

SUNRISE

The Egg Marketing Board FOR THE STATE OF NEW SOUTH WALES



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In reply please quote

29th October, 1982

Mr. K. Fitzgibbon,
Secretary,
Commercial Egg Producers'
Association of Victoria,
STRATHFIELD SAYE VIC. 3551

Dear Mr. Fitzgibbon,

Re: SALE OF EGGS IN VICTORIA
BY BARTTER'S ENTERPRISES

Recently the Board was advised there was growing concern that the sale of shell eggs and pulp by Bartter's Enterprises in Victoria had escalated and was greatly exceeding the offset load of approximately 27,000 dozens accepted by this Board each week from the Victorian Egg Marketing Board.

The Board therefore, arranged, in conjunction with the Victorian Egg Board, for one of its senior staff to visit Melbourne for several days and in company with an officer from the Victorian Board, to check these claims on a first-hand basis.

The Board has since received a report on the enquiries made, which involved a visit to egg grading floors, distributors, cold stores and a number of customers to determine the extent of marketing operations by Bartter's Enterprises in your State

It is understood from the enquiries made, that the eggs from Bartter's Enterprises transported into Victoria for grading, are handled through the grading floor of T.J. Neylon & Son Pty. Ltd. at Thomastown and that these eggs are delivered direct to the grading floor by Bartter's Enterprises or by its distributors in Victoria. The following details have been obtained as to the quantities submitted direct by Bartter's Enterprises for grading during the period shown:-

	<u>Date</u>	<u>Dozens</u>
Week ended	4. 9.82	11,520
	11. 9.82	9,462
	18. 9.82	17,610
	25. 9.82	12,390
	2.10.82	13,110
	9.10.82	21,360
	16.10.82	19,620

It has also been advised that, additionally, an average of 8,000 dozens per week were delivered by Bartter's distributors for grading and that approximately 5,275 dozens weekly were sold direct to these distributors without being forwarded to T.J. Neylon & Son Pty. Ltd., for grading. Taking these figures into account, it would seem total shell egg sales into Victoria by Bartter's Enterprises during the period were as under:-

	<u>Date</u>	<u>Dozens</u>
Week ended	4. 9.82	24,795
	11. 9.82	22,737
	18. 9.82	30,885
	25. 9.82	25,665
	2.10.82	26,385
	9.10.82	34,635
	16.10.82	32,895

The Board has been further informed of a delivery of 4 tonnes of pulp produced by Bartter's Enterprises to a Melbourne frozen food manufacturer and that 6 tonnes of pulp were also observed being held at a cold store for delivery to outlets. One of these outlets, however, was understood to not only have on hand Bartter's pulp, but also egg pulp manufactured by a Victorian producer which was thought to be unpasteurised.

It was not possible, however, for the quantity of weekly pulp sales by Bartter's Enterprises to be determined, as deliveries into store and despatches could not be established.

The Board feels, after taking all of these details into consideration, that the quantity of eggs accepted by it each week from the Victorian Egg Marketing Board (approximately 27,000 dozens), would appear to easily offset the current sales by Bartter's Enterprises in Victoria. It also believes that the information obtained suggests that in earlier weeks of the year, it is likely greater quantities of eggs were accepted from the Victorian Board than was required to offset these sales.

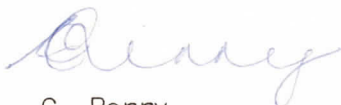
The Board has requested that I provide you with details of the enquiries made in this matter as it understands there may be a feeling amongst Victorian producers that the Board is only taking from Victoria, a small fraction of the quantities of eggs claimed to be sold by Bartter's Enterprises into your State. This belief was also conveyed by Victorian producers to two members of this Board during a recent visit to Victoria.

The Board would like to further point out that it has always worked to a policy that eggs produced in New South Wales are consumed in the state and to this end it has been actively endeavouring to encourage the sale by Bartter's Enterprises of all of its production in New South Wales. With this in mind, it has recently put forward a proposal for widened distribution by Bartter's Enterprises in the greater southern part of the State.

The members hope this letter will clarify the matter and would appreciate your members being provided with this information.

The Board wishes to point out in conclusion, that its aim is to co-operate with other states to endeavour to further the licensing scheme for the benefit of the industry overall.

Yours faithfully,



C. Perry
Acting Secretary