

QSL Fact Sheet

13 February 2019

QSL's Grower Pricing Agreement Frequently Asked Questions

The following Frequently Asked Questions cover common queries relating to QSL's Grower Pricing Agreement (GPA). For more information about the GPA, please read the QSL Grower Pricing Agreement Fact Sheet available in the Wilmar Growers section of the QSL website at www.qsl.com.au.

THE GPA – WHAT IT IS AND WHO NEEDS TO COMPLETE IT

What is the GPA?

The GPA is a contract between QSL and a 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.

Why do I need a GPA?

Prior to Marketing Choice, QSL has not previously had a direct contractual relationship with Growers, and so the GPA establishes this for the purposes of marketing and pricing services.

Who needs to fill out the GPA?

The authorised representative for the ABN quoted within the GPA is the person that needs to sign off on the GPA. This is usually the person that signs the Cane Supply Agreement. If you're unsure who the appropriate representative is for your business, you can check using the ABN Lookup online service, available at <http://abr.business.gov.au/>.

How do I get a GPA?

Eligible Growers who have nominated QSL as a GEI Sugar marketer will have the GPA emailed to them. They will also be contacted by a member of the QSL Grower Services Team to ensure they have received the document and understand the process moving forward.



I don't have an email address. How will I get the GPA?

A QSL Grower Services Team representative will contact you to make a hardcopy of the GPA available.

Can I sign it electronically, or will I need to print it out?

As QSL does not have an existing contractual relationship with your business and so doesn't have your signature on file to confirm validation, you will need to sign a hardcopy of the document, which you can either print yourself or arrange to collect from your local QSL regional office.

What's the deadline for returning the GPA?

Your GPA must be activated before you can access pricing and marketing services through QSL, so we urge you to return the document as soon as possible.

Will I have to fill out a GPA every year?

No. The GPA runs for the length of QSL's On-Supply Agreement with your miller and does not need to be resubmitted or extended each year during this time.

Does the GPA lock me in to supplying GEI Sugar to QSL?

No. Having a GPA with QSL does not require you to choose QSL as a GEI Sugar Marketer. The executed GPA is merely available to be applied should you choose to access QSL marketing and pricing services during the term of the OSA.

FILLING OUT THE GPA

Some of the prepopulated info in my GPA is wrong. How do I change this?

Please contact your local QSL Grower Services Team representative to arrange for the necessary changes to be made and the GPA to be reissued.

I have more than one ABN. Do I have to fill out multiple GPAs?

Yes. You have to fill out a GPA for each ABN that you would like to be able to access QSL marketing and pricing services for. However, once your account is established in the QSL Direct online grower portal, each of the ABNs that you are authorised to access will be linked to your one QSL Direct account.

What happens if my circumstances change and I want to change some of the details in my GPA?

Once an OSA and CSA is in place and your GPA is activated, the Pricing Manager for your account will be able to make some changes to your GPA details through your QSL Direct account. If you wish to change your GPA details before your CSA is in place, please contact your local QSL Grower Services Team representative to arrange for an amended GPA to be issued.

I am the authorised ABN representative/CSA signatory but I don't make the pricing decisions? Who should be filling out the GPA?

The authorised ABN representative must sign off on the GPA. However, this person does not need to be the same person designated as the Pricing Manager in your GPA. You can nominate anyone aged 18 or over, regardless of their position or relationship to your business, to be your Pricing Manager. You just need to note their details in the appropriate section in the GPA.



What is the Pricing Manager and what do they do?

Only one person can be authorised to make the pricing decisions for each ABN, and will be required to do so within the QSL Direct online grower portal. This person is known as the Pricing Manager and must be nominated by the authorised representative of the ABN concerned.

What is an Authorised Viewer?

Authorised Viewers have 'read-only' access to information associated with an ABN in the QSL Direct online grower portal, including the GEI Sugar tonnes nominated to QSL, pool allocations, pricing order information and payment details. Authorised Viewers must be nominated by the authorised representative for the ABN concerned, but can subsequently be changed via your QSL Direct account once it has been activated.

Do QSL and the Grower both need to sign off on the GPA at the same time?

No. The Grower needs to complete and sign the GPA before submitting the document to QSL to be executed.

Does signing the GPA mean that I can start pricing with QSL?

No. Having a GPA is just one of the arrangements that need to be in place before you can start pricing with QSL. The other requirements are:

1. QSL must have an On-Supply Agreement in place with your miller
2. You must nominate QSL as a GEI Sugar Marketer and allocate the percentage of your estimate that you wish to market/price through QSL
3. You must have a valid CSA in place

Does signing the GPA mean that I have officially chosen QSL as my GEI Sugar Marketer?

No. In order to access QSL marketing and pricing services you must nominate QSL as a GEI Sugar Marketer via the process applicable in your milling region.

PAYMENT ARRANGEMENTS

How will I be paid for my GEI Sugar tonnes marketed and priced with QSL?

Growers who choose QSL as a GEI Sugar Marketer will be paid by QSL on a weekly basis (if they delivered GEI Sugar tonnes in the period concerned or are eligible for payment due to an Advances increase).

Where do I specify my bank account details and other arrangements for direct payments from QSL?

This information is sought in the payments section of the GPA for each ABN.

Can I split my payments amongst multiple accounts?

Yes. You can nominate a different bank account for each ABN, or you can split payments from a single ABN on a farm basis by nominating a percentage of your Gross Cane Payment in Part B of the payments section of the GPA.

I want to split my payments by farm. Can I do that?

Yes. Just complete Parts A and B in the Payments section of the GPA.



I have a crop lien in place. How do I pay that?

You can specify payments to third parties (such as that required for a crop lien) in Part B of the payments section of the GPA on a farm basis. However, this is optional for Growers supplying Mackay Sugar, who can continue to have their payments made by their miller on their behalf via their existing Cane Payment arrangements.

How do I change my bank account details?

The Pricing Manager for your account will be able to amend your ABN's payment arrangements, including bank account details, in the QSL Direct portal.

I'm not sure if I'm the right person to sign this. How do I check?

The GPA needs to be signed by an authorised representative of the ABN concerned. You can check this on the ABN Lookup service at abr.business.gov.au which provides access to publicly available information supplied by businesses when they register for an ABN. Generally the appropriate person to sign the GPA is the same person that signs the CSA for this ABN.

NEXT STEPS

What do I do with the completed GPA?

You can scan and email your GPA to qslirect@qsl.com.au or post your hardcopy GPA to GPO Box 891, Brisbane, Qld, 4001. You can also return your hardcopy GPA to your local QSL regional office.

I've made a mistake on the paperwork. Can I just cross out the incorrect section and write in the new information?

If the mistake is in the prepopulated information within your GPA, we ask that you contact your local QSL regional office to arrange for our records to be amended and your GPA to be reissued. However, if you have made a mistake in a section where you're writing information into a requested field, you can cross out the incorrect information and write in the new information. Just make sure you initial the amended section.

How and when do I get access to QSL Direct?

Instructions on how you can access QSL Direct will be issued once the following are in place:

1. You have nominated QSL as a GEI Sugar Marketer via the nomination process applicable in your milling district; and
2. You have returned your GPA.

INFORMATION AND SUPPORT

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 or call the QSL Direct Helpline on 1800 870 756.