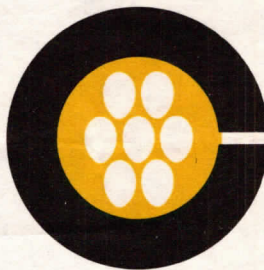


**CRYSTAL EGG COMPANY**

Authorised Agent  
Victorian Egg  
Marketing Board  
16th May, 1983.



Garsed Street Bendigo  
Victoria 3550  
Post Office Box 4  
Phone (054) 431911

Mr. K. Fitzgibbon,  
Secretary,  
Central Council,  
Commercial Egg Producers' Association,  
Post Office,  
STRATHFIELDSAYE, 3551.

Dear Kevin,

On my return from leave, I have received your letter dated April 15th. I apologise for the lateness of the reply, but it could not be helped, and I guess the delay has not inconvenienced you nor any of your members.

I acknowledge your Association's opinion that a sliding scale method of calculating grading remuneration is discriminatory against the smaller producers. It does however provide some revenue where the cost actually lies. It is widely agreed that the cost of grading a small consignment of a few cases varies with that of a larger consignment of some trolleys, when considered on a per dozen basis. Our new system of charges, varied after consultation with some of your members, does recognise this fact, and no better system has been found.

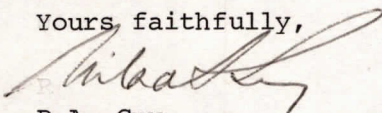
Your Central Council is aware of the introduction of our new grading machine, acquired to attempt to hold costs of grading, and to better and more efficiently grade and pack the region's eggs. To date, we have not yet seen the expected benefits, as productivity has been lower than expected, but it is better in its handling procedures.

Negotiations for the supply of Bendigo eggs directly onto the Metropolitan market via a distributor, have commenced again. This should assist the floor a little, but largely depends on the credit facilities demanded by the large metropolitan retail outlets.

Your request for our Company holding off grading charge increases until July 1st 1983 is reluctantly agreed to. We all acknowledge that the industry is going through very hard times, and accordingly we shall hold off until then for their introduction. I draw attention to our previous letter dated 7th April 1983 for the details of the sliding scale, and the possibility of a later review.

Should you have any queries, or need any further information, please ask for it.

Yours faithfully,

  
R.A. Guy,  
Managing Director.

Encl.