

# QSL Fact Sheet

25 April 2017

## Grower Pricing Agreement Guide

### GETTING STARTED

The following guide is designed to help you complete your Grower Pricing Agreement (GPA) with QSL. While it aims to clarify key elements and fields of this important document, it is not a substitute for legal or professional advice and we urge you to seek this out as required.

If you have completed the Pre-Registration process with QSL you may find some fields of your GPA have been prepopulated with information pertaining to you or your business. Should any of this prepopulated information be incorrect, please contact your local QSL regional office to arrange for an amended GPA to be issued to you. Contact details for each office are listed at the end of this document.

### AGREEMENT TERMS (PAGES 1-8)

Please read pages one to eight, as these outline the key terms and conditions of your Grower Pricing Agreement, including:

- The parties involved
- Key elements of the GEI Sugar Marketing process (Recitals)
- Definitions of key terms used throughout the Agreement
- When the agreement comes into effect
- The term of the agreement
- The GEI Sugar Marketer nomination process
- How the GPA works with in the On-Supply Agreement and Storage Arrangements
- Payment arrangements for the Grower
- The Pool/Pricing nomination process
- The services QSL will provide the Grower
- Grower information provided to QSL
- Consent for the Miller to provide Grower Information to QSL
- Information to be provided to the Grower
- Grower Certifications required by QSL



- Pricing Pool Terms
- Wilmar Grower adjustments
- QSL's cost and revenue arrangements
- QSL Direct conditions.

Please note that as a condition of signing the GPA you are acknowledging you have also read and understand the QSL Direct conditions, which will be provided to you with your GPA. Please contact QSL if you have not received these conditions.

## SCHEDULE 1

This schedule is designed to collect important information that QSL needs regarding you and your business. Please ensure any prepopulated information is correct and provide any additional information requested. Should any prepopulated information be incorrect, please contact your local QSL Regional Office to arrange for an amended document.

### 1. GROWER DETAILS

**Grower:** Please insert the name of the person who is to hold the Grower Price Agreement with QSL. This person needs to be an authorised representative of the ABN cited.

**ABN:** Please provide the relevant Australian Business Number (ABN). This needs to be the same ABN as that identified in your Cane Supply Agreement.

**Cane Supply Agreement:** QSL will complete this section which details who you have a Cane Supply Agreement (CSA) with and when it came into effect. Please note that while you may submit your GPA prior to finalising your CSA, your GPA will not be activated until QSL has received verification from your Miller that you have chosen QSL as a GEI Sugar Marketer and a valid CSA is in place.

### 2. MILL OWNER DETAILS

This section is completed by QSL and provides details of the supplying Miller and the On Supply Agreement (OSA) between Wilmar and QSL. You do not need to add any information to this section.

## SCHEDULE 2

### FORM A: GPA ENTITY DETAILS

This section provides information regarding the business contracted to supply GEI Sugar to QSL. This must be the same entity that is the contracting party under your Cane Supply Agreement. If you are using a trust this must be the trustee. Please ensure any prepopulated information is correct and provide any additional information requested. Should any prepopulated information be incorrect, please contact your local QSL Regional Office to arrange for an amended document. The information required in this section is:

- Entity Name:** The name of the tax entity covered by this GPA
- ABN:** The Australian Business Number (ABN) of the Tax Entity named above
- Phone (Bus):** The phone number of the Tax Entity named above
- Email:** The email address of the Tax Entity named above



- Address/City/State:** The postal address information of the Tax Entity named above
- Mill:** The name of the mill that the Tax Entity named above predominantly supplies
- Milling Company:** The name of the Milling Company that the Tax Entity named above supplies

### QSL PORTAL AUTHORISED USER 1 – PRICING MANAGER

The Pricing Manager is the individual who will be authorised to make pool nomination and pricing decisions for this ABN and manage the administration of the GPA via the QSL Direct online grower portal. The information required to nominate a Pricing Manager is:

- Name:** Name of the individual you wish to authorise to conduct any pool nomination or pricing decisions for this ABN.
- D.O.B.:** The date of birth of the nominated Pricing Manager
- Phone (Mob):** The mobile phone number of the nominated Pricing Manager
- Email:** The email address of the nominated Pricing Manager
- Address/City/State:** The postal address of the nominated Pricing Manager
- Phone (Bus):** The business phone number (or if unavailable, the home phone number) of the nominated Pricing Manager

### QSL PORTAL AUTHORISED USER 2/USER 3/USER 4/USER 5 – AUTHORISED VIEWER

These sections allow you to nominate additional individuals who will have 'read only' access to the QSL Direct account associated with this ABN. If you wish to nominate more than four additional individuals, please make a copy of the Schedule 2 Form A page and provide details of those individuals on the extra page. The information required to nominate an Authorised Viewer is:

- Name:** Name of the individual you wish to nominate as an Authorised Viewer for the QSL Direct account associated with this ABN
- Phone (Mob):** The mobile phone number of the nominated Authorised Viewer
- Email:** The email address of the nominated Authorised Viewer
- Address/City/State:** The postal address of the nominated Authorised Viewer

### FORM B – GPA PAYMENT DETAILS

This section captures the bank account details and payment arrangements you would like QSL to use for payments made from QSL for this ABN. Your options for payment are:

- 1. PAYMENTS TO A SINGLE BANK ACCOUNT:** If all payments for this ABN are to be made to the one bank account, please complete only **Part A**.
- 2. PAYMENTS ALLOCATED BY FARM:** If payments are required to be allocated by farm, including to third parties (such as payments for crop liens), please complete **Parts A and B**.



## PART A – PRIME ACCOUNT

The information required by Part A is:

**ABN:** Please provide the Australian Business Number (ABN) of the Tax Entity which will receive the payment

**Bank:** Please provide the name of the bank or financial institution the nominated account is with

**Account Name:** Please provide the name of the holder of the nominated account

**BSB:** Please provide the branch number for the nominated account

**Account No.:** Please provide the account number for the nominated account

## PART B – BANK DETAILS BY FARM

The information required by Part B is:

**Wilmar Farm Number:** Please provide the farm number identifier (provided by your miller) for the nominated farm

**Bank:** Please provide the name of the bank or financial institution the nominated account is with

**Account Name:** Please provide the name of the holder of the nominated account

**BSB:** Please provide the branch number for the nominated account

**Account No.:** Please provide the account number for the nominated account

**Payment Allocation Requirement:** You have two payment options available for the nominated account. You can either nominate the **percentage** of the Gross Cane Value from this farm that you wish to allocate to this account.

**or**

You can nominate the **full amount (100% only)** of the net farm proceeds you wish to have allocated to this account.

Any proportion not allocated to an account at Part B will be deposited into the Prime Account identified in Part A.

The payment allocations requested will apply until instructions to change or cancel the request are provided by the Pricing Manager via the QSL Direct portal.

If allocations are required for more than one farm, please complete and insert additional forms as required.

## EXECUTION CLAUSES

To finalise the GPA, representatives of both QSL and the relevant ABN must sign the document.

At the top of the execution page, you will see the words “Executed in...”. Please leave this blank as QSL’s authorised representative will complete this on signing.

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The Grower's execution clause is located in the bottom half of the page. The authorised representative of the ABN referred to throughout the document will need to sign this section and print their full name.

The execution clause that the Grower is required to sign will vary, according to the type of tax entity concerned. The appropriate execution clause will be automatically inserted into your GPA based on your ABN information, with slightly different clauses catering for the requirements of:

- Individual Growers
- Growers in a business partnership
- Growers acting as a Director or Secretary of a company
- Growers acting as the sole Director of a company
- Growers acting as a trust

In the case of the signature required for those acting as a **Director or Secretary** of a company and those acting as the **sole Director** of a company, you will be provided with both options but only need to complete the execution clause relevant to you. For example, if you are completing the GPA as the Secretary of a company, you would leave the signature panel for sole Directors blank.

For those **representing a trust**, the GPA will need to be signed by the trustee for the trust concerned. The type of signature block on the GPA will depend upon the type of trust you have and whether the trustee is a natural person or a corporate trustee. Please check with your legal advisor or your accountant whether the details and the signature block are correct. Please contact your local QSL Relationship Officer if these details need to be changed.

After you complete the execution clause detailed above and submit your GPA, an authorised representative of QSL will sign the document. Your GPA will then be processed and activated upon implementation of the On-Supply Agreement with Wilmar and notification from your Miller that you have chosen QSL as a GEI Sugar Marketer and have a CSA in place.

## RETURNING YOUR GPA

You can return your completed GPA via any of the following options:

- You can scan and email your GPA to [qsldirect@qsl.com.au](mailto:qsldirect@qsl.com.au)
- You can post your hardcopy GPA to GPO Box 891, Brisbane, Qld, 4001
- You can return your hardcopy GPA to your local QSL Regional Office (see office details below)

## SUPPORT AND INFORMATION

For general queries regarding the GPA, please contact your local QSL Grower Services Team representative, detailed below:

REGION	OFFICE LOCATION	REPRESENTATIVE
<b>Herbert River</b>	11 Lannercost Street Ingham Qld 4850	Grower Relationship Officer Jonathan Pavetto P: 0428 664 057 E: <a href="mailto:jonathan.pavetto@qsl.com.au">jonathan.pavetto@qsl.com.au</a>
<b>Burdekin</b>	Young Street Ayr, Qld 4807	Grower Relationship Officer Rebecca Love P: 0429 054 330 E: <a href="mailto:rebecca.love@qsl.com.au">rebecca.love@qsl.com.au</a>

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		Grower Relationship Manager Carla Keith P: 0409 372 305 E: <a href="mailto:carla.keith@qsl.com.au">carla.keith@qsl.com.au</a>
<b>Proserpine</b>	88 Main Street Proserpine Qld 4800	Grower Relationship Manager Cathy Kelly P: 0409 285 074 E: <a href="mailto:cathy.kelly@qsl.com.au">cathy.kelly@qsl.com.au</a>
<b>Plane Creek</b>	36 Broad Street Sarina Qld 4737	Grower Relationship Officer Kathy Zanco P: 0437 645 342 E: <a href="mailto:kathy.zanco@qsl.com.au">kathy.zanco@qsl.com.au</a>