

**HD** Property agent advertises Queensland farms on Chinese websites

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A Queensland property agent is looking overseas for buyers for local properties, advertising dairy and cattle farms on real estate websites in China and Hong Kong. Brett Allen, from Monto Livestock and Property, has posted two advertisements in the past week, and has already received an enquiry. He says he's going fishing to see if there is Chinese interest in Queensland dairy and beef farms. What we have decided to do is take every opportunity we can for our (rural) clients, and making sure that we can look at the emerging markets, Mr Allen said. The ads feature a dairy farm near Monto and a Brahman cattle and horse breeding property near Eidsvold, and have been posted on three real estate websites in China and Hong Kong. From that, Mr Allen says he's now talking with a Beijing-based agricultural company. However, he says the company is interested in larger-scale beef properties close to major roads and ports, which is an issue for Monto.

**TD**

The (investor wants) around 10,000 acres; certainly we're in smaller land holding areas... but the opportunity to aggregate some of those bigger farms... is something we'd be keen to look at. Monto is a long way from the northern live cattle export facilities, but Mr Allen says there are proposals to open up export further south. There is talk around (cattle) export going out of Gladstone... and if that happens, that brings us so much closer to those markets. Even though the demand is there, that doesn't mean the properties' price tags have been raised. Mr Allen says they've been priced no higher than their values in Australia. We don't think (it's necessary) to put a premium on. Let's face it, most people here would be happy to move on to their next project. And when it comes to local people's attitudes about selling property to foreign investors, Mr Allen says there are concerns but people are largely open to the idea. Now, we wouldn't be doing this if the clients didn't feel that they wanted to sell to an overseas interest. They are quite willing to look at all avenues. He says the investment could create employment, but there are questions about where the profits would go. Nevertheless, Mr Allen says it would keep industry ticking along. We need to make sure we can keep a rural industry alive so the employment that's generated around those industries can be maintained. Farmers hope to see gains from Rinehart investment Monto dairy farmer Leeson Ison has had a particularly rough trot over the past few years. The 2013 floods damaged her infrastructure and pastures, and now, hot dry conditions are forcing down each of her cow's production by about four litres a day. She says doing business with China has pros and cons - that farmers don't want China to buy up all their property, but that stronger trade links offer opportunities to make more money. Now, there are hopes billionaire Gina Rinehart's multi-million dollar plans to process infant milk formula in Queensland could increase demand for milk and hand cash back to farmers. Ms Ison says it's understood Ms Rinehart will only produce 70 per cent of the milk she needs, meaning she will source milk from other farmers who are supplying other processors. Which we hope leans them (processors) to the fact that they're going to try and pay us more to produce more milk and to compensate what she's going to take over from, Ms Ison said.

**IN** i010010502 : Dairy Cattle Farming | i4131 : Non-frozen Dairy Products | ireest : Real Estate | i0 : Agriculture | i01001 : Farming | i0100105 : Cattle Farming | i41 : Food/Beverages/Tobacco | i413 : Dairy Products | icnp : Consumer Goods | icre : Real Estate/Construction | ifood : Food Products | ilsfarm : Livestock Farming

**NS** c32 : Advertising | c31 : Marketing/Markets | ccat : Corporate/Industrial News | ncat : Content Types | nfact : Factiva Filters | nfcpin : C&E Industry News Filter

**RE** china : China | austr : Australia | apacz : Asia Pacific | asiaz : Asia | ausnz : Australia/Oceania | bric : BRICS Countries | chinaz : Greater China | devgcoz : Emerging Market Countries | dvpcoz : Developing Economies | easiaz : Eastern Asia

**IPD** Advertising & Media

**PUB** Info-Prod Research (Middle East) Limited

**AN** Document EMBIN00020141128eabs000gr