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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. 3

APRIL, 1939.

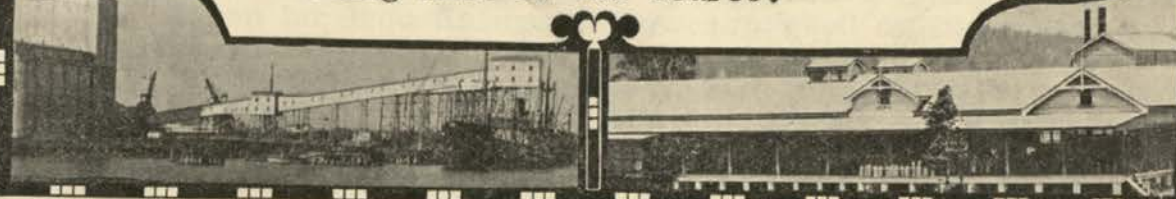
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MONTHLY MARKETING REVIEW

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.

HIGHLIGHTS

1. Graziers' Association of New South Wales advocates a Commonwealth wool subsidy when Australian average selling price of wool for year falls below one shilling per pound.
2. Australian Wheatgrowers' Federation recommends a wheat stabilisation scheme to give growers 3s.10d. a bushel at ports for all wheat produced in Australia.
3. International Wheat Advisory Committee meets in London to consider reactions to draft proposals for world wheat stabilisation.
4. Conference of Australian primary producers decides to establish a federation of primary producers' organisations.
5. Potato crop in main inland producing districts of New South Wales is officially forecast at 29,500 tons.

SUNDRY NOTES.

A recent resolution by the Californian Fruit Farmers and Growers is worthy of note here, though too lengthy to be quoted in full. Seven hundred delegates are reported to have been in attendance at the annual conference at which it was carried (the 71st.). The gist of the resolution was that whereas for many years the main interest had been in the efficiency and expansion of production, with insufficient attention to economy and effectiveness of sales and distribution, the time had arrived when state and national policy should increasingly be directed to the study and solution of marketing problems.

Mention made in the Californian resolution of "substantial over-production of farm commodities as related to ability of consumer to pay for such commodities under the existing methods and practices of distribution" will strike a responsive chord in New South Wales ears. Equally familiar is the call in the resolution for diminution of "the spread between producer and consumer".

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"Aggressive assistance by government in securing changes required for improvement in distribution" is another phrase embodied in the resolution, pointing to an aroused consciousness among Californian growers as to the urgency of the need for means whereby the way from farms to dining tables shall be as direct and short as possible.

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The cry for state and national action in California is the equivalent of a call for state and federal action in New South Wales. Constitutionally, the legal position and responsibilities of state and federal governments in both countries present important points of resemblance. It may easily be, of course, that the existence of 48 sovereign States in U.S.A. as against Australia's six makes the interstate position in America much more complex and difficult to adjust than in Australia. It is also to be considered that marketing requirements reflect the size of the population to be served. America's population of 130,000,000 is responsible for a market whose vastness presents dissimilar as well as similar needs in marketing technique to those occurring in Australia with a population of 7,000,000. It is safe to assume, however, that, in the main, differences between America's and Australia's marketing problems are of degree, not of principle.

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Though expressed in plainer and more picturesque terms, it cannot be said that the Californian resolution antedates Australian recognition of the need for a systematic research into the problems of marketing primary products, as into those of producing them. Production and marketing are as closely related to one another as both are to the problems of land settlement, but each of the three, it is recognised, is separable for purposes of record and research and must be so treated for adequate study and action.

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"Agricultural and Industrial Progress in Canada", a monthly review issued by the Department of Immigration and Colonization of the Canadian Pacific Railway at Montreal, Canada, is the source of the following information regarding the canning of foods in Canada:- The largest sections are engaged in the canning of fruits and vegetables and of fish. Concentrated milk is a growing branch. Meat canning is still small and is carried on as a by-product of the big meat packing plants.

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The value of canned foods produced in Canada in 1936, according to the Dominion Statistician, was 54,703,000 dollars (£A 14,510,000) or six times the value of the output in 1900. That figure is limited to canned food, but the total value of the output of the concerned industries in 1936 was 73,650,000 dollars (£A 19,536,000) made up as follows:-

	<u>Dollars</u>	<u>Equivalent to £A</u>
Canned fish .....	16,705,000	4,431,000
" meats .....	1,101,000	292,000
Condensed and Evaporated Milk	8,507,000	2,257,000
Canned Fruits and Vegetables	47,337,000	12,556,000
	<hr/>	<hr/>
Total Value in 1936:	\$ 73,650,000	£A19,536,000

It will interest vegetable-growers, particularly, to know that canned vegetables made the second largest contribution to the value of canned food production in Canada in 1936, the value having been 13,963,000 dollars (£A 3,704,000) made up as follows:-

	<u>Dollars</u>	<u>Equivalent to £A</u>
Canned Tomatoes .....	3,836,000	1,018,000
" Baked Beans	3,005,000	797,000
" Peas .....	3,020,000	801,000
" Cream of Corn	2,192,000	581,000
Other Canned Vegetables	1,910,000	507,000
	<hr/>	<hr/>
	\$ 13,963,000	£A3,704,000

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In a recent article describing those ports of the United Kingdom which are of importance to the fruit importing trade, "The Fruitgrower" (London) quotes the following statistics of the imports of fresh fruit handled during 1938:-

Port of London (exclusive of transhipments)	617,244 tons
Southampton Docks	195,143 "
Port of Bristol (Fruit, Vegetables and Nuts)	106,782 "
Liverpool (Mersey Docks and Harbour) -	
Year ended 1st July, 1938	443,263 "
Newcastle-on-Tyne	24,412 "
Hull Docks (Fruit and Vegetables)	5,257,922 packages.

Mention is made of a number of other ports, such as Cardiff, Plymouth, Manchester and Leith, but figures are not given.

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THE ANGLO-AMERICAN TRADE TREATY.

As a result of lengthy negotiations entered into between the Governments of Great Britain and the United States of America, a reciprocal trade agreement between these two countries became operative on and after 1st January, 1939, and will remain in force until the 31st December, 1941. It is provided that unless notice of termination is given at least six months before 31st December, 1941, the agreement shall not be terminated until the expiration of six months' notice of intention to terminate.

The agreement comprises 25 Articles and four Schedules. The four Schedules consist of (a) Rates of duty applying to products of the United States of America imported into the United Kingdom or Northern Ireland, (b) Rates of duty and margins of preference with regard to U.S.A. products entering Newfoundland, (c) Products of U.S.A. which, when imported into British non-self-governing territories, shall not be subject to duties in excess of specified maximum margins of preference for the like products when of British origin, and (d) Rates of duty applying to products of Great Britain, Northern Ireland and the British non-self-governing territories on entering U.S.A. A summary of the provisions of each of the Articles is appended.

Article 1.

The territories to which the agreement applies, so far as the United Kingdom is concerned, are:-

Great Britain and Northern Ireland, Newfoundland, the British non-self-governing colonies, Protectorates and Protected States (excepting Basutoland, Bechuanaland Protectorate and Swaziland, and excluding any territories in the region of the Persian Gulf) and the Mandated Territories of Palestine, including Trans-Jordan, Cameroons under British Mandate, Tanganyika Territory and Togoland under British Mandate.

It applies on the part of the United States to the continental territory of the U.S.A. and to such of its territories or possessions as are included in its Customs territory as at 17th November, 1938. Provisions relating to most favoured nation treatment apply, however, to all territories under the sovereignty or authority of the United States other than the Panama Canal Zone.

Article 2.

Provides in effect that imports by either of the contracting parties from territories of the other shall not be subject to other or higher duties or charges than those payable by any other foreign country.

Any advantages, privileges or immunities granted or to be granted in the territories of either the United Kingdom or the

/U.S.A. ....

U.S.A. in regard to duties or other charges on imports or exports are to be immediately accorded to similar articles "originating in" or destined for the territories of the other contracting party.

Article 3.

Articles produced in the territories of either of the contracting parties (i.e., United Kingdom and United States) are, after importation into the territories of the other, exempt from all internal taxes, etc., other or higher than those paid on similar articles of domestic origin.

Article 4.

No prohibitions or restrictions apply to imports from or exports to the territories of either party on any article produced in such territories, to which like articles produced in other foreign countries are not subject.

Article 5.

If imports of any article into any of the territories of either of the parties to the agreement are to be regulated in any way, the quota of the territories of the other party shall be based upon the proportion of the total imports from all foreign sources supplied by the territories of that contracting party in previous years. Consideration is also to be given by each party to any special factors which may affect trade in that particular article. Where through other than temporary and unavoidable causes an allotted quota is not filled, re-adjustments may be made by agreement.

Article 6.

All provisions of the agreement providing for most favoured nation treatment are to apply immediately and unconditionally.

Article 7.

The agreement does not extend to favours granted or which may be granted in the territories of either of the signatories to the agreement -

- (a) to facilitate frontier traffic with an adjoining country,
- (b) in virtue of a Customs Union which has or may be entered into with another country.

Article 8.

Where a monopoly is established or granted to any body or agency by either of the contracting parties for the importation, production or sale of a particular article, such body or agency shall grant fair and equitable treatment to the produce of the

/other....

other contracting party. Further, in awarding contracts for public works and in purchasing supplies neither party shall discriminate against the goods of the other party in favour of any other foreign country.

Article 9.

Refers to an appended schedule (Schedule I) of specified articles produced in the U.S.A., which on being imported into Great Britain or Northern Ireland shall be admitted duty free or subject to the reduced charges particularised in such schedule.

It is provided, however, that the United Kingdom Government may, if satisfied after an inquiry (a) that any article produced in the United States specified in Schedule I is being imported into and sold in the U.K. for less than the comparable price in the U.S.A., or (b) that any such article is being subsidised or granted export bounties by the U.S.A., the U.K. Government shall after consultation with that of the U.S.A. be at liberty to take appropriate measures to deal with the situation, although any such measures shall be withdrawn as soon as the circumstances which gave rise to their imposition no longer operate.

Article 10.

Refers to schedule of articles produced in the U.S.A. which when imported into Newfoundland shall be accorded treatment provided in such schedule.

Similar provision is made as in paragraphs (a) and (b) of Article 9 above, except that the Governments of the U.S.A. and United Kingdom must be consulted by that of Newfoundland before any restrictive measures are imposed by the latter.

Article 11.

Refers to schedule of articles produced in the U.S.A. which when imported into the British non-self-governing colonies, etc., referred to in Article 1, shall be accorded treatment specified in the said Schedule III.

Article 12.

Products of the territories to which the agreement applies, so far as the United Kingdom is concerned (particularised in Article 1) are admitted to the U.S.A. duty free or subject to the reduced charges specified in Schedule IV.

Article 13.

Provides for the inclusion of Schedules I to IV as integral parts of the Trade Agreement.

/Article 14.



Article 14.

The provisions of Articles 9, 10, 11 and 12 do not prevent the imposition of a charge equivalent to an internal tax imposed in respect of a like domestic article.

Article 15.

No prohibition, restriction or any form of quantitative regulations shall operate in respect of the importation or sale of any article produced in any of the territories referred to in Schedules I to IV. This does not apply to quantitative regulations which may be imposed by either party on any article produced in the territories of the other:

- (a) operating to regulate or control the production, market supply, quality or price of a like domestic article: or
- (b) operating to increase the labour costs of production of a like domestic article:

provided that the party proposing to impose such quantitative regulation is satisfied that the measures proposed in (a) are necessary to secure the effective operation of such regulation and in (b) such measures are causing domestic production of the article concerned to be injuriously affected.

Article 16.

The agreement does not extend to prohibitions or restrictions imposed -

- (a) for protection of public health,
- (b) " " " animals or plants,
- (c) in pursuance of obligations under existing international agreements,
- (d) for control of traffic in arms and war implements,
- (e) in relation to neutrality or public security,
- (f) by either party if engaged in war.

Article 17.

Provides that the products of the U.S.A. and the United Kingdom particularised in Schedules 1, 2 and 4, which may be imported into the United Kingdom and Newfoundland or the U.S.A., respectively, and which are subject to ad.val. duty, shall not have the basis of determining value altered to the detriment of importers.

Article 18.

If a wide variation occurs in the rate of exchange between the United Kingdom and the U.S.A. and is considered likely to adversely affect the commerce of either, modification of the agreement may be considered. If unanimity is not reached within a specified time the agreement may be terminated.

Article 19.

Article 19.

Each party to the agreement reserves the right to withdraw or modify any concession granted in any territory with regard to any product specified in the Schedules or to impose quantitative regulations on the importation of any such product into that territory, if as a result of the concession to a foreign country that country obtains the major benefit of it and as a consequence threatens serious injury to home producers.

Article 20.

If any measure is adopted which appears to impair the objects of the Agreement, the parties to such agreement shall consider the matter with a view to effecting a mutually satisfactory adjustment.

Article 21.

Except as otherwise required by Article 3 or any of the Schedules annexed to the Agreement, neither party to the Agreement is entitled to claim the benefit of any preferential treatment exclusively accorded by either to their territories or possessions.

Article 22.

Nothing in the Agreement is to affect the rights or obligations of either party under any treaty or international agreement which may be in force between them.

Article 23.

The Agreement will come into force thirty days after ratification by His Majesty and proclamation by the President of the U.S.A.

Article 24.

Pending the Agreement coming into force, its provisions, with minor exceptions, will apply provisionally on and after 1st January, 1939.

Article 25.

The Agreement will continue in force until 31st December, 1941, and unless six months notice is given by either party before that date of intention to terminate the agreement, it is to remain in force thereafter until the expiration of six months from date on which notice has been given.

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The foregoing summary is intended to comprise the major features of each of the clauses of the Agreement. Minor provisions have been excluded in the interests of brevity. Of the four schedules to the Agreement, condensation of the first only will be published in our next issue, with a view to convenient reference as to products of Australian interest.

AUSTRALIA'S QUANTITATIVE SHARE IN THE  
UNITED KINGDOM'S MARKET.

The export of primary products from Australia comprised by far the greater portion of our international trade and represented over 90% of the total exports during the five year period ended 31st December, 1938. In this regard it is interesting to follow the trend of Australian trade with the United Kingdom, the largest purchaser of our products. The statement which follows has been specially prepared in the State Marketing Bureau from British Government Official Records and clearly illustrates the extent to which Australia supplies foodstuffs and other primary products to the people of the Mother Country. Further interest is added by noting in the subsequent comments the place Australia holds in comparison with other competitors on the British market.

Wool.

The production of wool is the major primary industry of Australia and large quantities are sold to buyers from many countries at the various wool selling centres throughout the Commonwealth. The predominance of Empire produce is clearly shown, for out of the total requirements of the home country during 1938, 83% was purchased from Empire sources, of which Australia supplied 42%, while New Zealand and South Africa accounted for 22% and 12%, respectively. The Argentine contributed 9% towards the total. Of added interest to all wool producers in the Commonwealth is that our total exports were 3% higher than in 1937 and showed a gain of 5% over 1936; in fact, of the five year period from 1934 to 1938, last year showed the largest percentage of Australian wool to enter the United Kingdom.

Butter.

The quantity of Australian butter purchased by the United Kingdom in 1938 showed an appreciable gain over the two previous years, comprising 22% of the total imports of that commodity or 6% more than in 1937. As in previous years, New Zealand was again the largest Empire supplier with 27%, but that percentage showed a decline of 4%. Australian butter is favourably regarded and evidently grows in favour overseas.

Wheat.

The total imports of wheat into the United Kingdom during 1938 were substantially larger than in the previous year, showing an increase of 8,500,000 bushels. Australia benefited by the heavier purchases, supplying 31% (or 8% more than during the previous year) of the total. Owing to a reduced yield in the 1937 season, Canada, which in the past had held a very strong position on the home market, accounted for 28% or 7% less than in the previous year. The reduction in purchases from Canada was more than counter-balanced by the larger imports, amounting to 9% of the total, from the United States of America, which were 6% higher than during 1937.

/Frozen Beef.

Frozen Beef.

There was little variation during the year under review in the position of Australia's trade in frozen beef with the home country. Still the largest supplier of this commodity, Australian exports declined by 1% to 65% of the total, or approximately two-thirds of the requirements of the United Kingdom. New Zealand supplied 21% and Argentine 8%.

Chilled Beef.

Hitherto Australia has not figured prominently in the supplies of chilled beef to the home country; nevertheless, steady progress is being made. During 1938 6% of the United Kingdom's total imports as compared with 3.37% in 1936 and 5.11% for 1937, were from Australia. These figures, though small when compared with the shipments made by other exporting countries, indicate continued improvement. Experience gained in past loadings and the improved facilities provided by a number of shipping lines for the handling of the particular class of cargo, have tended to place this industry on a much sounder footing. The year under review (1938) has not been conducive in Australia to the production of the best in cattle owing to a widespread and protracted spell of drought conditions; in these circumstances, the gain recorded is quite satisfactory. Australia can produce the right class of beef for the overseas markets, and export will assume large proportions in the future, provided reasonable continuity of supplies is maintained and factors responsible for the production of high class carcasses are given adequate attention.

Mutton and Lamb.

Only a slight gain occurred in the exports of lamb and mutton shipments decreased by 4%. When, however, allowance is made for the bad season experienced, the placements on the United Kingdom market can be regarded as satisfactory. The steady progress of earlier years has not been discounted. During the past year, Australian lamb has received a much better reception than in the past, this only being achieved by closer attention to detail. Australia can produce the right article. Graziers, by giving still more attention to the relating of the export type of sheep and lamb to overseas requirements, will further enhance the reputation of their products and so gain an added share of the English markets.

Conclusion.

A general view of the situation as a whole is very pleasing as, with the exception of a few items, a larger share of the United Kingdom's markets was secured by Australian produce. The steady progress made is encouraging but the Australian producer must look ahead, as this added share of the home trade can only be maintained by the closest attention to every detail of the producing, handling and distributing aspects.

IMPORTS OF PRIMARY PRODUCTS INTO  
THE UNITED KINGDOM.

Product	Total quantity imported into United Kingdom 1938 from all countries.	Percentage of imports into United Kingdom from Australia to total imports from all countries.				
		1934	1935	1936	1937	1938
Wool (lb.)	882,229,000	% 32	% 41	% 37	% 39	% 42
Butter (cwt.)	9,508,511	22	22	17	16	22
Cheese (cwt.)	2,928,114	4	5	3.4	4	8
Eggs (doz.)	276,974,000	11	10	7	5	4
Wheat (bus.)	189,745,832	21	18	23	23	31
Beef, frozen (cwt.) including boned	2,547,584	56	58	64	66	65
Beef, chilled (cwt.)	8,962,451	.66	2.69	3.37	5.11	6
Lamb, frozen (cwt.)	5,284,812	24	27	26	28	29
Mutton, chilled and frozen (cwt.)	1,605,184	29	25	17	27	23
Pork, chilled and frozen (cwt.)	1,180,805	8	16	23	22	24
Fresh Fruit:-						
Apples (cwt.)	7,094,802	26	21	29	27	21
Pears (cwt.)	1,352,192	15	18	21	26	15

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Having previously, through the assistance of the Trade Commissioner, secured the agency of a Canadian manufacturer of ball mills, a prominent mining supplies house in Johannesburg visited by

THE CANADIAN COMMERCIAL INTELLIGENCE SERVICE.

The Annual Report of the Department of Trade and Commerce, Ottawa, Canada, for the fiscal year ended 31st March, 1938, contains an interesting description of the above service, the principal features of which are set out hereunder.

"The Commercial Intelligence Service consists of headquarters at Ottawa and thirty-four Trade Commissioner offices abroad, of which seventeen are within the Empire. Headquarters staff includes a director in charge of administration, and a secretary; an inspector of Trade Commissioner offices, an economics division; five commodity divisions, namely, vegetable and paper products, animal and fish products, metal and chemical products, forest products, and manufactured products; an editorial division; and a directories division.

The economics division studies economic developments and problems affecting Canadian export trade. The commodity divisions deal with correspondence in connection with trade inquiries originating either in Canada or abroad. The editorial division issues the Commercial Intelligence Journal, a weekly publication, and special pamphlets and brochures on trade subjects. The directories division prepares trade inquiries for publication, and keeps up to date a directory of Canadian exporters and directories of importers in the countries in which the Trade Commissioners are stationed.

Functions of Trade Commissioners.

Each Trade Commissioner office is staffed by a Trade Commissioner and one or more Assistant Trade Commissioners, as the volume of work requires. The functions of these officials are to promote the export trade of Canada by linking up Canadian exporters with foreign importers; by studying and reporting upon conditions and import requirements in their territories; by making direct inquiries and conducting preliminary surveys regarding the potential market for any product; and by reporting the exact kind of goods wanted, the competition to be met, the methods of packing, shipping and billing, etc. Their services are at the disposal of all reputable Canadian manufacturers and producers and inquiries on any phase of export trade are welcomed.

Examples Illustrating Work of the Service.

The important position which the Commercial Intelligence Service continues to hold in the estimation of Canadian exporters is manifested by the increasing extent to which its assistance is being sought and may be illustrated as follows:-

Having previously, through the assistance of the Trade Commissioner, secured the agency of a Canadian manufacturer of ball mills, a prominent mining supplies house in Johannesburg wished to

/locate.....

locate Canadian suppliers of grinding balls. The Trade Commissioner suggested the names of several firms and as a result orders were placed with two of them to the value of 35,000 dollars. The same firm later was placed in communication with another Canadian company, from whom ball mills liners were purchased to the value of 8,960 dollars.

A Canadian firm manufacturing electric washing machines was seeking a suitable Australian agent, stipulating that the agent must handle a minimum quota of 250 machines per year. The Trade Commissioner at Sydney recommended an agent, who within three months of his appointment, forwarded initial orders for 276 machines valued at 16,500 dollars.

Through contact afforded by the Trade Commissioner at Kingston, Jamaica, a Canadian firm arranged to act as buying agents for one of the principal dry goods firms in Kingston, and during the past year made purchases in Canada to the value of 120,000 dollars.

In response to inquiries regarding educational facilities for children in Canada, the Trade Commissioner in Mexico City secured details regarding every phase of the school life from leading Canadian boys' and girls' schools, together with the names and addresses of former and present students from Mexico and nearby Central American countries. The information thus made available resulted in thirteen children from nine different families being sent to be educated in Canada.

The Resident Engineer of the Deep Water Wharfage Scheme of Port of Spain, Trinidad, purchased 6,000 dollars worth of steel reinforcing rods from Canadian sources of supply made known by the Trade Commissioner.

The Trade Commissioner in New York placed a New York firm of timber importers in communication with two firms in Eastern Canada, from whom purchases valued at over 200,000 dollars have been made.

As a result of a report in the Commercial Intelligence Journal on the market for potatoes in Hong Kong by the Trade Commissioner in Hong Kong, orders approximating 45,000 dollars were placed during the latter part of 1937.

The management of the Empire Exhibition at Glasgow adhered to the principle that Empire material should be used where possible in the construction of buildings. With the object of establishing the dependability of Canadian timber supplies, the Trade Commissioner arranged conferences between local timber merchants and the architects and quantity surveyors, when it was established that adequate supplies of Canadian timber of the qualities and sizes required would be available. Not only did the exhibition authorities specify Canadian timber for their own buildings, but also encouraged other large exhibitors to do

/likewise.....

likewise. The Trade Commissioner has been definitely informed of actual sales amounting to about 390,000 dollars and it is estimated that the total value of Canadian timber used in the exhibition will amount to over 1,000,000 dollars.

Through close contact maintained between the Trade Commissioner at Liverpool and a leading importer in that city, orders for poultry were placed with the Canadian poultry pool to the amount of 250,000 pounds valued at approximately 83,500 dollars.

The Trade Commissioner at Cape Town was mainly responsible for the decision of a prominent New York buying house with a large clientele in South Africa to open a buying office in Montreal about a year ago. It is estimated that dresses to the value of 500,000 dollars have been purchased in Canada by this organisation for shipment to South Africa.

With the assistance of the Trade Commissioner in Panama City a firm in Colombia placed orders with a Canadian exporter of canned salmon to the extent of 2,955 cases, valued at 12,000 dollars.

The Trade Commissioner in Bristol passed to an official of a leading Canadian glove manufacturer, who happened to be in England at the time, an inquiry for leather gauntlet gloves. The Canadian manufacturer visited the Northampton firm concerned and booked an order for 2,500 dozen pairs valued at 18,150 dollars.

Through the Trade Commissioner at Hamburg, a Canadian exporter of fish products was introduced to a suitable buyer who has since purchased 900 tons of pilchard oil valued at 80,100 dollars.

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#### WHEAT PRICES FIXED BY GOVERNMENT IN CHILE.

A recent issue of "Foodstuffs Round the World" reports that, as a result of the findings of a commission named by the Chilean Agricultural Export Board to inquire into the cost of wheat production, the Board has fixed the price of the 1938/39 crop at 85 paper pesos per metric quintal (approximately 5/- per bushel), placed at railway station at Santiago, during the first quarter of 1939, and thereafter at 87 pesos per quintal (approximately 5/1 per bushel).

As a further means of reducing the cost of bread, the Chief Provincial Official has fixed the price of 1.70 pesos per kilo (about 1.95d per lb.) of bread for the province of Santiago. Prices of bread had previously ranged from 2.2 to 2.5 pesos per kilo (about 2.56 pence to 3.2 pence per lb.).

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SHEEP AND CATTLE SALES AT HOMEBUSH, SYDNEY.

Small yardings of Sheep and Lambs.

The heavy falls of rain experienced over the inland districts of New South Wales during March were, to a large degree responsible for the sharp fall in the numbers submitted at the Homebush Saleyards. In many centres local floodings resulted from phenomenal rains and caused the cessation of sheep and lamb movements to the markets so that on a number of occasions supplies were far short of requirements. Yardings on any one sale day did not exceed 28,000 head, while the smallest offering was in the vicinity of 17,000. The total for the month was only 198,831 or 50,885 less than the comparatively light aggregate for February.

Generally improved quality.

That pastures are recovering from the drought period is evidenced by the generally improved standard of the stock marketed. Although a fair percentage of the sheep and lambs was not in the best condition, on the average they were far better than those available throughout February. It was pleasing to see lines of good to prime heavy sheep, dressing from 50 to 56 lb. of mutton, forward in numbers which, in comparison with recent offerings, could be regarded as fairly substantial. Some very attractive consignments of light to heavy trade ewes also were marketed but good to prime light trade wethers were by no means plentiful. There did not appear to be so many extremely plain sheep and lambs, these, no doubt, being held for fattening. Except for aged, broken mouthed and cull animals, ewes were not so numerous as wethers and, until after the lamb drop and the shearing, a shortage of ewes must be expected. Hoggets were in relatively light supply, heavy descriptions forming the greater part of the supplies; some drafts of outstanding quality were far too heavy for average trade requirements. Several consignments of lambs and suckers were received which were hard to fault as to quality and finish. There were only relatively small numbers yarded, however, and buyers' needs were not well catered for in respect of good quality light lambs; in comparison, heavy descriptions were fairly well supplied.

Advanced rates for Lambs.

The supply of lambs fell far short of buyers' requirements and improved competition for all lines resulted. Opening sales were marked by a rise of from 1/- to 2/- per head, equivalent to  $\frac{1}{2}$ d to  $\frac{1}{2}$ d per lb. on an average and in some cases amounting to as much as  $\frac{1}{2}$ d per lb. advance on carcass prices. Good quality lambs sold fairly steadily until mid-March but irregular values ruled for medium grades. It was very noticeable on several occasions that dearer markets prevailed until midday, when reports of probably heavier supplies for the ensuing sale day caused declines which would practically wipe out the morning's rise. During the third week of the month very light yardings caused lamb prices to increase

/sharply ....

sharply and rates per lb. reached the highest levels known for many years, buyers frequently paying  $8\frac{1}{2}d$  per lb., exclusive of killing and other charges. Some idea of the variations and the extent of the improvement may best be gained from the following sales. Early in the period a line of good quality Border Leicester crossbred suckers weighing 33 lb., realised  $21/6$  each or the equivalent of  $6\frac{5}{4}d$  per lb. About 3 weeks later, on the 23rd, a pen of Southdown cross Suckers weighing 26 lb. made  $8\frac{1}{2}d$  per lb. on the hoof and sold at  $20/9$  per head. On the preceding sale day 32 lb. crossbred lambs made  $7\frac{1}{2}d$  per lb. as against  $6d$  early in the month. All grades of lamb benefited from the improved prices, the average gain being from  $\frac{3}{4}d$  to  $1\frac{5}{4}d$  per lb. over the early sales held during March. Towards the close of the month heavier supplies were received and values of lambs were lowered, the price per lb. falling by  $\frac{1}{2}d$  to  $\frac{5}{4}d$  per lb. on light lambs and suckers and about  $\frac{3}{4}d$  on an average for the heavy class of lamb.

Good quality suckers usually sold at from  $7d$  to  $7\frac{5}{4}d$  per lb., with other grades lower, while Summer or old lambs brought from  $5\frac{1}{2}d$  to  $6\frac{1}{2}d$  and at times up to  $7d$  per lb. There was also a good increase in hogget prices, up to  $5\frac{3}{4}d$  per lb. being paid during the dear market of the 20th March as against  $5d$  in the early part of the month. The subsequent decline in values was not so great as was the case with lambs and approximated  $\frac{1}{2}d$  to  $\frac{1}{4}d$  per lb., hoggets costing from  $4\frac{5}{4}d$  to  $5\frac{1}{4}d$  per lb. at the end of March.

Although the market was strong, the price per head for lambs was not unduly high when compared with those paid in other years. The highest realisation was  $30/-$  per head, while many sales were effected at  $27/-$ . Generally, rates for quality lambs ranged from  $19/-$  to  $25/-$ , with medium to plain grades at lower levels. The high prices quoted per lb. were due to lower skin values and the lighter weights of the dressed carcasses.

Sheep market strong but irregular.

Although by no means so lightly supplied as lamb, the mutton available could not be regarded as sufficient for requirements and a strong demand was therefore experienced. Nevertheless, a good deal of variation was evident in the market for wethers and ewes. The opening sale held in March was marked by a sharp rise in values of sheep; in some instances the increase was as much as  $5/-$  per head but mostly the advance was from  $2/-$  to  $4/-$ . The following sales were not so good and, while prices continued to be quite satisfactory, the high rates obtained early in March were not sustained, values falling by from  $1/-$  to  $2/-$  per head. A very light supply on Monday, 20th March, again caused the market to rise sharply by from  $2/-$  to  $4/-$  but from then on to the end of the month values fell and the gain of up to  $4/-$  per head was lost. On the average, realisations were better than those for February. Some exceptionally good prices were obtained during March, several lines of good quality wethers making  $26/-$  each, with ewes bringing  $21/-$  per head. Rates such as these were not average ones, as a good percentage of the better class of sheep sold at from  $17/-$  to  $23/-$  for wethers and from  $12/-$

/to ....

to 18/- for ewes. Other grades cleared at lower levels, according to finish. Despite the strong position created on several occasions during March and the satisfactory prices which were obtained, the market as a whole was very uncertain from the trade's viewpoint, often advancing in the morning and receding during the afternoon, while at other times the position was reversed. The price of wether mutton ranged from  $3\frac{1}{2}d$  to  $4\frac{1}{2}d$  per lb. and ewes 3d to  $3\frac{3}{4}d$  at the beginning of the month, while at the close of the period rates were  $2\frac{3}{4}d$  to  $3\frac{1}{4}d$  and  $2\frac{1}{2}d$  to  $3\frac{1}{4}d$  per lb. for wether and ewe mutton, respectively.

The irregular markets reflected the supplies coming forward. When light yardings occurred, prices advanced; whenever increased numbers of sheep were marketed a decline was in evidence. Such declines were noticeable during the last two sales when the yardings on each occasion were about 5,000 head greater.

#### Prospects of heavier yardings.

The heavy rains recently experienced in many parts of New South Wales restricted the trucking of consignments of sheep to Homebush. Prospects for the future, however, are brighter. The better pastoral position as regards feed and water is expected to result in an all-round improvement in the quality of the stock, while substantially heavier yardings are anticipated.

#### Pronounced decline in numbers of cattle forward.

The marked improvement in pastoral conditions resulting from the fairly widespread rains during February and March is now having its effect on the numbers of cattle marketed at Homebush. Only 19,268 head were received during the period under review and of this number 2,715 comprised bulls and stores. Some idea of the extent of the decline in supplies may be gained by comparing the average yardings in each of the three months January, February and March: these amounted to approximately 4,000, 3,000 and 2,000, respectively, on each sale day. During March, 1938, when the pastoral position was most unsatisfactory, about 30,000 cattle were sold at Homebush.

#### Better representation of good to prime cattle.

Reports received from correspondents in various parts of the State indicate that the condition of stock generally has improved and continues to do so. These statements are substantiated by the continued but gradual improvement of the offerings each sale day. This tended to a great extent to offset the lack of numbers for, as a rule, the cattle were of a type well suited to trade requirements. Plain and inferior grades were still noticeable at every sale but, in many instances, they were consigned from the near country centres with the object of taking advantage of the shortage of supplies. It was pointed out in our March issue that future prospects for fattening cattle were bright and happily, with follow up rains in the early part of March, the position now is really as sound as

/could....

could be desired, so that better yardings should be seen during the coming winter.

Showing of bullocks and steers proportionately greater.

Throughout the period light to medium weight bullocks and steers were well represented and comprised almost exclusively Herefords and Shorthorns with a better showing of weighty descriptions, that is, bullocks which would kill at weights from about 640 lb. up to 700 lb., and steers from 600 lb. to 650 lb. Although good to prime descriptions were for the most part fairly well supplied, at times they were rather difficult to secure, this being more applicable in the case of steers than bullocks. Demand generally was very strong and increased values were obtained in the majority of sales, but not to the extent that might have been expected in view of the small numbers offered compared with the previous month, or the corresponding month of last year. Realisations for both bullocks and steers were more satisfactory earlier in the period and declined somewhat towards the close, although there was no appreciable increase in supplies. One factor, however, that possibly contributed to this trend was the greater proportion of suitable types offered, which made the task of buyers much easier than might be apparent from a casual examination of mere numbers. Two sales may be quoted to illustrate this point: Early in the month a draft of attractive Hereford bullocks realised from £13.0.0 up to £13.18.0 per head. They were estimated to weigh from 675 lb. to 725 lb. and brought the equivalent of from 38/- to 39/- per 100 lb. on the hoof. On the last sale day in March a line of bullocks of the same breed and equally as attractive sold at nearly 20/- per head lower. From the owner's point of view, however, both realisations could be considered very satisfactory.

Cows and heifers lightly supplied.

Good quality cows and heifers were available from time to time but appeared to be below the numbers required and were usually the subject of keen competition. Medium and plain grades were more numerous and, although fair realisations were obtained at some sales, rates for the most part were inclined to be comparatively cheap. Among the quality lots disposed of was a typical line of heifers weighing from 400 lb. to 500 lb. They brought from £7.11.0 to £8.14.0 per head and an estimated average of 38/- per 100 lb. of beef. Heavy weight Shorthorn cows, which would kill at about 700 lb., cost 31/- per 100 lb. dressed weight while another lot of somewhat similar description made 32/- per 100 lb.

Vealers meet keen inquiry.

On the whole vealers were somewhat scarce, more especially quality lines and, as a result, values, which have been high for some time, showed a tendency to rise even higher. Where occasional prime descriptions were offered, it was not unusual for lots to be sold at from £8.0.0 up to £10.0.0 per head.

/Market....

Market irregular but dearer.

Generally the trend of the market was upward and rates at the close were, with few exceptions, slightly in advance of those obtained at opening. Bullocks and steers were irregular in value, sometimes gaining from 10/- to 15/- per head only to lose the rise at a later sale. Cows and heifers, except plain descriptions, were in good demand throughout and, although some variation was apparent, on the whole prices were much steadier than those of bullocks or steers. The same applied to vealers which, in the greater number of instances, became steadily dearer. It is of interest to compare this month's prices with those ruling in March, 1938; values at present are dearer but the difference is slight.

G.C. &amp; A.T.

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TRADING IN FRUIT AND VEGETABLES AT THE  
CITY MUNICIPAL MARKETS.

Weather retards business.

The long sustained drought which brought anxiety to primary producers in all districts was broken in no uncertain manner early in March when heavy rains were received in practically all divisions of the State. Showery conditions then continued throughout the month, precipitations of varying intensity being recorded. These weather conditions were against free disposals of most kinds of fruit, but, nevertheless, clearances of quality lines were for the most part satisfactory.

Heavier shipments of apples received from Tasmania.

Supplies of apples from New South Wales districts were of moderate dimensions but there was a substantial weekly increase in the quantities received from Tasmania. During the first week 20,154 cases came to hand while the final shipment for the period under review aggregated approximately 45,000 cases, and the grand total for the month was in the vicinity of 134,000 cases. About 30 per cent. of these consisted of pears.

Throughout the month a good demand prevailed for selected sizes of quality apples, particularly Jonathans, while large sizes of all varieties cleared satisfactorily. Prices, however, showed a decline of about 2/- per case over the period. Of the cooking varieties, Granny Smiths were most favoured but choice Cleopatras and Five Crowns also sold well. Small fruit, more especially sizes less than 2½ inches, presented a problem to agents as the request for this class of fruit was so restricted that it was most difficult to prevent stocks accumulating even though prices were reduced to low levels.

/Steady ....

Steady request for quality pears.

There was a steady inquiry for quality pears, particularly Packham's Triumph and Winter Cole, which gradually supplanted Williams as first preference, and values were fairly evenly maintained. As with apples, however, small fruit was very difficult to dispose of.

Supplies of main crop Valencia oranges on the wane.

Supplies of main crop Valencia oranges, both from Coastal districts and the Irrigation Area showed a steady decline throughout the month and from present appearances it will not be long before the end of the season has been reached. Vendors had no difficulty in effecting sales of small and medium-sized fruit at prices ranging to 18/- per case but clearances of large fruit became increasingly harder to effect. Towards the end of the month fairly considerable quantities of second crop Valencias came to hand from coastal districts and realised from 5/- to 10/- per case according to size and quality. This had an adverse effect on the market for main crop lines and values generally showed a downward trend.

Lemons lightly stocked throughout greater part of month.

Although consignments of lemons were received from Queensland, supplies during the greater part of the month were light and high prices were obtained. Towards the close of the period the high rates ruling induced coastal growers to market quantities of green fruit, which had an adverse effect on realisations.

Grapes plentiful.

Grapes for the most part were fairly heavily stocked. From about the middle of the month onwards many brands showed the effects of the wet weather and opened up in bad condition. Lines thus affected had to be cleared as quickly as possible regardless of price. However, considering the adverse weather conditions, there was a fairly good demand for choice dry descriptions and realisations for Black and White Muscats, as well as Cornichons, generally were satisfactory.

Prices of passion-fruit fluctuate with variations in supply.

Only limited quantities of passion-fruit were available early in March and up to 22/-, with odd sales of extra choice to 24/- per half-case, was obtained. Subsequently, supplies increased considerably and values showed a corresponding decline. By the end of the month, however, choice lines were again scarce and an advance in prices was apparent.

/Upward !!!!!

Upward trend in values of choice bananas.

The demand for bananas was less affected by the wet weather which prevailed during the greater part of the period than any other fruit. There was a good inquiry for quality lots throughout and values showed an upward trend, particularly towards the end of the month. At times during the first fortnight there were considerable quantities of ripe and inferior quality bananas on offer, which had an unsettling effect on the market, but choice lines were not seriously affected. Aggregate arrivals for the month amounted to approximately 57,000 tropical cases, of which about 43,000 were produced in New South Wales.

Market for pineapples falls but later recovers.

Heavy consignments of pineapples, with a preponderance of small fruit, came to hand from Queensland during the first two weeks and rates were reduced to facilitate disposals. Subsequently, supplies decreased and values improved.

Rock-melons slow of sale.

Plentiful supplies of rock-melons were received from the Murrumbidgee Irrigation Area. The wet weather affected sales more than any other kind of fruit and prices were reduced to relatively low levels in an endeavour to effect clearances.

Rates for peas fluctuate.

Generally trading in vegetables was satisfactory throughout the period under review. With only light to moderate supplies of peas available during the early part of March values showed an upward trend. Subsequently, however, considerably increased quantities were received and an appreciable decline in prices occurred. Closing quotations were from 4/6 to 7/- as against 10/- to 16/- per bushel earlier in the month.

Sharp variations in the prices of beans.

During the first six days of the month, when supplies of beans were light to moderate, values of choice lines showed a rise of 2/- per bushel, with a limited number of sales up to 4/-. On Wednesday, 8th March, however, rather heavy consignments arrived from Queensland to supplement local stocks and quotations receded to former levels. From then onwards to about Friday, 17th, choice lots met a fairly brisk inquiry and very satisfactory prices were recorded. On Monday, 20th March, increased supplies from local sources were augmented by fairly extensive consignments from Queensland and rates were reduced to relatively low levels to facilitate clearances. Slight fluctuations occurred during the remainder of the month but the market failed to recover and ruling prices were low. Closing quotations ranged from 1/6 to 3/- per bushel which was only one-third of the rates prevailing during the first few days.

/Cabbages.....

Cabbages cheaper.

During the first week of the month cabbages were moderately stocked and up to 12/- per dozen was obtained for the best quality "heads". Subsequently, supplies steadily increased and prices showed a downward trend, a decline of about 4/- per dozen being apparent over the period.

New season cauliflowers available.

Light to moderate supplies of cauliflowers (the first of the season), the quality of which was mostly very good, came to hand from the Bathurst district. Up to 18/- per dozen was obtained for the best of the early consignments but the ruling rates at the close of the period ranged to 12/-, with odd sales of better quality descriptions to 14/-.

Lower realisations for tomatoes.

Fairly heavy consignments of tomatoes from Queensland and Victoria (the latter not nearly as large as last year, however) were forward to supplement local supplies. In addition, weekly shipments of between 1,500 and 2,000 half-cases were received from Tasmania. Very satisfactory prices were received for choice lines early in the month but later the continued wet weather had an adverse effect on sales and resulted in a steady decline in values.

E.J.C.

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

Acute shortage of potatoes and wide price variations.

The position regarding the quantities of potatoes available for consumption in Sydney during March became serious as supplies arriving on the market were insufficient to satisfy the requirements of the consuming public. As a result of this, rates for all lines were much higher than those for the similar period of 1938, and stocks were cleared soon after unloading on to the wharves.

The total arrivals of potatoes in Sussex Street comprised 85,754 bags from Tasmania and a small shipment of 300 bags from Western Australia. The price of £19 per ton fixed at the end of February for Tasmanian Brownells and Bismarcks was in agents' opinions too low for the demand, and, on the receipt of a comparatively small shipment, rates were increased by £3.10.0 to £22.10.0. Later, the arrival of heavier consignments caused prices to fall to £16.0.0. Subsequently, rates rose to £18.0.0 and then, on the receipt of a very small shipment, were increased by £6.0.0 to £24.0.0 per ton. The supply of Western Australian

/potatoes....



potatoes was available during the first days of March, and sold very quickly at £22.10.0 per ton. Rates for Tasmanian potatoes during the month were as follow:- Brownells No.1 £16.0.0 to £24.0.0, No.2 £12.0.0 to £20.0.0; Seed £10.0.0 to £17.0.0; Bismarcks, No.1 £16.0.0 to £24.0.0, No.2 £12.0.0 to £20.0.0, Seed £10.0.0 to £17.0.0; and Whiteskin varieties (including Snowflakes, Arranchiefs and Albas) £15.0.0 to £23.0.0 per ton.

There were no locally-produced tubers railed to Alexandria for sale this month. The first arrivals of the "old" potatoes from the Crookwell-Taralga district are expected to come to hand in April.

The severe dry conditions prevailing over most of Eastern Australia at the commencement of the year, which were detrimentally affecting potato crops, have been followed by widespread rains. Recent advance forecasts of the Crookwell and Ballarat potato crops indicate the probability of their being quite good.

#### High rates for onions maintained.

A shortage was apparent also in the onion market in Sussex Street. Agents are of the opinion that this shortage will prevail for some considerable time.

New Zealand growers shipped a total of 1,100 bags and 481 tons of the Brown variety and met a better request throughout than that ruling last month. Prices ranged from £21.0.0 to £26.0.0 per ton, stocks selling very quickly.

Larger shipments from Victoria came to hand during March and were in good demand. As the quality of the offerings was mixed there was a very wide range in the quotations, sales being recorded at the following levels:- White £15.0.0 to £26.0.0, Brown £15.0.0 to £26.0.0, Brown and White Picklers £10.0.0 per ton.

No stocks were at rail at the Alexandria Railway Goods Yard.

#### Decline in quotes for Queensland pumpkins.

Although the arrivals of pumpkins from Queensland, totalling 5,860 bags, were lighter than those for February, rates for the most part were considerably lower. This decrease can be attributed in part to the fact that the quality was very mixed. **Initial** disposals ranged to £21.0.0; after the first few days, prices gradually declined until, during the last week, rates paid were as follow:- Inferior £8.0.0, Good £10.0.0 and Choice (picked over in the stores) £12.0.0 per ton. In addition to the Queensland consignments, shipments of local and Western Australian produce were received in Sussex Street. The Western Australian pumpkins  
/were....

were not offered in Sussex Street but were taken to the City Municipal Markets for disposal. The 600 bags from New South Wales centres sold fairly satisfactorily at from £10.0.0 to £16.0.0 per ton.

Local growers railed 9 trucks to Alexandria. Sales for the most part were fair to good but at times, owing to under-quality lines, demand slackened off. Prices paid ranged from £9.0.0 to £18.10.0 per ton.

Other vegetables sell well.

Tasmanian vegetable growers sent 4,512 bags of swedes, 2,599 of carrots and 785 of parsnips to Sussex Street during the period under review. As a shortage of other vegetables was evident, the demand for all classes was good and very steady clearances were reported throughout, so much so that in practically every week stocks passed from first hands a day or two after being unloaded from the boat. Rates varied widely, reflecting the fluctuations in the potato market, and were:- Swedes £10.0.0 to £16.0.0; Carrots £10.0.0 to £20.0.0; Parsnips £12.0.0 to £20.0.0 per ton.

Increased quantities of Tasmanian Dry peas were available and were in firm request. It was reported that consignments cleared at from 13/6 to 15/- per bushel for Blue and 9/6 to 11/- for Grey peas.

Reduced inquiry for most lines of chaff.

A quiet market prevailed for the 201 trucks of oaten chaff railed to Alexandria during March. This stock exceeded buyers' needs and after each yarding there was a fairly considerable portion carried-over on the ground. A heavier arrival of wheaten chaff was in position (73 trucks) and for the most part offerings sold only moderately; however, choice lines were the exception and cleared readily. The 86 trucks of lucerne chaff also represented an increased supply and, while a good demand operated for choice lots, medium and other qualities sold quietly. During the whole of the month agents were obliged to revert to the former practice of offering chaff by auction in order to effect at least partial clearances. The auction sales held were not attended by many buyers but, nevertheless, a fairly substantial quantity was disposed of by these means. Realisations were as follow:- Oaten £4.0.0 to £6.5.0, Wheaten £3.5.0 to £5.10.0 and Lucerne £5.0.0 to £8.5.0 per ton, all sales being made according to the quality of the produce.

Smaller supplies of hay.

Consignments of lucerne hay to Alexandria consisted of 34 trucks from the Maitland district and 79 from other centres. The Maitland offerings were mainly of the New Green description and sold steadily at from £6.0.0 to £7.0.0 per ton. Of the other arrivals, choice Mudgee hay cleared very well at prices ranging up to £8.0.0 but this variety represented only a minor portion of these yardings; the bulk was in restricted demand at from £5.0.0 to £7.0.0 per ton.

/There....

There were no stocks of Hunter River lucerne hay available in Sussex Street.

The 100 bales of Victorian Special oaten hay shipped to Sussex Street met a good inquiry at the unaltered rate of £11.0.0 per ton. Of the 35 trucks of oaten hay railed to Alexandria from country centres of New South Wales, only part was offered for sale at prices ranging from £5.0.0 to £7.0.0 per ton.

Local straw cheaper.

Local growers consigned 95 trucks of straw to Alexandria this month. As this was nearly double the quantity received during February, disposals were much quieter. Auctions were held and a fair proportion of the yardings was cleared by this method. Sales were effected at from £3.0.0 to £3.10.0 for medium, £3.15.0 to £4.0.0 for good and from £4.5.0 to £4.15.0 per ton for choice bright long straw. The 2,910 bales of Tasmanian straw received in Sussex Street realised from £4.10.0 to £5.5.0 per ton, steady deliveries taking place throughout the period.

Grain market quiet.

The arrivals of grain at the Alexandria Railway Goods Yard for March comprised the following items:- Wheat - 51 trucks, Oats - 49 trucks, Barley - 4 trucks, Maize, local - 2,346 bags and Queensland - 458 bags. In Sussex Street, the grain receipts consisted of maize from the Clarence and Macleay River districts, totalling 3,372 bags.

In the wheat section, sales were mostly quiet but occasional disposals of F.A.Q. standard were made at fair prices. Realisations ranged from 2/1 for medium to 2/8d per bushel for best quality. The oats at rail were not in demand and passed from agents' hands slowly at from 1/11 to 3/9 per bushel, according to quality.

Only a portion of the 4 trucks of barley on offer was submitted to buyers at from 2/9 to 3/- per bushel.

Owing to the low prices ruling for wheat, difficulty was experienced in selling at least a portion of the available stocks of maize on hand. The local produce at Sussex Street met a very limited demand and brought from 4/- to 4/9, whilst at Alexandria grain from New South Wales districts sold at from 3/8 to 5/- per bushel; the higher prices in each case were obtained early in the month when the market was fairly steady. Queensland maize sent to Alexandria was all disposed of by auction at from 4/- to 4/9 per bushel.

E.A.G.

WHOLESALE PRICES OF VARIOUS COMMODITIES IN  
SYDNEY (N.S.W.) DURING MARCH, 1939.

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 March, 1939:-

<u>Commodity</u>	<u>From</u>	<u>To</u>
Wheat:		
Bulk	2/3 $\frac{1}{2}$ d	2/4 $\frac{5}{8}$ d per bushel
Bagged	2/4 $\frac{1}{2}$ d	2/5 $\frac{3}{4}$ d " "
Flour	£12.5.0	£12.10.0 per ton
Bran	5.0.0	5.5.0 " "
Pollard	5.0.0	5.10.0 " "
Eggs (Hen)	1/4d	1/9d per dozen
Butter:		
Choice	161/2 per cwt.)	) no variation.
First Quality	156/6 " " )	
Second	151/10 " " )	
Cheese:		
Loaf	11d per lb. )	) no variation.
Large	10 $\frac{1}{2}$ d " " )	
Special Brands	1/2 " " )	
Pigs (Abattoir Sales):		
Prime light porkers	38/6d	46/6d per head
" med.wgt. "	42/6d	50/6d " "
" heavy "	48/6d	54/6d " "
" baconers	58/6d	75/6d " "
Backfatters	£4.0.0	£9.0.0 " "

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SYDNEY WOOL SALES - MARCH, 1939.

The Sydney Wool Selling Brokers' Association advises that 1,396,629 bales of wool, including 1,333,707 greasy and 62,922 scoured, were sold in Sydney during the month of March.

The average prices realised were as follow:-

<u>Class of wool</u>	<u>Per bale</u>	<u>Per lb.</u>
Greasy	£13. 0.10	10.7d
Scoured	15. 7. 7	15.8d
Greasy and Scoured	13. 2. 7	10.8d

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RETURN OF FRUIT AND VEGETABLES IMPORTED INTO NEW SOUTH WALES  
BY LAND AND SEA - FEBRUARY, 1939.

F R U I T.

STATE	Pineapples tropical cases	Bananas tropical cases	Other Fruit cases	Tomatoes half bushel cases	TOTALS packages
Queensland	35,883	14,705	15,862	64,691	131,141
Victoria	50	197	85,997	13,690	99,934
Tasmania	-	-	34,847 x	1,343	36,190
Sth. Aust.	-	-	6,888	-	6,888
West Aust.	-	-	115	469	584
TOTALS:	35,933	14,902	143,709	80,193	274,737

Note: x Also 93 trays of fruit.

V E G E T A B L E S.

STATE	Potatoes bags	Onions bags	Swedes bags	Pumpkins		Melons Crates	Cucs. & Chillies cases	Other Veggies		TOTALS	
				bags	tons			Pkgs.	Tons	Pkgs	Tons
Queensland	31	274	-	9,357	8	37	708	7,517	8½	17,924	16½
Victoria	5,356	6,134	48	-	-	23	14	807	-	12,382	-
Tasmania	91,095	70	1,579	-	-	-	-	1,888	-	94,632	-
Sth. Aust.	939	788	-	26	-	-	-	5,782	-	7,535	-
West Aust.	3,467	1,615	-	183	-	-	-	134	-	5,399	-
TOTALS:	100,888	8,881	1,627	9,566	8	60	722	16,128	8½	137,872	16½

# SHEEP (Good Trade Wether)

AVERAGE "SPREAD" BETWEEN THE RETURN TO THE PRODUCER AND PRICE PAID BY CONSUMER.

39.344.

JANUARY 1939

PER HEAD

£.s.d.

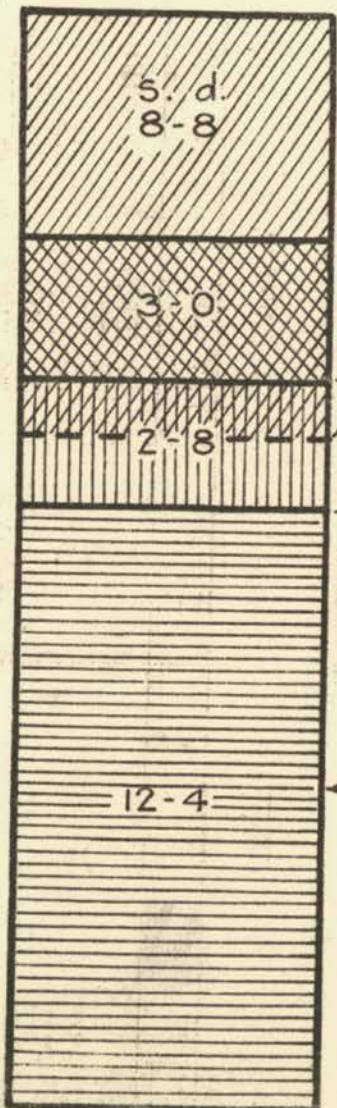
TOTAL PAYMENT BY CONSUMER FOR RETAIL CUTS, PLUS SUET TRIMMINGS AND BONES. 1.2.7

TOTAL REALISATION BY WH'SALE BUTCHER (INCLUDING VALUE OF CARCASE SOLD TO RETAILER FOR 13/11 & VALUE OF SKIN & EDIBLE OFFAL.) 18.0

COST TO WH'SALE BUTCHER FOR LIVE ANIMAL. 15.0

COST TO RETAIL BUTCHER CARCASE ONLY 13.11

NET REALISATION BY GRAZIER 12.4



← RETAIL BUTCHERS' EXPENSES & PROFITS

← WH'SALE BUTCHERS' EXPENSES & PROFITS.

← GRAZIERS' MARKETING COSTS

FREIGHT (275 MILES)	2.	4.
UNLOADING, DRAFTING & DELIVERY	1.	1.
PADDOCKING, WATERING & RESTING	1.	1/2
YARD DUES (M. I. C. CHARGES)	1.	4 1/2
AGENTS COMMISSION		
	<u>2.</u>	<u>8</u>

← NET REALISATION BY GRAZIER

⊕ OUT OF THIS AMOUNT GRAZIERS' COST OF PRODUCTION MUST BE DEDUCTED.

NOTE:- FOR PROPORTIONATE WEIGHT OF RETAIL JOINTS ETC. TO CARCASE, RECOURSE WAS HAD TO CHART ISSUED BY MASTER BUTCHERS FEDERATION.

BASIS OF GRAPH :- WETHER 46 LBS DRESSED WEIGHT SOLD ON THE HOOF AT 15/-.

COMPILED, J.H. 14. 2. 39  
DRAWN, E.H.S. 15. 2. 39  
CHECKED, G.C. 15. 2. 39

A.A. WATSON  
DIRECTOR OF MARKETING.

