



MEDIA RELEASE  
25 FEBRUARY 2008

## STRONG INTEREST IN DAIRY HEIFER EXPORTS IN TASMANIA

Wellard Rural Exports' dairy division attracted strong interest at a Dairy Australia conference in Tasmania last week.

Almost 450 delegates, mostly dairy farmers from Tasmania and Victoria, attended the two-day conference, to hear presentations on genetics, water management, grazing management, pasture utilisation and the latest herd research.

Wellard Rural Exports cattle officer Natalie McWhinney said visitors to the Wellard display were particularly interested in the forward contracts Wellard was offering for the live export of dairy heifers.

"The sale of the surplus heifers has proven an attractive and alternative revenue source for dairy farmers, so there was strong interest in just how our forward contracts work and the pricing opportunities they offer," she said.

"The ability to spread turnoff across a number of delivery dates was also attractive."

Most interest in dairy heifer exports was from Victorian farmers, however, the sourcing of a number of Tasmanian heifers for Wellard's November 2007 dairy cattle shipment to Mexico had generated extra interest from farmers across Bass Strait.

Natalie said farmers were taking a strong interest in the welfare of their animals, so were heartened to learn Wellard had priority access to the world's most modern livestock fleet, including the MV Becrux, the world's most technologically advanced livestock vessel.

Wellard Rural Exports dairy cattle buyer for Victoria/Tasmania/NSW/SA, David Lumsden, said the company had recently increased its rates to source cattle for an upcoming shipment.

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## Background – Wellard Rural Exports

Wellard Rural Exports has supplied quality Australian dairy and beef cattle and sheep and goats to the world for more than 25 years. Based in Fremantle, the company's operations cover every aspect of the export chain, including feed and high fibre milling, road transport, feedlot facilities and modern shipping.

Wellard has priority access to the most modern fleet of livestock carriers on the ocean through its association with Siba Ships. The company's flagship carrier, the MV Becrux, is a purpose-built livestock carrier capable of carrying 75,000 sheep or 17,000 cattle from Australia to major markets around the globe. She was commissioned in 2002.

For more information visit: [www.wellardgroup.com.au](http://www.wellardgroup.com.au)