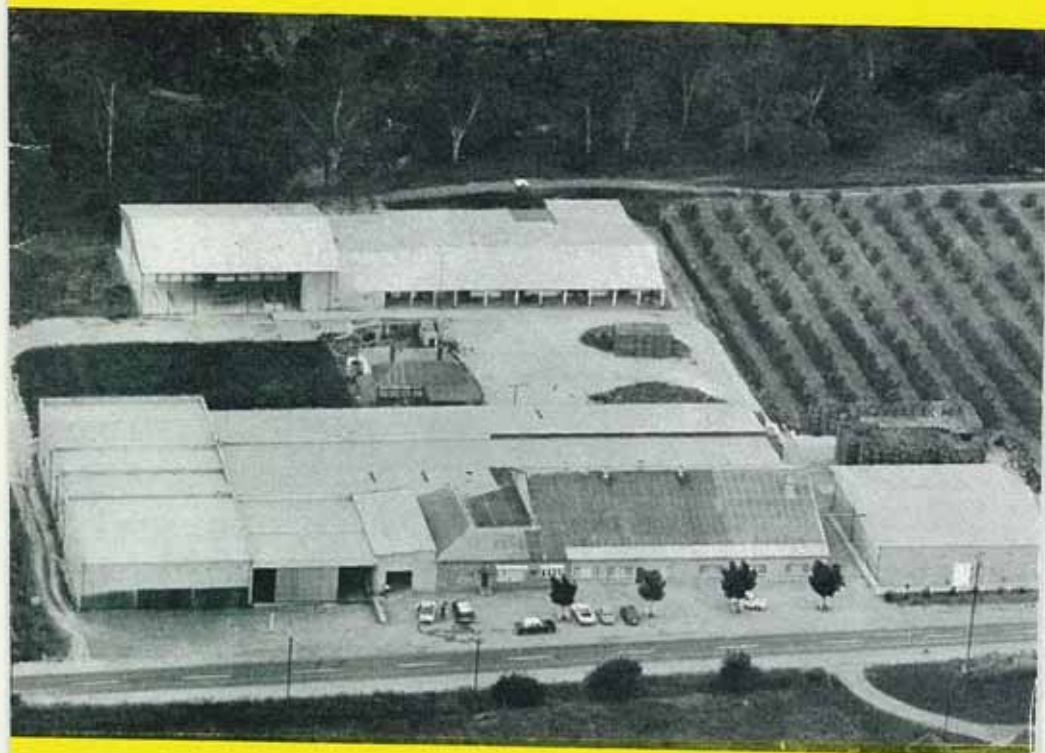


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SILVER JUBILEE

1970-71

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**SHELL CHEMICALS**



# THE DIRECTORS OF BALHANNAH CO-OPERATIVE SOCIETY SINCE ITS FOUNDATION

Year	Directors	Manager
1946	C. W. R. James, H. S. Petersen, S. C. Martin, W. H. Johnson, G. Grant	A. Filsell
1948	C. W. R. James, H. S. Petersen, S. C. Martin, W. H. Johnson, G. Grant	Carl. Hermann
1949	C. W. R. James, H. S. Petersen, A. A. K. Sandow, W. H. Johnson, S. K. Martin	Carl. Hermann
1955	C. W. R. James, S. K. Martin, M. N. Wicks, S. S. Camac, H. K. Kemp	V. A. C. Hill
1956	C. W. R. James, S. K. Martin, M. N. Wicks, S. S. Camac, H. K. Kemp, F. E. Meissner	V. A. C. Hill
1964	C. W. R. James, S. K. Martin, M. N. Wicks, G. S. Petersen, H. K. Kemp, F. E. Meissner	V. A. C. Hill

## The Staff of the Balhannah Co-operative Society

V. A. C. Hill  
General Manager

R. G. Tilby  
Chief Clerk

Mrs. D. Sorgini  
Office Staff

Merchandise Section  
A. T. Hoffmann (in charge)  
M. Luke  
G. Moyle

Packing Shed

H. A. Hill (Foreman)

R. Post

R. Lamar

W. Saxon

R. Fischlock

A. Schubert

R. Parker

---

# Control all these orchard pests with one product

- ☐ San Jose Scale
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- ☐ Light Brown Apple Moth
- ☐ Mealy Bugs
- ☐ Red Spider Mites  
(susceptible strain)
- ☐ Woolly Aphids

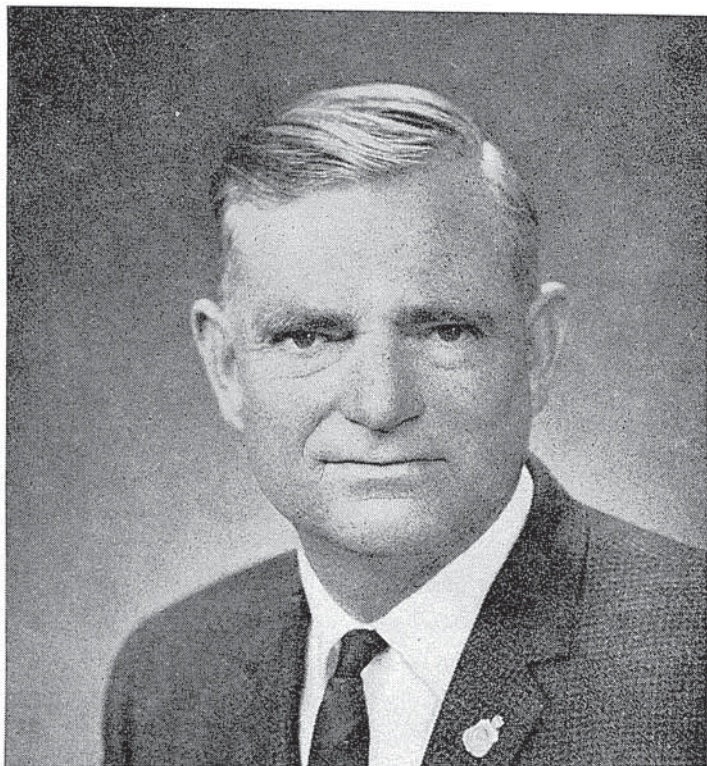
**New Supracide® 40** controls orchard pests in apples and pears . . . eliminates the need for combination sprays. While some sprays kill only on contact, Supracide® 40 penetrates plant leaves, killing pests sheltering underneath as well as those on top. This same penetrating action also kills pests which protect themselves with scales.

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Agricultural Chemicals Division

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MR. H. K. KEMP, M.L.C.  
Chairman of Directors



*Our front cover shows a recent aerial view of the  
Balhannah Co-operative Society's buildings & surround*



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<b>S.D.S. SHEEP DIP</b>	<b>HOME GARDEN REQUIS.</b>
<b>FRITZMEIER TRACTOR SEATS</b>	<b>HAYES WIRE STRAINERS</b>
<b>DELARUE BULK EQUIPMENT</b>	<b>AGRICULTURAL CHEMICALS</b>
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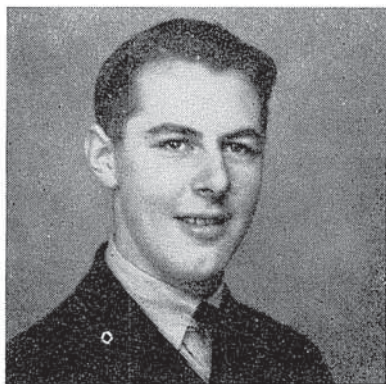
**MR. S. K. MARTIN, Director**



**MR. C. W. R. JAMES, Director**



**MR. M. N. WICKS, Director**



**MR. G. S. PETERSEN, Director**



**MR. F. E. MEISSNER, Director**



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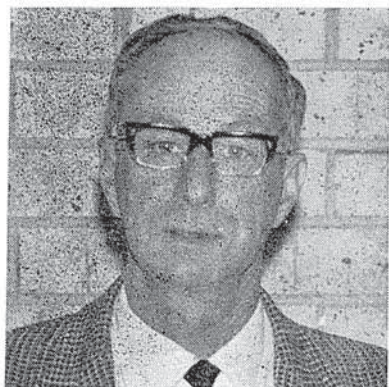
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**MR. V. A. C. HILL,**  
General Manager



**MR. R. G. TILLY,**  
Chief Clerk



**D. SORGINI,**  
Office and Switchboard Attendant

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**A. T. HOFFMANN,**  
In Charge of General Merchandise



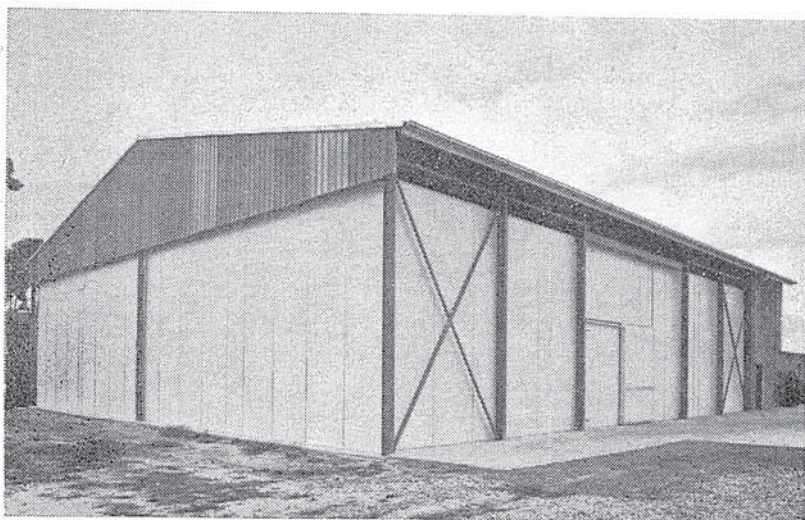
**M. LUKE, Merchandise**



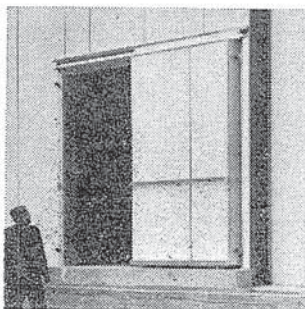
**G. MOYLE, Merchandise**



**Packing Shed Staff left to right: R. LEMAN, R. POST, H. A. HILL, Packing Shed Foreman, R. FISHLOCK and W. SAXON.**



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**Newbrook Insulation** is producing stressed-skin coolroom panels at the rate of 10,000 square feet per day which gives our structures distinctive advantages in price and personal service. The panels, which are produced semi automatically, comprise exterior skins of white vinyl coated, high tensile galvabond steel sheeting permanently bonded to a core of expanded polystyrene foam.

These panels, allied with a steel frame, were used for the Balhannah Co-op Society's Cold Store, where two rooms each measuring 64' x 32' have an unsupported panel ceiling 18' high. The panels' exterior vinyl coating has a clinically clean appearance, is permanent and maintenance free.

For more information contact:

**NEWBROOK**  
**INSULATION**

17 SUNBEAM ROAD, GLYNDE S.A. 5000  
TELEPHONE 37 4286, AFT. HRS 79 5865



# THE BALHANNAH CO-OPERATIVE SOCIETY LTD.

## *The Beginning*

Before the first World War the apple industry was completely different from today. There was no cold storage. The market was supplied direct from the gardens with a large number of varieties of apples and pears ripening in succession marketed direct from the tree.

Late in the season after picking had finished the only apples available were shed-stored. Each garden had its apple store, usually a cellar or stone built shed dug into the side of a hill, with shallow racks or wooden shelves upon which late, long-keeping kinds were laid out in shallow layers. Picked green, a few exceptionally long keeping kinds could be kept as late as August but although in reasonably good condition to look at, were pretty poor apples. When these were gone there were no apples at all until the first early Devonshire Quaredeen and Beauty of Bath ripened in early January.

The change from this system to apple growing and marketing began in 1914 when Mr. Augustus Filsell and Mr. H. N. Wicks of Balhannah co-jointly built the first cold store erected specifically for fruit storage in a 3,000 bushel capacity room with a small ice works attached.

It was the first private cold store assembled for fruit storage, not only in South Australia, but in Australia. As a whole of wooden construction and sawdust packed walls it was powered first by oil engine and then by gas producer and many are the dramatic tales of midnight stoking, machinery breakdown and emergencies, which have come down to us

from those years.

It was outstandingly successful. In 1918 the capacity was increased to 12,000 bushels and offcuts from the Onkaparinga Timber Mills nearby provided fuel for the engine to drive the machinery.



H. N. D. WICKS

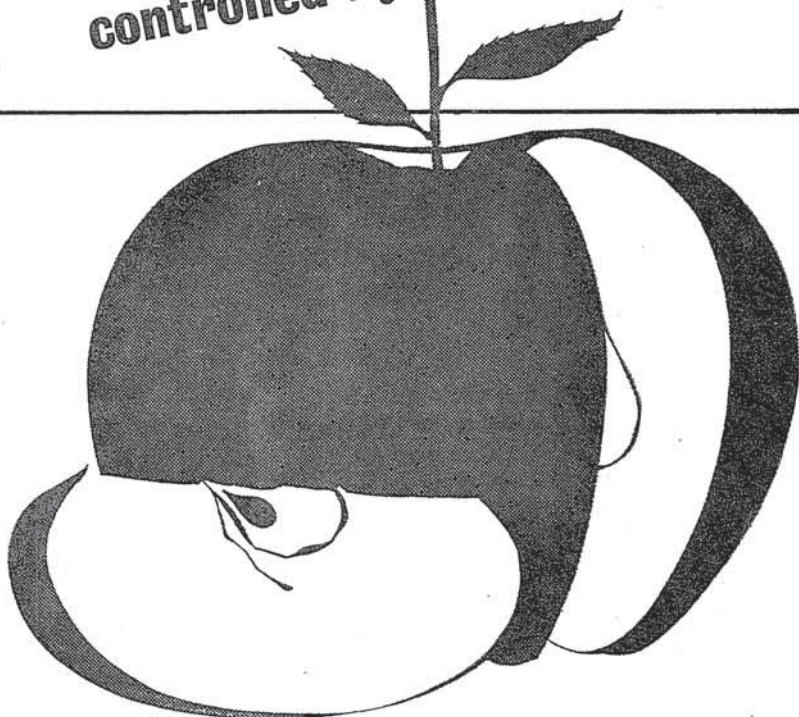
In 1920 the original owners Messrs. Wicks and Filsell formed Balhannah Cold Stores as a company. Its directors were:

H. N. D. Wicks, A. Filsell, W. B. Henderson, W. W. James, W. Keen, H. C. Pitt, W. Miller.

Further storage capacity was increased to 24,000 bushels as the old store stands today.

For these original rooms are still part of Balhannah Cold Stores, and

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MITES!**  
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HMS9





**A. FILSELL**

are still in use, although modified to bulk handling. The original cooling coils are still used but the machinery is very different. Under automatic control and electrically powered with tremendously increased cooling they form part of the northern unit of the present store.

Balhannah Cold Stores served the district from 1920 to 1946, until at the end of the Second World War with more growers and more fruit, a

change was made.

On the 21st January, 1946, the Balhannah Co-operative Society Limited was formed and registered under the Rules of the Industrial and Provident Society Act.

The first committee of management elected by the members of the co-operative were: Mr. C. W. R. James, who, at the first meeting of the committee was appointed Chairman, Messrs. H. S. Petersen, S. C. Martin, W. H. Johnson, and H. N. D. Wicks. Mr. C. W. R. James has served on the Board of the Society ever since.

Mr. A. Filsell was appointed manager of the co-operative and served in this capacity until 1948, when after a short period of service, Mr. W. S. Allen and Mr. C. Hermann were appointed managers in turn in 1949 and served until 1955 when the present manager, Mr. V. A. C. Hill, took over.

The increasing apple and pear crops in the district have since called for progressive extensions.



Above on the left a container truck being loaded with cheese for export to Japan. On the right, a load of Chapman's ham arriving for storage in deep freeze room

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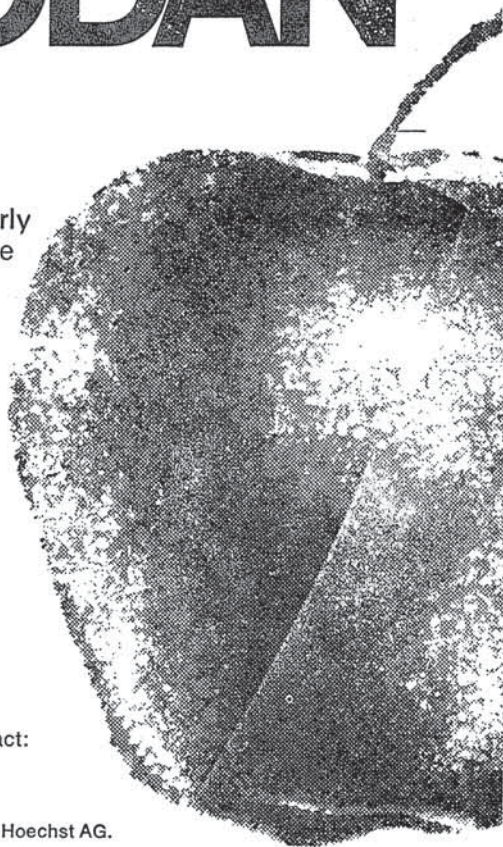
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Name.....

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Year	Building	
1952	20,000 bushel. 32° storage added	2 rooms of 10,000 bushel storage capacity with office, engine room and store became the first unit of the roadside complex
1957	Packing shed	Greatly increased space was needed to prepare the export pack which rose to a peak of 114,000 boxes in 1961
1959	10,000 bushel storage space and increased storage room for merchandise	
1962	5,000 32° storage space 5,000 deep freeze storage space	Used for pre-cooling export when fruit had to be moved urgently to shipboard and for storage in the off season
1964	12,500 32° storage space and further increase to packing shed and storage areas.	
1966	36,000 bushels 32° storage space	In the form of 3 rooms, one equipped for deep freeze storage. Half deep freeze constructed so that it can be modified to ultra low temperature if required.
1968	24,000 bushels 32° storage	An existing room sealed for controlled atmosphere storage
1969	10,000 gas storage	2 existing rooms further modified to controlled atmosphere storage.
1970	24,000 gas storage	



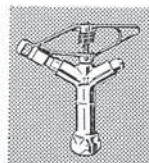
Smallgoods being loaded for storage at the Balhannah Co-operative Society

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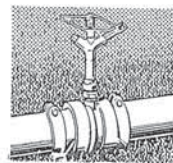
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MAIN ROAD, BALHANNAH

Telephone: 88 4003



# THE BALHANNAH CO-OPERATIVE SOCIETY LTD.

## *What it is*

The Balhannah Co-operative Society is registered under the Industrial and Provident Society Act. This means it is a full co-operative.

It must be wholly owned by the people of the district who work and trade with it and the whole of the surplus must at the end of each year be returned to the shareholders who have traded with it, in proportion to the business they have done.

The Balhannah Co-operative Society Limited cannot ever belong to individuals but to the people of the central hills who work and trade with it. This is the determinant of its policy and workings.

As natural to its origin, the Co-operative at first concerned wholly with apple storage and marketing consisted only of apple growing shareholders.

In 1957 more and more of the storage space was being used by potato growers for the storage of seed in the off-season.

There was need also for storage of cheese made in the districts around and call also for the holding of the meat products from other local industry.

So the co-operative could serve these needs of the district, a second class of shareholder was admitted to limited membership to allow these functions to be served and still preserve the spirit of the Act under which co-operatives can be formed.

Today the Society consists of "A" Class Shareholders, who must be apple growers and actively engaged in the industry. "B" Class Shareholders who participate in other

sides of the Society's activities in meat, cheese or potato storage or who make use of the merchandise side of the business which has been built up over the years to buy for shareholders the materials needed for the working of their orchards and farms.

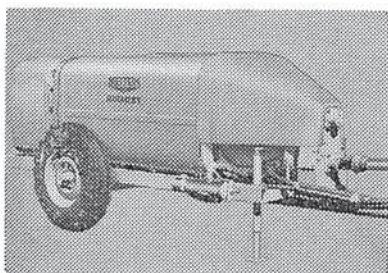
The Society therefore serves a wide range of the district needs, not only in the storing merchandising and preparation of produce for sale, but in purchasing the needs of producers. It does this by bulk buying through the "Mother" Co-operative, Murray River Wholesale who buy not only on our behalf but nearly all other co-operatives in South Australia and Victoria serving the fishing and fruit industries.

It is important for individual shareholders to remember no profit can arise from this commerce either in his produce or in buying his needs.

At the end of each year all surplus which has arisen during the year's trading are calculated in each section and returned to shareholders in accordance with the act under which true co-operatives are formed.

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## **METTERS 1970 A.F. AIRMIST SPRAYER**



With wind velocity of 130 m.p.h. and air volumes up to 29,000 cu. ft. per minute discharging an aerodynamic spray pattern you have maximum penetration with no waste. The new incomparable A/F Airmist is the complete answer to pest control and better crops.

## **Metters 1970 Tractor Mounted Sprayer**



The latest 3 point linkage tractor mounted double sided orchard sprayer. Fibre-glass tank has 100 gallon capacity. Air and induction outlets are of fibre glass. Dynamically balanced fan is of one piece cast aluminium. 25,000 C.F.M. air output at 120 M.P.H. 20 Gallon per minute high pressure pumps suitable for dilute or concentrate spraying.

## **METTERS 1970 MULCHMASTER . . .**

Designed by an orchardist to provide completely efficient mulching. Mulchmaster fully mulches a 7 ft. wide strip, and is easily manoeuvrable. Wheels can be adjusted to give variable cutting height, and free-swinging blades prevent damage from rocks, etc. Fits any tractor — rear roller as alternative equipment.

# **METTERS**



# THE BALHANNAH CO-OPERATIVE SOCIETY LTD.

*As it stands today*

## SECTION 1: THE APPLE INDUSTRY IT SERVES

About 400 acres of apple and pear orchard, chiefly in the Onkaparinga Valley, is served by the Co-op. with outlying orchards through other parts of the southern Adelaide hills. The present crop from these orchards varies between 200,000 and 250,000 bushels of apples a year and a smaller volume of pears.

The Co-op. is growing rapidly however. Survey of new plantings has shown there will be an increase of about 50 per cent in the harvest from trees below 10 years of age.

It is only possible to handle such a large crop through a single packing shed and store because in 1956 after preliminary trial by individual growers, bulk handling was introduced in the Balhannah Co-operative Society.

It was the first community packing shed to adopt the system in the world. It was made possible by the introduction of the tractor mounted fork lift by Messrs. Kaesler Bros. of Hahndorf.

It is with pride the Society can look back on this move, which in the decade and a half since, has been copied across the world not only in fruit handling but so many other divisions of primary produc-

tion.

Today all goods handled by the Society are handled mechanically where ever the method is appropriate, on pallets or bins, tremendously reducing the costs involved.

## WORK DURING HARVEST

With the picking season which begins with Duchess Pears in mid February fruit begins moving into the co-operative.

Some goes into storage without further handling in the bulk bins into which it was picked in the orchard.

Some of this fruit, the best and soundest goes into controlled atmosphere storage, where it is held at 31 to 32 degrees temperature in an atmosphere from which most of the oxygen has been removed and the



---

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carbon dioxide content built up far above normal level to 2 to 3 percent.

Kept cold in such air, in which no animal could live, the life process of the fruit is tremendously slowed so when this fruit is removed 7 to 8 months later the apple is materially no riper than when picked from the tree.

Only enough apples are stored however to meet the need of the fresh fruit market later in the year.

Until recently the great volume of fruit which entered the co-operative was prepared for export chiefly to Britain, Norway, Sweden and continental ports and small centres as far afield as the East coast of Africa, the Persian Gulf Island and Pacific markets.

This fruit passes through the packing line where the equipment has been designed to prepare up to 3,000 bushel packages each day ready for precooling before loading for overseas.

As the trucks come in loaded with orchard bins forklifts remove the load and replace empty bins within a few minutes. Field bins are stacked until the packing line is ready for fruit of that particular specification and kind.

From the storage stack the bin moves to rollers where it awaits emptying. In its turn, it moves to the water dump and lowered so the fruit floats out without tumbling, rolling or any unnecessary movement at all.

It floats across the tank and is lifted to the washing section line

where under sprays it is washed and dried removing all trace of orchard dust, spray residue and other contamination.

The next move is across the sorting table where experienced hands separate fruit with blemish to belts which move it away to second sorting from which reject apples travel outside to the bin where it awaits bulk cartage to processing into juice or other manufacture, the others move down the second grade apple line to various destinations. Some may be held for the canning factory for the production of solid pack, and a proportion are held for low value fresh fruit sale.

The top quality fruit does not leave the sorting table but moves across to the Pacific grader in which each apple finds its place in a plastic cup, which carries it through the machine, the halves gradually drawing apart until the apple falls through, at a stage determined accurately by its size.

Soft baffle cloths lower it gently onto a cross belt along which it travels in the channel with apples of exactly the same size to the revolving packing table.

These packing tables are of exceptional size to allow the packing shed flexibility in the preparation of the crop.

At the same time, there may be a pack of export fruit being put together for Britain in cell packs, the form in which nearly all of our apples today travel overseas. At other tables fruit may be being prepared for immediate local sale in cartons or boxes or even plastic bags.

## POULTRY EQUIPMENT

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Other fruit which it is considered will reach better realisation later, is removed from the table as it turns by automatic machinery which returns it gently into bins, from where it goes into the store.

When the apple packing shed is working at the peak of the harvest somewhere over 50 people may be employed.

## SECTION 2: OTHER STORAGE

An important service provided by the Society is cold storage for seed potatoes for main crop planting which in the Adelaide hills and southern districts stretches from early November through to mid January.

Seed potatoes just cannot be kept in good condition for this length of time without cold storage, and every inch of space available is placed at the disposal of "B" Class members who are potato growers, as soon as it is cleared.

Other district produce stored is cheese and meat products.

The cheese comes from the central hills and southern area down as far as Lakeside dairy farms.

After the cheese is made and boxed it is held with every box which was made in the same vat of milk together.

From each batch sample boxes are taken at random and removed to the grading room where the quality is examined and the grading

allotted, after which every box is stamped according to the grade set by Department of Primary Industry inspectors.

This quality grading determines where the cheese will go perhaps for export to Japan or a United Kingdom destination, for which it is loaded into shipping containers and railed to Melbourne for export.

Not only cheddar cheese is made in the Adelaide hills, recently Gouda cheese has been an important item.

Gouda cheese is handled differently. It requires a pre-ripening before it is stored.

The reason why meat storage is important in the Adelaide hills is most of our meat factories are busy making bacon, hams and small-goods in the cooler months of the year, but peak consumption is in mid summer.

This Society first went into very low temperature storage through the need to have one room heavily cooled so a rush order for export fruit could be cooled rapidly, to the temperature at which it is required for export loading.

A room of this nature is very expensive, far more costly than the normal storage rooms but we thought we could probably serve other industries in the district as well as ourselves, so went ahead with the construction.

In the out-turn it has been successful and we now have 3 rooms equipped for low temperature storage in which the temperature can be lowered to a minus 10 degrees Fahrenheit or 42 degrees below freezing point.

## Dunlop FOOTWEAR



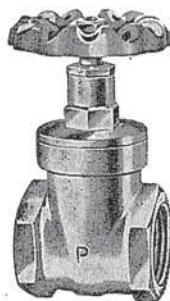
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## THE BALHANNAH CO-OPERATIVE SOCIETY LTD.

### *Buys for its Members*

The merchandising side of the co-operative has the responsibility of buying for members the materials needed on their farms in the cheapest possible market.

To cater for this responsibility we, with the other co-operatives across southern Australia are members of Murray River Wholesale, which not only exports fruit, dried fruit, fish and all our other produce, but is a central buying agency for us all.

Dealing on such a large scale it is possible for the co-operative to participate in bulk purchase on a large scale and working with knowledge of our exact needs it can far easier supply exactly the item the farmer needs.

To handle this side of the business which has grown with the years, three permanent staff are now employed, and to service immediate need from day to day a considerable stock of a wide variety has been built up.

It should be appreciated however that it was not the purpose or function of the Society to buy and keep in stock any more than a minimum of the district's need. The stock held is only to save delay in the purchase of minor items such as tools, pipe fittings, and the many other items needed on a farm.

The main function of the section is to buy for growers as he needs supply. To buy as cheaply as possible and to deliver as conveniently as can be. The great volume of merchandise does not enter store, but ordered and delivered as required; usually within one or two

days.

The fundamental principle upon which the merchandising section runs is that all profit above the actual cost of purchase and handling must be returned to the people who bought the goods. It is a completely separate section from other departments of the society, so it can be handled in this way.

There are several classes of merchandise. On some major items the margin allowed even under large scale bulk purchase is so small these items are classed as non rebateable produce and passed to growers at the cost at which they were obtained.

These are chiefly trade items, petrol and fuel under primary producers' allowance, steel products purchased in bulk, and so on.

It is largely thanks to the operation of Murray River and its competitive bulk buying other producers can buy fuels at the lowest ruling rate and that chemical companies excluded when they refused to bulk sell, now sell to growers direct at full wholesale discounts.

The great majority of merchan-

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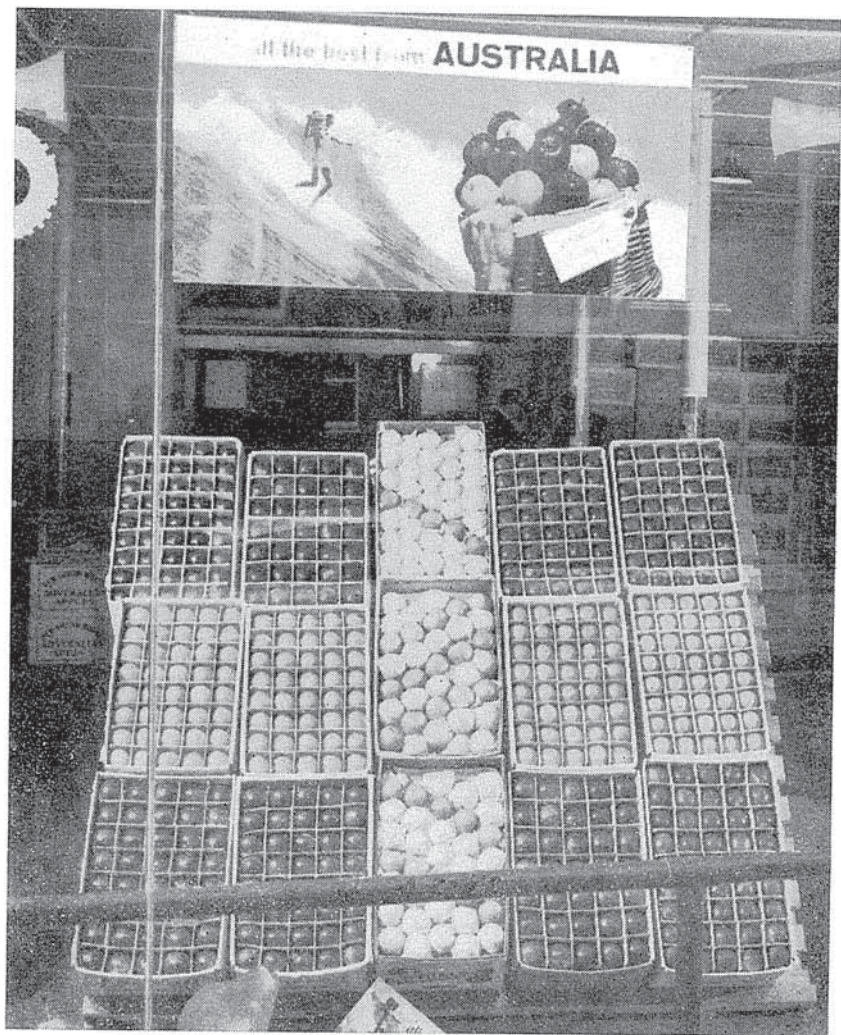


dise is supplied at a minimum standard added charge estimated as just sufficient to comfortably cover the cost of buying, carting and handling.

These are the rebateable purchases which you see segregated in the monthly invoices of the society.

At the end of the year, the surplus

which has built up from this margin, which accumulates in the merchandising fund, is returned to shareholders in proportion to their trading. This is where the cash and credit rebates arise which present such a pleasant surprise to a co-op. member at the end of the merchandising year.



Our photo shows Balhannah Co-operative Society Ltd. fruit on display at the London market



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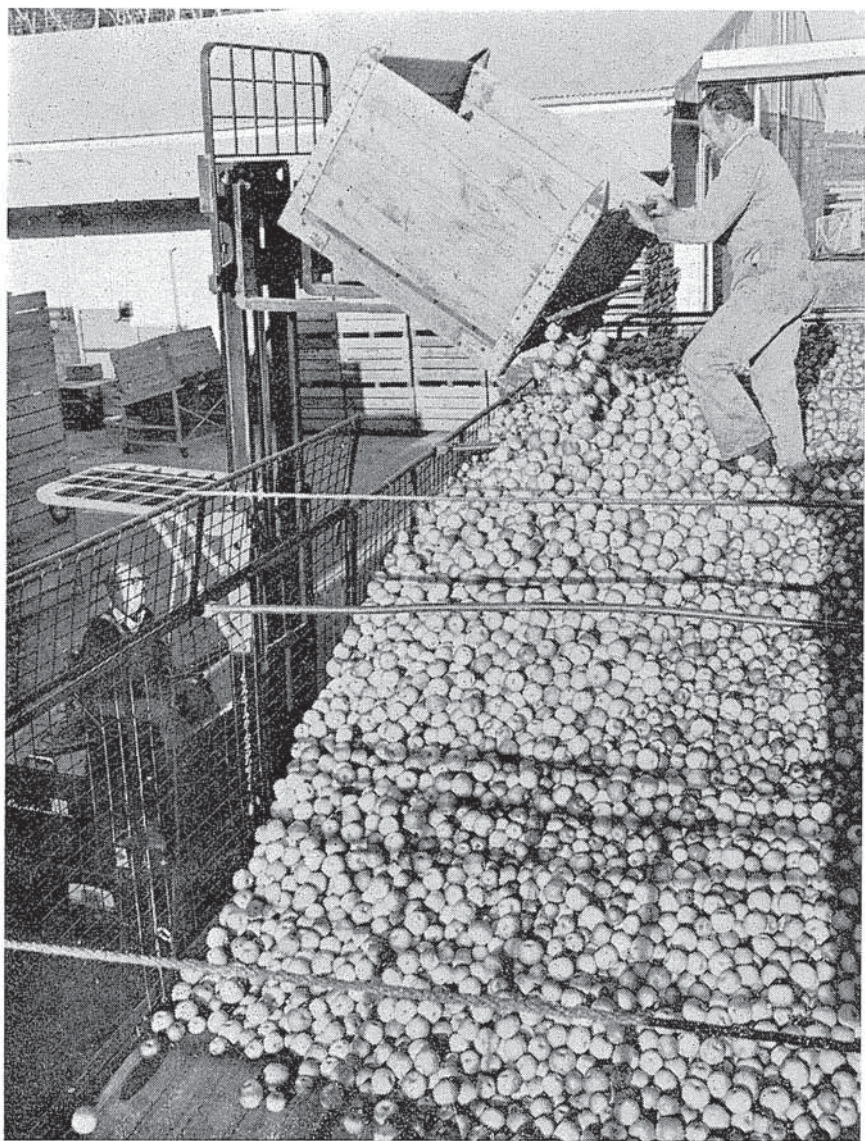
## **TAUBMANS PAINTS**

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Reject apples being loaded in bulk, bound for Tom Piper's Melbourne factory. The load was 18 tons

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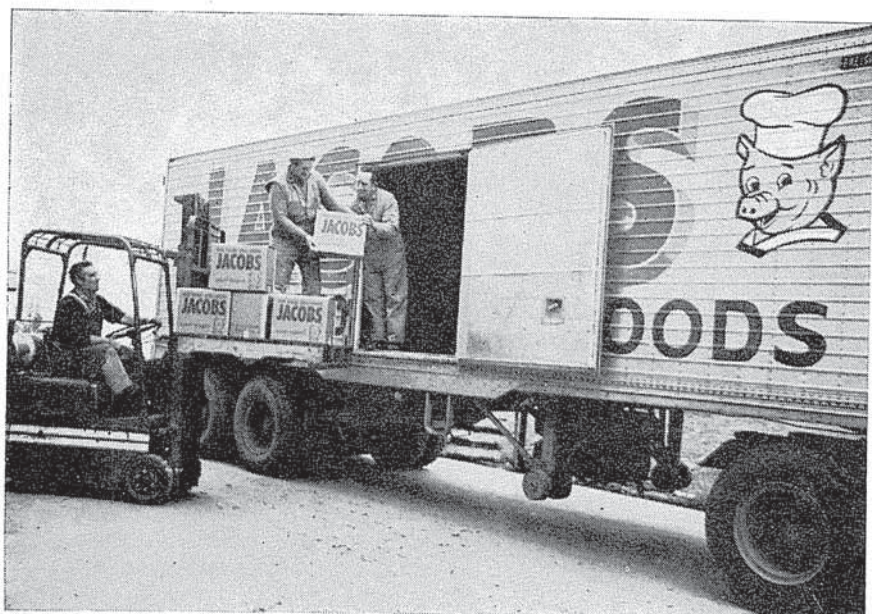
If it's a question  
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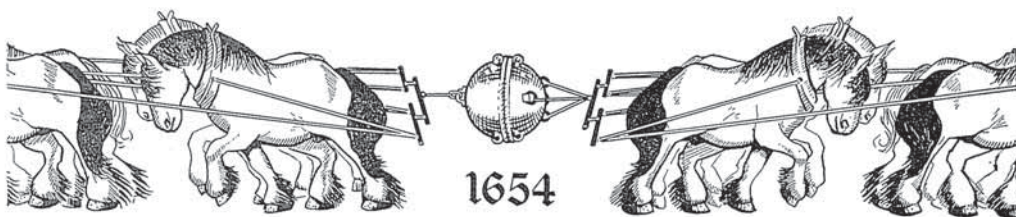


Jacobs Smallgoods being unloaded for storage at the Balhannah Co-op.



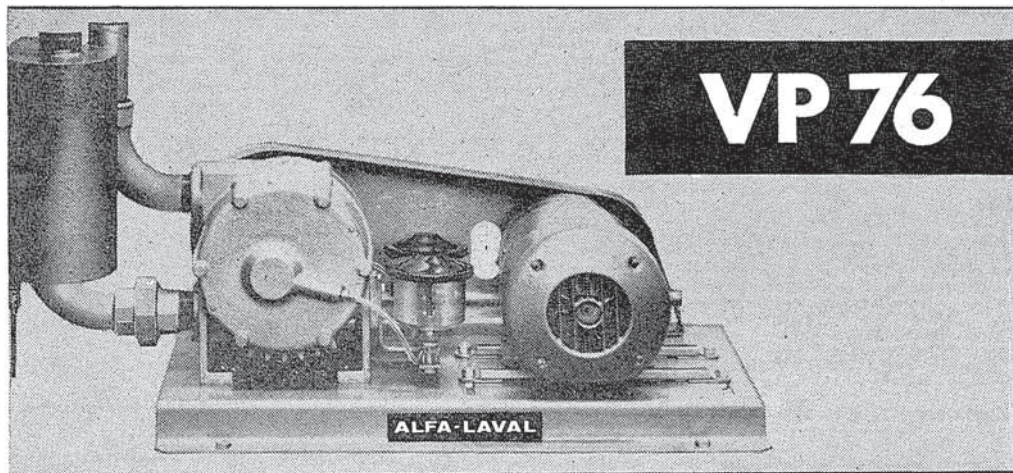
Above shows some of the cheese manufactured by Jacobs Dairy Produce Co. being displayed with some of their prize winning trophies. This cheese is on sale throughout the world





### THE MAGDEBURG HEMISPHERES

316 years ago Otto Van Guericke developed a pump capable of exhausting air from two hemispheres. It is recorded that in 1654, in the presence of Ferdinand III of Germany, a demonstration was given in which 15 horses a side failed to break these vacuum joined hemispheres.



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## THE BALHANNAH CO-OPERATIVE SOCIETY LTD.

### *How it is controlled*

The control of the Balhannah Co-operative Society is in the hands of the annual general meeting of its members which must be convened by law at the end of the trading year at the 31st December and before the end of March following.

It is at the annual general meeting the year's trading must be presented and reviewed and the decision made by growers as to how the rebates or surplus of the year are to be distributed.

In the case of "A" Class members often decisions have been made to retain within the society funds sufficient for further expansion; but this can only be done with surplus which has arisen from the merchandising, packing and storage of apples and pears. Other sections retain or distribute surpluses in the same way.

The annual general meeting also, and special general meetings convened according to law, is the only body which can vary the rules of the society and the basic policies with which it is run.

It is the annual general meeting of growers legally convened after seven full days of notice to every

individual member which elects the committee of management of which there are five members representing the apple grower members and one representing the "B" Class shareholders.

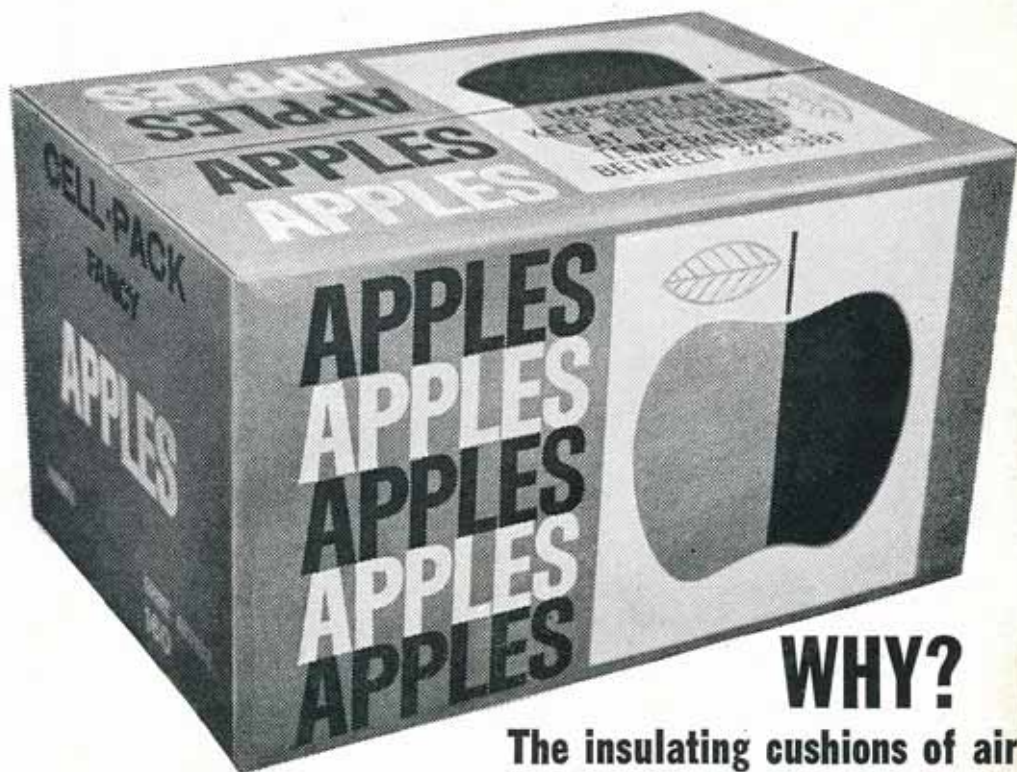
The committee of management itself appoints its chairman and directs the day to day policy to which business is run.

Most importantly they appoint and decide the manager.

It is the manager who is responsible to the committee of management for all details of running the store, makes staff appointments and is responsible for finance and the complexities which make up a business of this size.

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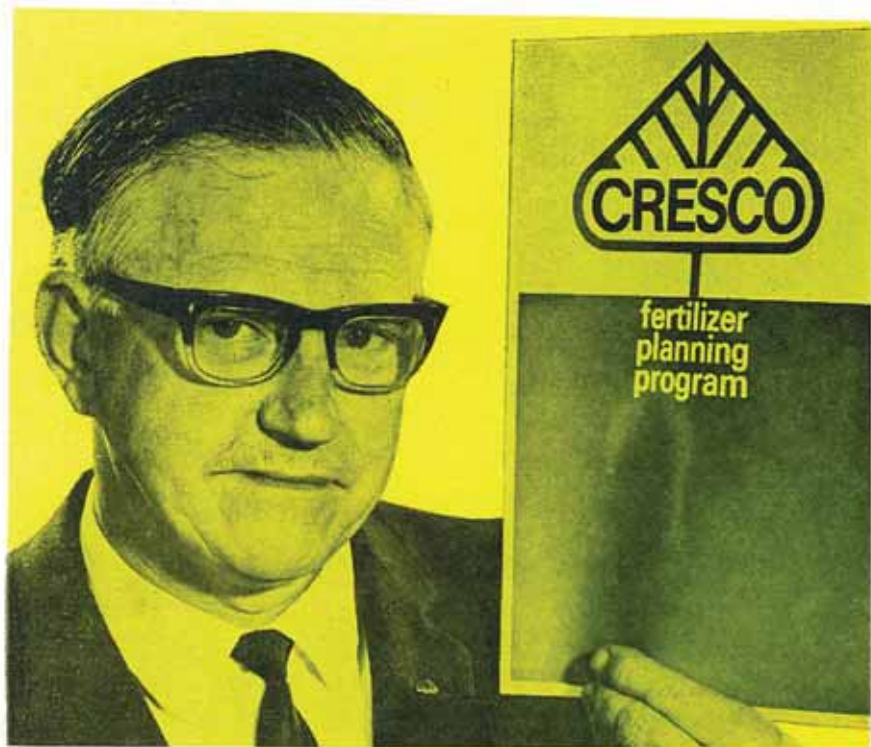
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