

Classes of Sales

The total sales for the twelve months are divided up between retail, wholesale, and special contract services as follows :—

	Milk (Gallons).	Cream (Gallons).
Retail	1,599,440	19,604
Wholesale	651,645	28,704
Schools	78,196	..
Special contracts	98,687	552
Ice-cream	28,770	8,117
	2,456,738	56,977

These different classes are supplied at different rates. The retail rates are somewhat elaborately divided according to quantity purchased. They are as follows :—

Quantity.	Summer (September to May).	Winter (June to August).
	d.	d.
$\frac{1}{2}$ pint	2	2
1 pint	3	3 $\frac{1}{2}$
2 pints	6	7
3 pints	9	10 $\frac{1}{2}$
4 pints	11	13
5 pints	14	..
6 pints	16	18
7 pints	18	..
8 pints	20	23

The rates charged per gallon for wholesale quantities are as follows :—

Quantity.	Summer (September to May).	Winter (June to August).
2-5 gallons	19d.	21d.
5-10 gallons	18d.	20d.
Over 10 gallons	17d.	19d.
Special contracts	13d. to 16d.	14d. to 19d.

It is to be noted that the difference between the producer price and the average price charged to consumers who purchase from 1 to 2 pints is 14-7d. per gallon (including cost of collection).

In addition to the quantities mentioned above, considerable quantities of milk are purchased direct from the producers by a chocolate-manufacturing company. The purchases by this company and by the ice-cream manufacturers should be of special value to the dairy-farmers in the metropolitan area as the greater part of the purchases could be concentrated in the period of greatest production and so could absorb a considerable portion of the surplus.

Shop Dairies

There are 123 shop dairies within the Dunedin City area. The majority of these shops purchase small quantities of milk each day. The question arises whether this is not an excessive number. That is a question which the local authority granting licenses ought to have power to determine. But there are two questions other than that of mere numbers that are of importance. The first question is that of price. The wholesale quantities quoted above are more than two-fifths of the retail quantities. Where sales are made in the two classes the rates should be adjusted according to the services rendered. The second question concerns the conditions under which milk is stored in the shops. The following particulars, taken from Professor Hercus's report, are significant and show a remarkable variation :—

Milk taken from Shops.	Number of Samples tested.	Percentage Unsatisfactory, <i>Bacillus Coli</i> or Plate Count.
1934-35	48	54.2
1935-36	101	9.9

The second lot of tests shows an altogether remarkable improvement, but even they show a sufficiently unsatisfactory result to justify extreme care in regard to the conditions under which milk is stored and handled in milk-shops, milk-bars, restaurants, &c. The Commission has formed the opinion on the incomplete evidence obtained that in Dunedin, as elsewhere, there is urgent need for improvement.

Rounds

A form of zoning is in operation in Dunedin. Towards the end of 1942 the vendors arranged the zoning, and in doing so provision was made for one vendor of raw-milk and one vendor of pasteurized milk to serve in each zone. It is estimated that the saving in petrol alone resulting from this zoning is 746 gallons. In addition to the rounds operated by the twenty-eight raw-milk vendors and the forty-five producer-vendors, twenty-six rounds are operated by the three treating and vending companies.

Both horse-drawn and motor vehicles are used in delivery, while cycles and side-cars are also on the road. Boy labour is extensively employed to assist roundsmen. Some roundsmen are assisted by one boy, some by two boys, and some by three. Wages paid to boys appear to range from 10s. to 30s. per week. The daily delivery per round varies from 50 to 90 gallons. The appearance of many of the vehicles makes it apparent that some form of regulation is required to ensure the utmost cleanliness.

Costs of Distribution

So far as is disclosed by the examination of the books of a limited number of companies the costs of distribution in Dunedin are higher than they are in Wellington or Christchurch, but lower than they are in Auckland.