



7 August 2020

[View this email in your browser](#)

---

## New and improved for 2021

QSL has released its pricing range for the 2021 Season, with a host of new features and products designed to give our growers more pricing options and increased flexibility.

### > More pricing opportunities

- Commitment limits increased to **70%**
- Price up to 98% yourself in the [Self-Managed Harvest Contract](#)

### > More flexible grower-managed pricing

- Choose if and when you want to roll in the [Individual Futures Contract](#)
- Simplified [Self-Managed Harvest Contract](#) with new rolling option

### > More ways to price it yourself

- New [Grower Floor Contract](#) lets you lock in a minimum return with potential for higher returns if the market rises
-

- New [Defaulting Target Price Contract](#) lets you set a pricing target but default to the Harvest Pool if it doesn't fill before the season starts

For more information, [click here](#) to read our 2021-Season Product Snapshot, or contact your local QSL representative.

---

## 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](#)

---

## Your local team in

---

# Proserpine

QSL

**Karen  
Vloedmans**



**0429 804 876**

**Harriet  
McLennan**



**0409 830 554**

---

## Facebook: Live Market Update

If you missed our latest live QSL Market Update with Patrick Beck, Assistant Manager Marketing & Logistics, you can still watch this on the QSL Facebook page. To get the latest information on what's happening in the raw sugar and currency markets, just [click here](#).

---

## Find your local QSL Grower Rep

To find the 2020 QSL Grower Representative/s in your region, please [click 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!



---

## Managing a drop in production

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](#).

---

---

## 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**

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](#)