



Wellard

MEDIA RELEASE
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Queensland graziers say “selamat siang” to Indonesian cattle industry

A group of Queensland stock agents and station owners and managers have an improved understanding of Indonesian market requirements and the country’s cattle industry after taking an extensive tour of the Indonesian cattle industry in early January.

Led by Wellard Rural Exports General Manager - South East Asia Fred Troncone; Wellard South East Asia Marketing Manager Scott Braithwaite; and Wellard Head Cattle Buyer Ben Seidel; the group was able to view Indonesian importers’ cattle facilities first hand, as well as speak directly to their owners and managers.

They visited feedlots, wet markets and abattoirs on the Indonesian islands of Java and Sumatra.

Shane Stafford, Stafford Stock & Property, Richmond, Queensland, said he was surprised at the level of professionalism at the feedlots and the very good care and well-being of the animals.

“There is rapid expansion underway with up to fifty per cent increases in capacity of some feedlots he targets for 2010 which indicates these operators are looking long term in their investments,” Shane said.

Tour highlights included:

- A visit to Mr Handi’s feedlot in the mountains above Bandung;
- A tour of a local slaughter house where traditional slaughtering was underway from 10 pm so the meat could be transported to the nearby wet markets for sale before 4am
- A visit to Agrisatwa’s Sudat feedlot which is in full development mode
- An inspection of Indonesia largest feedlot, Santori’s Bekri lot;
- An excursion to the Great Giant Pineapple Company’s feedlot. GGPC farms 30,000 hectares of pineapples and the by-products are fed to the cattle. In the pineapple factory 10,000 female workers are employed.

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- Santori's Jebung feedlot and abattoir, which is built on land that was fully covered in residual basalt rock from the explosion of Krakatoa in 1883.

Fred Troncone said it was important that Australian cattle suppliers and Indonesian importers had both a strong relationship and knowledge of each other's businesses.

"The tour not only gave participants growing confidence in the future of the Indonesian live export trade, they were able to get a first hand understanding of Indonesia's cattle requirements," he said.

"Our Indonesian clients also appreciated their suppliers taking an interest in the Indonesian cattle industry and the type of cattle they required."

Shane said he appreciated Wellard's organisation of the tour.

"Wellard is to be commended on their visions and are very welcome in the Queensland scene to assist competition with the local meat processors," he said.

For further information please contact:

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Background – Wellard Rural and Trading

Wellard Rural and Trading is the Wellard Group's agriculture and international trade division.

Its two largest subsidiaries are, Wellard Rural Exports, Australia's largest livestock exporter and ship owner, and Wellard Agri, a mixed farming land owner and operator specialising in the production of grains, legumes and livestock.

Wellard Rural Exports has supplied quality Australian dairy and beef cattle and sheep and goats to the world for 30 years, and its investment in the live export industry is without peer. Based in Fremantle, the company's operations cover every aspect of the export chain, including feed milling, road transport, feedlot facilities throughout Australia and modern shipping.

The company's flagship carrier, the MV Ocean Drover (formerly the MV Becrux), is a purpose-built livestock carrier capable of carrying 75,000 sheep or 18,000 cattle from Australia to major markets around the globe. She was commissioned in 2002.

Its other vessel, the MV Ocean Shearer (former the MV Stella Deneb) can carry 125,000 sheep or 23,000 cattle, or a combination of both.

A new, technologically advanced, purposed built vessel, the MV Ocean Swagman sailed on its maiden voyage in January 2010. The Swagman's sister ship, the MV Ocean Outback, is due for launch in mid-

late 2010. In August 2008 Wellard and Siba Ships announced a US\$250 million contract to build an additional two new livestock vessels which will be able to carry 17,000 cattle or 70,000 sheep or a combination of the two.

Wellard Agri owns and operates seven farms across two agri-hubs, one located at Watheroo in Western Australia's central midlands and one located at Kojonup in the Great Southern region of WA.

Its total landholding is more than 18,000 hectares, of which 14,000 hectares is cropped to a variety of grains and legumes. The remaining land is devoted to sheep production, including the famous Hyfield Poll Merino stud at Kojonup.

In November 2009, Wellard Agri announced it was entering the farm machinery sector, when it commenced management of the CLAAS Harvest Centre at Katanning for the Landpower range of farm machinery.

For more information visit: www.wellard.com.au