Blenheim.

There is no wholesale organization in Blenheim. Retailers in all cases buy direct from fishermen at Picton or Wairau Bar, paying at Picton $3\frac{1}{2}$d. per pound for groper headed, 3d. blue cod and butterfish heads on, and at Wairau Bar 4d. per pound for flat fish and 2d. per pound for round fish heads on. Railage and cartage are extra in each case. Retail prices in comparison appear reasonable. They are: Groper cutlets, 7d.; blue-cod fillets 9d.; and flat fish, 9d. per pound. A complaint was made that sometimes fishermen sell at Wairau Bar in competition with the retail shops they supply in town.

Picton.

There is one retailer in Picton who buys from Picton fishermen at the prices paid by the Wellington wholesalers (see Appendix E). Sliced fish is sold at from 8d. to 9d. per pound. Turnover is relatively small in actual quantities of wet fish sold.

Napier.

The earthquake of 1931 disorganized the fishing industry at Napier, and, following upon the withdrawal of the N.Z. Fisheries, Ltd., in that year, the Napier Fisheries Co-operative, Ltd., was brought into being to market the catches of trawlers and fishing-launches. With one exception the original shareholders were boat-owners. From small beginnings the company is now well organized and managed. While supplies are taken in the main from vessels operated by shareholders, certain quantities are also accepted from fishermen who are non-shareholders.

This company works in amicable relationship with the Hawke's Bay Trawling Co., Ltd., which is the only other wholesale depot operating at Port Ahuriri. This latter company did not commence its activities until the end of 1935.

These two companies handle the whole of the fish brought into Napier (15,585 cwt. in 1936–37) with the exception of that landed by two trawling-vessels, one of which supplies its owner, a retailer, in Napier, and the other a retailer in Hastings. In the latter case an agreement to supply for twelve months has been entered into at relatively low prices, but these are compensated somewhat by the fact that certain rough fish not otherwise saleable are also taken.

Two limited-liability companies operate fishing-vessels from Port Ahuriri, one being the Dawn Fishing Co., Ltd., formed in 1936, and the other the Akina Trawling Co., Ltd., formed in 1933. Profits in the last financial years were relatively small. Both companies market their catches through the Napier Fisheries Co-operative, Ltd., the Akina Trawling Co., Ltd., being actually the largest shareholder in this marketing company.

Wholesale prices are subject to fluctuation depending upon volume of supply, and retail prices move up and down in sympathy. The June, 1937, level of prices is shown in Appendix E. A graph submitted by the Napier Fisheries Co-operative, Ltd., showed a remarkable weekly fluctuation in the quantities of fish handled.

A rather interesting and unusual custom in connection with payment to the fishermen and the wholesale margin of profit is the reference to "bundles" of fish, which are taken per bundle as 4 lb. for flat fish (soles and flounders) and 8 lb. for round fish. Recently, in order to provide funds for better facilities for the operations conducted by the Napier Fisheries Co-operative, Ltd., the shareholder-suppliers allowed their company to take an extra 3d. per bundle on round fish—*i.e.*, $\frac{3}{8}$d. per pound. This company operates upon a gross wholesale margin of 6d. per bundle handling charge for round fish ($\frac{3}{4}$d. per pound) to non-shareholders and 9d. per bundle ($1\frac{1}{8}$d. per pound) to shareholder-suppliers. For all suppliers the margin averages 6d. per bundle for flat fish. The wholesale price computed in this way is ex store, and, in addition, there is a delivered price on round fish of $\frac{1}{2}$d. per pound advance which is charged for delivery to country and to provincial districts outside of Hawke's Bay. All are net prices except that to Hastings, which owing to its proximity is allowed $2\frac{1}{2}$ per cent. discount. Perhaps the position is best exemplified as follows:—

—	Purchase-price (per Pound).		Selling-price (per Pound).		Margin on Non-shareholder Price (per Pound).	
	From Shareholders.	From Non-shareholders.	Ex Store.	Delivered.	Ex Store.	Delivered.
	d.	d.	d.	d.	d.	d.
Tarakihi, snapper, moki, hake, dory	$2\frac{3}{8}$*	$2\frac{3}{4}$	$3\frac{1}{2}$	4	$\frac{3}{4}$	$1\frac{1}{4}$
Hapuka (groper)	$3\frac{3}{4}$	$3\frac{3}{4}$	$4\frac{1}{2}$	5	$\frac{3}{4}$	$1\frac{1}{4}$
Gurnard	$1\frac{3}{4}$	$1\frac{3}{4}$	$2\frac{1}{2}$	$2\frac{3}{4}$	$\frac{3}{4}$	1
Soles	$4\frac{3}{4}$	$4\frac{3}{4}$	6	6	$1\frac{1}{4}$	$1\frac{1}{4}$
Flounders	$4\frac{3}{4}$	$4\frac{3}{4}$	$6\frac{1}{2}$	$6\frac{1}{2}$	$1\frac{3}{4}$	$1\frac{3}{4}$

* Difference equals $\frac{3}{8}$d. per pound, or 3d. per bundle of 8 lb.

From the above table it will be seen that, in so far as soles are concerned, the handling fee is 5d. only, while on flounders it is 7d. per bundle. By far the largest proportion of flat fish handled is represented by soles.

The selling-prices have been kept at competitive levels with those of the N.Z. Fisheries, Ltd., Wellington, in the territories where delivery is effected.