

## FW: Oaten Hay into China

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**From:** ElectorateOffice WaggaWagga <electorateoffice.waggawagga@parliament.nsw.gov.au>  
**To:** Daryl Maguire <daryl.maguire@parliament.nsw.gov.au>  
**Date:** Wed, 26 Jun 2013 11:36:22 +1000

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**From:** Amanda [mailto:amanda@uwetypical.com]  
**Sent:** Wednesday, 26 June 2013 11:29 AM  
**To:** ElectorateOffice WaggaWagga  
**Cc:** 'jimmyuwe'  
**Subject:** Oaten Hay into China

Hi Daryl

Jimmy has asked me to send you a quick email, firstly wanting to thank you for your time in your office last Friday. Your introduced Tim, who came to our office on Monday to discuss wine to China. We are waiting for samples from him before we proceed.

UWE wants to touch ground to introduce oaten hay into the China market. As you can see, UWE has very strong relationships with dairy farmers in China. You have oaten hay farmers that have machinery and packing facilities, and would be happy to work out contracts with us. We can directly talk to oaten hay farmers to build close relationships/partnerships to best tackle this market. We hope that you might be able to provide some advice, as we want to be able to sell this product as much as we can.

As Jimmy mentioned, China imported nearly 3 million MT of lucerne hay from the USA, but only 17,000MT of oaten hay. I am sure you can see the massive potential for this market, although we can foresee two problems. The Australian price is too expensive compared to lucerne hay, and not many people know how good oaten hay is.

Jimmy also mentioned that you are going to China in July, and he hopes that he might be able to catch up as Jimmy will fly to China on 12 July. Please let us know so we can set something up.

Kind regards

**Amanda Galow**

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## Re: Oaten Hay Project

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From: Dary Maguire <dary.maguire@parliament.nsw.gov.au>  
 To: Amanda <amanda@uwetypical.com>  
 Date: Wed, 03 Jul 2013 13:54:11 +1000

G'day Amanda, I have had some discussions with Farmers who have land and machinery and expertise to grow and bail the product. They would need some investment in packaging machinery to compress bails to much smaller packages. They have not exported before but are happy to explore the options with Jimmy . I have asked my contact to enquire with an exporter existing in the region , I am waiting for him to come back to me.

I think after our visit to China Jimmy and I will have to travel out west to meet these people and discuss the options, look at the farms etc . I am sure we can come up with a good proposal

Kind regards Daryl

Sent from my iPad

On 03/07/2013, at 1:25 PM, "Amanda" <[amanda@uwetypical.com](mailto:amanda@uwetypical.com)> wrote:

H Dary

Just going back to the oaten hay project, your last meeting with Jimmy you mentioned you have a farmer group who are very happy to plant oaten hay for the overseas market. You also mentioned that they have a packing facility. We are very interested in what they can offer with this.

We have the market in China but we need to make sure the proposals workable. We also don't know if they are registered for export? UWE are happy to help them register with the Chinese government, then we can legally export from Australia to China.

Please let us know your comments as we want to work out as much as we can so we can let our buyers know. Jimmy would also like to discuss this again next Tuesday.

Kind regards

**Amanda Galow**

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