-Season pool prices and the Shared Pool applicable to your milling district, please click on the relevant link below:

[Bundaberg Sugar milling districts](#)

[Isis Central Sugar Mill milling districts](#)

[Mackay Sugar milling districts](#)

[MSF Sugar milling districts](#)

[Tully Sugar milling districts](#)

[Wilmar milling districts](#)

## QSL Market Update

Sugar prices stalled for most of last week, trading inside the 14.00-13.70c/lb range. A mid-week rally saw the MAR19 contract finally break the 14.00c/lb barrier, hitting a 6-month high of 14.24c/lb before closing the week at 13.84c/lb. The sugar market has advanced over 300 points in less than a month without much correction along the way. The speculative market is now near flat, therefore the market may stall here as we wait for some new fundamental news to drive the market one direction or the other.

[Click here to read our full Market Update](#)

## Today's sugar prices

[Click here to read our latest Daily Market Snapshot](#)

**NEED HELP OR INFORMATION?**

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