

QSL Fact Sheet

CURRENT AS OF 28 April 2017

QSL'S Grower Pricing Agreement

Under the new Marketing Choice arrangements for Wilmar Growers, three different contracts must be in place before these growers can access QSL marketing and pricing services for the 2017 and beyond. These are:

1. QSL must have an **On-Supply Agreement (OSA)** with Wilmar
2. The Grower must have a **Cane Supply Agreement (CSA)** with Wilmar
3. The Grower must have a **Grower Pricing Agreement** with QSL

The **Grower Pricing Agreement (GPA)** is a contract between QSL and a Wilmar Grower which details the conditions under which that grower will assign their Grower's Economic Interest in sugar (GEI Sugar) to QSL in order to access QSL's marketing and pricing services.

The GPA only needs to be done once, and then remains valid from its date of execution until expiry of the term of the On-Supply Agreement. Growers who sign a GPA are under no obligation to choose QSL as a GEI Sugar Marketer in the future, but continue to have the option to do so without resubmitting the GPA paperwork.

Key information sought in the GPA includes:

- Grower contact details
- Business entity information, including your ABN
- Details of your designated Pricing Manager and anyone else you wish to authorise to access your QSL Direct account
- Payment directions (i.e. bank account details), including arrangements for liens and other third-party payments.



GPA PROCESSING AND AUTHORISATION

You can obtain a GPA in one of three ways:

1. QSL Direct Pre-Registered Growers

Wilmar Growers who have completed the QSL Direct Pre-Registration Process will receive a copy of their GPA via email. This GPA will contain contact and business details previously provided through the Pre-Registration process. Growers will be asked to confirm any prepopulated details and provide the additional information requested before signing the document and returning it to QSL for processing.

While QSL can begin to process your returned GPA immediately, your GPA cannot be activated and your access to QSL Marketing Choice cannot be finalised until the OSA is in place and we have received confirmation from Wilmar that you have chosen QSL as a GEI Sugar Marketer within your finalised Cane Supply Agreement. Once this confirmation is received, your GPA will be activated and your initial log-in information for the QSL Direct online grower portal will be issued. You cannot access QSL Direct or commence pricing with QSL before this time.

2. Unregistered Growers

Wilmar Growers who have not completed QSL's Pre-Registration process can still receive a GPA from QSL prior to the OSA and/or CSA being in place. To receive a GPA, these Growers should complete and return the **Pre-Registration Form** available in the Wilmar Growers section of the QSL website (www.qsl.com.au) or by contacting their local QSL Grower Services Team member, detailed at the end of this fact sheet.

3. Via the GEI Sugar Marketer nomination process

Wilmar Growers who have not already submitted a GPA to QSL but who choose QSL as a GEI Sugar Marketer as part of the nomination process within their CSA will be issued with a GPA once their CSA is in place. These growers will subsequently receive access to QSL Direct and pricing with QSL once their GPA is processed.

COMPLETING THE PAPERWORK

While you will receive your GPA via email, a hardcopy of this document will also be available by contacting your local QSL regional office or QSL Grower Services Team representative.

You can return your completed GPA via the following options:

- You can scan and email your GPA to 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)

WHAT HAPPENS NEXT?

QSL will process your GPA but will not activate it until we have received confirmation from Wilmar that you have also:

1. Elected QSL as a **GEI Sugar Marketer**; and
2. Have a valid **CSA** in place

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Once these actions have been verified, QSL will issue you with log-in details for the **QSL Direct** online grower portal. All pool and individual pricing nominations, payment arrangements and information and other QSL services will be managed through the QSL Direct portal.

For more information on QSL Direct, please refer to the **QSL Direct Fact Sheet** available in the Wilmar Growers section of our website at www.qsl.com.au.

HELP AND INFORMATION

A guide to completing the QSL GPA will accompany your GPA when you receive it via email. This will also be available on our website (www.qsl.com.au) or from your local QSL Regional Office.

Your QSL Grower Services Team is also available to provide assistance. To make an appointment, contact:

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 Kathy Zanco P: 0437 645 342 E: kathy.zanco@qsl.com.au Grower Relationship Officer Emma Sammon P: 0418 978 120 E: emma.sammon@qsl.com.au