



LEONGATHA

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Thursday, 2 August 2007

Dear processor, commission buyer, feedlotter, grass fattener, agent and carrier,

The last sale of cattle at the Korumburra saleyards will be conducted on Wednesday the 8th of August 2007, under the usual format. (Sheep and lamb sales will continue at Korumburra in the season).

The first sale of slaughter cattle to be held at the refurbished “VLE Leongatha” complex (formerly Koonwarra saleyards) will be held on Wednesday the 15th of August, commencing at 9 am. To better utilise space and time, the bulls may be sold first; this is yet to be confirmed.

To mark the occasion of Korumburra closure, a BBQ, cup of tea and light refreshments will be held in a conveniently located marquee. You, or your company representative, are invited to attend. Both VLE and the South Gippsland stock agents would be delighted to be your hosts – please come!

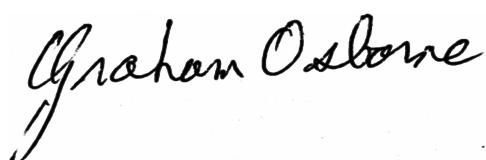
At VLE Leongatha, you can expect to find the following:

- The sale will be run fully on electronic identification (the first to do so); all cattle at slaughter sales must be tagged for the system to operate. VLE will compulsorily tag any untagged animals.
- A pre-sale catalogue, created as a result of interpretation of the NLIS database, will be available to buyers. It will show all known health statuses and lifetime traceability (LT) status.
- Pen cards will show LT status.
- VLE will deliver **all** cattle to buyer's pens and balance numbers. VLE will fax or email sale summaries. The same delivery charges as at Pakenham will apply.
- The facility is all soft floor and undercover with water to all pens.
- The weighing system is individual, pre-weigh with time of arrival and weight displayed.
- VLE staff will receive, record, monitor receival times and conduct all weighing operations on “trade measurement” accredited scales. Curfew time on bullocks and trade cattle is 10 pm.

In summary, VLE has laboured mightily under some duress to implement sale yard rationalisation in the renowned South Gippsland grass fattening region. The industry now has the opportunity to confirm, or otherwise, the merits of rationalisation and the benefits to all of having one large market. VLE is well aware that a considerable proportion of the processing sector would have preferred that VLE had presented the sale in a "post weigh" sale format just as some rural communities would have preferred no rationalisation or change at all. Consequently, to achieve the rationalisation outcome, VLE has made compromises on several fronts. None the less, all at VLE believe we offer the industry a really good product and outcome and do hope we continue to enjoy your support.

If you have any further inquiries, please do not hesitate to phone me on 0429 133 878. We look forward to seeing you on both the 8th and 15th of August.

Yours faithfully,

A handwritten signature in black ink that reads "Graham Osborne". The signature is fluid and cursive, with "Graham" on the top line and "Osborne" on the bottom line.

Graham Osborne
Managing Director