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STATE MARKETING BUREAU - DEPARTMENT OF AGRICULTURE N.S.W

# MONTHLY MARKETING

## REVIEW



ISSUED BY AUTHORITY OF THE MINISTER FOR AGRICULTURE AND PREPARED  
UNDER THE DIRECTION OF THE DIRECTOR OF MARKETING, SYDNEY.

Vol. 2

MAY, 1938.

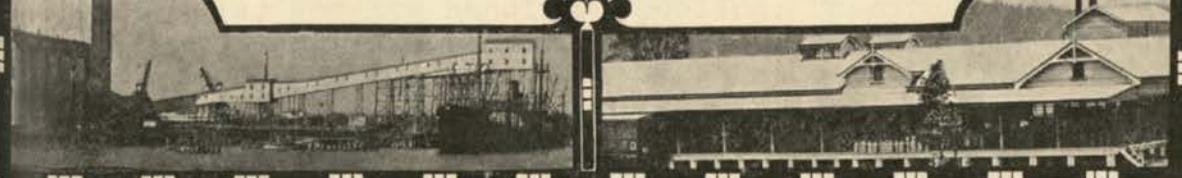
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MONTHLY MARKETING REVIEW.

A miscellany of matters relating to the marketing of primary products, at home and abroad.

Released during the second week of each month.

Issued by authority of the Minister for Agriculture and prepared under the direction of the Director of Marketing, in the State Marketing Bureau, Department of Agriculture, New South Wales, Australia.

NOTES ON MARKETING ORGANISATION.

VIII.

New Zealand Marketing Legislation.

In last issue, these Notes dealt with Part I of the Primary Products Marketing Acts, 1936/37, of New Zealand. That legislation, as expressed in the principal Act of 1936, was divided into three parts, viz.,

|          |   |                              |
|----------|---|------------------------------|
| Part I   | - | Administration.              |
| Part II  | - | Marketing of Dairy Produce.  |
| Part III | - | The New Zealand Dairy Board. |

It remains, for the purposes of these Notes, to review Parts II and III as amended.

Part II commences with a declaration that "dairy produce" includes (a) Milk and Cream; (b) Butter, cheese and all other products of milk or cream, whether derived therefrom by manufacturing processes or otherwise, and (c) any other products of a kind derived from operations usually carried on in conjunction with dairy-farming operations (such as the rearing of calves and pigs), whether such products are actually produced on dairy farms or elsewhere.

As regards any dairy produce to which Part II applies, the Minister is given full authority to 'make such arrangements and give such directions as he thinks proper for the following matters':-

- (a) For its handling, pooling, transport and storage;
- (b) For the shipment of any of it intended for export on such terms and in such quantities as he thinks fit;
- (c) For its insurance against loss;
- (d) Generally for all such matters as are necessary for 'the exercise of the powers herein expressly conferred'.

All dairy produce (to which Part II of the Act applies) that is intended for export shall, as soon as it is placed, with the concurrence of the Department, on board any ship for export from New Zealand, become the property of the Crown free and discharged from all right, title or interest in respect thereof by any other person. Any such dairy produce may be withheld from export if the Minister determines that it is required for consumption in New Zealand.

The provisions for payment by the Crown in respect of dairy produce exported from New Zealand call for perusal of the Acts themselves for a detailed understanding from all angles. In these Notes nothing more than a broad outline can be attempted.

The prices paid by the Crown for dairy produce exported from New Zealand are such as are fixed from time to time by the Governor-General by Order-in-Council. Provision for variations of such prices by subsequent Orders-in-Council are contained in the Amending Act of 1937. These prices become payable whenever any dairy produce has become the property of the Crown.

"Different prices may be fixed in respect of different kinds of dairy produce, or in respect of different grades or qualities of the same kind of produce, or different prices may be fixed in respect of the same kind or grade or quality of any dairy produce by reason of any special conditions or circumstances that, in the opinion of the Governor-General, warrant the fixing of different prices".

With respect to dairy produce exported before 31st July, 1937, the Act of 1936 provided that prices should be arrived at after taking into consideration the prices received in New Zealand for dairy produce of the same or approximately the same kind, grade or quality exported from New Zealand 'during a period of from eight to ten years, immediately prior to 31st July, 1935'.

In fixing prices for dairy produce exported after 31st July, 1937, it is enacted that regard shall be had to prices fixed for dairy produce exported before that date and to the following additional considerations:-

(a) The necessity in the public interest of maintaining the stability and efficiency of the dairy industry;

(b) The costs involved in the efficient production of dairy produce;

(c) The general standard of living of persons engaged in the dairy industry in comparison with the general standard of living throughout New Zealand;

(d) ....

(d) The estimated cost to the Department of marketing the dairy produce concerned and also the cost of the general administration of the Act: and

(e) Any other matters deemed to be relevant.

There are many interesting innovations in this courageous piece of legislation. Not the least among these is the following:- "..... prices fixed in respect of any dairy produce exported after 31st July, 1937, shall be such that any efficient producer engaged in the dairy industry under usual conditions and in normal circumstances should be assured of a sufficient net return from his business to enable him to maintain himself and his family in a reasonable state of comfort".

Provisions with respect to dairy produce intended for consumption in New Zealand are to the effect that the Minister may determine that ownership thereof shall pass to the Crown as and when specified, or he may decide that the Department shall control the marketing of any such produce, but that ownership thereof shall not pass to the Crown.

The Governor-General may, by Order-in-Council, fix prices in respect of dairy produce intended for consumption in New Zealand. He may do this at any time after such fixation has occurred in respect of dairy produce exported, or intended to be exported from New Zealand and, when doing so, the general purpose shall be to assure to the producer a net return equivalent to the return that he would have received if such dairy produce had been acquired by the Crown for export. It is further provided, in this connection, that the general purpose (when fixing prices for dairy produce intended for consumption in New Zealand) shall be "to ensure that the consumer will be able to obtain the same at a reasonable price and that the retailer and other persons engaged in the distribution of dairy produce will receive a fair and reasonable remuneration for efficient services".

It is provided that the validity of any Order-in-Council fixing the prices of any dairy produce shall not be questioned on the ground that due consideration had not been given to any matter required to be taken into consideration in fixing such prices, "or on any other ground whatsoever".

A comprehensive list of six different forms of offence against the Act is embodied in the Act and in respect of these, or any of them, it is set forth that "Every person who commits or attempts to commit, or does any act with intent to commit, or counsels, procures, aids, abets or incites any other person to

/commit ....

commit any offence against this Act, or against any regulation made for the purposes of this Act, shall be liable on summary conviction to a fine of £200, in the case of an individual, and in the case of a company or other corporation, to a fine of £1000.

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Before passing from Part II of this legislation, it is of importance to note that Section 7 of the Amending Act of 1937 enacts that if, in order to secure the economic and orderly marketing in New Zealand of dairy produce, fruit, honey and eggs and such other foodstuffs (if any) as may from time to time be declared by Order-in-Council to be subject to the preceding section (which deals with the fixation of wholesale or retail prices, etc., at which such foodstuffs may be sold in New Zealand), it is, in the opinion of the Governor-General in Council necessary so to do, he may, by Order-in-Council, make regulations -

(a) Authorising the Department to take, at prices to be fixed, any such foodstuffs and to export so much thereof as in the opinion of the Minister will not be required for consumption in New Zealand, or,

(b) Authorising the Department to control the export of any such foodstuffs by any person or authority other than the Department.

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Part III of the subject legislation provides for the reconstitution of the New Zealand Dairy Board for a period of three years and other matters incidental thereto. It is set forth, in effect and inter alia, that the Board may not function in any way without Ministerial approval, which approval "may be general or special and may be absolute, or subject to such conditions as the Minister may impose". Any such approval, it is provided "may be withdrawn by the Minister by notice in writing ...." All contracts entered into by the Board before 1st August, 1936, and then subsisting, became contracts with the Crown in so far as they related to storage, insurance or freight of any dairy produce to which Part II of the Act applies. The property of the Board in the National Fern Leaf design registered in the United Kingdom or elsewhere was "transferred to the Crown in respect of the Government of New Zealand".

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The next instalment of this series of notes will deal with the marketing legislation of the Union of South Africa, for copy of which the writer of these notes is indebted to Mr. J.F.W. Grosskopf, Chief, Division of Economics and Markets, Department of Agriculture and Forestry, Pretoria, South Africa.

A. A. W.

(To be continued)

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A HARVESTING OF CROPS CALENDAR.

Back in 1928, the Director of Marketing (Mr. A.A.Watson), realising the need, from a marketing point of view, for a means of ready reference as to the dates of harvesting of the crops of the State, instituted the preparation of such a Calendar or Almanac in the then newly-organised State Marketing Bureau on lines which he indicated. The task proved a much more formidable one than at first anticipated. A wealth of information was available as to the periods of sowing of crops in New South Wales but it could not be discovered that anyone had prepared a Harvesting of Crops Calendar. However, the task was systematically attacked and finally a Calendar was drawn to a design by the Director, the central feature of which was a map of the State indicating the Statistical Divisions in relation to which harvesting periods of the various crops were shown in surrounding panels. The object of this design was twofold: firstly to set forth the periods of harvesting in the respective statistical divisions and, secondly, to show the boundaries of those divisions. Statistical Divisions, it should be explained, are those utilised by the Government Statistician in connection with the collection and tabulation of production statistics. They correspond substantially with the meteorological divisions of the State and may be regarded as representing pretty closely the geographical and climatic divisions into which New South Wales naturally falls.

The Calendar of 1928 proved very useful but the only copy was that which hung on the wall of the State Marketing Bureau. Round about twelve or eighteen months ago the need arose for bringing the calendar up-to-date and it was decided that, when revising it, a calendar of more comprehensive nature than that of 1928 should be compiled. It was further decided that, on this occasion, the Calendar should be printed in order that copies could be distributed. The work was accordingly entered upon and, from time to time, as opportunity offered, the necessary additional data was accumulated. Finally, printing in colour was entrusted to the Government Printer and the Harvesting of Crops Calendar, 1938 Edition, is now ready.

So far as is known, the subject Calendar is the first to become available in Australasia.

It is realised, of course, that the periods during which some of the major crops of the State reach maturity and are harvested are well enough known to certain sections of the community. Few, however, would be prepared to state with any degree of certainty the periods during which even these crops are harvested in each of the different sections of New South Wales. If such is the case with major crops, it is safe to say that knowledge as to the times of harvesting many of the smaller crops is much less in evidence.

For this, and other reasons, considerable attention has been devoted to fruit and vegetables of various kinds. Many vegetables, for instance, are grown on relatively small areas, but the industry is an essential one and the total quantities produced attain considerable dimensions.

The completed Calendar shows the principal areas of production and the periods of maturity of the more important cereals, fruits, vegetables and other crops of the State. In its compilation, the aim was to specify products that are harvested in appreciable quantities, whether for local use or otherwise. As already stated, a salient feature is a map of New South Wales showing in colours the several Statistical Divisions. The map permits of ready reference as to the situation of the Divisions. It thus affords a sound idea of the parts of the State from which supplies are able to be drawn from time to time. The map is, of course, supplementary to the information contained in the schedules. The schedules flank the map and are the essential feature of the Calendar.

The schedules are of three types. Firstly, the cereals, fruits, vegetables and other crops of each of the fifteen Statistical Divisions of the State, together with harvesting periods, are shown in two panels. Secondly, wheat and the principal fruits and vegetables are respectively dealt with in three separate panels. These show areas of production and times of harvesting in very lucid graph form. Thirdly, yet another panel shows the cereals, fruits, vegetables and other crops which are harvested in New South Wales in each month of the year. It can fairly be claimed for this Calendar, therefore, that it is a veritable compendium of useful and necessary information for all who are interested in the marketing of the primary products of the State. Men on the land should find it extremely useful as a guide to them in their marketing operations. From it they may readily ascertain the sources from which to expect competition and the times when competition could occur. Merchants and Selling Agents and others who concentrate upon the selling of the various products will find the Calendar equally useful, as it is quite inadvisable and of doubtful practicability for busy men to burden their memories with such an array of harvesting periods. Buyers, also, particularly, of course, wholesale buyers, should find the information afforded by the Calendar extremely useful. It may easily be that the average buyer has at least as great need for it as any others concerned.

Among the cereals included in the Calendar are barley, maize, oats, rye and wheat, while miscellaneous crops such as Broom Millet, Canary Seed, Hungarian and Japanese Millet, Linseed, Lucerne, Lucerne Seed, Paspalum Seed, Sorghum Seed, Sudan Grass Seed, Rye Grass Seed, Clover Seed, Peanuts, Sugar Cane and Tobacco are also shown.

Fruits include almonds, apples, apricots, bananas, cherries, chestnuts, custard apples, figs, grapes (table, wine and raisin), grapefruit, gooseberries, lemons, mandarins, mangoes, nectarines, oranges (Navels, Valencias and Commons), papaws, passionfruit, peaches, pears, persimmons, pineapples, plums, prunes, quinces, strawberries and walnuts.

/Vegetables ....

Vegetables include asparagus, beans, beetroot, broad beans, brussels sprouts, cabbages, carrots, cauliflowers, celery, cucumbers, eschalots, egg plant, jam melons, lettuce, marrows, onions, parsnips, peas, potatoes, pumpkins, radishes, rhubarb, rock-melons, spinach, swedes, sweet corn, sweet potatoes, tomatoes, white turnips, and watermelons.

It can be asserted, therefore, that no crop having recognised claims to importance, wherever it may be grown in the State, has been neglected.

For the purpose of the Calendar, apples are apples and pears are pears. That is to say, no attempt has been made to differentiate between the different varieties of oranges, lemons, apples, pears and so on. Obviously, no other course was practicable. Nor was it necessary within the limits of a handy-sized Calendar. Nor was it necessary to do so in order to provide a Calendar that would be useful to wheat-farmers, orchardists, vegetable-growers and those who produce maize, lucerne, potatoes, and many other crops. As it is, with no unnecessary trimmings or waste of space, the size of the Calendar is approximately 36 inches by 45 inches. It is printed on stout paper suitable for attaching to a wall, or it may be kept in a cardboard tube (obtainable for a few pence) where wall space is not available.

Inquiries have been made from time to time, not only by local interests but also by interested parties overseas as to the harvesting periods of various crops in this State and there seems to be no room for doubt that the Harvesting of Crops Calendar now published by the State Marketing Bureau which embodies all essential information on the subject, will meet a long-felt want. Its value from the educational standpoint, in addition to its severely practical use by those engaged in the production, transport and marketing of crops, is notable.

Inquiries re obtaining copies of this valuable compilation should be addressed to the Director of Marketing, Department of Agriculture, Sydney.

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According to the British Ministry of Agriculture's calculations, the total value of the agricultural and horticultural output in England and Wales was £220,600,000 in 1936-37. This shows an increase of £14,700,000 compared with the previous year. Livestock products account for two-thirds of the total, and show the biggest increase in recent years.

These figures relate to changes in quantity and price. To obtain an indication of changes in the volume of production, the output for the past six years has been revalued at the prices ruling in 1930-31. Calculated on this basis, the volume of the output in 1936-37 was 17 per cent. larger than in 1930-31, compared with increases of 12 per cent. in 1935-36 and 18 per cent. in 1934-35

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IS DIRECT TRADE WITH OUTPORTS OF THE UNITED KINGDOM  
ADVANTAGEOUS TO AUSTRALIAN EXPORTERS?

The question of developing Australian trade direct with outports of the United Kingdom rather than restricting shipments of primary products to the London market is not a new one but has been under notice over a period of years.

Representatives of large provincial cities, such as Manchester, Hull, Liverpool, Glasgow, etc., have worked assiduously in order to make Australian interests acquainted with the direct shipping, cold storage and general handling facilities available at these ports and they claim that considerable advantage would accrue to Australian exporters if they would make contacts direct with merchants at these centres.

It will be remembered also that in 1936 a Trade Mission representative of the Manchester Chamber of Commerce visited Australia with the object of fostering a "two-way" trade between Australia and Manchester and upon its return this delegation submitted a very interesting report on the subject.

It is recognised that there are many conflicting views as to the wisdom and prospects of trade development between Australia and the United Kingdom outports but the matter is of considerable importance and the following statement setting out some of the "pros and cons" of the question will no doubt prove of interest:-

The approximate populations within 50, 75 and 100 miles of London, Manchester, Bristol and Hull are as follow:-

|            | <u>Within<br/>50 miles</u> | <u>Within<br/>75 miles</u> | <u>Within<br/>100 miles</u> |
|------------|----------------------------|----------------------------|-----------------------------|
| London     | 11,700,000                 | 14,200,000                 | 16,100,000                  |
| Manchester | 10,400,000                 | 14,700,000                 | 18,200,000                  |
| Bristol    | 3,137,000                  | 5,553,000                  | 12,467,000                  |
| Hull       | 2,034,000                  | 6,708,000                  | 13,736,000                  |

A report submitted by the Manchester Mission previously referred to, upon its return from Australia in 1936, contained a number of very interesting features, some of which are quoted below:-

(1) An estimate of the consumption of the area served by the Port of Manchester within 50 miles from the docks and the quantities of various items of Australian produce for 1935 are as follow -

/Estimated ....

| <u>Estimated Annual Consumption in Tons</u> | <u>Imports to Port of Manchester from Australia - 1935 Tons</u> |
|---|---|
| Butter                                      | 1,670   |
| Cheese                                      | 7   |
| Meat (Frozen and Chilled)                   | 1,694   |
| Meat (Fresh)                                | 189,000   |
| Apples                                      | 691   |
| Dried Fruit                                 | not shown   |

(2) It is estimated that in 1934 over a million boxes of Australian and New Zealand butter were marketed by Manchester houses within a radius of 50 miles of Manchester. Ten of the leading importers between them distributed 846,000 boxes but of this quantity only 103,000 boxes were landed at the Port. All the rest paid inland freight charges at the expense of the Australian producer or alternatively of the consumer, whilst 318,000 boxes paid as much as 9d per box in carriage which was unnecessary.

(3) Similarly with apples, in a recent year 10 leading apple importers in Manchester distributed 380,000 boxes of Australian apples. Of this quantity 60,500 came to Manchester Docks, 237,000 had to be reconsigned from London and a further 82,500 from Liverpool.

(4) The Mission claims, *inter alia*, that the following immediate advantages would unquestionably result from direct shipments to Manchester:-

- (i) A saving on the inland freight which is bound to make the trade more attractive to the producer, dealer and consumer.
- (ii) An increased power to penetrate from Manchester as a centre, into a maze of small industrial centres within 15 or 20 miles.
- (iii) An opportunity for sympathetic traders and organisations in the area to popularise Australian products in the knowledge that demand thus created can be met without delay.

Among the arguments submitted by advocates of outport development are:-

- (a) Saving in handling costs, i.e., unloading in London and reconsignment to provincial centres.
- (b) Elimination of inland freight charges.
- (c) London is the largest market but competition is keener there and the market has been fairly well developed.

(d) ....

- (d) Reliable authorities report that good wharf, cold storage and handling facilities are available at various outports.
- (e) Australia might lose what markets she now holds at outports if an endeavour is not made to expand our trade as our exports are handled by agents and merchants whose business, after all, is buying and selling, and if they have to import from other countries to increase their business, this is likely to prejudice the sale of Australia's goods transported from London.
- (f) Direct contacts with Australian firms would be of considerable advantage and the opening up of business with new firms would stimulate competition.
- (g) New Zealand is making a success of direct shipments.
- (h) If supplies are limited to London houses and a restricted number at that, as appears to be the position at present, there is a lack of enthusiasm towards expansion.
- (i) Shipments to outports would take considerable quantities off the London market which would tend towards price stabilisation.
- (j) The Egg Marketing Board has secured satisfactory results in respect of shipments to outports and during 1937 shipped 54,100 cases of eggs to Liverpool and Glasgow combined and 108,450 cases to London.

Conditions unfavourable to outport development include the following:-

- (1) It is claimed by London advocates that if shipments to outports should be too large for local requirements the goods must be sold at a discount whereas London distributing houses can "tap" various markets.
- (2) Australian exporters are naturally anxious to obtain increased returns and if the outport markets yielded better figures than London it is only reasonable to suppose they would exploit them.
- (3) Shipping Companies state that one of their difficulties is the increased number of unloading ports, which, greatly reducing the quantities to be handled as the trip proceeds, invariably increases the cost to them.
- (4) Irregularity of supplies.
- (5) The strength of London market interests, their old-established connections, their undoubted ability and diverse avenues of distribution.
- (6) The danger of retaliation. It would naturally follow that if Australian or other interests were tackling established markets of competitors, such competitors would seek to disturb them in the market already held by them.

(7) The inter-organisation and overlap of the interests of wharf controllers, shipping and cold storage concerns, retail shops coupled with the vested interests of the railways which derive so much freight revenue from London and Southern shipments.

The New South Wales Premier (Hon. B.S.B. Stevens) investigated this question when visiting the United Kingdom in 1936 and his report contains many valuable observations of which the following are important:-

(1) Judging by the 1934 figures, Australia ships roughly 90 to 94 per cent. of butter to Southern ports (mainly London).

(2) In Northern areas, which would be served by ports like Liverpool, Manchester, Newcastle and Glasgow, there is an untapped market now held by Continental competitors, or if a fair share in these areas is being obtained by the Australian exporter then it is only being obtained at extra cost to himself as his goods must be passing through London or other ports not so convenient to those markets.

(3) In his Report the Premier states "Whilst appreciating all the difficulties I feel convinced after a fairly comprehensive survey of the whole situation that if we are to obtain an improved market in Great Britain it is more likely to be achieved through the outports than it is through London. .... I even go so far as to say that Australian butter exporters should press forward even if exports to the North might mean initial difficulties or lean results in the earlier stages".

(4) The Report states "I am satisfied from what I have seen in Glasgow and what I have heard from traders in Glasgow, Liverpool, Manchester and other big provincial cities that if we fail to expand the volume of our trade with those ports, we may not hold what we have. Naturally the merchants who have increasing customers to supply will seek the big business indicated by large and growing consignments. To such business they will give their most zealous services. Give them even a suspicion that we are inclined to reduce our shipments to their ports, or to restrict them to existing quantities, and they will look for the goods of other countries whose export business is conducted in a spirit of expansion."

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The current term of the Banana Marketing Board of New South Wales will expire on 8th August, 1938. The Minister for Agriculture has approved of a poll being taken by postal ballot on Friday, 29th July, for the election of five producer-members to the said Board. Preliminary lists of producers will be on exhibition at various post offices, police stations or schools at convenient centres from 21st May to 18th June, 1938.

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EMPIRE PRODUCERS' CONFERENCE.

The British Empire Producers' Conference, which was held at Sydney in connection with Australia's 150th Anniversary Celebrations, was attended by delegates representing various producers' organisations in England and Wales, Scotland, Canada, Rhodesia and New Zealand in addition to the representatives of producers and other organisations in Australia.

The deliberations of Conference, which was a highly successful one auguring well for future conferences of the kind, extended over the period 28th March to 7th April, 1938, and the following are the main resolutions adopted:-

That this conference accepts the Ottawa "order of preference", i.e., that the local producer is entitled to first place in his local market; other Empire producers second place, and foreign producers third.

That this conference accepts the need for securing the expansion of Dominion supplies of primary products to the United Kingdom market so far as is economically possible.

That this conference accepts the need for orderly marketing of Empire primary products in order to maintain continuity of supplies and to prevent avoidable gluts and resultant instability of price levels, and speculation.

Accordingly this conference recommends that Empire producers' organisations shall co-operate to establish such commodity councils as may be deemed necessary, producer controlled and financed, the representation thereon being on the lines of the Empire Beef Council and International Beef Conference set up under the (United Kingdom) Livestock Industry Act, 1937, and the decisions of which to be effective shall be unanimous.

That it should be the duty of such councils, where established, to assist in, and advise their constituent organisations with reference to, such regulation of the flow of supplies of primary products to the United Kingdom market as may be necessary - for example, to avert restrictive action under statute by the United Kingdom Government, it being understood that for purposes of the regulation of supplies full use shall be made of all existing producers' export organisations in the Dominions.

That this conference recommends that each and every commodity council, as and when established, shall take all necessary steps to institute a continuing survey of conditions affecting available supplies and markets in Imperial and foreign countries and, in consultation with Empire Ministers, shall take the necessary action to secure the expansion of existing, and the creation of new markets with the object of the absorption of Empire surpluses.

/That .....

That this conference of Empire Producers is of the opinion that the paramount needs of our industry and the promotion of the peace of the world can best be served by a revival of international trade. To this end the conference requests the Governments of the Empire to re-examine their tariff policies in foreign and Imperial trade treaty commitments with a view to making such adjustments as may be necessary to achieve this objective and to promote corresponding action by foreign countries without departing from the principle of Imperial preference as already endorsed by this conference.

That this conference urges the setting up by Empire countries where such is needed, of a system of rural credits designed to meet the needs of agriculture.

In addition to the foregoing resolutions, conference adopted the following reports by various sub-committees:-

Meat Industry Committee Report.

- (a) That an Empire Mutton and Lamb Council be set up on the lines of the Empire Beef Council.
- (b) That the mutton and lamb exporting Dominions which have not the legislative authority obtain the necessary legislation to set up meat boards with powers sufficient to enable them to spread the delivery of those products on the British market.
- (c) That Dominion producers' organisations concerned should get in touch at once with their representatives on the Empire Beef Council with a view to securing from them guidance as to the prospective position in the United Kingdom market in regard to beef supplies.

Wheat Industry Committee Report.

1. That, pending the institution of a Commodity Council for wheat, this conference urges the respective Governments of the Empire to use their best endeavours to secure the continuance of the important measure of international co-operation represented by the wheat advisory committee.

This conference further endorses the principles laid down by the London Wheat Agreement, 1933, and urges the interested Governments in the event of the imminence of a recurrence of burdensome surpluses to re-enact a similar measure after consultation with elected producer representatives of the countries concerned.

2. This conference draws the attention of Governments in countries engaged in wheat production to the serious danger of world surpluses of wheat and calls upon them carefully to weigh the effects of further extension of wheat areas.

Dairy Industry Commodity Committee Report.

1. That it be a recommendation from this committee that a dairy industry commodity council be set up in London at the earliest possible moment.
2. That it be a recommendation to Dairy Producers' Organisations represented at this conference that each unit of the Empire appoint one representative to the Dairy Commodity Council referred to in the previous resolution.

Dairy Industry Committee Report.

1. That the Chairman of the delegations who are present at this conference should continue to act as a liaison committee.
2. That the organisations represented at this conference and the Primary Producers' organisations in South Africa, be requested to consider -
  - (a) The establishment of a federating organisation for the Empire.
  - (b) The need for a liaison body to link the Empire Commodity Councils together, when set up, and
  - (c) The convening of the second British Empire Producers' Conference in three years time, and that Mr. Dunlop act as our Secretary for the time being.

Pig Industry Committee Report.

1. That it be a recommendation from this committee that a Pig Meats Commodity Council be set up in London at the earliest possible moment.
2. That it be a recommendation that representatives on the Empire Pig Meats Commodity Council shall be approved by the producers in the Dominions concerned.
3. That in the event of any Dominion being unable to fill quota allotted that other Dominions be given the first preference to make up the deficiency which shall be equitably distributed in proportion to their original quotas.

The Pig Industry Committee also endorsed the following resolutions, but, as they referred to the Australian pig industry only, they were omitted from the report which the conference endorsed:-

- (a) That this committee, having regard to conference decisions relative to the statutory control of primary industries by the producers, and being desirous of putting this principle into effect, recommends that pig meats be brought under the Dairy Products Acts now operating in several States of the Commonwealth.
- (b) That when the majority of the States have set up the boards referred to in the foregoing resolution, a Federal organisation be constituted by appointees from such boards, to act in an advisory capacity to the Australian Meat Board in connection with all matters affecting the pig industry, and further that when formed it should act in an advisory capacity to the Empire Commodity Council.

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#### STANDARD GRADES FOR FRESH FRUIT AND VEGETABLES IN THE U.S.A.

In a recent report by the Chief of the Bureau of Agricultural Economics, United States Department of Agriculture, it is stated that the buying and selling of fresh fruit and vegetables, on the basis of standard grades worked out by the Bureau, has become established trade practice.

The grades are used also by the Agricultural Adjustment Administration in its marketing agreements with producers and shippers, and by the Federal Surplus Commodities Corporation in its purchases of food products for relief distribution. Continuing research seeks to improve the standards, which now cover 53 different fresh fruits and vegetables. During the year a number of the standards were revised, and investigations started on standards for additional products.

The Bureau, it is stated, maintains an inspection service at produce-shipping points the country over, where persons using the standard grades may have the quality of their products certified by the Government. Similar service is available in consuming markets. More than 400,000 cars of fruits and vegetables were so inspected during the year. Many shippers who do not have certified inspection also use the standard grades - a much desired practice, it is said, provided the grading is properly done. For the purpose of handling situations where the quality of products is other than that indicated by the markings on packages, the Secretary of Agriculture last January designated the Bureau's inspectors as inspectors under the Food and Drugs Act.

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SALES OF FARM PRODUCE AT THE ALEXANDRIA RAILWAY  
GOODS YARD AND IN SUSSEX STREET, SYDNEY.

An unexpected improvement in prices of potatoes was a feature of trading during April. At the beginning of the month it became evident that this season's crop of local tubers would be much smaller and Tasmanian growers were advised to regulate their weekly shipments. As a result, consignments throughout the period aggregated 89,094 bags. Agents reported that the ravages of blight were less in evidence and that the confidence of buyers generally had been restored. Quotations opened at low figures but advanced rapidly; Brownells were quoted at £7.0.0 to £12.0.0; Bismarcks £6.10.0 to £11.10.0; Pinkeyes £6.0.0 to £11.0.0; Snowflakes and Arranchiefs £6.0.0 to £10.10.0 per ton. For the greater part of the month the market was very firm, although towards the close shipments, encouraged by the higher prices ruling, were slightly in excess of trade needs. A total of 1,200 bags of Victorian Carmens also came to hand in Sussex Street and tended to ease the general market tone. These stocks were disposed of at up to £11.0.0 per ton. Local growers railed 4,016 bags to the Alexandria Yard which included the first Taralga-grown tubers of the season. Higher standards of grading were attained and clearances at most times were rapid. The market opened at £4.5.0 to £6.10.0 per ton and advanced steadily to range from £7.15.0 to £10.10.0 per ton in the final week. The greater part of the offering was forwarded by growers in the Crookwell district who, despite severe losses from grub infestation, maintained a high grade standard of quality. One consignment of Victorian potatoes amounting to 211 bags was also in position and realised £11.0.0 per ton by private treaty.

The only supplies of onions on the Sydney wholesale market during April comprised 13,840 bags shipped from Victoria to the Sussex Street wharves. Values, generally speaking, were firmer than they had been for some time and no fluctuations were in evidence. Brown table onions moved out satisfactorily at all times at £7.0.0 to £8.0.0 per ton and pickling onions of both the brown and white varieties were much in request at £4.10.0 to £6.0.0. White table onions were reported to be going out of season and considerable variations in quality were apparent. Prices ranged accordingly from £8.0.0 to £15.0.0 per ton.

A most satisfactory market ruled for local pumpkins at Alexandria during the period under review. Supplies amounting to 38 trucks were on offer and agents experienced no difficulty in effecting brisk clearances at £3.0.0 to £6.0.0 per ton. No Queensland pumpkins were available and consignments from Windsor, which in previous months had been conveyed by road direct to the Municipal Market, commenced to decline in quantity. The fact that buyers were forced to rely on rail stocks resulted in the improved demand at Alexandria.

Receipts of Tasmanian swedes, carrots and parsnips were more extensive. With the advent of the cooler weather, an appreciable improvement in inquiry was noticeable. Shipments comprised:-

/Swedes....

Swedes 6,458 bags; Carrots 2,754; Parsnips 348 bags. Prices of swedes, on account of irregular distribution throughout the period, ranged from £3.0.0 to £6.0.0 per ton, but carrots and parsnips were fairly stable at £5.0.0 to £8.0.0 for the former and £8.0.0 to £10.0.0 per ton for the latter.

Turning now to sales of forage, we find a continuation of the conditions existing during the previous month. Rainfall in the Western Division was 75 per cent. below normal during April and, although the best rain for some time was recorded generally over inland New South Wales, drought conditions were not ended. Hand-feeding of starving stock continued and, owing to the special freight rates on fodder for this purpose, supplies at Alexandria were considerably curtailed. Only 104 trucks of oaten chaff came to hand and as buyers competed keenly prices advanced to be, in general, 20/- per ton above those of March, from £6.10.0 to £8.10.0 being recorded. Extremely large shipments of Tasmanian oaten chaff, however, prevented any further rise. Altogether, 36,200 bags were received, a large percentage of straw chaff being included. This was practically unsaleable due to its low nutriment value and quotations stood at £5.0.0 to £5.5.0 per ton. Grain chaff, however, although not equal to local standards of quality, nevertheless sold well at £6.0.0 to £7.0.0 per ton. The offering of wheaten chaff at rail was much smaller, amounting to only 18 trucks which cleared readily at prices equal to those recorded for local oaten chaff.

The lightness of supplies, which was a feature of local grain chaff at Alexandria, also applied to lucerne chaff. Receipts aggregated 38 trucks which were well within the needs of buyers and realisations advanced by over £1 per ton. Agents experienced no difficulty in selling stocks at £7.5.0 to £9.10.0. The offering of mature lucerne hay at rail was considerably smaller, amounting to only 40 trucks. These were much in request at the higher rate of £7.10.0 to £10.0.0 per ton. The deficiency was partly remedied, however, by the 110 trucks of Maitland lucerne hay received. Some specially choice samples of "green" were available and buyers were obliged to substitute these for their usual requirements of mature hay. Prices increased very substantially and from £5.0.0 to £8.0.0 per ton was realised without difficulty. A moderate percentage of partly-dried hay was also included in consignments from this district. Buyers again competed actively and from £6.10.0 to £8.10.0 per ton was recorded. Towards the end of the month, however, supplies began to come forward too consistently and the market showed signs of weakening. Shipments to Sussex Street from the Hunter River totalled 290 bales during the period. Quotations early varied between £4.0.0 and £6.0.0 per ton but later advanced to range from £5.0.0 to £7.5.0.

Only 32 bales of Victorian oaten hay came to hand. On account of this smaller supply, prices were higher at £10.0.0 per ton. At Alexandria 36 trucks were received, of which only a portion was made available to buyers. Disposals were effected at £6.10.0 to £8.0.0 per ton.

A very steady market ruled for Tasmanian straw in Sussex Street. Shipments during the period amounted to 4,420 bales which were within trade requirements. Agents experienced little difficulty in maintaining disposals at £4.10.0 per ton. Local growers railed 35 trucks to Alexandria which sold to a satisfactory demand at £4.0.0 to £4.10.0 per ton.

Very little trading was conducted in wheat at Alexandria throughout April. Only 13 trucks arrived and clearances were quiet at 4/3d to 4/7d per bushel. No sales took place in respect of the 15 trucks of oats received and all lines passed into store. In Sussex Street, however, moderate quantities of Tasmanian oats averaging approximately 300 bags per week were placed in the open market. These moved out well at most times and realisations varied between 3/7d and 4/3d per bushel. There were also large quantities shipped to Sydney in fulfilment of private orders. Two trucks of barley were offered at rail and brought 3/3d and 3/6d per bushel at auction, respectively.

The market for maize underwent some remarkable changes during the month. At the commencement, a steady demand was apparent and values were firm at 4/6d to 4/8d per bushel. Suddenly, however, an influx of orders from the drought-stricken areas of the State resulted in the market rising almost overnight by 1/1d per bushel. Around the middle of the month, large stocks from the Northern Rivers and from Queensland cleared rapidly at the ruling rate of 5/9d per bushel. Then came rain in some areas and a partial cessation of orders from country districts. The market declined and ranged from 5/4d to 5/6d per bushel with supplies moving out slowly. Such was the position at the close of the month. Arrivals throughout the period aggregated 10,672 bags of which approximately 5,000 were from Queensland districts. At Alexandria, 25 trucks were available, prices being governed by those ruling on the wharves.

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#### WHEAT CROPS IN VARIOUS OVERSEAS COUNTRIES.

A report from Ottawa, Canada, discloses that the Dominion Bureau of Statistics' first estimate is that 24,100,000 acres will be sown to Spring wheat this season, or about  $\frac{3}{4}$  million less than the area seeded in 1937.

Washington advises that, based on reports furnished by its correspondents, the Crop Reporting Board of the United States Department of Agriculture places the 1938 acreage for harvest at 50,677,000 or 4,731,000 more than last year. It is estimated that production will amount to 754,200,000 bushels, an increase of 69,100,000 as compared with the previous season's figures.

The revised estimate of production for 1937-38, issued by the Argentine Department of Agriculture, is for 184,765,000 bushels.

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SHEEP AND CATTLE FAIRLY WELL SUPPLIED  
AT HOMEBUSH SALEYARDS, SYDNEY.

Although large numbers of sheep and lambs were forward at the Homebush Saleyards during April, the actual number yarded was considerably below that of the previous month. Several factors were responsible but mainly the shortage could be attributed to the uncertainty caused by industrial trouble among mutton slaughtermen at the abattoirs; on one occasion selling agents advised graziers to refrain from loading sheep or lambs for the Homebush market until further notice. In addition, sales held during April were fewer owing to the Easter Holidays and Anzac Day, reducing the number to 6 selling days as against 9 during March. The number of sheep and lambs offered was 277,020 head or about 139,000 less than the previous month's total. Nevertheless, the 60,000 mark was exceeded on one occasion. Continued dry weather throughout the country and the shortage of feed are forcing large numbers of plain and inferior sheep on to the market which under normal conditions would have been held by owners for the wool clip and subsequently sold. Throughout April there was a shortage of really good sheep, those showing any approach to satisfactory trade condition being forwarded from the more favoured parts of the State. On a number of occasions, however, very attractive lines of wethers and ewes were available and were in particularly strong demand by all sections of the trade. Fair to good trade wethers and ewes were only moderately represented and difficulty was frequently experienced by buyers in obtaining a class of mutton suitable for their requirements.

Prices except for the very plain classes of sheep were at all times satisfactory, values for the greater part of the month being much more steady than during March. A very dear market ruled on the first sale held after the Easter Holidays, values for good quality sheep appreciating by from 1/- to 3/- per head, due principally to a light yarding and the resultant scarcity of quality lines. Owing to the difficulties encountered by operators in disposing of the poorer class of mutton, a good deal of variation was apparent in realisations for those grades of sheep on the hoof. Some very satisfactory prices were realised for some outstanding grown sheep, wethers making up to 27/- and ewes to 21/- per head. Generally speaking, however, rates for wethers showing quality and finish ranged from 16/- to 22/- and ewes from 13/- to 18/- per head, the market for medium to fair classes being relatively lower. The demand for very plain sheep was dull and sales were effected at very low prices; in many instances it would appear doubtful if realisations would be sufficient to clear expenses involved in forwarding to market.

Best wether mutton reached  $4\frac{1}{4}$ d but on an average could be obtained at from 3d to  $3\frac{1}{2}$ d per lb., although very heavy mutton sold at  $2\frac{3}{4}$ d. The peak price for wether mutton was reached on the occasion when only a relatively light supply of sheep was available and competition from all sections of the trade particularly active. The market for wethers closed with mutton /costing ...

to 4d per lb. but a substantial amount was sold at prices ranging from  $3\frac{1}{2}$ d to  $3\frac{3}{4}$ d. As was the case with wethers, high prices ranging to  $3\frac{3}{4}$ d per lb. ruled for ewe mutton at closing but during the greater part of April buyers obtained their requirements at from  $2\frac{1}{2}$ d to  $3\frac{1}{4}$ d according to weight and quality. The concluding sale of the period was marked by a strong demand for ewes. Another feature of the market was a better clearance of fair to plain sheep with a consequent improvement in realisations.

There were only moderate numbers of lambs on offer while the supply of hoggets was not at any time in excess of demand. Plain and wasty lambs comprised a large percentage of offerings, lines suitable for the local and export trades being difficult to secure. Despite the general low standard of the yardings there were at times pens of lambs which were prime, well finished and of good shape and conformation. It was only to be expected that on markets somewhat bare of quality these met with spirited competition and sold at prices well above the average. The demand for lambs was consistently good, the market being fairly steady for the most part but showing a sharp upward movement approximating from 1/- to 3/- per head over the closing sales of the period. The very satisfactory price of 27/- per head was obtained for several consignments, while the range for the month was 18/- to 25/- according to weight and quality. The £1 mark, however, was exceeded on many occasions, quite a number of sales being effected at rates in the vicinity of 24/- per head.

During the early part of April the top price per lb. for lamb on the hoof was  $6\frac{3}{4}$ d but before the month closed buyers were compelled to pay 7d to  $7\frac{1}{4}$ d for the same class of lamb. Taking the situation as a whole, however, rates for the better grade of light lamb ranged from 6d to  $6\frac{1}{2}$ d per lb., with special lines exceeding these prices. Heavy sorts were disposed of at relatively lower figures, ranging from  $4\frac{3}{4}$ d to 6d. Plainer grades were cheaper.

Hoggets varied somewhat as regards quality, a fair proportion of those offered being on the plain side. Very satisfactory clearances were made at prices ranging from 4d to  $4\frac{3}{4}$ d per lb. during the greater part of the period but as was the case with lambs, a sharp rise was experienced during the closing sales prices advancing from  $\frac{1}{4}$ d to  $\frac{1}{2}$ d and in some instances  $\frac{3}{4}$ d per lb.

The skin market also showed an improvement towards the close of April which further increased the return to the producer. Viewing the month as a whole, prices for sheep and lambs generally were satisfactory and, with the exception of the very plain class of stock, the ultimate return to the graziers should be pleasing.

Although only six auctions were held during April, over 24,000 head of cattle were disposed of, representing an exceptionally high average yarding of about 4,000 per sale day. Accommodation in the store-stock section was taxed almost to capacity, the total bulls and stores sold amounting to 3,364. On Thursday, 21st April,

/a record....

a record yarding of 4,960 cattle was sold while a week later the total was but 28 short of this number. Contributing factors responsible for such heavy truckings were the present adverse seasonal conditions and the extra demand created by the large influx of visitors to Sydney over the Easter period. In addition, the uncertain position regarding lamb and mutton supplies, which caused much anxiety early in the month, was not without its effect.

All things considered, the quality of offerings throughout the period was very fair. Those owners in the fortunate position of having good cattle obviously withheld them in order to take advantage of the increased "holiday" demand, for on the sales prior to and immediately after Easter the improvement in the yardings was most marked. The last sale day, however, was probably a much truer indication of what might be expected during the winter, for the pastoral outlook in the vast majority of areas continues to be most serious.

Throughout the month the usual large percentage of bullocks and steers was noticeable and included in the supply were several very attractive consignments, notably from coastal and northern tableland districts. Good, heavy descriptions were more in evidence than for some time past but, of course, formed only a small proportion of the total. On each sale day the showing of good trade lines was satisfactory, while plain and inferior sorts, although plentiful, were less numerous than during previous months. Rates realised showed a fairly wide variation, especially for the lighter descriptions. Values for heavy bullocks of quality, however, were much more consistent, typical lines being worth from 30/- to 32/- per 100 lb. of beef. Among the light to medium weight bullocks, several outstanding lots were noticed and one particular consignment of Herefords which was sold at the peak of the market was worth from 37/- to 38/- per 100 lb. dressed weight. These bullocks averaged £11.17.0 per head and were estimated to weigh from 600 lb. up to 680 lb. On the same market, a draft of fair trade bullocks of mixed breeds made the equivalent of 33/- per 100 lb. Good to prime steers, which were only moderately supplied, realised high prices, in some cases over 40/- per 100 lb. being obtained. The big majority, however, was sold at considerably less than this figure, many lots of suitable trade sorts bringing just over 30/- per 100 lb.

Quite large numbers of plain and inferior cows and heifers were disposed of during the period and rates were generally very low, but demand for any lines showing a little condition was very steady. On practically all sale days there was a reasonable showing of quality lots and some very satisfactory sales were recorded. Early in the month a draft of good heifers, which could be classed as representative of many available, was disposed of at an average price of £7.16.0 per head. They weighed approximately 470 lb.

Vealers and yearlings auctioned ranged from plain to good trade with occasional lots of prime. Rates realised were not so high as during past months; nevertheless some very good sales were noticed, especially towards the middle of the period.

Early in April the market was rather dull and values generally were easier to lower, but subsequently a much improved tone became evident. By Easter, any fall in values had been more than regained, while a week later, with a shortage of mutton and lamb supplies, added competition was responsible for further all round increases. At the close of the period, however, a pronounced decline was noticeable, plain and medium quality cattle being most affected.

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#### TRADING IN FRUIT AND VEGETABLES AT THE CITY MUNICIPAL MARKETS, SYDNEY.

Generally speaking, trading throughout the month of April was satisfactory, most lines cleared reasonably well and maintained fair average prices.

Heavy shipments of from 50,000 to 60,000 cases of apples were received from Tasmania weekly but supplies from New South Wales districts were mostly only moderate. A better demand for choice, local apples was noticeable early in the month, while a steady inquiry was maintained for both local and interstate supplies throughout the balance of the period under review. Prices fluctuated within narrow limits but generally they showed an improvement. Large Tasmanian Jonathans were oversupplied at one stage and were offered at reduced rates to facilitate sales but on the whole clearances could be regarded as satisfactory.

Owing to a considerable increase in the quantity of Winter Cole pears which arrived from Tasmania during the early part of the month, the market declined by about 1/- per case but subsequently, with only moderate consignments available, stocks moved out readily at advanced rates. Choice Packham's Triumph were in request throughout and a gradual upward trend in values was apparent. Other varieties, such as Josephine, also cleared well at satisfactory prices.

This month marked the end of the season for main-crop Valencia oranges. Limited supplies were on offer up to about the third week; disposals of choice grades were effected at satisfactory prices. Second crop fruit came to hand throughout the period but it was not in favour with buyers and was, therefore, hard to sell, even at nominal rates. About the middle of April, Navels from Coastal districts made their appearance on the market in small quantities and realised from 6/- to 9/- per case.

/Supplies....

Supplies steadily increased but choice, coloured fruit moved out well and values showed an upward trend. Limited consignments also arrived from Queensland, best lines realising as high as 17/- per case.

Main crop lemons, principally from coastal groves, were marketed in steadily increasing quantities, but many lots, being green and immature, were slow of sale. A gradual downward movement in prices was apparent and only choice, coloured descriptions were wanted. Some consignments of good quality fruit were received from Queensland and sold steadily.

Practically no grapes were forthcoming from local centres, the end of the season having been reached, but ample supplies continued to come forward from inland districts, the main source of supply being the Murrumbidgee Irrigation Area. Quality Muscatels and Cornichons moved out well early in the month and values improved but towards the close sales were retarded by the cooler weather and prices depreciated.

Passion-fruit were in relatively light supply during the first two weeks of April and the market advanced. More plentiful supplies were subsequently forthcoming and a decline of about 2/- per half-case was apparent. Prices throughout the month, however, were very satisfactory, the range for best quality being from 12/- to 15/- per half-case.

Weekly deliveries of pineapples were fairly heavy, averaging in the vicinity of 3,000 tropical cases. Water blister was prevalent, particularly during the early part of the period, and was not conducive to ready clearances. The market was subject to weekly fluctuations but the general trend of prices was downward until about the third week, after which stocks moved out more readily and values appreciated.

The month opened with bananas in moderate supply and a substantial increase in price took place, the range being from 20/- to 28/- per tropical case. Later, more plentiful stocks were held. Queensland consignments, particularly, increased considerably, a total of 3,200 cases being received from that State during the week ended 30th April. With such substantial quantities available, the higher prices could not be maintained. Quantities of ripe fruit were offered at much lower rates than those quoted in order to facilitate clearances. Arrivals for the month aggregated in the vicinity of 37,000 cases.

Regular consignments of custard apples were received from Queensland every Monday and Thursday. The bulk of each Monday's deliveries was almost invariably in a ripe condition and had to be cleared at nominal rates. Firm fruit, however, sold steadily at satisfactory prices.

/Supplies....

Supplies of peas fluctuated considerably and a corresponding variation in prices was noticeable. Early in the month, stocks were only light to moderate and choice lines cleared readily at advanced rates, some sales of extra choice being recorded at 14/- per bushel. During the latter half of April, however, heavy consignments came to hand from the Murrumbidgee Irrigation Area to supplement moderate supplies from local sources, and lower values ruled. Other than choice "locals" were difficult to dispose of, although considerable quantities were bought on behalf of canneries at nominal rates.

The daily quota of beans varied from light to fairly heavy. Quality descriptions cleared satisfactorily but medium and inferior lots were difficult to dispose of and were at times practically unsaleable. The market gradually declined during the first half of the period but by the end of the month the depreciation was more than recovered; choice lines realising to 9/- as against 8/- per bushel at the beginning of April.

Very satisfactory prices were obtained for the moderate stocks of cabbages during the first couple of weeks of the period, sales of choice "heads" being recorded to 12/- per dozen. Subsequently, however, much more plentiful supplies caused a gradual decline in values and inferior quality lots became increasingly difficult to dispose of.

Cauliflowers were well supplied, but while the market fluctuated somewhat, prices throughout were very satisfactory.

Lettuce moved out steadily at rates ranging from 1/- to 3/- per dozen until towards the end of the month when relatively light supplies resulted in a material advance in prices, up to 6/- per dozen being obtained for choice, large heads.

Up to about the 20th April, considerable quantities of tomatoes were received from the Gosford district and the Irrigation Area to supplement fairly heavy local supplies. Large consignments also arrived from Victoria, while limited quantities came to hand from Tasmania. During that period prices declined. During the latter part of the month, however, Victorian consignments were much smaller and showed a falling-off in quality. Local and Gosford supplies also fell off. Fairly large quantities still came to hand from the Irrigation Area but generally speaking, stocks were only moderate. Choice, coloured lines were in request and values appreciated considerably; these were, in fact, about 3/- per half-case better than those ruling at the beginning of April.

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The Vegetable Growers' Association of New South Wales will hold its annual conference on the 1st and 2nd June, 1938. Delegates representing various country centres, as well as those in closer proximity to the City, will attend.

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RETURN OF FRUIT AND VEGETABLES IMPORTED INTO NEW SOUTH WALES  
BY LAND AND SEA - MARCH, 1938.

-347-

F R U I T.

| STATE          | Pines<br>cases | Bananas<br>cases | Other Fruit<br>cases | Tomatoes<br>cases | TOTALS<br>cases |
|----------------|----------------|------------------|----------------------|-------------------|-----------------|
| Queensland     | 22,647         | 11,066           | 17,982               | 12,190            | 63,885          |
| Victoria       | 12             | 254              | 23,465               | 50,783            | 74,514          |
| Tasmania       | -              | -                | 195,087              | 2,883             | 197,970         |
| Sth. Aust.     | -              | -                | 8,296                | 256               | 8,552           |
| West Aust.     | -              | -                | -                    | 475               | 475             |
| <b>TOTALS:</b> | <b>22,659</b>  | <b>11,320</b>    | <b>244,830</b>       | <b>66,587</b>     | <b>345,396</b>  |

V E G E T A B L E S.

| STATE          | Potatoes<br>Bags | Onions<br>Bags | Swedes<br>Bags | Melons<br>Crates | Pumpkins<br>Bags | Cuc. &<br>Chillies<br>Cases | Other<br>Vegs.<br>Pkgs. | TOTALS<br>Packages |
|----------------|------------------|----------------|----------------|------------------|------------------|-----------------------------|-------------------------|--------------------|
| Queensland     | 225              | 151            | 6              | -                | 1,552            | 103                         | 2,672                   | 4,709              |
| Victoria       | 18,969           | 26,626         | 50             | 25               | -                | -                           | 5,368                   | 51,038             |
| Tasmania       | 135,123          | -              | 5,087          | -                | -                | -                           | 4,426                   | 144,636            |
| Sth. Aust.     | 1,681            | 352            | -              | -                | -                | -                           | 5,979                   | 8,012              |
| West Aust.     | 150              | -              | -              | -                | -                | -                           | -                       | 150                |
| <b>TOTALS:</b> | <b>156,148</b>   | <b>27,120</b>  | <b>5,143</b>   | <b>25</b>        | <b>1,552</b>     | <b>103</b>                  | <b>18,445</b>           | <b>208,545</b>     |

WHOLESALE PRICES OF VARIOUS COMMODITIES  
IN SYDNEY (N.S.W.) DURING APRIL, 1938.

The following table gives particulars of the range of wholesale prices in Sydney as collected and recorded by the State Marketing Bureau in respect of sales of various commodities during the month of April, 1938:-

| <u>Commodity</u>        | <u>From</u>                  | <u>To</u>                      |
|-------------------------|------------------------------|--------------------------------|
| Wheat:-                 |                              |                                |
| Bulk                    | 3/10 $\frac{1}{2}$ d         | 4/1 $\frac{3}{4}$ d per bushel |
| Bagged                  | 3/11 $\frac{1}{2}$ d         | 4/2 $\frac{3}{4}$ d "          |
| Flour                   | £9.15.0                      | £10.0.0 per ton                |
| Bran                    | £6.10.0                      | £ 7.0.0 "                      |
| Pollard                 | £6.15.0                      | £ 7.0.0 "                      |
| Eggs (Hen)              | 2/- per dozen.               | No variation.                  |
| Butter:-                |                              |                                |
| Choice                  | 151/10 per cwt. )            |                                |
| First Quality           | 147/2 " " )                  | no variation.                  |
| Second Quality          | 142/6 " " )                  |                                |
| Cheese:-                |                              |                                |
| Loaf                    | 10 $\frac{1}{2}$ d per lb. ) |                                |
| Large                   | 10d " " )                    | no variation                   |
| Special Brands          | 11 $\frac{1}{2}$ d           | 1/- per lb.                    |
| Pigs (Abattoir Sales):- |                              |                                |
| Prime light porkers     | 34/6                         | 41/6 per head                  |
| " med.wgt. "            | 36/6                         | 50/6 "                         |
| " heavy "               | 43/6                         | 54/6 "                         |
| " baconers              | 60/6                         | 76/6                           |
| Backfatters             | £2.15.0                      | £7.12.6 "                      |

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SYDNEY WOOL SALES - APRIL.

The Sydney Wool Selling Brokers' Association advises that 67,283 bales of wool, including 63,660 greasy and 3,623 scoured, were sold in Sydney during the month of April.

| <u>Class of Wool</u> | <u>Per Bale</u> | <u>Per lb.</u> |
|----------------------|-----------------|----------------|
| Greasy               | £13.11.7        | 10.9d          |
| Scoured              | £17.12.9        | 18.6d          |
| Greasy and Scoured   | £13.15.6        | 11.2d          |

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**LAMB (GOOD TRADE)**AVERAGE "SPREAD" BETWEEN THE RETURN TO THE  
PRODUCER & PRICE PAID BY THE CONSUMERMARCH 1938

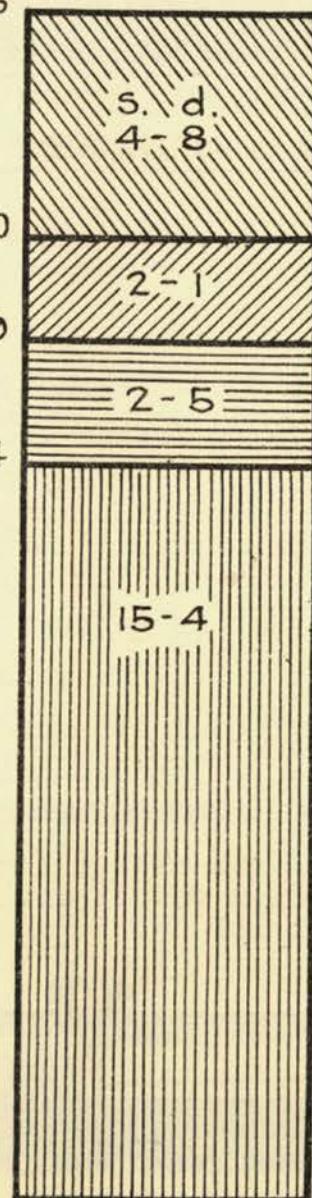
PER HEAD

£. s. d  
1-4-6

Price to Consumer

Cost to Retail Butcher

Cost to Wh'sale Butcher

Net realisation by Grazier  
(exclusive of skin value 3/6)

← Retail Butcher's Exp. &amp; Profits

← Wh'sale Butchers Exp. & Profits  
(exclusive of skin value 3/6)

← Grazier's Marketing Costs

← Net realisation by Grazier  
(exclusive of skin value 3/6)Φ  
Costs of Production should  
be deducted from this return.Compiled - J.H. 29.4.38  
Drawn - E.H.S. 2.5.38  
Checked - C.K. 3.5.38A. A. WATSON  
DIRECTOR OF MARKETING.BASIS OF GRAPH: LAMB 68 LBS. LIVE WEIGHT (34 LBS DRESSED  
WEIGHT) SOLD ON HOOF AT 21/3.