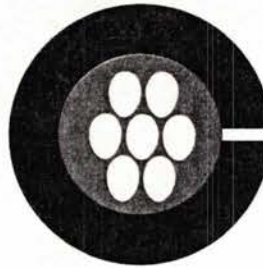


CRYSTAL EGG COMPANY

Authorised Agent
Victorian Egg
Marketing Board



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

FAX: (054) 41 2615
WJB:gp:CEG
February 12, 1991

Dear Producer,

re: Change in Egg Value

We have today been advised by Egg Farmers of Victoria of a new price for export pulp of \$0.50 per kilogram.

We have accordingly revised the prices paid for 49 gram and 43 gram eggs. The new price will be paid for eggs delivered on or after February 11, 1991.

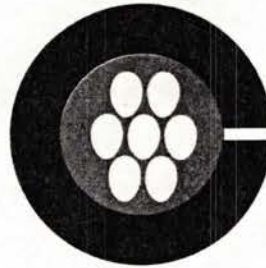
	67 gram	61 gram	55 gram	49 gram	43 gram
Shell	100%	100%	95%	80%	30%
Pulp	-	-	5%	-	-
Export	-	-	-	20%	70%
New Price					
per Doz	183.0¢	157.0¢	135.9¢	69.3¢	38.2¢
Old Price					
per Doz	183.0¢	157.0¢	135.9¢	66.1¢	28.4¢
Increase					
Cents/Doz	-	-	-	3.2¢	9.8¢

Yours sincerely,

W. J. BOSCHETTI
Assistant General Manager

CRYSTAL EGG COMPANY

Authorised Agent
Victorian Egg
Marketing Board



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

FAX: (054) 41 2615
WJB:gp:CEG:6/91
February 15, 1991

Dear Producer,

re: Change in Egg Value

As part of our ongoing egg price review, we are pleased to advise that the Shell Pulp Export Ratio can be revised upwards to reflect the current buoyant market conditions. The adjustment to the ratio can also now be back-dated two weeks for 55 gram and 49 gram eggs to reflect the buoyant sales which have been achieved through some supermarkets specialising 49 gram eggs. The new payment structure is as follows:

(1) Eggs consigned during fortnight ending February 9, 1991:

All 55 gram and 49 gram eggs consigned to Crystal during this fortnight will receive an extra payment of 2.1¢ and 10.7¢ per dozen respectively, lifting payment therefore to 100% shell. A separate payment will be forwarded with your next statement.

(2) Egg consigned from February 11, 1991:

The new Shell Pulp Export Ratio for all eggs consigned to Crystal from the above date will be paid according to the following table:

	67 gram	61 gram	55 gram	49 gram	43 gram
Shell	100%	100%	100%	100%	30%
Pulp	-	-	-	-	-
Export	-	-	-	-	70%
New Price per Doz	183.0¢	157.0¢	138.0¢	80.0¢	38.2¢
Old Price per Doz	183.0¢	157.0¢	135.9¢	66.1¢	28.4¢
Increase Cents/Doz	-	-	2.1¢	10.7¢	9.8¢

Producers should note that payment for the top four grades will now be paid at 100% shell. Few 43 gram eggs are sold, and our payment reflects this. It is anticipated that the current sales trends will be maintained for the immediate future, thereby ensuring that producers will receive the maximum returns possible. We hope they continue right through winter.

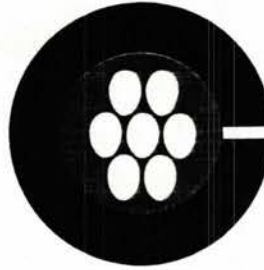
Yours sincerely,

W. J. BOSCHETTI

CRYSTAL EGG COMPANY

Authorised Agent
Victorian Egg
Marketing Board

Dear Producer,



Garsed Street Bendigo
Victoria 3550
Post Office Box 4
Phone (054) 431911
FAX: (054) 41 2615
RAG:gp:CEG:9/91
May 3, 1991

re: Price Changes Effective Monday May 6, 1991

Effective Monday May 6, egg prices will need to change. As you know, for the past couple of years Crystal's buying price is a cocktail of shell price, pulp price and export price, which is determined by the end destination of the eggs.

For many weeks now, we have been able to pay 100% shell price for all 67 gram eggs, 61 gram eggs and 55 gram eggs. Because of a very large surplus of 49 gram eggs, we have been paying a price based on a ratio of 40:20:40.

As signalled at a meeting with CEPA Executives on Wednesday this week, we have now observed the surplus production moving into the higher grades. Accordingly, we can increase our ratios for 43 and 49 gram eggs, but need to reduce the ratios for 55 gram and 61 gram eggs. This reflects the fact that we now have a small surplus of 55 and 61 gram eggs which need to be pulped. Our new ratios applying from Monday are as follows:

	<u>Shell</u>	<u>Pulp</u>	<u>Spot Pulp</u>	<u>per Doz</u>
67 gram	100	-	-	\$1.98
61 gram	95	5	-	\$1.59.5
55 gram	90	10	-	\$1.21
49 gram	70	20	10	\$0.70.1
43 gram	70	20	10	\$0.60.4
Underweight			100	\$0.15.1
Sound			100	\$0.25.6
Crack			100	\$0.23.9

This will result in new egg buying prices for each grade as shown in the last column. These calculations reflect the current market position and should be revenue neutral to our pool.

This week the Egg Board signalled a price change effective May 20 which will reduce the prices for the two largest grades, and increase the prices for the next two grades. The result of these changes is again revenue neutral across the industry, and normally occurs at this time of the year. This means that the prices quoted above will alter on May 20 but the ratios outlined above should prevail. However, these are our best guess at the moment, and are subject to change as market conditions and egg production trends vary.

Should you have any queries on any of the above, please feel free to call Tom Evans, Wayne Boschetti or myself on (054) 431911.

Yours sincerely,

RICHARD A. GUY
Managing Director

P.S. I also enclose a copy of an article recently published in the Brisbane Courier Mail which details the effect of New South Wales entering southern Queensland. It is for your information only, and I hope you find it of interest.