

SE **Business**
 HD **Investment hinges on large-scale sales**
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 WC 223 words
 PD 15 October 2014
 SN Weekly Times
 SC HERWEK
 ED WeeklyTimes
 PG 100
 LA English
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THE **sale** of a large-scale operation such as the Van Diemen's Land **Company** could be the "catalyst" for other investment activity, according to VDL's chief financial officer Joshua Taylor.

Mr Taylor told the **Business** Sweden "Excellence from farm to shelf" conference in Melbourne last week that Australia's largest **dairy** operation was still on the market but it had not been **sold** despite strong interest. "We are seeing a lot of action from potential investors looking at us and other **dairy** investments," he said.

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"A lot is coming out of **China**." VDL operates 25 **dairy** farms in northwest Tasmania, expects to produce 7 **million** kilograms of milks solids this season and supplies **dairy** giant Fonterra.

Mr Taylor said if one person "stumped up \$100-\$200 **million**" for VDL, that could prompt others to invest. He said a local farm was recently **sold** to a Thai investor and to "watch this space" in terms of **dairy** investment.

Mr Taylor said VDL had a renewed focus on **milk** quality, which had added \$1 **million** to its bottom line.

Seventy-eight per cent of VDL farms recently received an industry **milk** quality award that recognised those with a low bulk **milk** cell count. That compared to the industry average of 43 per cent.

IN i010010502 : Dairy Cattle Farming | i0 : Agriculture | i01001 : Farming | i0100105 : Cattle Farming | ilsfarm : Livestock Farming
 RE austr : Australia | apacz : Asia Pacific | ausnz : Australia/Oceania
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