Marketing South Australian Produce in London

The export department of South Australia has an experienced and very capable officer in London, whose duties are to receive the consignments and to attend to the distribution and sale of the produce at that point as well as in other British and continental markets. Should the market be unfavorable in London for fruit, etc., he can, on his own initiative, divert shipments to Hamburg or other places where the conditions promise better returns. The department closely follows the distribution of all produce—but more especially fruit—in England, and has available the names of the principal retail buyers whose special require-

pal retail buyers whose special require

ments are catered for. From the moment the produce enters the government stores at Port Adelaide until it is sold in the world's markets, every effort is made

to secure the highest prices and at the same time the lowest over-sea freights

and incidental charges.

the produce departments e added, new es introduced leas advanced. all progress with the aid plied energy abundant en-

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Chilled Meat Industry

Why Not One Like This

Canada should emulate Australia which has solved the problem of exporting meat and produce. Goods to the value of \$3,500,000 handled last year through the Cold Storage plant operated by the Victorian Government. Details of management. Huge export buildings and plant at Port Adelaide owned and operated by the South Australian Government, the over-seas exports of which amounted to over \$1,000,000 last year. How co-operative government butter factory has succeeded. How marketed. State aided abbatoirs, with freezing and cold storage plant electrically operated at Geelong.



April 15th, 1910

N WEEKLY REPORT No. 310 of the Depart-ment of Trade and Commerce appeared some particulars concerning the business conducted

the business conducted by the co-operative so-cieties in Australia. In supplementing the data, it is considered that some additional details respecting the practical recognition by various state (or provincial) governments of the principle of co-operation would be of interest to the primary producers in

of interest to the primary producers in Canada.

With that end in view, there will be found in subsequent paragraphs information relative to the assistance rendered by state cooled stores at Melbourne and Adelaide and also at Geelong by works for which the capital was raised, by a public body, under legislation enacted by the Victorian government. Of these extensive industries, devoted to the exports of perishable products, the produce department of South Australia is the only one working almost entirely upon the co-operative principle.

Victorian Government's Cool Store

The cool stores owned by the city of Melbourne were built in 1892, but in recent years have been operated by the Victorian government. The management is under the supervision of the Department of Agriculture. Through these stores produce to the value of over £705,000 was handled in 1909. Beside an annual rental of £15,000 the government pays over £8,000 for labor and material used in wrapping lambs and sheep, rabbit and poultry crates, etc. This large outlay is recouped by charges made on produce received and handled. Particulars concerning operations of the stores, grading of butter, etc., appeared in Weekly Report No. 79.

South Australian Government's Export

South Australian Government's Export Department

Department

The earlier stages of the existence of the huge export buildings and plant at Port Adelaide, owned and operated by the South Australian government, were, to a large extent, experimental. The rapid growth of the exports of produce were not anticipated, and hence only a limited cold storage and operative capacity was installed. The extension of the buildings and plant (recently completed) was thus rendered a costly item. The initial cost was over £87,000, but in doubling the extent of the works, a further sum of £94,000 was spent, thus making the total expenditure of over £181,000 by which means the department has now in operation the largest and most modern establishment in Australasia devoted to the interests of the primary producers.

The unique nature of the interests.

producers.

The unique nature of the department's business, viewed as a government undertaking, has led to many inquiries as to its financial success. The actual profits paying' interest on the capital and working expenses for the year 1908-9 were as follows: Freezing works, £4,061; butter factory, £504 (in addition to bonus of £500 to producer); total, £4,565. Taking a retrospective view of the accounts from the date of the department's inception to June 30, 1909, during which interest on capital has been charged, an actual loss of £1,450 is shown; but these figures do not show any annual depreciation debits.

Value of Exports Shipped Over-Sea The volume of the business transacted to the produce department at Port

Adelaide continues to increase from year to year. This is considered a satisfactory evidence of its popularity with the pro-ducers in the state.

As an item of interest to Canadian producers, the following return is given, showing the extent, variety and values of the over-sea exports shipped through the produce department of the South Australian government during the season 1908-9:

	£		d.
Lamb, 184,345 carcasses, or 6,213,776 lbs., at 33/4d	97,090	. 5	0
Lamb, 5,526 carcasses, or 219,615 lbs., at 3d	2.745	3	9
Mutton, 50,090 carcasses, or 2,280,046 lbs., at 2 \d.		4	7
Beef, 838 qrs., or 140,617 lbs. at 3d	1.757	14	
Butter, 18,205 boxes, or 455 tons ,2 cwt., 2 qr. at 1/-			0
Wine, 2,360 hhds., etc., or 177,112 gall. at 2/-	17 711		0
Fruit, 38,376 cases apples 8,959 " pears	17,711	•	
308 " grapes 67,799 cases at 10/	33,899	10	0
Poultry, 248 ducklings, each at 3/-			
496 chickens, each at 10d.		18	
		10	:
180 squabs, 268 lbs. at 10d.	- 11	. 3	*
Honey, 1,5421/2 cases, 81 tons, 4 cwt., at 21/2d. per lb.		13	
Rabbits, 507 crates, 12,774 lbs. at 6d	319	7	. 0
Eucalyptus Oil, 5 cases for	8	12	6

Government Butter Factory at Port Adelaide

The popularity of this branch of the produce export department may be estimated by the increasing trade, which has made it necessary to erect a new butter factory with much increased accommodation at Port Adelaide during the year under review. Every endeavor is made to run the factory on sound co-operative lines, under which cream suppliers share the benefits that accrue through profitable marketing. It is now the practice of the department to pay a portion of the net profits of the butter factory as bonuses on the amounts of cream suppliers account sales. This system gives a large return to the suppliers of the best cream, and it is intended as an encouragement for efficient work in the various dairies. Cream is received from 1,213 suppliers in all parts of South Australia adjacent to the railways. The average quality of the cream received at the factory is given at 18-10 lbs. of cream to 1 lb. of manufactured butter. The average price paid to producers for their butter during the year 1908-9 was 11 2-5 per pound.

Corio Freezing Works at Geelong
At the port of Geelong, some fifty miles distant from Melbourne, extensive freezing works were recently completed and put into operation. The property is vested in the Harbor Trust under acts passed by the Victorian legislature, by which power was given to raise loans to the extent of £400,000 for the improvement of the port and the establishment of the works. The necessary capital was raised by debentures on the security of certain revenues of the Trust, and are repayable at 25 years after issue, bearing interest at the rate of 4 per cent, per annum, with a sinking fund of one-half per cent. for redemption purposes. The accommodation provided permits the employment of 60 butchers who can kill 6,000 sheep in 8 hours. The capital cost of the buildings was £44,000 and of the plant, £12,000 making a total of £56,000.

Plant Electrically Operated.
The whole plant is electrically operated.
The whole plant is electrically operated.
Power is supplied from a central station containing two 190 B.H.P. gas engines and two electric generators of 120 K.W.; the gas is generated by three suction liness transacted by the state-owned butter

£230,366 19 10

To illustrate the expansion of the business transacted by the state-owned butter

iactory the ronos	renteu.	No. of	D		
Year	Suppliers	Cream Lbs.	Butter Made Lbs.	Account Sales	Payments for Butter
1908	775	949,176	499,961 669,344	13,480 16,592	£20,000
Contributory Bu			generators of	which con	£27,000

Independent traders are also provided by the Port Adelaide cool stores with the necessary accommodation and facilities for the local, inter-state and over-sea business in perishable produce. Government certificates are issued by the wheat inspection branch and purchases are frequently made upon that basis. Consignments are accepted and advances made thereon for shipment to London, Manchester, Hull, 'Hamburg, Paris and other distant markets. A canning plant has recently been erected with a view of extending the exports of canned meats, poultry and rabbits.

This season a determined effort is being made by the department to encourage the export of infertile eggs (which keep no longer) to England. That this can be proved was shown by experimental shipments of nearly 8,000 dozen in 1907, although the average net price, 7½ d. (14½ cents) per dozen then realized by the shipper was not sufficiently attractive to continue the exports.

gas generators of which one is held in reserve. The refrigerating machinery con-sists of two 70 ton (ice) refrigerators of the Linde type which are driven by two 100 B.H.P. motors by means of a driving

The dry air system is used for freezing and maintaining the cool stores at the proper temperatures. The plant for treating the offal consists of four digestors, one hydraulic press, one rotary drier, and a bone mill with screen. A conveyor 250 feet in length connects the store with the wharf, by which means the carcasses are delivered to the ship with a minimum handling.

More Extensive Operations of Corio Plant
On behalf of the shippers, the state-aided abattoirs, freezing and cool stores at Geelong, besides undertaking the slaughter and preparation of live stock for over-seas markets, attend to the shipment of all kinds of perishable produce. The rates charged are claimed to be the lowest in Victoria. Under the provisions

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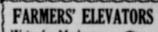
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of the commercial act of the Common-wealth, the grading and inspection of butter, cheese, eggs, fruit, (fresh, pre-served and canned), honey, meats (fresh, frozen, canned and preserved), rabbits, milk and poultry intended for export and carried out. Illustrations of the Corio freezing works, together with conditions and scale of charges are on file in the Department of Trade and Commerce, Ottawa.

D. H. ROSS.

D. H. ROSS.