

It is required under the Brands Act for a brands directory to be published every 10 years. The first issue was published this year on the conclusion of reorganisation of the brands registration system. The amendment in this Bill has to do with the "decennial year" which is nominated in the Act as being 1965, and, under this requirement, a new edition of the directory would have to be published next year instead of in 10 years' time. In order to avoid this unwarranted expense and unnecessary work, it is proposed, by amending the Act, to make 1964 the "decennial year" and also the commencing year of the publication of the brands directory.

This will cause no inconvenience to anyone, because the Act also provides for a supplement of brands registered, transferred, and cancelled during each year to be gazetted annually.

Debate adjourned, on motion by The Hon. A. R. Jones.

House adjourned at 5.26 p.m.

Legislative Assembly

Wednesday, the 9th September, 1964

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The SPEAKER (Mr. Hearman) took the Chair at 4.30 p.m., and read prayers.

QUESTIONS ON NOTICE

STANDARD GAUGE RAILWAY

Route through Midland Area: Public Viewing of Plans

1. Mr. BRADY asked the Minister for Railways:
 - (1) Are final plans for the standard gauge railway through Midland, West Midland, Hazelmere, and East Guildford available for public viewing?
 - (2) Where can proposed plans be viewed by electors concerned?

Future of East Guildford Station

- (3) Is East Guildford station to be shifted or closed under the above planning?

Mr. COURT replied:

- (1) and (2) Final plans are being developed and will be made available to the local authorities as soon as practicable. They could then be available for public viewing if desired.
- (3) No. Certain structural alterations to the station building will be made, but the station will not be closed or moved from its present site.

POTHoles AND ROAD-EDGE EROSION

Research and Cost of Repairs

2. Mr. HALL asked the Minister for Works:
 - (1) Has research been carried out in this State as to the reasons, cause, and effects of potholes and road-edge erosion?
 - (2) What amount was paid by the Main Roads Department for pothole repairs for the years 1961-62, 1962-63, and 1963-64 for —
 - (a) roads under control of the Main Roads Department;

(b) advances to local authorities, and shire and municipal councils for the same years?

- (3) What amount was paid by the Main Roads Department to rectify and remedy road-edge erosion on main roads and highways?

Concrete Edging Strip

- (4) Has the Main Roads Department given consideration to building an 18-inch concrete edging strip to main highways and roads to prevent road-edge erosion?
- (5) If not, would it be prepared to carry out such experiment and research work, with a view to implementation and adoption of such a proposal as concrete edge-stripping to main highways and main roads?

Mr. WILD replied:

- (1) The cause of potholes and road-edge erosion is well known. The principal agents are water and tyre erosion.
- (2) The department's records do not disclose the expenditure incurred on pothole repairs as distinct from the general maintenance of a road.
- (3) In 1963-64 an amount of £315,763 was expended on the maintenance of the State's main roads and bridges. It is not known how much of this expenditure can be attributed to remedying of road-edge erosion.
- (4) The economics of road maintenance are better served by widening the existing bitumen pavement than by constructing a concrete strip.
- (5) Answered by (4).

PUMPING PLANT AT CUNDERDIN

Calling of Tenders

3. Mr. GAYFER asked the Minister for Works:

When is it anticipated tenders will be called for the pumping plant that is proposed to be installed at Cunderdin to pump water from that point to Quairading through the main which will be constructed during 1965?

Mr. WILD replied:

Mid-October, 1964.

QUESTIONS IN PARLIAMENT

Staff Required for Answering

4. Mr. TONKIN asked the Premier:
 - (1) Which Government departments find it necessary to increase staff when Parliament is sitting solely because of additional work devolving upon them consequent upon questions being asked in

Parliament, and dispense with such additional staff when Parliament is not in session?

- (2) If this does occur what was the number of employees involved last session?

Cost

- (3) Would not the cost to the State in supplying answers to parliamentary questions asked by the member for Melville (and which is of so much concern to a certain newspaper reporter) be but a fraction of what the action of the Minister for Industrial Development cost the State when consequent upon his writing off £3,711 10s. 11d. from the amount due to the Wyndham Meat Works by Air Beef Pty. Ltd., £3,247 12s. 1d. of anticipated but unrealised profit was given away to cattle growers?

Purpose of Article in "The West Australian"

- (4) As the newspaper reporter above referred to has evinced no concern whatever regarding the cost to the State of the action of the Minister for Industrial Development although showing great concern at the apparent cost of parliamentary questions asked by the member for Melville does he not regard the article in *The West Australian* of Friday, the 4th September, as a blatant attempt to intimidate that member and inhibit him in the carrying out of his duties?
- (5) To what extent will the answering of this question adversely affect the State's budgetary position compared with what it would have been had the question not been asked?
- (6) What are the cost factors involved in making the computation?
- (7) In order to minimise the cost of parliamentary questions will he request Ministers to refrain from asking that questions which are put to them without notice be put upon the notice paper, as is frequently the case?

Truthfulness of Ministers' Answers

- (8) Will he also request Ministers to give straightforward and truthful answers to questions and thus obviate the necessity of having further questions on the same subjects asked for the sole purpose of endeavouring to establish the truth of such matters?

Mr. BRAND replied:

- (1) None.
(2) Answered by (1).

- (3) The cost of supplying answers to parliamentary questions has no bearing whatever on this matter.
- (4) It should be made clear that Ministers have raised no objection to the number of parliamentary questions asked by the honourable member. The honourable member and the newspaper reporter is each entitled to his own opinion.
- (5) Nil.
- (6) Answered by (5).
- (7) No.
- (8) I regard the suggestion that Ministers should be requested to be truthful as objectionable and unworthy of a member occupying the important position of Deputy Leader of the Opposition.

Mr. Graham: The Reverend Brand gives us another sermon!

Mr. BRAND: Any sermon I preached would not be similar to yours.

E. S. CLEMENTSON: PROPOSALS FOR ASSISTANCE

Components of Final Submission

5. Mr. TONKIN asked the Premier:
- (1) Did not the proposal of E. S. Clementson, which was the subject of question 3 on the notice paper of Wednesday, the 2nd September, contain other propositions in addition to that relating to the Broome Freezing & Chilling Works?
- (2) In replying to the questions, why did he confine himself to the Broome Freezing & Chilling Works and ignore the other factors?
- (3) Will he state the various components contained in the final form of proposal which was recommended for approval?

Mr. BRAND replied:

- (1) No.
(2) and (3) Answered by (1).

T.A.B. AGENCY AT DENMARK: APPLICANTS FOR MANAGERIAL VACANCY

Total Number

6. Mr. TONKIN asked the Minister for Police:
- (1) How many applicants were there for the vacancy of manager of the T.A.B. agency at Denmark?

Number of Women

- (2) How many of the applicants were women?

Previous Experience

- (3) How many had had previous experience of bookmaking or receiving bets?

- (4) Did the successful applicant have any previous experience of receiving bets?

Reasons for Appointment

- (5) Was the fact that the man appointed was the Secretary of the Denmark Liberal and Country League the deciding factor in filling the position?
- (6) Why was the new policy of the board of appointing women managers not extended to Denmark?

Mr. CRAIG replied:

- (1) Six.
 (2) One.
 (3) Two.
 (4) No.
 (5) No.
 (6) The appointment of women is still in the experimental stage.

RENTAL HOMES IN KALGOORLIE

Availability to Married Police Officers and Standard

7. Mr. EVANS asked the Minister for Police:

Has his department in recent years received any complaints or reports in respect of the availability and standard of rental homes in Kalgoorlie accessible to married police officers in that district?

Mr. CRAIG replied:

No.

Availability to Married Teachers

8. Mr. EVANS asked the Minister for Education:

Has his department in recent years received any complaints or reports in respect of the availability and standard of rental homes in Kalgoorlie accessible to married teachers in that district?

Mr. LEWIS replied:

No.

9. *This question was postponed.*

MOTOR VEHICLE LICENSE STICKERS

Poor Quality of Current Issue

10. Mr. EVANS asked the Minister for Police:

- (1) Is the Commissioner of Police now in receipt of a complaint from the Shire of Kalgoorlie relative to motor vehicle registration certificates?

- (2) In view of the contents of the communication from the shire, will he give consideration to reviewing his answer to my question of Wednesday, the 2nd September, concerning steps to be taken to rectify defects in the sticker certificate of current issue?

Mr. CRAIG replied:

- (1) Yes.
 (2) Yes, when inquiry into the complaint has been completed.

GUAYULE PLANTS

Experiments Conducted by Agricultural Department

11. Mr. TONKIN asked the Minister for Agriculture:

- (1) Are there any guayule plants at the department's nursery?
 (2) Have any of the plants which were planted out survived?
 (3) Has any seed been saved from plants grown from the new extra special seed supplied by Mr. Hugh Anderson?
 (4) If "Yes," what quantity?

Mr. NALDER replied:

- (1) to (4) Research work on guayule was discontinued about two years ago, but a report will be obtained and made available to the honourable member on any residual planting and seed supplies.

STANDARD GAUGE RAILWAY: HILLS BUS SERVICE

Finalisation and Availability of Plans

12. Mr. BRADY asked the Minister representing the Minister for Town Planning:

- (1) Have plans for new roads, terminals, overhead bridge, closure of the subway at West Midland, etc., in connection with the standard gauge railway, new hills bus service, been finalised?
 (2) If the answer is in the affirmative, where can plans be viewed by electors concerned?

Mr. COURT replied:

- (1) and (2) This question was passed on by the Minister for Local Government to me for answering because it should have been addressed to the Minister for Railways. The answer is as follows:—

No. The plans are currently the subject of study by the departments concerned and consultation with the Midland Town Council.

RESEARCH STATION FOR LOWER GREAT SOUTHERN AREAS

Establishment

13. Mr. HALL asked the Minister for Agriculture:

In view of the Government's decision to establish a research station in the West Kimberley area, will he give earnest consideration and thought to rescinding his previous decision not to provide and establish research facilities in the lower great southern areas with a view to providing that portion of the State with a much-needed research facility?

Mr. NALDER replied:

Many requests have been made for a research station to be established in the lower great southern areas but no decision has been made.

There is a continuing experimental programme, covering local farming problems, being carried out by the research division in association with the district advisory staff.

WAR MEMORIAL AT ALBANY

Photographs of Unveiling to Stimulate Tourism

14. Mr. HALL asked the Minister for Tourists:

Would he undertake to have a film or films made in colour or black and white of the unveiling of the war memorial at Albany for the purpose of stimulating and advertising tourism in this State, such films to be displayed overseas, interstate, and State-wide?

Mr. BRAND replied:

A film of this nature would be of more significance as a national historic event than as a tourist feature.

I shall ascertain from the Commonwealth Minister for the Interior, who I understand is responsible for arrangements, whether a suitable film is to be made.

SALT

Use as Fertiliser for Barley

15. Mr. H. MAY asked the Minister for Agriculture:

- (1) Is he aware that experiments with salt as a fertiliser for barley are being carried out by the National Agricultural Advisory Service, Norfolk, England?
- (2) In view of huge salt deposits in Western Australia, would it not be advisable to obtain full details

of the experiments being undertaken in England at the present time with a view to the same idea being carried out in this State?

Mr. NALDER replied:

- (1) and (2) The details of experiments in Norfolk, England, are being obtained, but recent advice of the National Agricultural Advisory Service is that general use of salt as a fertiliser for barley is not recommended.

LEGISLATIVE ASSEMBLY DISTRICTS REDISTRIBUTION

Quota for Agricultural, Mining, and Pastoral Area

16. Mr. JAMIESON asked the Minister representing the Minister for Justice:

In view of the definition of Agricultural, Mining and Pastoral Area contained in section 11A, subsection (1) (c) of the Electoral Districts Act, how will the electoral commissioners arrive at a quota under section 5 of the Act when future redistributions take place?

Mr. COURT replied:

The agricultural, mining and pastoral area is defined in paragraph (c) of subsection (1) of section 11A of the Electoral Districts Act, 1947-1963, solely for the purposes of that section which has specific reference to the redivision of the State into 15 electoral provinces. Section 11A does not apply to a redivision of the State into electoral districts.

Subsection (7) of section 12 mentions future redvisions of the State into electoral districts and electoral provinces but has no application to the redivision of the State into electoral districts. The provisions for redividing the State into electoral districts have not been changed, and the position in respect thereof remains the same as before the Electoral Districts Act Amendment Act, 1963 was passed.

POWER LINES IN CANNING ELECTORATE

Consultations with Gosnells Shire

17. Mr. D. G. MAY asked the Minister for Electricity:

In connection with the erection of power lines in the Canning electorate for the Muja power house, will he advise as follows:—

- (a) Was the Shire of Gosnells approached at any time prior to the commencement of the erection of the power lines through that district?

- (b) If not, will he indicate the reason why the Shire of Gosnells was not brought into discussions?

Bisection of Thornlie South

- (c) Is he further aware that the power lines will bisect the new residential area south of Thornlie?

Representations to Railways Department

- (d) Were any representations made to the Railways Department with a view to obtaining permission to have the power lines erected parallel with the proposed standard gauge line through Canning Vale?

Mr. NALDER replied:

- (a) No, although it is the rule to do so.
 (b) The omission was an error on the part of the State Electricity Commission staff.
 (c) This is unlikely because it is a simple pole line similar to those through other residential areas.
 (d) Yes.

WATER MAIN AT WATTLE GROVE

Extension along Victoria Road

18. Mr. D. G. MAY asked the Minister for Water Supplies:

Has provision been made in the 1964-65 Estimates for the completion of the water main extension along Victoria Road, Wattle Grove?

Mr. WILD replied:

Funds have been provided to complete the extension along Victoria Road, Wattle Grove, from Crystal Brook Road to Lot 246.

**STANDARD GAUGE RAILWAY:
ROUTE THROUGH KENWICK**

Effect on Ladywell Street Crossing

19. Mr. D. G. MAY asked the Minister for Railways:

In connection with the proposed standard gauge railway through Kenwick, will he advise if any firm decision has been made regarding the Ladywell Street crossing, Kenwick?

Mr. COURT replied:

The requirements of railway grading in the vicinity of the Ladywell crossing will make it impracticable to keep this crossing open when construction for the standard gauge railway commences in this locality.

ROAD BRIDGE OVER GREENOUGH RIVER

Commencement

20. Mr. SEWELL asked the Minister for Works:

When is it anticipated that work will commence on the construction of the road bridge over the Greenough River at Eradu?

Mr. WILD replied:

January, 1965.

SOUTHERN CROSS SCHOOL

Commencement and Completion Date of Additions

21. Mr. KELLY asked the Minister for Education:

- (1) When will extension work on Southern Cross School commence?
 (2) Has extra ground been made available to allow for building additions without encroachment on an already undersized play area?
 (3) As an anticipated extra 30-odd children will bring school attendance to the 200 mark at the school commencement date in 1965, can he give assurance that the additions will be ready for occupation by that date?
 (4) If not, what action will be taken to overcome overcrowding which now appears imminent?

Mr. LEWIS replied:

- (1) Plans for the extension work are at present receiving attention, but it is not yet known when the work will commence.
 (2) Additional ground is to be acquired for playing area requirements. The proposed building will take place on the existing site.
 (3) No.
 (4) The anticipated enrolment can be accommodated in the existing four classrooms and the hall.

POLIOMYELITIS

Sabin Oral Vaccine: Administration to Children

22. Mr. FLETCHER asked the Minister for Health:

- (1) Is he aware of *Daily News* of the 3rd September, 1964 comment that 85,000 Tasmanian school children have received parental permission to be immunised with Sabin oral poliomyelitis vaccine?
 (2) Is there any intention in this State to seek parental permission for the administration of this vaccine to children?

- (3) Since children, babies, and even some adults are concerned and distressed when vaccine is administered by needle, will he expedite the use of oral vaccine in this State?

Mr. ROSS HUTCHINSON replied:

(1) Yes.

(2) Not at the moment. The Tasmanian project is in the nature of a pilot programme. It has been designed to assess the practical problems associated with widespread administration of oral vaccine, and the effects of the vaccine.

A report of this study is to be made available to all States through the National Health and Medical Research Council in due course.

(3) I am aware of the theoretical advantages of an oral vaccine, and the use of such a vaccine in this State will be considered when the results of the Tasmanian experience are available.

TELEPHONE CHARGES

Representations to Commonwealth Government on Increases

23. Mr. DAVIES asked the Premier:

As members are receiving letters of protest from pensioners and housewives' associations, etc., regarding proposed increases in telephone charges, although this is a Federal matter, will he give consideration to making representations to the Commonwealth Government for a reduction in telephone charges, particularly for pensioners, as for many of these people a telephone is a necessity, not a luxury?

Mr. BRAND replied:

The suggestion will be conveyed to the Commonwealth Government.

QUESTIONS WITHOUT NOTICE

POWER LINES IN CANNING ELECTORATE

Representations to Railways Department

1. Mr. D. G. MAY asked the Minister for Electricity:

In connection with his reply of "Yes" to my question 17, part (d) on today's notice paper, I am wondering if the Minister is in a position to advise me on the outcome of the representations that were made to the Railways Department?

Mr. NALDER replied:

I have not the information with me, but I will endeavour to make it available for the honourable member.

BREAKWATER AT ESPERANCE: CONTRACTOR APPOINTED BY LIQUIDATOR

Truthfulness of Minister's Reply to Question

2. Mr. TONKIN asked the Minister for Works:

In connection with part (8) of question 4 on today's notice paper, was the reply given by the Minister on the 11th August a truthful one? The Minister replied as follows:—

(1) and (2) Esperance Breakwater Co. Pty. Ltd., a subsidiary of Proprietary Holdings Co. Ltd. which has assets in excess of £800,000. The Managing Director of both companies is Mr. Sergio Carratti and he and Mr. A. B. Pearce are the principal shareholders. The company was only registered for incorporation on the 6th August, 1964, and it has 28 days in which to finalise formalities with the Companies Office. When this is completed full information will be furnished to the honourable member.

Mr. WILD replied:

I cannot understand the question of the Deputy Leader of the Opposition. Would he repeat it?

Mr. TONKIN:

To make it more explicit, the Premier took me to task this afternoon for suggesting that answers given by Ministers are not truthful. I am asking the Minister for Works whether the answer which he gave on Tuesday, the 11th August—I am quoting from page 148 of *Hansard*—was a truthful one. The Minister is aware that I have received correspondence, a copy of which he has received himself. I ask him to keep that point in mind when he replies to this question: namely, was the answer that he gave a truthful one?

Mr. WILD:

To the best of my knowledge it was. The information was received from Mr. Hanson, who is the liquidator of the company. The information given was that supplied to my office by the liquidator.

3. Mr. TONKIN: I ask the Minister for Works whether Mr. Pearce is a shareholder in the company: is

the company mentioned a subsidiary of the other company as stated; and does the other company have assets worth £800,000?

Mr. WILD replied:

I am not going to start answering questions like that off the cuff. If the honourable member places his questions on the notice paper he will, as before, receive the correct answers.

T.A.B. AGENCY 81: TELEPHONE BETS

Liberal Member's Representations to Minister: Truthfulness of Minister's Reply to Question

4. Mr. TONKIN: I direct a question without notice to the Minister for Police.

Mr. CRAIG: Another truthful one!

Mr. TONKIN: Was the reply which he gave in this Assembly a few sittings ago to the effect that a Liberal member of the Upper House had not made representations to him with regard to the agent of agency 81, a truthful answer to the question?

Mr. CRAIG: If I might answer this question at length, the Deputy Leader of the Opposition has probably asked from 60 to 70 questions on this particular incident. I feel sure that his purpose in doing so is that he thinks I will give an incorrect answer.

Mr. Hawke: He is hoping you will give a correct one sooner or later.

The SPEAKER (Mr. Hearman): Order!

Mr. CRAIG: I do not think the Leader of the Opposition is sincere in that interjection. In this particular case, the Deputy Leader of the Opposition implied that there was a personal approach made to me by a Liberal member in another House in connection with this matter. I replied, "No", that there was no approach made. I said later that there was possibly an approach made by way of correspondence. This is an incident which took place something like two years ago; and if I can be expected to recall every item of correspondence that I receive in connection with the T.A.B., then I suggest the Deputy Leader of the Opposition is a far more intelligent man than I am. He will probably agree with that. Subsequently, I had the opportunity of checking the matter, and I discovered that a letter had been received from The Hon. H. R. Robinson.

Cancellation of Tickets

5. Mr. TONKIN asked the Minister for Police:

Yesterday I asked the Minister whether he would deny that the collating centre had directed the agent of agency 81 to cancel the tickets with regard to two bets which had been given. His answer was, "No". He would not deny it. Did the Minister not tell me two or three days previously that the collating centre had not instructed the agent to cancel the tickets?

Mr. CRAIG replied:

I am sorry that I cannot prevail upon the time of the House to reply to this question. This makes question No. 72 asked by the Deputy Leader of the Opposition, I should imagine. I have here a report from the Chairman of the Totalisator Agency Board in connection with this matter. I feel that the replies to this question and to others asked by the honourable member could best be dealt with on another and more appropriate occasion. Therefore I crave the indulgence of the House to quote portion of the report made to me by the Chairman of the Totalisator Agency Board.

Mr. Oldfield: I heard him perjure himself in court.

The SPEAKER (Mr. Hearman): Order!

Mr. CRAIG: What would you know about it?

Mr. Oldfield: I heard him perjure himself in court.

Mr. CRAIG: This report was not submitted to me in the last week or two as a result of the questions asked by the Deputy Leader of the Opposition; but in any instance where an agent, or the manager of an agency is involved in an infringement of the regulations of the board naturally I ask for a report from the chairman. I shall quote from a report dated the 5th February, 1963, and this is the preamble to it—

On the 8th December, 1962, on the 6th Race at Richmond Raceway, Mr. J. O'Brien, who was then the Agent in Agency 81, phoned the Collating Centre at approximately 10 p.m. and asked if he could have £50 straight out on each of two horses—

Here I interpose by saying that the Deputy Leader of the Opposition, in his earlier questions, referred to a certain event, and to

refresh my memory he quoted particular horses. Those horses are referred to in the report, which goes on to state—

These bets were refused by the Operations Manager, Mr. A. Smith, because the race had just started, whilst Mr. O'Brien was still on the phone.

In other words, Mr. O'Brien was ringing the collating centre to get permission to accept these bets; and when he contacted the collating centre the race had actually started. To continue—

At 10.08 p.m. I asked one of the Clerks at the Collating Centre to check with Mr. O'Brien to make sure that the backer had been advised that the bets had not been accepted. On enquiry from Mr. O'Brien the Clerk was informed that the bets had actually been made prior to closing time, that the backer had not been informed and that no action had been taken to cancel the bets through the time recorder. The following week—

Mark you, Mr. Speaker, it was the following week!—

—I had enquiries made through the Inspector and ascertained that the Agent, on settling with the client, K. Grogan, had retained the £100. As far as Grogan was concerned the bet was lost.

I am a bit thoughtful about this, and in my own mind I think there are other matters connected with these particular questions to which the Deputy Leader of the Opposition has not referred.

6. Mr. TONKIN: May I ask the Minister for Police if he will now answer the question I asked?

Mr. Craig: That will only make 74!

The SPEAKER (Mr. Hearman): I think the Minister has already answered the question and I cannot allow the same question to be asked over and over again.

Mr. TONKIN: May I take it that his answer was untruthful?

The SPEAKER (Mr. Hearman): I do not know how you will take it.

CYRIL JACKSON HIGH SCHOOL

Staff Changes

7. Mr. TOMS: On the 6th August I directed a question to the Minister for Education regarding staff changes at the Cyril Jackson High School where there had been three changes in one term for certain first-year students. I

now ask the Minister whether he is aware that on Monday and Tuesday of this week—the two days immediately after the holidays—the same class was without a teacher. I do not know what the position is today. But if he is not aware of it, will he have inquiries made so that this class can settle down and at least have a chance of being taught something this year?

Mr. LEWIS: The answer to the first part of the honourable member's question is "No"; and the answer to the second part is "Yes".

NARROWS BRIDGE ROAD SYSTEM

Display of Model in Parliament

8. Mr. GRAHAM: Yesterday I addressed a question to the Premier; and, accordingly, I ask him this afternoon: Has he discussed with the Minister for Works the possibility of a relief model of the road complex and associated works on the northern side of the Narrows Bridge being made available and being displayed somewhere in the precincts of Parliament House during the period that the debate on the Swan River reclamation is being staged in this Parliament?

Mr. BRAND: No; I have not. But I will be seeing the Commissioner of Main Roads tomorrow morning on one or two other matters, and this question will be included.

QUESTIONS IN PARLIAMENT

Cost of Answers: Comparison with Cost of News Items in Press

9. Mr. CORNELL: I want to address a question to the Premier; but it is one in which, no doubt, Mr. Speaker, you too are interested because it is relative to the cost of parliamentary questions, some publicity to which has been given in the Press. My question is—

How does the Premier think the cost of answering parliamentary questions compares with the cost to a well-known Perth newspaper—and on looking at the galaxy of talent that adorns the Press gallery, it must be plenty—of collecting and disseminating the scanty news about Parliament which is published in our daily Press?

Mr. Kelly: Very unfavourably.

Mr. Fletcher: It is infinitesimal.

Mr. BRAND: In view of the answers I gave to the Deputy Leader of the Opposition I should say the

balance of the answer to the honourable member's question might well be obtained from the Editor of *The West Australian* and other newspapers.

Mr. Cornell: Would I receive a truthful answer?

BELLEVUE-MOUNT HELENA RAILWAY DISCONTINUANCE AND LAND REVESTMENT BILL

Introduction and First Reading

Bill introduced, on motion by Mr. Court (Minister for Railways), and read a first time.

MILK ACT AMENDMENT BILL

Third Reading

Bill read a third time, on motion by Mr. Nalder (Minister for Agriculture), and transmitted to the Council.

LOCAL GOVERNMENT ACT

Disallowance of By-laws 493 to 500L:

Motion

MR. GRAYDEN (South Perth) [4.59 p.m.]: I move—

That the new by-laws, relating to caravans, Nos. 493 to 500L and the amendment to the third schedule, made by the Shire of Perth under the Local Government Act, published in the *Government Gazette*, the 8th January, 1964, and laid upon the Table of the House, the 4th August, 1964, be, and are hereby, disallowed.

I am moving for the disallowance of the new by-laws referred to in my motion in the hope that more time will be allowed for a compromise between the owners of existing caravan parks in the metropolitan area, the Shire of Perth, and the Minister for Local Government. Matters covered by these by-laws have been under consideration by the three parties to whom I have referred for some considerable time. The by-laws, if approved by Parliament—or in other words if they are not disallowed by Parliament—will come into operation and a very grave injustice will be done to the existing caravan parks in the metropolitan area. In other words, without exception they will be forced out of business, notwithstanding the fact that in some cases they have been established since 1940, and before.

In the metropolitan area we have five caravan parks—four along the beaches and one within two or three miles of Perth. These caravan parks perform a very real service in our community. Not many people are aware of the fact but, at the moment, there are from 350 to 500 Eastern States caravans in Western Australia. The months of August and September are very attractive to people who wish to come over from the Eastern States in caravans. They

come here because the climate at this time of the year is reasonably mild, and they are not subjected to the extreme heat when crossing the Nullarbor Plain, or coming down from the north-west. It is also during these months that the wild-flowers are in profusion in this State. As a consequence we have between 350 to 500 caravans which have come here from the Eastern States. In addition we have a tremendous number of caravans which belong to people who reside permanently in Western Australia.

In this State caravans are being built at the rate of from 15 to 18 per week—in other words, they are increasing at that rate. Accordingly we have many hundreds of caravans in the State. Naturally, of course, people who go caravanning cannot park just anywhere. For example, they cannot park in the streets, because they will be infringing the health and local government by-laws. They must park in the caravan parks.

Since before the last war the existing caravan parks have been catering for the needs of people who travel in caravans. It is, however, significant that, notwithstanding the fact that the number of people who own and hire caravans is increasing, no new caravan parks have been built in the metropolitan area in the last 10 years. That in itself is, of course, indicative of the fact that there are no excessive profits to be made by running a caravan park. If there were, we would see a great increase in their number; and anyone could start building a caravan park on the outskirts of Perth if people were allowed to do so.

Since these caravan parks have been established, the by-laws have been altered from time to time. Every time the by-laws are altered—whether they be health by-laws or local by-laws—it is necessary for the owners of caravan parks to comply with the new regulations. That might sound all right to those members who envisage caravan parks as being areas of land to which one can tow a caravan and park it. But that is not altogether so. The existing caravan parks are extremely complex structures.

It would interest members to know that the Starhaven caravan park at Scarborough cost, I understand, in the vicinity of £35,000 to construct. Not only must there be access roads to these caravan parks—which, of course, must be sealed—but interior roads must also be constructed and sealed. Added to this, of course, is the necessity to seal the parking bays, as they would otherwise be quagmires in the winter and create a dust nuisance in the summer. Quite apart from all this each bay must have electric lighting, which is quite costly.

To give members an idea of the cost of installing electric fittings, I would point out that the South Perth City Council ran

a wire from its civic building across the football oval, and this cost the council over £1,300. When one considers one park could have 50 sites to which electric fittings must be installed, it will give one an idea of the cost involved. Added to the costs I have already mentioned is the cost of laying on water to each of these sites, together with ablution blocks and toilet facilities. So, in most cases, these caravan parks are complex and costly structures.

In spite of this, however, we find that every time a regulation appertaining to caravan parks is altered, the owners of the parks are required to alter their caravan parks accordingly. That does not apply to buildings. If buildings are erected in accordance with existing regulations, and the regulations are later changed, the buildings are not demolished to comply with the changed regulations; though it is, of course, necessary for new buildings to comply with the regulations. The same thing should apply in respect of caravan parks. If ablution blocks and toilet facilities have been laid out in accordance with existing regulations, it should not be necessary for alterations to be made in order to make them comply with new regulations every time they are produced.

The regulations which existed prior to those which are the subject of this debate, which were gazetted this year, were in themselves extremely complex. We have the *Government Gazette* of the 29th June, 1960, making reference to them. In that gazette, under the heading of "Caravans," we have by-laws from No. 493 to No. 500. The by-laws to which I have referred embrace uniform general caravan parking by-laws published in the *Government Gazette* of the 17th January, 1950, as amended by by-laws published in the *Government Gazette* of the 3rd July, 1953. They embrace two caravan camping regulations published in the *Government Gazette* of the 16th December, 1949, as amended by regulations published in the *Government Gazette* of the 13th May, 1952.

The latter regulations were later revoked, and new regulations under the Health Act were published in the *Government Gazette* on the 28th September, 1961. They were called "Caravan and Camping Regulations, 1961." These regulations of the Perth Shire Council—made under the Health Act and under the Local Government Act—were most complex. They provided for virtually everything that was necessary in a caravan park. They regulated the distances from the rear and side fences, and they made provisions for ablution blocks and toilet facilities, and a hundred and one other things associated with caravan parks.

The regulations in question were very complete, and they have existed for many years. Every caravan park in existence

in the metropolitan area now complies with these regulations, which have been in vogue for so long. The caravan parks complied with the regulations in every way, in most cases at great cost. As I have already mentioned, the Starhaven caravan park at Scarborough cost in the vicinity of £35,000.

Comparatively recently the Shire of Perth decided to build a dozen caravan parks within its shire. It proposes to do that with money made available to the Tourist Development Authority by the State Government. The Government makes available to that authority a sum of £75,000 each year to improve tourist facilities in Western Australia. Quite rightly the Tourist Development Authority thought that one way to improve tourist facilities was to establish more caravan parks. I am quite certain, however, that when that money was made available to the Tourist Development Authority it was not envisaged that it would be spent in supplanting the existing tourist facilities, thus driving out of business people already established in that industry. In other words, I do not think it was meant to be spent on erecting new caravan parks which would take over from those already in existence.

From the £75,000 that was made available to the Tourist Development Authority, the authority has power to, and does, provide amounts for specific purposes. It has already decided it could expend that £75,000 most wisely through local governments. I understand the Tourist Development Authority has in effect said to the Shire of Perth, "You erect this caravan park and for every pound you spend we will also spend a pound." In the country areas in which the Tourist Development Authority assists local councils it makes money available on a two pounds for one pound basis. In the metropolitan area, however, it is on a pound for pound basis.

Accordingly the shire council expects to have these funds made available to it and, because of that, it has been able to plan to build caravan parks, which were not possible before the money was provided. In connection with that matter I would like to read a letter which the owner of a caravan park received from the Shire of Perth. The letter is over the name of Lloyd P. Knuckey, the shire clerk, and is dated the 6th July, 1964. It reads as follows:—

I am directed by Council to inform you of Council's intention to establish a caravan park in that area west of West Coast Highway, being between Peasholm Street on the south, and the prolongation westwards of Kay Street on the north, and that Council will develop the site in such a manner that it will be capable of being leased as several separate parks.

So here we have the Shire of Perth not building one caravan park, but developing an area with a view to leasing several

separate parks. In other words it will permit several people to lease these separate parks.

Mr. Graham: What is wrong with that?

Mr. GRAYDEN: Nothing. Actually this is supported by the Caravan Trade Industries Association of W.A., which is the association to which the proprietors of the caravan parks belong. The association feels that the demand for caravan parks is such that the Shire of Perth should be permitted to build its own caravan parks subject to certain qualifications, which I will mention later. I am, however, trying to point out that the Government has made this money available to the Tourist Development Authority which will make it available to the Shire of Perth, which body in turn will build new caravan parks to supplant those already in existence; and the council caravan parks will supplant the existing ones, simply because money has been made available; and the Shire of Perth has drafted the by-laws with which I am dealing, which will have the effect of forcing all existing private caravan parks out of business.

The new by-laws contain many objectionable features, and these are the ones which I have moved to disallow. Firstly, they lay down that every caravan park shall be at least one acre in extent. Some of the established caravan parks are not of that acreage: for instance, the one on the foreshore at Scarborough; and Gracie's Caravan Park at Waterman's Bay, which is only three-quarters of an acre in extent. Under the new by-laws the proprietress will not be able to continue business in that area. The same applies to all the other caravan parks—I do not think any is an acre in extent.

It is absurd to prescribe such an acreage for a caravan park, and it is beyond the means of private business entrepreneurs to obtain land on that scale in the metropolitan area, unless they establish caravan parks on the outskirts of the city. Land values are so high in the areas where caravan parks can be built and operated successfully that it is not worth while to establish them if the area prescribed is to be at least one acre.

The second objectionable feature of the new by-laws relates to interior roads. That portion of the by-law states—

that an entrance road and interior roads shall be of a width of not less than 20 feet, and so sealed as to prevent dust arising therefrom.

In every caravan park in the metropolitan area the interior roads are in the vicinity of 12 feet wide, and they are bituminised or otherwise sealed. The caravan park proprietors regard 12 feet as adequate width. Under the new by-laws caravan parks must have interior roads 20 feet wide. I live in a part of South Perth on high ground overlooking the golf links, and the road to the golf course is only 12

feet wide; yet the interior roads in a caravan park are expected to be 20 feet wide. That is manifestly absurd. Anyone who introduces a by-law like that obviously has not been in touch with the proprietors of caravan parks, and is not familiar with the needs of these people.

Another by-law which I am moving to disallow reads as follows:—

- (d) set aside for the parking of each caravan, together with its towing vehicle, an area of at least seven hundred and eighty square feet being not less than twenty-six feet in width or thirty feet in length;
- (e) a clear space of not less than seven feet six inches, separating any portion of a caravan, or annex used in conjunction therewith, or any site, from the boundary of any adjoining site and from any building on the land;

The area to be set aside for the parking of each caravan is to be 26 ft. by 30 ft. I would point out the average caravan is 12 ft. to 15 ft. long, and possibly 8 ft. wide. A caravan of that size would be absolutely lost in a parking area of 26 ft. by 30 ft. There would be a tremendous amount of waste space.

The by-laws with which I am dealing go much further. They prescribe that, apart from the area which is to be set aside for each caravan, each parking space has to be 7 ft. 6 in. from the next parking space. The position would arise in the case of Starhaven Caravan Park, which at present can accommodate 27 caravans, that the accommodation would be reduced under the new by-laws to 13 caravans. An accountant looked into the books of this establishment, and he said the position would be absolutely absurd under the new by-laws. He said although £35,000 might have been spent on developing the caravan site, if the new by-laws were to be enforced that caravan park would be put out of business, because the accommodation would be reduced to cater for 13 caravans.

Recently, in company with Mr. Nimmo and Dr. Henn, I visited the Starhaven Caravan Park. I thought it was a credit to the district; and everyone who passes it will, no doubt, comment extremely favourably on it. Those who have occupied this caravan park speak in glowing terms of the accommodation that is provided. At the present time it has accommodation for 27 caravans, and nobody can take objection to the space provided. The parking bays are well spaced and well sited; but under the new by-laws the accommodation is to be reduced to cater for 13 caravans, and that will not be an economic proposition. Irrespective of how much money has been spent by the proprietor to establish the Starhaven Caravan Park, or how many years he has devoted to the venture, it is

all to be of no avail, and he is to go out of business. The same will apply to other caravan parks in the metropolitan area.

We also visited Gracie's Caravan Park at Waterman's Bay, and again we were extremely impressed with what we saw. It was very difficult to see the caravans from the surrounding roads, and I was not aware there was a caravan park at that spot until I went inside. Each parking site is 15 feet from the next, because that is required under the existing by-laws and regulations. The proprietress has gone to a great deal of trouble to cultivate ti-tree hedges between each caravan parking site. Here is a caravan park which is virtually in a garden setting. It is close to the sea, and because of the ti-tree hedges which have been grown, each caravan is well sheltered. This is quite an idyllic caravan park.

In the case of this caravan park there is at present accommodation for 22 caravans; but under the new set-up the proprietress is to be permitted to accommodate eight caravans. Similarly, she will have to go out of business. There is another caravan park—Spang's, at Scarborough—which has accommodation for 10 caravans at present, but the number will be reduced very drastically under the new by-laws, and it will also be forced out of business. The same will apply in the case of a Mrs. Jones who has a caravan park which at present has accommodation for 14 caravans.

The alternative to the existing caravan parks is to have council-established parks, and these are generally very unsatisfactory. There are council-owned caravan parks in other parts of Australia and there is one in Geraldton. I hope the member for Geraldton will not take exception when I relate what I have been told in the last few days by a number of people who have occupied that caravan park. They are now being accommodated at the Como caravan park, but they came from the Geraldton caravan park, which is run by the local council. They were disgusted with the conditions which exist there.

Mr. Rowberry: What about the caravan park at Dongara?

Mr. GRAYDEN: I do not know about that one. I assure the member for Warren that the people to whom I have referred thought that the caravan park in Geraldton was shocking, because before they could use the showers they had to hose them out; and the same applied to the toilets and other facilities in that caravan park. A caretaker is employed there, but he does not live on the premises. He only comes in during the day, and apparently he cannot cope with the running of that caravan park. As a consequence, complaints have been received from tourists. Just imagine the effect on tourists from the Eastern States! At the present

time there are between 350 to 500 caravans from the Eastern States in Western Australia. Many of the caravans are driven to Geraldton, and are accommodated in the council-owned park. Just imagine it! Before those people can use the showers they have to wash them out!

Mr. Sewell: The council charges the caretaker a rental.

Mr. GRAYDEN: I do not know how that park is run. I quote this as an instance of a caravan park run by a local authority.

Mr. Hawke: I would like to hear Eden Clarke on this issue. He is the mayor of Geraldton.

Mr. GRAYDEN: I would like him to hear some of the criticism which has been levelled at that caravan park by people who have been accommodated there. These caravan parks can be run much more efficiently by people who lease the sites, or who own them. In those circumstances they would take a pride in keeping the parks clean, in the hope that the people occupying the accommodation would tell others, and would, themselves, come back again. If the new by-laws are to be enforced, it means that the five existing caravan parks in the metropolitan area will go out of business; and in their place will come the council-owned parks.

Mr. Rowberry: What are the regulations to which you are referring?

Mr. GRAYDEN: If the new by-laws are to be brought into operation, the existing ones will be discarded.

Mr. Rowberry: Could you read them out?

Mr. GRAYDEN: They are too complicated and lengthy for me to read out. I have read portions of the ones which are applicable. Apart from the requirement of a space of 7 ft. 6 in. separating each parking site, and apart from each caravan space being 26 ft. by 30 ft.—which is excessive—there is another objectionable feature in the new by-laws; namely, that no portion of a caravan park shall be nearer to a side or the rear boundary of the land than 20 feet, where the land abuts a residential zone, or a residential and flat zone; or nearer than 10 feet, where the land does not so abut. In other words, if a caravan park abuts a residential or flat zone, the proprietor cannot accommodate a caravan within 20 feet of the side or rear boundary; and, if it is not a residential or flat site, not nearer than 10 feet of the rear or side boundary.

With all other buildings, such as fowl pens or sheds, the local building by-laws apply. Usually the distance from the side fence is in the vicinity of four feet. In the South Perth City Council district a building can be erected four feet away from the side or rear boundary. I submit that in the case of caravan parks, the building by-laws which appertain to the district should also apply. If the by-law

prescribes four feet from the side or rear boundary, then the same should apply to caravan parks.

It is absolutely absurd to have by-laws covering the distance at which buildings might be constructed from the rear or side fences, but to have different by-laws covering the same matters as they apply to caravan parks, many of which have been built at very great cost.

Mr. Hawke: Is there not a much greater fire risk in a caravan than in a house?

Mr. GRAYDEN: I do not think so, because many caravans are constructed of steel. I do not think the fire risk in a caravan would be any greater than the risk in fowl pens and sheds; yet the latter structures can be erected relatively close to the boundary fences.

In this State is an association known as the Caravan Trade and Industries Association of W.A., and the proprietors of the various camps belong to it. Certain recommendations have been made by the association, and I would like to read them because they emphasise the fact that the members of this association are quite prepared to compromise on this matter. They do not want to say, "Throw out these regulations and give us an open go." They simply say, "When we built our caravan parks we complied with the regulations which existed at that time, and we think in those circumstances we should not be affected by the new regulations, but that all caravan parks built in future should be." The following are the recommendations of the association:—

- (1) That the layout of the present caravan parks remains as it is, owing to the extensive alterations to roadways, and electrical and plumbing works which would otherwise be necessary.
- (2) That consideration be given to the plans of park owners in the Shire of Perth to enable them to extend and upgrade their parks without a time limit.

In other words each and every one of these caravan park proprietors is prepared to make an effort to upgrade his park. However these proprietors do not want a time limit imposed. Under these circumstances no-one should level any criticism at them. The Shire of Perth should tell the caravan park proprietors what is required, and they will comply. Continuing—

- (3) That given reasonable time all caravans should be equipped with wheels and no permanent fixtures should be made to them, otherwise they do not come under the heading of caravans and cannot be associated with the association.
- (4) That park owners should not occupy more than 50 per cent. of parking lots.

- (5) That health laws should be strictly adhered to and improvements in this field be carried out at all times.

I interpolate here to say that every caravan park owner has scrupulously carried out the health regulations in existence over the years. They are not averse to modifications if they are required, and will go out of their way to implement them. To continue—

- (6) That the Shire of Perth should obtain finance if it wants it so that it can construct its own park.
- (7) That all caravan parks run by the Shire of Perth should be either leased or have a full-time resident caretaker in attendance.

If a park does not have a full-time caretaker, the situation would arise as it does at Geraldton where there is a caretaker only in the daytime and people are inconvenienced as a consequence. To conclude—

- (8) That the C.T.I.A. be consulted on any new or amended by-laws under the Traffic Act, or any other item which has a direct bearing on the industry; and that the association be able to liaise between the authorities so that a closer understanding might develop thereby obviating the appalling waste of time now occurring on matters that could have been solved quite easily if persons could have come out in the open in the first place.

They are the recommendations submitted by the C.T.I.A., and I think members will agree they are quite reasonable. They emphasise that the association is opposed to the regulations because if they are enforced all members will be forced out of business. They emphasise, too, the fact that if these regulations are disallowed by this House, additional time will be made available for the proprietors to negotiate with the Shire of Perth, the Minister for Local Government, possibly the Health Department, and any other authorities which have an interest in this matter, in order that they might reach a satisfactory compromise.

This should not be difficult, because these proprietors are quite prepared to have their caravans 15 feet apart. They are already this distance under the existing regulations, and that is reasonable. They should not have to be 30 feet or more apart. The caravan park proprietors should not have to have 20-foot wide roadways inside their parks when a 12-foot roadway will suffice. They should not be forced to place their caravans 20 feet from boundary fences when buildings under different regulations are permitted much closer.

These are minor matters but are the ones which would force these proprietors out of business. In the circumstances I

hope the House will agree to disallow these regulations in order that further negotiations might be made to reach a satisfactory compromise which will not inflict a very great injustice upon these proprietors.

Debate adjourned, on motion by Mr. Nalder (Deputy Premier).

BILLS (5): RECEIPT AND FIRST READING

1. Local Courts Act Amendment Bill.
2. Sale of Liquor and Tobacco Act Amendment Bill.
3. Justices Act Amendment Bill.
4. Evidence Act Amendment Bill.
5. Damage by Aircraft Bill.

Bills received from the Council; and, on motions by Mr. Bovell (Minister for Lands), read a first time.

DAIRYING INDUSTRY: BUTTERFAT SECTION

Inquiry by Special Committee into Economic Position: Motion

MR. ROWBERRY (Warren) [5.44 p.m.]: I move—

That a Special Committee be appointed, representative of the three political parties comprising this Parliament, government departments, and all sections of the industry, to seek ways and means to improve the economic position of the dairying industry, butterfat section, in this State.

The first question that arises in moving a motion of this description is whether it is necessary. If it is necessary, will the committee, if it is set up, accomplish anything; and what benefits, if any, will be provided for the industry?

I do not think it is necessary for me to labour the point that something should be done to uplift the butterfat section of the dairying industry in the south-west. To anyone who has read the daily and weekly Press recently—local newspapers and newspapers like *The Farmers Weekly*—it should not be necessary to labour this point.

However, for the sake of the record, I propose to read some of the headings which have been published recently. The following heading is taken from *The Farmers Weekly*:—

Earlier Dairy Executive Meeting Will Discuss "Worsening Position"

The article reads, in part, as follows:—

"We have arranged for the next Farmers' Union Dairy Section Executive meeting to be held on Tuesday, September 15, in Bunbury," said the president of the section (Mr. J. Thomson).

"The meeting has been brought forward to provide an early opportunity to discuss the worsening position within the dairy industry in this State, and in particular the number of farmers who are leaving the industry."

The following is another heading and quote from *The Farmers Weekly*:—

Butterfat Opening Values Unchanged—But Early Review Promised:

Despite the recent increase in local prices there will be no increase in the opening values for the 1964-65 period from those applying to the same period in 1963-64. The committee was not prepared to move beyond the Government guarantee of 40d. a lb. commercial butter until there was a clearer indication of production volume and market trends.

The following pronouncement appears in this week's issue of *The Farmers Weekly*:—

Final Butterfat Prices Released:

The Butter and Cheese Manufacturers' Association of W.A. advises that the Commonwealth Dairy Produce Equalisation Committee Ltd. has now determined final equalisation values for the year ended June 30, 1963.

They are: butterfat, for manufacture of butter, 4d. per lb. butterfat; cheese milk, for manufacture of cheese, 4d. per lb. butterfat; butterfat, for manufacture of butter, 4s. 4½d. per lb. butterfat; and cheese milk, for manufacture of cheese, 4s. 8½d. per lb. butterfat.

A heading and quote from an article in *The Manjimup-Warren Times* of Wednesday, the 2nd September, 1964, reads as follows:—

Dairying—Is it On the Way Out?

(By a Correspondent)

Some publicity has been given recently to the plight of the dairy industry. What many farmers are wondering is: "Should I stay in dairying or are other forms of farming more profitable?"

There appears to be little doubt that dairying will give a higher return per acre than any other form of grass-animal combination.

But there are several obvious drawbacks to profitable dairying on larger areas.

Those quotations are indicative of the plight of the butterfat section of the dairying industry being apparent to all thinking and observing persons in the community. In addition, I have received a letter from Mr. J. P. Norton, Deputy Chairman of the Australian Dairy Produce Board and Chairman of Directors of Sunny West Co-operative Dairies Ltd. I

will read only those parts of the letter that are relevant to this matter. The letter reads as follows:—

Dear Mr. Rowberry,

Nearly all sections of agriculture in Western Australia are enjoying an era of tremendous expansion and relative prosperity.

Unfortunately, this does not apply to the dairying industry. The letter goes on—

Dairy production has not increased to any extent during the past ten years and as a result we continue to import large quantities of dairy produce from the Eastern States. I believe we could, and should, produce sufficient dairy produce to meet the requirements of our own markets.

Further on he states—

Quite recently in Queensland a committee representative of the State Government, Government departments, and all sections of the industry was set up for the purpose of seeking ways and means to improve the economic position of the industry in that State.

He concludes by saying—

I believe that such a committee could serve a useful purpose in this State.

So here we have one of the leaders of the industry, who is also a representative of the Australian Dairy Produce Board, pressing for something to be done to examine ways and means of uplifting this butterfat industry.

I think the dairying industry in this State started under a very unlucky star, and events have proved that theory. Since the industry started under the group settlement scheme in and around Manjimup—and it spread to Pemberton, Nornalup, Nannup, and south to Busselton, Margaret River, and so forth—the butterfat industry has been under pressure. The main reason was the miscalculation of the carrying capacity of the land; expenditure requirements to establish dairy farms in the area; and the generally held fallacy that a country which grew such tremendous trees, could sustain good pasture. It was generally thought that the country was good arable and tillable land for the establishment of pasture.

However, the very reverse was the unfortunate case. In the first place it was believed that it was only necessary to clear the land and natural herbage would eventually fill the place of the denizens of the forests which had been destroyed. This was not the case. It was found that, after clearing, a considerable amount of cultivation and application of fertilisers and trace elements were necessary to establish pasture. In the meantime, very large overhead expenses had been incurred in the establishment of the farms. That was the first millstone around the necks of the dairy farmers, in my opinion.

Land which cost anything from £65 to £100 per acre to clear was imposing a great burden on dairy farmers who, at their most efficient, would earn something like £25 per acre off the same land when cleared and established with pasture.

So, it can be seen that the venture was ill-starred from the start. Unfortunately, when that land was cleared large quantities of very valuable timber were destroyed and lost to the State. I think I have expressed the view before, that if the value of the timber on this land had been written off against the value of the land, the dairy farmers who were eventually established on those farms under the group settlement scheme, would have had a better chance of establishing themselves economically, and raising their heads above water. Unfortunately, the timber was destroyed.

A recent survey of the area where the butterfat industry is carried on has proved—this is incidental—that it would be more economical to grow timber again on this land than it is to indulge in dairy farming. That survey was conducted by Mr. W. G. Treloar and Mr. I. W. Morrison of the Forests Department and was made under the auspices of John Thomson, of the Agricultural Economics Centre at the University of Western Australia. The survey clearly established that the growing of softwoods such as *pinus pinaster*, and other pine trees, for a paper pulp industry would be more economical than putting the land to pasture. When I say that, I do not advocate that we should do away with all these dairy farms because they are uneconomical, or that we should go into the producing of timber. During the course of years the dairy farmers have become an integral part of the community, socially, domestically, and economically. So I think it would be very detrimental to the district as a whole if something was not done to uplift the standard of living and to enable the farmers to make at least the basic wage.

I want it to be clearly understood that I am referring only to the butterfat portion of the dairying industry; I hold no brief for the plutocrats who are in whole milk. They can very well look after themselves, and their economic position is secure.

Mr. Bovell: Didn't those whole-milk producers start off by producing butterfat? They must have started somewhere. The farms which did not develop when producing butterfat, now produce whole milk.

Mr. ROWBERRY: That is so. What has that to do with the argument?

Mr. Bovell: Because one has to start somewhere.

Mr. ROWBERRY: Is the Minister trying to imply that the only solution for the dairying industry is to cease making butterfat and to go into whole-milk production, because the whole-milk producers started

off as butterfat farmers? For what reason did they become whole-milk producers? Who elected them out of all the dairy farmers in the State? I do not think the Minister's interjection has any relevancy to the argument I am trying to put forward.

I was trying to make the point, before this unseemly interruption, that certain farmers are not making the basic wage. I do not just state this as a matter of opinion, but I have here a little booklet entitled *Dairying in Western Australia Policy Issues*, by Henry P. Schapper and M. L. Parker. They are some of the knockers from the Western Australian University who were referred to in Press articles when they criticised the Ord River scheme because it is not proving as economical as we hoped it would be. Messrs. Schapper and Parker, in their introduction, have this to say—

Mr. Nalder: When was that booklet printed?

Mr. ROWBERRY: I think it was 1963. These people are conservative with their dates. No; it was printed in 1961. And I do not want the Minister to jump to conclusions because, according to the figures he gave in answer to questions asked by the member for Merredin-Yilgarn, there has not been any advancement since 1961.

Mr. Bovell: If we had relied on this type of economist for our progress we would not have advanced in Western Australia.

Mr. Kelly: The truth hurts, I think.

Mr. ROWBERRY: That is the point I am eventually going to try to make, if the Minister will only be patient.

Mr. Graham: The Minister for Forests should watch those birds.

Mr. ROWBERRY: If we had developed only the areas and the industries that return profits, we would not have done much developing in this State.

Mr. Bovell: We are in agreement there.

Mr. ROWBERRY: But that does not mean to say we should allow people to work at a level which allows them a bare subsistence simply because they are a part of the economy of the State. I hope the Minister does not imply that.

Mr. I. W. Manning: Are you advocating an increase in the price of butter?

Mr. ROWBERRY: I am not advocating anything.

Mr. Nalder: Then sit down if you are not advocating anything.

Mr. ROWBERRY: I am moving a motion for the appointment of a special committee to investigate ways and means to improve the economic position of the dairying industry, butterfat section, in this

State. If I discuss other subjects the Speaker will probably call me to order and tell me to keep within the ambit of the motion before the Chair.

Mr. Graham: The member for Wellington would advocate lower wages and an increase in the price of butter.

Mr. ROWBERRY: In any case, Messrs. Schapper and Parker prepared a very objective and well reasoned report following the survey they made. The report, which was based upon factual research and a survey into the industry, had this to say as its introduction—

Despite increases in the effective size of farms, in the value of assets, in liabilities, production, technical farming performance and in housing and household amenities, the Western Australian dairy farmer, producing milk for butter or cheese in the far South West, on average, is still worse off than the basic wage earner with respect to his material standard of living.

There is evidence—

and this is the important part—

—to suggest that levels of living on individual farms could be substantially improved if the gaps between Department of Agriculture precept and farmer practice were narrowed, or if farmers would use more capital more wisely.

Those are points which I think the committee, if it is established—and I hope it will be—could very well investigate. I am not too optimistic about the Minister's reaction to the proposal to form a committee.

Mr. I. W. Manning: You might find the wage earners are the plutocrats, as you have called them.

Mr. ROWBERRY: So much the better. If I am talking on behalf of some of the people whom the member for Wellington has in mind, I might be doing them a good turn. As a matter of fact, I do not see why a member of the Labor Party, which is supposed to represent only the industrial section of the community, should have to move a motion which will prove of benefit to the farming section of the community. A few weeks ago I asked members of the Country Party to stand up on their hind legs and fight; and I imagine that the letter from J. P. Norton could, in all seriousness, have been more properly addressed to a member of the Country Party, or maybe to the Minister himself.

Mr. Williams: Have you spoken to Mr. Norton about it?

Mr. ROWBERRY: The voice from Bunbury! Why should J. P. Norton address his epistle to me?

Mr. I. W. Manning: I don't know.

Mr. Runciman: We all got one.

Mr. ROWBERRY: That is the answer I wanted. You all got one and your reaction was nil!

Mr. Hawke: That's the point.

Mr. Bovell: What basis have you got for making that statement?

Mr. ROWBERRY: If you all got one and your reaction was not nil, and it was objectively affirmative, I will expect to have some support from members on the Government side when the vote on the motion is taken. Surely that would be reasonable to assume! I was saying that I was not too optimistic about the Minister's reaction to this motion. I hope I am wrong.

Mr. Nalder: You will soon have to get on to some points that are going to support your proposal, or show why it is necessary; because up to date you have not made one.

Mr. ROWBERRY: There you are! That is indicative of the mind of the Minister. It is not the points that one puts forward that really matter; it is the receptiveness of the mind to those points that really matters and is the deciding factor as to whether one will be able to make any progress or not.

Mr. Graham: There is plenty of room there to receive.

Mr. ROWBERRY: I now refer to certain questions asked by the member for Merredin-Yilgarn on the economic position of the industry as a whole. The following questions and answers appeared in *Hansard* of Tuesday, the 25th August, 1964:—

Mr. KELLY asked the Minister for Agriculture:

- (1) Is he satisfied with the economic position of the dairying industry in this State?
- (2) Would he know the number of producers who earn less than the basic wage?

Mr. NALDER replied:

- (1) The general position of the dairying industry is satisfactory, but the returns to individuals vary with the extent to which overall development on their properties has been effected.
- (2) No.

I wonder why there is some doubt in the Minister's first answer when he says the general position of the dairying industry is satisfactory, and yet gives a definite "No" to the second question, which inquires whether the Minister would know the number of producers who are earning less than the basic wage; because surely one is contingent upon the other. If he does not know how many dairy farmers

are earning less than the basic wage, how can he assume that the general position of the dairying industry is satisfactory?

Mr. Nalder: Do you know?

Mr. ROWBERRY: No, I do not know; but had I been asked the question I would not have been content merely to go to the Department of Agriculture for the answer, but would have satisfied my own mind on whether there were, in fact, dairy farmers earning less than the basic wage; because on numerous occasions reports have been published that certain dairy farmers in the butterfat section of the dairying industry are earning less than the basic wage. So surely the Minister could have ascertained if this answer were really true; because, if it is, it is something of which we should take notice. We should ask ourselves, "Can anything be done about it?" and then follow it up by asking, "What can be done about it?"

I am going to outline to the Minister certain points in regard to what can be done about it. There are certain aspects of the industry which this committee could investigate if it conducted its investigation on the proper lines. One of the questions is: "Is grassland as a method of producing milk wholly satisfactory and as economic as it should be?"; or, "Is the turning of cows out to pasture for the purpose of getting the best out of them becoming a little outdated?" I have read in *The Farmers' Weekly* articles contributed by officers of the Department of Agriculture in which they deplore the fact that grass as a fodder is not used by the cow to the extent it should be. They say—

Far too much grass is left in the paddocks to wither and die and smother the new growth coming up in the next spring.

Surely that cannot be considered to be economic; and it is a matter that should be investigated if the statement is true.

As I have said, the gap between the precept of the Government department and the practice of the farmer could be lessened in this instance. It may be that this is a point that could be investigated to advantage. It certainly appeals to me, because I have often wondered, when travelling around the dairying districts during certain times of the year, why so much feed is left in the paddocks to wither and die when it could profitably be turned into milk, butter, beef, wool, or any other product the farmer is producing on his property. Surely that is an important point! It is not only detrimental to leave the grass in the paddock and to lose the effect of it, but it is also detrimental if it is smothering the young growth that is coming on for the production of milk and butterfat in the following year.

The Minister must be able to see some sense in that argument, because it has been propounded by officers of his own

department. The production of feed—as I have already stated—plays a very important part in husbandry, or the production of whole milk or butterfat. Therefore, this proposed committee could, with advantage, investigate these propositions. It has been advanced that to achieve nearly 100 per cent. absorption of feed in the paddock, it should be fed off in strips; and, in fact, some farmers have gone in for that method. As members know, some farmers have electric wire fences which they use to feed off in strips. They feed down the strip completely, and when one section is completed they go on to the next section.

Also, we could with advantage investigate the varieties of grasses and cereals suitable for animal fodder. I have here a pamphlet entitled, *British Information Service*. I think all members receive this pamphlet, but I wonder whether each and every one of us read it with any advantage. This July-August, 1964, issue is devoted to agriculture in Britain. It has headings such as, "Salt as a Barley Fertiliser." Today, the member for Collie asked the Minister for Agriculture if he would consider using salt as a barley fertiliser. The honourable member could have continued to explain that barley has played a great part in the production of beef in the Old Country. Members must know that one of the arguments that are put forward in regard to feeding is the shortness of the season and the climate.

Sitting suspended from 6.15 to 7.30 p.m.

Mr. ROWBERRY: Before the tea suspension I was endeavouring to make the point that is sometimes advanced on the question of feed and pasture; namely, the shortness of the season which limits the feeding time and the amount of feed that will be available. I referred earlier to a publication from the British National Service; and to the people who say that our climate and the shortness of our season are drawbacks to the production of butterfat I would say that we are not the only country which suffers these limitations. Some of the best butter-producing countries in the world suffer similar limitations to a greater degree than we do, because for six months of the year the grass does not grow, or it is covered by snow or ice. There is no life whatever in the vegetation; and yet these countries—and the Old Country is one of them—manage to overcome these difficulties.

If some thought were given to, and an investigation made into, ways and means of overcoming the climatic difficulty in our State I think it would be beneficial to the industry generally. That is one other point that the committee, if it is set up, could investigate.

I have already referred to salt as a barley fertiliser, and I would like to draw the attention of the House to the subject

of "barley beef", as it is called. The article from which I wish to quote reads as follows:—

"Barley Beef" Profitable

For years, British farmers complained about the slow turn-over and poor returns from beef production. Then came the "barley beef" system. Cattle were taken off the grass, put on straw-covered concrete, fed under cover on a diet consisting chiefly of barley, and were ready for the butcher inside a year.

Members might wonder what butchers have to do with the production of butterfat. I can assure them, however, that the dairy farmer also produces cattle from his surplus calves for butchering; that would be an ancillary method of increasing his income.

The publication to which I referred also poses the question, "Can grass remain competitive?" This is the point I was trying to make earlier when I mentioned that the feeding of cattle on grass is possibly not the ideal way to get the best out of the cattle.

I referred to the value of salt as a fertiliser in the production of barley for feed for cattle. The Minister and his department do not appear to think that it could be worked, or that it is applicable to this State. I feel that is a matter for research, and it is something that could with advantage be investigated. The article in question says—

SALT AS BARLEY FERTILISER

The value of salt as a fertiliser for barley is being studied in trials at Norfolk. The experiments are part of a series dealing with fertiliser treatments and varieties of barleys being conducted on farms in the area by the National Agricultural Advisory Service.

Because it was found in previous trials that of all the forms of nitrogen available, nitrate of soda gave the most economic response, salt plots were put down. Yield response to nitrate of soda was 600 lb. to 800 lb. of barley at the 80-unit level of nitrogen.

The salt trials are being held on land where the soil is of chalky nature and requires some potash. But in recent years experiments have shown that there is little economic response to potash and phosphate.

The plots in this year's experiment are of Proctor barley and compare two levels of salt usage with nitrate of soda, Nitro-Chalk and sulphate of ammonia, at the 60 and 80-unit levels. The two levels of salt usage are 225 lb. and 380 lb.—the latter figure arrived at because 80 units of nitrate of soda contain this quantity of salt.

This might not mean very much to the House, but if intensive investigations were made into these methods, or there were

an exchange of ideas between the National Agricultural Advisory Service in the Old Country and our State Department of Agriculture some mutual advantage might be gained from it.

We must not write off the Old Country as being completely old and effete. We should take the trouble to study what is going on there; and if we do we will probably find that it is far ahead of us in many matters and that we could with advantage emulate its methods.

I would like to point out that there is a very significant paragraph here about butterfat production. Unfortunately I lost my local comparison; but there was a publication in *The Farmers' Weekly* last week in which the record butterfat production per cow, over a number of cows, was mentioned. I have mislaid that article, but it is available for purposes of comparison. For the information of the House I would like to quote the following:—

BUTTERFAT PRODUCTION RECORD

Production of 6,992 lb. butterfat with 14 calves by Mr. A. N. Pickford's Wallflower 2nd at Bayford Hill, near Wincanton, Somerset, has established a new breed record for lifetime butterfat production by a grading register Dairy Shorthorn.

She retains the world record for lifetime milk for the breed, having a recorded total yield of 248,814 lb. up to date.

I do not know how that production compares with the butterfat production in this country. It is an interesting item, and it could be the basis for making a comparison. I shall deal with that aspect later on, when I turn to the question of breeding.

There is also an item in that publication relating to the feeding of cattle, by which whisky waste is used. It states—

The production of cattle food from waste material is planned by a Scottish distillery. Work has begun on a £625,000 plant, which is expected to be in full operation by mid-October. The company, George Ballantine and Son of Dumbarton, expect to sell 20,000 tons a year of dried barley husks and other waste to cattle food compounders in England.

This method is not new, because there was a brewery in the village where I was brought up which supplied the husk to local dairymen.

On the question of feed, and whether the cows in this State are getting enough, I refer to an article by Mr. Pavy of the Department of Agriculture. He is an adviser to the dairy farmers, and states—

Dairy Cows Respond to Good Pasture:

I suppose most would say—the lack of rain, causing slow growth of feed.

This in turn has caused lower milk and butterfat yields, which has caused a smaller cream cheque.

This may be so, but how long do your cows subsist on a semi-starvation diet?

Do you feed your cows as well as you do your family around your table?

The records of Grade Herd Recording tend to suggest the answer is NO.

Herds which are fed quite well have much higher production figures than most others which are on this semi-starvation diet.

The article poses this question: If, in fact, this does exist—and we are told by Mr. Pavy that it does exist; otherwise, he would not have posed the question as to how long cows would exist on a semi-starvation diet—what then are we to do? In his article, Mr. Pavy suggests—

Some other method is needed to even out the feed position.

We cannot control or change the climatic conditions.

We just have to accept this commodity for which we do not have to pay.

This has been referred to by the member for Avon as "Hughie", but it exists all over the world. It is our job, as intelligent human beings, to overcome this difficulty, and to use it to our best advantage. I contend this is a matter which the committee, proposed to be set up under the motion before us, could investigate with advantage to the industry and to the State.

In the article, Mr. Pavy went on to say that maize could be used as a good feed. I am aware that maize has been used in Manjimup, in conjunction with the strip-feeding method; and it has been used with great advantage. He stated in the article—

Maize which is capable of prolific growth, is another crop, but may be costly in labour for cutting and feeding out.

He also went on to mention lucerne, and stated—

Lucerne is of particular value as it provides an excellent bulk of herbage during the season when green feed is the limiting factor in production and also provides fodder of high protein content essential to milk production.

Then he went on to refer to the use of lime pelleting in stimulating production.

The growing of maize, and the cutting of it and feeding of it by hand, could be costly; but if it were used in the way I have indicated—by strip feeding—it would be used to advantage, and it would have the effect of reducing labour costs.

To get back to the methods which have been adopted for years in Great Britain, cattle are fed through mechanical feeders.

Silos are built, and these are filled with feed. All that is done is to turn a handle, and the feed is drawn off on long conveyor belts to the cows.

When I referred earlier to the doubt in the minds of some people about grass being a competitive or economic way of feeding cattle, I was influenced by what appeared in a publication. It states—

Can Grass Remain Competitive?

An investigation is being carried out at Newcastle University to discover whether beef production from grass is justified at current land values in Britain of around £150 an acre, and whether a combination of grass and barley will give quality beef at higher carcass weights.

In addition to grazing, grass conserved for winter feed will also be recorded and evaluated for the individual fields. On certain farms a more detailed investigation will involve taking grass clippings from sample plots and weighing the cattle when they are changed from one field to another.

Confined to cattle at present, the investigations will deal with sheep next year.

I have indicated enough to the House and the Minister to show that the Department of Agriculture in Western Australia could, with advantage, send a representative to Great Britain to study the methods adopted there. Alternatively a representative from Great Britain could be invited to visit Western Australia for the purpose of exchanging ideas on this subject.

Perhaps a member of this House could be subsidised, when he makes a trip to Great Britain—as has been done by the Commonwealth Parliament, when a member of the Country Party was asked to study the feed and production methods in U.S.A. for six months—to undertake a similar study. The member of the Commonwealth Parliament has since returned, and has given his ideas to that Parliament, as was reported in the newspaper recently.

There are many things which could, and should be done. There is the question of breeding. We have noticed that this cow which gave the record performances was not of the particular breed we generally have in our dairying industry. We generally have jersey, guernseys, or crosses; and it could be that an investigation into the most suitable breed of cattle for the climate and for the environment of the south-west could be made with advantage. It could be that the jersey and the guernsey, although they are high producers of butterfat under conditions which are conducive and favourable to them, may not be the ideal type of cattle for the environment that obtains in the lower south-west.

It has been said with a degree of accuracy that the cow, which is an excellent medium of turning grass into milk to be

made into butter, devotes the first part of its food to building itself up; and if it is called to exist under extreme conditions of cold and wet, most of the milk that otherwise could be produced and turned into butterfat is used up by the cow in order to keep itself alive and protect itself from the elements. It could be that we would evolve a breed which would not use as much energy, or convert as much energy into protecting and heating itself; and, as a result of that, it would give a greater yield of milk and butterfat under the circumstances in which it is required to live in the lower south-west.

It could also be that, if the cattle were confined and fed mechanically or by hand, the feed which is produced from the areas in which the cows live could be turned to more economic advantage than at the present time. These are things that could be investigated.

Then there is the economic viewpoint. If we produce more milk for butter and cheese, will there be a market for that increased production? I do not think we need go very far for the answer to that one; because the Minister, in replies to questions, has shown that in every year since 1954 up to 1964 we have imported quite a considerable amount—in terms of money—of butter and cheese. In most years the amount has been over £1,000,000 Australian. So there is undoubtedly a market for this increased production if it can be brought about.

In the pamphlet which I read—*Dairying in Western Australia Policy Issues*—by Schapper and Parker, they point out that in the five years from 1955 to 1960 there was an excess of dairy imports over exports. In 1955 it was £1,426,900; in 1956, £1,254,500; in 1957, £1,160,000; and so on up to 1960, when it was £1,788,000. So members can see there is ample opportunity for an increase in production. The question then arises: Should we help our local producers or should we buy our requirements of butterfat and cheese on the cheapest market? That is a point we could look at with advantage to this State.

It has been put forward that we will tend to buy, where we can do so, at the cheapest price. I think this would be a shortsighted view because eventually it would drive the dairy farmers out of existence and then we would have the job of rehabilitating them and finding some other work or some other form of production in which they could indulge in order to keep them profitably employed. In the long run there would be a loss to the State; and it would be better for us to bolster up our present dairying industry than buy our requirements on the cheapest market. I would point out that for some unknown reason costs in Western Australia for the production of butterfat are the highest in Australia.

Schapper and Parker, in another booklet issued by the University of Western Australia, and headed "Research Report No. 4 on Agricultural Economics," point out that Western Australia has a cost of production of 66.91 per cent.; New South Wales, 51.58 per cent.; Victoria, 48.90 per cent.; Tasmania, 58.71 per cent.; Queensland, 66.79 per cent.—just slightly below Western Australia; and South Australia, 55.90 per cent.

This is something also which could be investigated in order to ascertain what is the cause of the high cost of production in Western Australia and whether there is a method of reducing it. It could be that we are not, as I pointed out, using the proper methods of feeding our cattle, or it could be that we are not using the proper cattle. Perhaps it could be a combination of both.

In case some people might be inclined to think we should buy on the cheapest market—and that is the economics of private enterprise—Mr. Norton has something to say on this. I draw the attention of the Minister to this because I remember that a few years ago, when I was trying to press for a Select Committee to investigate the position of the tobacco growers in the State, the Minister submitted the argument that a Commonwealth committee was to be appointed for the same purpose, and he would therefore await the findings of that committee.

I know that the Commonwealth Division of Agricultural Economics has decided to make a survey of dairying in Australia, and it could be that the Minister will take refuge in that fact this time. However, I would remind him of what is contained in Mr. Norton's report on acquisition, which quite a number of members on the Government side say they have not received. Among other things, Mr. Norton says—

The individual State viewpoint however can be very different. The rise or decline of an important industry can have a very vital bearing on the prosperity of certain areas. The extent to which this applies to the Dairy Industry in each State must influence the extent the respective State Governments would be prepared to promote and encourage the industry within their boundaries.

The industry in this State has suffered a considerable loss in prestige as a result of destructive criticism by people with a very elementary knowledge of the real problems of the industry.

I am confident that we have the climatic conditions, the knowledge and the capacity to expand our industry in this State on a profitable and efficient basis.

Two things we need most. A new and constructive approach to the problems of the industry, and finance on a long term basis to raise our standard of development more into line with the older States.

That brings me to the question of finance and credit. It has been said that a farmer is a person who lives poor and dies rich. The reason for this is that a farmer as a rule is very reluctant to use credit to improve his farm machinery, or stock. He dreads being in debt to the bank. I have read that. It has not been my experience. I believe that to enable farmers to be rehabilitated, credit could be issued to them at no more interest than the cost involved in issuing the credit. I can see no reason on earth why Government funds should be loaned or advanced to people at a rate higher than this.

Credit has been rightly described as a costless creation and is something which is the property of the community as a whole. It is not necessary—I was going to say it was iniquitous—for any credit issuing organisation to issue credit at 7½ per cent. and 10 per cent., to the people who made the credit possible by creating the wealth, provided there is a reasonable chance of the capital being returned, or even if there is no reasonable chance.

When we make investments in land or towards the development of our State, as the Premier said, we do not think of the cost or of whether we will get our money returned. A few weeks ago I heard, with interest, the Premier pointing out that, though we had lost financially on the development of the Ord River and the north-west, we had still gained because it could be possible to settle 5,000 to 10,000 people in that area and give them a profitable living.

He discounted the fact that the return from cotton, safflower, and the other commodities grown in the area were not returning a reasonable dividend as far as the investment was concerned, because they were really profitable because so many thousands had been established there in security. This had demonstrated to the world that it was possible to develop the rest of the area and hold it for ourselves. That was a good enough excuse or reason for the expenditure of the money.

Surely, therefore, the same would apply—and even more so—in the south-west, which has been settled for so long. The folk there have grown up as dairy farmers, and they have become part of the set-up—the social and domestic framework of the community. Consequently, credit should be issued to these farmers at the lowest possible cost. I venture to say that the charge to these people should be no more than 1½ per cent., which would cover the cost of issue.

We all know that if an individual farmer desired credit from a bank he would tell the bank what his collateral was. The manager would ask him what collateral, credit, and assets he had, and the bank manager would extend credit to the value of the farmer's collateral. Next, the bank manager would give the farmer a cheque book and open an account in the bank against the farmer's name, and enter the amount, £3,000 or £10,000, whichever the case might be. However, he would not reduce by one farthing any other deposit in the bank.

If, as the banks say, they lend other people's deposits, the manager must place a debit against one or several of the other accounts equal to the credit issued to this farmer. But he does not do that. He writes another credit in his bank for £10,000, and the bank has increased its holding by £10,000; and yet it is charging the poor farmer, who created the wealth in the first place, up to 7½ per cent. for something the bank never owned. This fact can be proved by investigation. Ask any bank manager whose account he debits when he lends money to a customer!

There are other items of cost which could be investigated to the advantage of the farmer. For instance, there is the question of income tax. Someone will ask why a farmer should pay income tax if he is not earning the basic wage. It could be that some of these farmers pay income tax because they do not know how to get out of paying it. They are paying tax which they should not legally pay.

There should be investigation into providing instruction or education for the farmer in the methods of partnerships. Instead of the farmer retaining the right of being full owner of his land, he could divide the ownership between the members of his family. Instead of being charged income tax on, say, £4,000, if he has a family of four, each member would have an income of £1,000, which would bring the farmer into a very much lower income bracket. That aspect could be investigated with advantage.

There is an instance mentioned in this invaluable little booklet called *Farm Policy*. These booklets are issued by the University of Western Australia, and they are made possible through the John Thomson Agricultural Economics Centre. An article illustrates that a farmer could be the sole trader and have an income of £6,000. He would be taxed £2,251. This might be of interest to some farmers who earn more than the basic wage. The farmer's income after tax would be £3,749. If there were a partnership, the income of each partner would be £2,000. Each partner would pay tax of £376, and the income of each after payment of tax would be £1,624. The same idea could be projected into death duties, probate, succession duty, and estate duty.

We owe a debt to the farmer in the matter of education. I do not mean by just educating his children. These days a farmer has to be an educated, alive person who is well able to think for himself. Yesterday I was speaking to an elderly chap of 78 who is a farmer. He advanced the theory that a farmer, even at his age, must be an active and intelligent human being in order to survive in the world. He can only do so by being educated in regard to not only his responsibilities but also his privileges.

Mr. Nalder: Is he a dairyman?

Mr. ROWBERRY: Yes, and a sheep farmer. He chose the better way: he chose sheep farming instead of the monstrously difficult method of making an income from dairy farming, from butterfat.

There is a point that the farm management advisers set-up could be subsidised. Some people believe that we should spend public funds in educating farm management advisers; allow the advisers to go into the country, and have individual farmers form groups and pay for the services of a farm manager. Some people say that having spent public money on the education of farm management advisers, why not go further and have the advisers become part of the Department of Agriculture?

We do not charge farmers for the advice that is given by Mr. T. Pavey. His salary is provided from public funds. The argument is advanced that this could be done with advantage in the matter of farm management advisers; and if it were done it would reduce considerably the costs of dairy farmers.

Some farmers have formed farm management groups and they have benefited thereby; but in order to pay the fees, their production has to be raised at least 5 per cent. or 10 per cent. for them to break even. There is not much profit in that.

I hope that we will not have the argument put forward that those people who are associated with the University of Western Australia are not practical farmers and that they do not know what they are talking about. That would be a completely wrong idea. I represent a mixed community, a mixed electorate, and I have made it my business to learn something about all the activities and production of my area. This embraces farming, finance, methods of husbandry, economics, markets, future possibilities, and so on. I have found that those people who are trained in research and in objective observation can lend advice to the farmers which is of much benefit.

In conclusion, it must not be thought from anything I have said or quoted that I am unmindful of the struggles of these people or of the problems that have to be attacked in the industry. I am very much aware of them, having lived with them

and beside them for the past 35 years. I hope, in advancing this motion for the Minister's approbation or otherwise, that he will look carefully at the points raised. I have other data which I could advance, but I feel that I have spoken for long enough. I have spoken for longer than I had expected, and maybe for half an hour longer than everybody else expected.

Mr. Brand: Oh no!

Mr. ROWBERRY: If I spoke for another three-quarters of an hour or an hour I would not be doing the farmers, whom I am trying to represent, any injustice. That is the point; not the listening capacity or patience of members of this House. I commend the motion to the House and hope that it will be received and adopted.

Debate adjourned, on motion by Mr. Nalder (Minister for Agriculture).

FERTILISERS: COST OF PRODUCTION AND PRICE INCREASE

Inquiry by Select Committee: Motion

MR. MOIR (Boulder-Eyre) [8.19 p.m.]: I move—

That a Select Committee be appointed to inquire into and report upon the cost of purchase and processing of all the components of the various types of fertilisers used in this State's agricultural industry; and also to inquire into the recent steep increases of prices to the consumers of all types of fertilisers; and to make recommendations accordingly.

I move this motion with full awareness of the importance of fertilisers to the economy of this State, and of the important part that they play in our production.

The use of fertiliser is ever increasing, and the increases that have taken place over the last few years are rather astounding. Of course, in the areas I represent there has been a phenomenal increase in the use of superphosphate and copper and zinc trace elements. Members all know the story of the wonderful results that have been obtained in the district to which I refer and, of course, in other similar districts. The use of these trace elements has revolutionised the productive capacity of our light lands.

As a matter of fact, all over the agricultural areas of the State the use of superphosphate plays an important part, and an ever increasingly important part in increased production. In the *Monthly Statistical Summary of Western Australia*, for July, 1964, we find that in 1963 the superphosphate production in this State was 751,574 tons; and in 1964—that is, to June for both years—the figure had increased to 863,623 tons, or an increase of over 110,000 tons. So one realises, when

one looks at figures like that, the increasing use being made of superphosphate, and indeed of all other fertilisers, in our agricultural areas.

One aspect that has a very important bearing on the use of these fertilisers is their cost. We are well aware that the Commonwealth Government is very conscious of the use of superphosphate and other fertilisers all over Australia, and last year it saw fit to give a bounty of £3 a ton to encourage the use of that commodity anticipating, of course, that with the increased use of superphosphate there would be an increase in the production of grain and also an increase in the area of land sown to pasture.

I consider the Commonwealth Government made a very fine gesture when it decided to give that bounty, because it was designed to assist the agricultural industry all over Australia. That being so it is alarming to find that recently there have been some sharp increases in the price of superphosphate and trace elements which means, of course, that in some instances a large part of the bounty has been almost completely swallowed up.

The increases are considerable and have caused alarm among those who are large users of superphosphate. There has not been a great deal of publicity given to the matter other than an announcement, on the 1st August, that the price of superphosphate had been increased by 9s. a ton—from the old price of £9 per ton to £9 9s. per ton. That does not seem to be a large increase; but, of course, it is considerable to those who use large quantities of fertiliser. Also we find that the costs of trace element fertilisers have increased greatly; so much so that in my opinion the Commonwealth bounty, instead of having the effect of increasing the use of superphosphate will, so far as trace element fertilisers are concerned, mean that no additional quantity will be used, except for the natural increase that takes place every year due to the clearing of extra land and the bringing of new land under cultivation.

On Thursday last I asked a series of questions of the Minister for Agriculture, who favoured me with a reply which set out most of the information I required. I asked the Minister—

- (1) Is he aware that a price list issued recently by the fertiliser suppliers and which became operative on the 1st August last provides for very sharp increases in fertiliser supplies?
- (2) Is he in a position to supply the figures of the old prices and the new prices for—

Then the question detailed the various types of fertilisers.

Following that, I asked the Minister the reasons for the increase. He supplied me with a lengthy list of the prices; and, for the purpose of recording them in *Hansard*, I will read them out. He said, in reply to the first question I asked—

Yes. The increases have been variable depending on the particular fertiliser ingredient.

Following that he set out the old price and the new price for the various fertilisers.

The old price of superphosphate was £9; whereas the new price is £9 9s., an increase of 9s. per ton. With superphosphate and trace element mixtures, the price of superphosphate and copper was £14 1s. 6d. per ton, and this has increased to £15 18s. per ton, or an increase of £1 16s. 6d. The price of superphosphate, copper, and zinc was £15 4s. 6d. per ton, but this has been increased to £17 16s., an increase of £2 11s. 6d. per ton.

Superphosphate, copper, zinc, and cobalt, under the old price, was £16 11s. per ton, and the new price is £19 2s., or an increase of £2 11s. per ton. With superphosphate, copper, zinc, and manganese, the price was £21 5s. per ton, and this has now been increased to £23 12s. per ton, an increase of £2 7s. per ton.

There are a number of other grades of fertilisers in the list, and I do not think I need read them all out, because some of them are not widely used. However, there is an increased price for every grade shown in the list. The price of superphosphate and potash has increased from £22 1s. per ton to £23 5s. 6d. per ton, an increase of £1 4s. 6d. per ton.

The prices for fertilisers which are used extensively in the south-west for potato production have increased considerably. For instance, the price of potato "A" has been increased from £17 3s. 6d. per ton to £18 8s. 6d., an increase of £1 5s. per ton; potato "B" has had a price increase from £18 5s. to £19 11s. 6d. per ton, an increase of £1 6s. 6d. per ton; and potato "E" is now £20 19s. 6d. as compared with £19 11s. 6d. per ton, an increase of £1 8s.

The ordinary home gardener has not escaped, either. As a matter of fact the fertilisers he uses have received the steepest increases of all. Of course those will affect commercial gardeners as well. Garden fertiliser has increased from £19 11s. 6d. per ton to £20 19s. 6d. per ton; and for the person who desires to apply fertiliser to his lawn, the price of fertiliser per ton has increased from £29 12s. to £32 11s. 6d., an increase of £2 19s. 6d. Evidently lawn growers do not have an organisation through which they can protest against such a high increase as that.

According to the figures supplied, sulphate of ammonia has increased from £28 15s. to £31 10s., an increase of £2 15s.

It is also noticed that the fertiliser urea, of which there is an ever-increasing use, has increased in price from £47 to £53 a ton, a rise of £6 per ton. Sulphate of potash has increased from £39 to £42 per ton, an increase of £3.

The Minister, in replying to the question, went on to say—

There has been a world hardening of nitrogen prices including an increase of about £12 per ton for urea. Because of substantial stocks on hand the local price has only been increased by £6. Copper has risen by about 10 per cent. and the increase in copper fertilisers is due to the combined effect of rising copper prices and an increased use of copper sulphate because of declining supplies of copper ore. Zinc has risen by 4.3 per cent. There have also been increased costs on wharf handling, transport and superphosphate workers' wages following recent general rises in award rates and margins.

We all know that costs are increasing from time to time; and, inevitably, such increases are reflected in the cost structure by having an effect on the prices charged for commodities. However, I consider an inquiry should be held into the manufacture of fertiliser, because it is of such great importance to primary producers in this State.

Such an inquiry would be able to obtain information which is not readily obtainable by any other means, and it would determine whether the increases that have been imposed are justified. If they are not justified the people should know about it. It could well be, of course, that the increases are well and truly justified, but at the moment we do not know.

On my asking the Minister for Agriculture questions on the countries supplying the fertiliser urea—none of which is manufactured in Australia—some interesting information was supplied. Nevertheless, it was incomplete; because although I was trying to ascertain the landed cost of this fertiliser in Fremantle, the Minister was unable to supply the figures to me. He was able to supply me only with the quantity and value of the amounts.

It is interesting to discover that the price charged by the supplier is lower than in 1961-62. That was the first year's figure supplied to me. So it can be seen that the increase in the price of that fertiliser is not due to the price charged by the supplier in the country of origin.

It is also found that, in the three years under review, Japan has become the largest supplier of urea used in this State. In 1961 Japan supplied 18,791 cwt., valued at £32,451. In 1962-63, it supplied 62,841 cwt., valued at £105,012; and, in 1963-64, the figures had risen to 272,041 cwt., valued at £444,312. Quoting the price per cwt., in 1961-62, from Japan, the price was £1 14s. 0.08d.; in 1962-63, it was £1 13s. 5.05d.; and in 1963-64, it was

£1 12s. 3.506d. So in 1963-64, urea imported from Japan was cheaper than it was in 1961-62.

Of course, as I have mentioned, there are other figures which the Minister was unable to supply and which could make a material difference in the landed cost of that type of fertiliser. Also, it would have a great effect on the selling price of the product in this State. It is interesting to know that urea has been imported from the United Kingdom, the Federal Republic of Germany, Norway, the Netherlands, the Republic of South Africa, Belgium Luxembourg, Belgium Ruanda Urundi, the United States of America, France, Italy, and Switzerland. I would point out, however, that no urea was available from the United States of America in 1962-63; and, in fact, very little has been imported from that country.

With the passage of the years there has been an increase in the use of urea. In 1961-62, the total imports of urea amounted to 42,142 cwt., valued at £69,738; in 1962-63, the imports had risen to 186,162 cwt., valued at £412,638. This showed an increase of 144,020 cwt. over the previous year's figure. In 1963-64, the figure had jumped to 439,625 cwt., an increase of 397,483 cwt. The imports of urea in this year were valued at £702,322. Therefore, one can realise how the use of this important fertiliser in this State has increased.

It is being used, of course, because the primary producer finds his returns are considerably enhanced by its use. As I pointed out earlier, the price has increased considerably—to wit, £8 per ton—and of course that can play an important part in the primary producer's cost structure.

Not just I am concerned about this matter; but a lot of people throughout the State are also concerned. As a matter of fact, I have had quite a few farmers in my electorate getting in touch with me and asking me about it and wanting to know what is to be done. I also notice in *The Farmers' Weekly* published on Thursday, the 3rd September, the following article:—

Fertiliser Prices Could Hurt Production

"On August 1st, it was announced that the superphosphate price had been increased by 9s. per ton. At that time it was pointed out that the increase had not met with the approval of the users," said the general secretary of the Farmers' Union (Mr. T. E. Sullivan).

Since then new prices for all artificial fertilisers, fixed by the manufacturers have been made available.

"When it is realised that there have been some fairly steep rises in fertiliser prices, the dissatisfaction of Union members is not hard to understand," Mr. Sullivan said.

"Admixture prices have gone up many times more than the 9s. super price increase.

"For instance, the previous year's price for super-copper mixture in bulk, ex Metropolitan works was £12 3s. 6d. per ton and the new price is now quoted as £14 per ton.

"In both cases the Federal Government bounty of £3 per ton was applicable.

"The imported fertiliser urea price had been increased from £47 to £53 per ton ex Metropolitan works.

"As previously mentioned," said Mr. Sullivan, "increases of this nature may counter the Government's aim for increased production."

So it is quite clear that there are very strong grounds for concern at the steep increase in prices of the various categories of fertiliser. I consider an inquiry is of paramount importance to ascertain just what the real position is so far as the increases are concerned.

The matter is not only of concern to those engaged in primary production, but is of grave importance to everybody in Western Australia. It is of particular importance to the people in my area; to those who are setting out to establish farms in virgin country. One can appreciate their disappointment upon seeing the considerable price increases, and in knowing they will have to curtail their use of fertiliser, of which of course they will want to use as much as they possibly can on the land they have cleared, with a view to building it up for pasture growth and for the growing of crops.

There are many people there who are at the limit of their resources in the development of their land, and of course it is only natural that they desire to get a good return from the land as quickly as possible. One of the main components that helps in securing a good return is the use of fertiliser. Members will appreciate that on that type of land it is necessary for the farmers to use heavy applications of fertiliser both in the initial application to the ground and also in their further application even after the pasture is established.

The people in the Esperance area are fortunate in that very shortly a local superphosphate works will be established there, and that will mean a considerable drop in the price they have been paying for fertiliser. When the Commonwealth bounty was announced, the people to whom I refer immediately started planning how much more fertiliser they could use, and how much more land they could get under production. This price increase must be a very serious setback to them.

As we all know, there are also people in other areas who are endeavouring to develop rapidly quite large areas not only

of light land, but other land also with a view to bringing it under production. It appears to me that these price increases could quite easily nullify the action of the Commonwealth Government in making available a bounty of £3 per ton on this type of fertiliser.

So it is with the information that I have put before the House that I expect my proposal to meet with the approval of the members of this Chamber. It is true the Minister did mention the increase in the prices of copper and zinc; but there is a very small quantity of those trace elements used in the manufacture of trace element super. I have as my authority the *Journal of Agriculture* of May, 1964, which states that in the manufacture of super and copper fertiliser, 1 per cent. of copper is used, which represents 22.4 lb. of copper per ton. That is not very much. In the manufacture of super and zinc fertiliser 1.15 per cent. zinc is used, which represents approximately 25 lb. of zinc per ton.

Unless there is a very considerable increase in the price of those two minerals, the high increase in the selling price of these fertilisers does not appear to me to be justified; especially in view of the fact that from time to time I, as a member representing an electorate where these minerals are produced, receive complaints from the producers that they are not getting the price for their products to which they feel they are entitled.

It is only about a fortnight ago that a man who was a copper producer came to this House complaining and requesting that something be done to protect the producer of copper. He was working quite a sizeable copper mine and was producing quite a quantity of cupreous ore. He said that on having his ore assayed at the School of Mines, Kalgoorlie, it assayed at 20 per cent. copper; but when he forwarded the ore down to the firm that purchased it here, and sold it to the fertiliser people, it was graded as 10 per cent. copper.

I venture to suggest that the School of Mines would be absolutely correct in its assays. I am prepared to accept the figures supplied by it rather than those supplied from other sources. I cannot believe the School of Mines can make a mistake of even one per cent. in the assays, let alone 10 per cent.

Mr. Nalder: How were the samples taken?

Mr. MOIR: I do not know, but I do know this man has spent practically all his life in mining. Experienced miners are well aware of the fact that there is no advantage to be gained in fooling themselves by taking incorrect samples. They take ore samples to get a true picture of the grade of ore they are mining. If they did not have a correct picture they could be mining ore on an uneconomic basis and they would be losing money.

One can understand an inexperienced miner taking ore samples from the best part of the ore, and thus deluding himself as to the grade of the ore that is being obtained. But an experienced miner does not do that when he is mining for gold or other minerals. He wants the correct figures of ore assay for his guidance, so as to be aware of the proposition he is engaged on.

I have known this particular miner for many years, and I know full well he would not make a mistake in taking samples of the ore. He is a very knowledgeable miner, and he has been engaged in various types of mining for most of his life.

The payment for minerals based on a lower percentage than has been revealed in assays is not a new story. Over the years similar complaints to the one I am referring to have been received. Another producer of minerals made a similar complaint last year, and I received a considerable amount of correspondence on the matter to back up his figures relating to the price he was paid for the ore, the assay results, and the assays on which he was paid. There was quite a discrepancy. This person was very upset with the results, so much so that he ceased mining for copper. I believe he has since resumed those activities.

Regarding zinc, I am aware there has been an increase in price. Zinc supplies come from outside Western Australia, and the increase could be justified. Again we do not know the price components of the manufacturing industry, and we do not know the costs. But when the Minister cannot supply the figures in relation to a very important fertiliser that is being imported into Western Australia, it is high time an inquiry, in the way proposed in the motion before us, was held into the matter.

The committee proposed to be set up would have the right to call evidence and subpoena witnesses; it could request that correct figures be made available. If the prices which are being charged are justified there will be no complaint from anybody; but if it is found that the increases are too high, action should be taken to effect a reduction. Such an inquiry could have an impact on the manufacturers of fertilisers, and would cause them to give second thoughts before increasing prices which might not be justified. I commend the motion to the House and trust it will receive sympathetic consideration.

Debate adjourned, on motion by Mr. Nalder (Minister for Agriculture).

WORKERS' COMPENSATION ACT

Provisions of Amending Legislation:
Motion

MR. W. HEGNEY (Mt. Hawthorn) [8.55 p.m.]: I move—

That following upon the recent statement of the Hon. Premier that legislation would be introduced during

this session to amend the Workers' Compensation Act this House is of the opinion that the amending Bill should include, among other desirable provisions, the following:—

- (1) Insurance cover for workers travelling to and from place of employment and place of work.
- (2) Removal of all legal liability for payment by workers in respect of medical and hospital expenses incurred as a result of injury.
- (3) Substantial increases in compensation payments, including those contained in the schedules.
- (4) Compensation for industrial diseases or disabilities not already covered by the Act.
- (5) More reasonable treatment for partially incapacitated workers in certain circumstances.

This is about the fifth occasion on which I have introduced a motion of this nature. I indicated on previous occasions, and I repeat now, that I make no apology for submitting such a motion for the consideration of this House.

The Governor's Speech contained no reference to the intention of the Government to amend the Workers' Compensation Act during this session, and members were only acquainted with the position indirectly through the newspapers. I read a report in *The West Australian* to the effect that the Minister for Industrial Development told a meeting of a branch of the Liberal Party that the Government intended to tackle the Workers' Compensation Act this session. I did not know at the time what the Minister meant by "tackle," because the Government tackled the Industrial Arbitration Act, and then abolished the Arbitration Court. I thought it might have ideas of emasculating, or radically amending, the Workers' Compensation Act to the detriment of the people of the State.

I obtained from the Premier on the 5th August advice to the effect that it was the intention of the Government to amend this legislation. By the tone of his answer I gained the impression—I hope rightly—that the Government intended to effect some improvements to this very important Act.

Mr. Brand: Very substantial improvements.

Mr. W. HEGNEY: It's about time.

Mr. Brand: Looking through the points in the motion, one would imagine you almost knew what the Government was going to do.

Mr. W. HEGNEY: I do not know what the Government intends to do, but I shall deal with the justification for my statement before I resume my seat. Looking at the Minister for Police, I am reminded that

three or four years ago, before he was appointed to ministerial rank, the Government used him—

Mr. Brand: I would not say that.

Mr. W. HEGNEY: —because he was an unsophisticated member of this House, by inducing him to move an amendment to my motion, to the effect that as the Government had indicated that satisfactory amendments would be introduced there was no need to proceed with my motion. He moved an amendment to the motion to that effect. I do not propose—

Mr. Brand: He did a good job, too.

Mr. W. HEGNEY: —to quote the record of the particular action. Suffice to say no substantial amendment was effected as a result of the amendment of the member for Toodyay.

In a later session we obtained an assurance from the Minister for Labour—to use the adjective of the Premier—that substantial amendments would be introduced; but one session went by when no legislation whatsoever was introduced affecting this very important Act. Mr. Acting Speaker (Mr. Heal)—you will be Speaker in the near future, so I will get on your right side for a start—

Mr. Brand: Full of hope!

Mr. W. HEGNEY: I am not mentioning any dates.

Mr. Brand: 1973.

Mr. W. HEGNEY: The member for Perth will be Speaker; time will tell.

Mr. Brand: He would make a very fair Speaker.

Mr. W. HEGNEY: I am not going to forecast. During the last session of Parliament the Minister for Labour assured the House that legislation affecting the Workers' Compensation Act would be introduced, and he gave the impression to members that quite substantial amendments would be effected. The records show just what did happen.

Mr. Davies: Led us up the garden path.

Mr. W. HEGNEY: Since the Minister has just taken his seat, and in case he has forgotten, I would like to remind him that in the dying hours of last session—from memory, within one or two days of the close of the session—at about four minutes to 12 the Minister introduced his amendment to the Workers' Compensation Act. This amendment did not provide for much more than one item; and the Minister finished his second reading speech about three seconds past midnight. As the next sitting of the House was to take place at 2.15 p.m. next day, the Minister required that the debate continue forthwith. That is the attitude of the Government in a nutshell.

The Premier now says that substantial amendments will be introduced during the session. It is very pleasing to hear that;

but this Government has been in office for nearly six years, and this is the sixth session.

Mr. Graham: Far too long.

Mr. Brand: Time will tell whether it is too long or not.

Mr. W. HEGNEY: The Government's record in social welfare over that period is rather deplorable.

Mr. Brand: I would not say that.

Mr. W. HEGNEY: The attitude of the Government, if not one of resentment, has been one of extreme hesitancy to effect some improvements to the Workers' Compensation Act; and the Government has had more than five years in which to do it. The Premier says that substantial amendments are going to be effected; and this reminds me of what happened with the Bank Holidays Act.

For approximately five years efforts were made to introduce a five-day week for bank clerks, and the argument put forward by members of the Government, who were then in Opposition, were such as to lead the populace to believe that the country would be ruined if a five-day week were granted. But by force of circumstances the Chief Secretary, on behalf of the Government, was eventually obliged to introduce the legislation desired by the Bank Officials Association of Western Australia.

Mr. Brand: The bank officers are quite happy and are thoroughly enjoying it.

Mr. W. HEGNEY: Now we get the statement from the Premier that substantial improvements are going to be introduced. I have been interested in this field of industrial welfare for many years, and I heard debates in this Chamber long before I happened to be a member. Records in *Hansard* will show that when Labor Governments, in years gone by, endeavoured to effect improvements, they were very often opposed. When I was Minister for Labour, I introduced legislation on behalf of the Labor Government concerning this particular Act and had the experience of seeing it pass this Chamber and then be either defeated or chopped about in another place. That was during the period 1953 to 1956; and despite the fact that we had a mandate from the people in 1956 to continue to introduce this legislation, another place, because it had an anti-Labor majority, continued to water down, if not entirely defeat, our efforts to improve the Act.

We have now come to the last session of Parliament before there will be an election and we are assured by the Premier that substantial improvements will be made. As I said before, it is very pleasing to know that, because there has been widespread resentment and hostility, and a feeling of frustration on the part of the trade union movement of this State, as a result of the Government's attitude.

It is not my intention this evening to quote a mass of figures. When I say "a mass of figures" I mean that I do not intend to go into minute detail to make comparisons with other States. Nevertheless, in regard to the points I have made, it can be said that there is every justification for their submission to Parliament. The first part of the motion reads as follows:—

That following upon the recent statement of the Hon. Premier—

That is the statement he made on the 5th August—

—that legislation would be introduced during this Session to amend the Workers' Compensation Act this House is of the opinion that the amending Bill should include, among other desirable provisions, the following:—

Before I deal with "amongst other desirable provisions" I will mention one that comes to mind. I refer to the definition of "worker." I think there is ample scope for widening the definition of "worker" to include such people as taxi drivers, certain pieceworkers, and piecework contractors. To all intents and purposes they are employees, but under the provisions of this Act there is a grave doubt as to their eligibility to obtain compensation in the case of injury arising out of or in the course of their employment.

When I say "certain contractors" I make reference also to the timber industry; and the Minister has knowledge of a court case that took place last year. I refer to a man by the name of Marshall. I hope the Minister will have regard to that particular case and ensure that men like Mr. Marshall in the future will be safeguarded in respect of compensation; and that if a fatal accident occurs, the dependents of the worker concerned will receive some compensation.

There is room to include a definition of "injury". It is very restricted at the present time, as the member for Subiaco would know; and we suggest that a definition of "injury" should be introduced into workers' compensation to include disease. This is included in the Acts of the other States of Australia; and we consider there should be a definition of "injury" which would remove quite a deal of the restriction on workers who may be disabled in the course of their employment.

In regard to the phrase "amongst other desirable provisions," I do not propose at this stage to touch on any others; I will confine myself to the five points mentioned in the motion. The first is—

(1) Insurance cover for workers travelling to and from place of employment and place of work.

To my knowledge, this provision was included in a Bill introduced into this Chamber about 40 years ago. The late

Alex McCallum, who was Minister for Labour, introduced a comprehensive Bill in 1924, and included such a provision. However, due to the attitude of members of the Liberal Party in another place, as well as in this House, it has never found its way to the Statute book.

I do not at this stage propose to deal extensively with the argument for its inclusion, because this has been argued time and time again; and by degrees I hope the opposition to, or the arguments real and imaginary against, a provision of this kind are being broken down. Why should not a man who has to travel to and from work be insured against accident? What is the objection to it? There is no valid objection to it at all.

I know one of the arguments would be that a man would dawdle on his way home or call at different places; and he could be two hours getting home because he does not travel by the most expedient route. However, where there is a will there is a way, and a safeguard provision could be included. I invite the Minister to make inquiries as to what the added cost to industry would be if this particular provision were inserted in the Act. It is operating in Queensland, Victoria, and New South Wales, and to a certain extent in Tasmania and South Australia. We will never rest until that provision is inserted in our Act.

The second provision in my motion reads—

- (2) Removal of all legal liability for payments by workers in respect of medical and hospital expenses incurred as a result of injury.

It is true that last year the Minister introduced an amendment which provided increased allowances for medical and hospital expenses. That was the only amendment of any consequence last year, but it did not meet the position. We say unequivocally that an injured worker who is disabled as a result of his employment should not be legally liable for any part of the medical and hospital expenses he incurred as a result of that injury. We say very definitely that they should be a charge on industry. The injured or incapacitated man does not have a say as to when he will return to work. That is the decision of the medical fraternity; and if a man has a prolonged period of incapacity as a result of injury, why should he be legally liable in some cases for hundreds of pounds? That is a legitimate charge on industry.

We have suggested various ways to overcome this problem. In Victoria reasonable medical and hospital expenses are paid. In Tasmania at least £1,000 is available, and in New South Wales there are magnanimous provisions. All we are asking is that reasonable medical and hospital expenses be made available to the injured worker until he is able to return to

work; or, if he is permanently incapacitated, that he should be adequately compensated.

I have a vivid recollection of at least on one occasion, if not two, introducing a proposal that although there were specific amounts for medical and hospital expenses, the board could, in certain cases, use its discretion and grant an additional allowance for such expenses. That legislation was passed in this Chamber when I was Minister for Labour, but it was defeated in another place. I would not be right in saying the Legislative Council, so I will not say it.

The next provision in my motion reads—

- (3) Substantial increases in compensation payments, including those contained in the schedules.

I am not going into detail on this one. Suffice to say that there should be an increase in the allowance for dependants; that is, dependent spouse and children. There should be an increase in the amount for expenses incurred by injured workers who are involved in living-away-from-home expenses. There should be a substantial increase in the lump sums mentioned in the second schedule. All those payments should be increased proportionately. The Premier suggested that substantial improvements are to be made, and I hope they will include provisions for increases not only under the first schedule, but under the second schedule also.

As I have said, I am not going to produce comparisons at this stage other than to say that in New South Wales there is an unlimited amount payable to totally incapacitated workers. I do not have in front of me the Commonwealth provisions but I think it will be found that the Commonwealth compensation provisions are now ahead of what they are here.

The fourth provision in my motion reads—

- (4) Compensation for industrial diseases or disabilities not already covered by the Act.

I would like to say in passing that one of the disabilities is what is generally known as boilermaker's deafness. We have tried to incorporate that in the Act or the third schedule, but our efforts have been defeated in another place.

In regard to industrial diseases, generally, I do not propose to deal with them. I have asked the member for Boulder-Eyre and other goldfields members to deal with certain aspects of this particular item, because they are concerned in the mining industry as certain disabilities or diseases are not compensable. It is hoped they will be written into the third schedule before very long.

My final items reads—

- (5) More reasonable treatment for partially incapacitated workers in certain circumstances.

The Act now provides that a partially incapacitated worker is entitled to only 66½ per cent. of the difference between his pre-injury earnings and his post-injury earnings, and we suggest he should be entitled to the full difference.

That is one aspect of it. The other—and this is a most unjust and unfair provision which we are hoping will be removed—concerns the partially incapacitated worker who has been declared medically fit for light work. He is not physically capable of resuming his pre-injury employment, and often he is unable to obtain employment suitable to his condition. Consequently he is unemployed, but because the medical practitioner declares him fit for light work, compensation is often discontinued.

We say machinery provisions should be written into the Act to give the Workers' Compensation Board some power in these circumstances. A worker should not be put off compensation on the certificate of a medical practitioner. In the final analysis a medical board should, if necessary, determine the position; and under certain circumstances the employer, through his insurance office, should continue to pay compensation, and the onus should be on the employer, if a worker is declared fit for light employment, to provide suitable employment. The onus should not be on the employee. As the position is, workers from time to time are declared fit for light work, but are unable to obtain suitable employment. They are placed in a rather false position because their compensation is discontinued.

I do not propose to go into detail regarding comparable figures or provisions in other States. In the course of time I should like to hear what the Minister has to say in regard to this motion. I do not expect him, when he replies, to explain what is likely to be contained in any amending Bill. No-one expects that. It is usual for the Minister of the day to be the only person who officially or theoretically knows what a Bill contains; but I think we are entitled to have some indication as to the extent of the amendment to the Act, and when it is proposed to introduce it.

As I said at the outset, I make no apology for introducing this motion again. I introduced it in 1959, and it has been introduced at least four times since. I am hoping that on this occasion it will bear some fruit.

I am not unmindful of what took place when I sat on the other side of the House and, as Minister for Labour, introduced amending legislation affecting this Act and Acts of a similar nature. A departmental institution which was set up as a result of arguments between mining companies and the Government as to the premium

which should be paid and insurance coverage which should be provided for incapacitated miners in the State Government Insurance Office. That office acted illegally for about 12 years, and Parliament was obliged to legalise its activities. It has since gone from strength to strength.

I endeavoured at least four times to extend the activities of the State Insurance Office to provide not only for workers' compensation, which it does, but also to enable the S.G.I.O. to engage in all forms of insurance. The legislation was passed by this House on at least four occasions and it was defeated in another place four times. On one occasion it passed through the first reading, second reading, and Committee stages, and was defeated by two or three votes at the third reading stage.

I am coming to this point: that the Bill was defeated purely and simply because of the influence of insurance companies and certain powerful interests in this State. My firm opinion is that one of the reasons why this Government has been so hesitant in introducing a Bill to bring the provisions of the Workers' Compensation Act up to date is the influence of insurance companies, and the Employers Federation, and other financial interests in this State.

Mr. Brand: That's not true.

Mr. W. HEGNEY: It is true.

Mr. Brand: No it isn't!

Mr. Wild: That's rubbish!

Mr. W. HEGNEY: So far as I am concerned it is true, because if the Government had the interests of the people at heart; if it had the interests of the working class of Western Australia at heart; if it had some regard for harmonious industrial relations in Western Australia, it would not have left the introduction of substantial improvements to the Act until the last session of Parliament. I await with interest what the Minister will have to say, and I also await with interest the contents of his Bill if he introduces it during this session.

Mr. Brand: He will.

Debate adjourned, on motion by Mr. Wild (Minister for Labour).

TOTALISATOR AGENCY BOARD BETTING ACT AMENDMENT BILL

Second Reading

MR. SEWELL (Geraldton) [9.37 p.m.]:
I move—

That the Bill be now read a second time.

In introducing this amending Bill, I remind members of the days when we had off-course bookmakers who were later legalised. The premises occupied by those people had to comply with a certain standard, which was a high one and a good one.

I propose to deal with the provision of toilet facilities on the board's premises. Members will recall that in 1960 the Government disbanded the off-course bookmakers and introduced the present legislation known as the Totalisator Agency Board Betting Act.

There is no provision in the Act for the control of toilet facilities operated by the board. Why this provision was omitted is beyond the comprehension of any decent-minded person. We are aware that the Public Health Department, in conjunction with local authorities throughout the State, insists on a certain standard being maintained wherever people congregate in public places. I doubt whether anyone will argue against me over the necessity for such regulations under our Public Health Act. Why the Totalisator Agency Board has not been controlled by similar regulations is beyond my understanding. Repeated requests have been made to the board and to the Minister for these facilities to be provided, but up to date the requests have been refused. The following question was asked recently of the Minister in another place:

- (1) Is the Minister aware that many Totalisator Agency Board's premises are without toilet facilities for use by patrons?

The Minister answered, "Yes." The Minister was then asked—

- (2) If so, why does this situation exist? The Minister replied as follows:—

Because the board is endeavouring to reduce loitering on the premises.

I would say, without any fear of contradiction, that that would be the greatest statement of the year. Whether it is the greatest understatement or overstatement, I would not be prepared to say at this moment. But for the Minister to say that the idea of not providing toilet facilities for patrons was to do away with loitering, is something I cannot understand. I think he must have been right off his cue when he gave that answer.

The third part of the question asked was—

Does the Totalisator Agency Board betting legislation supersede the Health Act?

and the answer to that question was "No".

Yet we have the Government allowing this board to continue in this way with a lack of any toilet facilities on premises which have been taken over or built by the board. We know that in the metropolitan area and some of the larger country towns some premises previously occupied by off-course bookmakers have been taken over by the board. In those premises the facilities have been maintained in reasonable order and are still available for the patrons. But in the newer places, where the board has taken

over a grocery shop or something of that nature, there are no facilities whatsoever for patrons; only for the staff.

This Bill is to try to remedy that position. If it was a case of the board being mendicant or on its last few shillings, there might be some excuse. To my knowledge, never has a local authority or the Public Health Department—except by extending times—shown any mercy to people who do not abide by the health laws of the Public Health Department and the shire councils throughout the State. I think we will all agree on that point. But this board, with its tremendous income, does not provide toilet facilities; and I repeat that it is beyond the comprehension of any reasonable citizen.

I have the figures up to 1963 of the money distributed to the various clubs—trotting and racing—throughout the State. In 1961, which was the first year of operations, the W.A.T.C. received £7,702, and the country racing clubs received £1,926, making a total of £9,628. The W.A.T.A. received £3,893, and the country trotting clubs received £687, making a total of £4,580. The total distributed for that year was £14,208.

In 1962, the W.A.T.C. received £114,963, and the country racing clubs received £28,741, making a total of £143,704 to the clubs which follow racing. The W.A.T.A. received £68,037 and the country trotting clubs received £12,006, making a total of £80,043 to the W.A.T.A. and clubs. The total amount for the year was £223,747. In 1963 the W.A.T.C. received £184,052 and the country racing clubs received £46,013, making a total of £230,065. The W.A.T.A. received £115,871, and the country trotting clubs received £20,448, making a total £136,319 for the W.A.T.A. and clubs. The total distributed to the various clubs was £366,384. I think members will agree that if it had not been for these sums of money, some of the clubs would have been in a pretty bad way as far as finance is concerned.

It was published in *The West Australian* of the 15th April that the profit of the board for the year ended the 30th June, 1964, would be in the vicinity of £1,082,756. I think members will agree that is a very handsome profit. That a board with a profit such as that would be so niggardly as to refuse to put in toilet facilities—particularly in some of the country towns, where very often there is not much in the way of facilities—is beyond my comprehension.

This Bill, which I hope will be incorporated in the Act, seeks to amend section 17, the section which deals with the establishment of offices and agencies. The amendment is to add a new subsection (2), which reads as follows:—

After the thirtieth day of June one thousand nine hundred and sixty-five premises shall not be used as a totalisator agency unless they contain

sanitary conveniences which the Commissioner of Public Health has certified in writing are adequate for the use of members of the public frequenting the premises for the purposes of this Act.

I do not think it can be said that I am trying to be hard on the board by forcing it to put toilet facilities in all its premises within a few weeks, or two or three months. It has until the end of June next year to do it. I know that there are hundreds of people throughout the State, who do not patronise the T.A.B., but who think it is quite disgusting that the board should continue to refuse to provide these facilities in the new premises which it takes over or constructs.

I have been told by different authorities that they are going to wait until the board attempts to build premises before they act. In one case I know of, a permit to build has been refused. If the department goes over the local authority and the Minister issues instructions for the premises to be built, I think the wigs will be on the green. We will see what the Government intends to do as far as its own laws are concerned. We have the Public Health Act, which we agree is necessary; and it is used against certain people at certain times. But it is used for the benefit of the State.

I think this Bill to amend section 17 of the Act will improve the Act, and I commend it to the House hoping that it will receive support and be incorporated into the Totalisator Agency Board Betting Act.

Debate adjourned, on motion by Mr. Craig (Minister for Police).

DOOR TO DOOR (SALES) BILL

Second Reading

MR. D. G. MAY (Canning) [9.40 p.m.]: I move—

That the Bill be now read a second time.

Firstly I would like to thank the members on both sides of the House for allowing me to introduce the Bill at this stage. The main purpose of the measure is to safeguard certain credit agreements induced by high-pressure itinerant salesmen.

I believe that this Bill will meet what has become a real problem, where people who are not trained to resist specialised canvassers, frequently commit themselves to expenditure beyond their means and ability to pay, sometimes paying prices greatly in excess of the value of the purchases they intend to make. Where people are high-pressured into contracts it is my considered opinion that they should be given an opportunity to deny the contracts upon reflection.

Members will no doubt recall that in 1962 I unsuccessfully endeavoured to have a Select Committee appointed to inquire

into unethical advertising and objectionable salesmanship. On that occasion the terms of reference were quite extensive and encompassed many diversified matters. However, this Bill is intended to overcome the problem of high-pressure door-to-door salesmen, and provides for a stay of proceedings, or "cooling off" period of seven days.

It deals with all forms of credit selling where the agreement or offer is made at the residence of the purchaser. The Bill requires the salesman at the time that any such agreement is made to give to the purchaser a statement advising him or her of his or her right under this legislation; that right is to terminate the agreement at any time within seven days by delivering or posting a notice to the vendor of the goods. So long as the notice is posted within seven days of the agreement being made, the agreement will be terminated and the purchaser will be entitled to have any moneys that he or she has paid refunded to him or her.

In the schedule at the end of the Bill members will notice there is a recommendation to the purchaser that if the notice is to be forwarded it should be forwarded by registered post. I think everyone will realise the reason for that recommendation.

Genuine hiring arrangements are excluded from the operation of the Bill, as are transactions which are incidental to the sales of houses or transactions with shopkeepers who are engaged in selling goods of the kind dealt with in the agreement. Thus, the ordinary commercial transactions between commercial travellers and shopkeepers will not be affected in any way.

Likewise, the legislation will not prevent the enforcement of a contract or offer made at the home of the purchaser where the salesman has been invited to the home in connection with the particular transaction. I think members will appreciate that the measure covers transactions where door-to-door salesmen arrive at the house but not necessarily at the request of the purchaser.

Not all salesmen adopt unethical tactics, and this Bill is certainly not directed at those who are sincere and genuine in their dealings with the householder. In this connection I would say there are three types of salesmen. There is the retail salesman who works in a retail shop and whose customers come to him. He is given a minimum amount of training and his work is the easiest of the selling jobs. Secondly there is the commercial traveller, who must go to his customers, and who also has an advantage inasmuch as, generally speaking, his customers meet him at certain specified times in the course of his round, whether they be in the country or in the city. His job, whilst possibly being harder than that of the

retail salesman, is still easier than that of the last category dealt with in the Bill; namely, the specialty salesman.

During my speech in 1962, in my endeavours to have a Select Committee appointed, I referred to an investigation which was taking place in England by the Committee on Consumer Protection. It is interesting to note that the report was presented to the House of Commons in July, 1962, and the document was most revealing in connection with the conclusions of the committee regarding door-to-door salesmen. The final report of the Committee on Consumer Protection, which is a very extensive one, is available in the parliamentary library if members desire to have a look at it. It deals with every phase of consumer protection and is well worth reading.

The committee, which was chaired by Mr. Molony, Q.C., recommended in paragraph 117 on page 308—

There is an overriding need to protect the consumer against reprehensible pressures exercised in his own home, and we therefore recommend that in respect of hire-purchase agreements signed at a place other than a retail establishment, the hirer should have the right to withdraw within 72 hours of the receipt by him of the agreement signed by the owner; the right to be stated prominently in the agreement and an omission to do so to be a criminal offence.

That related to hire-purchase agreements. At page 158 of the report, the committee stated—

There is a proportion of hire-purchase trade initiated by unscrupulous salesmen largely but not exclusively operating from door-to-door, who aim at getting business at all costs. We do not underestimate the capacity of these men to distract the hirer by various means from a true understanding of the obligations assumed by affixing a signature to an agreement because we have had ample evidence of their activities . . . Their victims appear in great number in the County Court.

The report goes on further to say—

There can be no doubt that the glib persuasiveness of these operators (relying for their livelihood largely on commission) leads householders, particularly housewives, into transactions which are subsequently regretted, and which by a reasonable standard are improvident . . . The root of the problem is whether some further protective device should be introduced between the moment when the blandishments of the salesman operate and the moment when the consumer becomes irrevocably bound.

It will be seen, therefore, that the nettle has been grasped firmly by the Committee on Consumer Protection in England.

It is pleasing to learn also that the respective Governments in Victoria and South Australia adopted legislation in 1963, on similar lines to this Bill. In New South Wales, the position is covered under the Book Purchasers Protection Act, and in Queensland the matter is being currently investigated.

Many members will no doubt have read a book entitled the *Affluent Society* by John Kenneth Galbraith. This book, which is available from the parliamentary library, had a tremendous influence in America and a big impact, it is said, on the late President Kennedy.

One of the points the writer makes is that as a society reaches affluence, and a good supply of ordinary household goods is available to most people, the stage is reached where, by various methods, wants must be created. People must be persuaded that they do want certain goods which previously they had not considered necessary. That is not to say that a salesman is entitled to override all natural barriers of opposition by buyer-resistance in order to write a contract with someone who cannot afford it.

This legislation is opportune because it gets in at a fairly early stage in this new development of the affluent society; and, if we can restrict the excesses, we can permit legitimate operators to carry on their business freely.

As I have stated previously, not all book salesmen behave in this manner or adopt these methods. Many of them are quite exemplary and fulfil a real service. It is the ruthless exploitation by some salesmen with which I am concerned.

I think all members will agree it is an exploitation of some of the finest human characteristics, such as hospitality, friendliness, consideration, and the natural interest of women in the lives of their children. These are the characteristics which, in many cases, are being exploited in order to promote sales.

No doubt most members have encountered instances where householders have been subjected to undesirable high-pressure salesmanship, and therefore it is my intention to quote only a few cases where people have been occasioned concern. When this Bill was first mooted several members from both sides of the House approached me on the subject, and subsequent to my endeavours to have a Select Committee appointed in 1962, they asked me what procedure I adopted when people asked me questions about these contracts. I was able to give them certain information; and, from what I learned later, it had the effect of the purchasers being satisfied and the sellers waiving the contracts. But whether that was legal,

I do not know. I believe many of these high-pressure salesmen are not very happy about having their activities brought under notice.

I will continue now to outline the methods used by these high-pressure salesmen. The first, involving an approach which implies that the householder has won a prize or will receive a gift, is raising strong complaints. The offer boils down to 35 books and accessories for £144 10s. The information concerning the case I am now about to cite to the House is available to any member who wishes to peruse it. The case is as follows:—

Mother of six children, Mrs — of Victoria Park, was so angry that after speaking strongly to the salesman she rang the police.

The policeman advised her not to sign anything; not even a blank piece of paper. The salesman had called asking if he could call again the next night, "with a surprise for the whole family". Some of the children, aged from four to 13 years, heard this and spent a day of excited anticipation. They had seen a television programme in which substantial prizes were given away. At 9.45 the next evening the salesman came and spent 30 minutes outlining the offer of 35 children's books. Ultimately, it transpired that he required the family to pay for the books at £14 9s. 2d. a year for ten years.

He was told that his approach amounted to fraud and if he had indicated straight out that he was a book salesman he would not have been allowed in the house.

Here is another case—

A Floreat Park woman, visited by a salesman in the afternoon to make a night appointment, told her husband they must have won a prize in a national competition. The salesman made them understand that his firm was giving a gift from the money they saved by not advertising on television. The interview routine: After showing for as long as 45 minutes colourful charts picturing the books, the salesman offers the 35 books, a book case, and two postal information services for £144 10s.

The books are three sets each of 10 encyclopaedia-type books and one set of five. He places a value of £53, £40, £40, and £65 on these sets. He places a value of £265 on 100 reply coupons, each entitling the holder to an explanation of any subject. Each question cost his firm £2 13s. to answer, but the firm offers this for 28s. 11d. That is what the salesman tells these people. After writing these figures on a card the salesman crosses them out and makes the terms offer—either £14 9s. 2d. for 10 years or £4 10s. down and £5 monthly. It is not until this stage that the householder knows the cost of the offer.

All tell the same story, with the salesman causing disruption between husband and wife. For the information of members, I will outline the following cases:—

Mrs — of Palmyra, said that when she received a globe, a world atlas, and a book on Australian history from the salesman, she found the total cost was £18. She said the salesman never gave her a chance to discuss the sale with her husband. "His stand-over methods were too much for me", she said.

Mrs. — of Midland Junction said that when a salesman called she did not know he was selling books. "He paid the £1 deposit", she said, "and I signed up to get rid of him because the children were making such a noise."

Mr. — of Nollamara said he had been annoyed when he found his wife had taken the books without consulting him. Mr. — said he made an appointment to return the books, but only the office boy was present when he called at the company's office.

These are all actual instances that took place, and I have the information to hand which can substantiate them.

I saw the instructions which one book firm issues to its salesmen—fictitious conversations "to be learnt by heart and then practised". Here is an extract of the pre-canvass routine—

"Mrs. Jones?" (query in voice).
"Good morning. Smith is my name."
"I don't suppose Mr. Jones is in at the moment?" (emphasis on 'Mr.').

If answer is no—

"Oh, that's all right then. I am a bit pushed for time, anyway at the moment—I have a few other things to do."

"Look. I'll slip around and see him one evening after work. Goodbye."

Count three.

Start walking away. Count 1, 2, 3, then turn around and say—

"Oh, by the way. What time does he get home for dinner in the evening?"

"About six? Good. I'll call around a bit later then."

If questioned at this point, "What do you want to see him about?" or "Can I help?" answer:

"Oh, it's all right. It's nothing urgent."

UNDER NO CIRCUMSTANCES discuss books, education, children, the company, or anything at all related to your business.

The pre-canvass follow-up is just as fascinating—and is also "to be learnt by heart and then practised."

Legislative Council

Thursday, the 10th September, 1964

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If Mrs. Jones comes to the door—
"Oh, hello again, Mrs. Jones. Have I finally caught him in? May I come in and see him for just a moment?"
Move forward—

If Mr. Jones comes to the door, smile and stretch out your hand—

"Good evening, Mr. Jones. I've finally caught you in. I called to see you the other day . . .

"May I come in for just a moment, please?"

Move forward—

Do not discuss business on the doorstep . . . If customer inquires: "What's it all about?" answer—

"It's a private matter—I'd prefer not to discuss it on the doorstep."

This firm also issued a demonstration discussion between a salesman displaying volumes and Mrs. Jones. The following is an extract:—

Salesman: It's like a public library, isn't it?

Mrs. Jones: It certainly is.

And you need not worry, Mrs. Jones, if pages are torn like this; we replace them entirely free of charge.

All you have to do is write to us, and by return (put new book in top of torn one, with loud thump), comes the new page . . .

Isn't that a wonderful system, Mrs. Jones?

Mrs. Jones: Yes, it is.

Salesman: What is your first name, Mrs. Jones?

That is a preamble of what goes on and of what I have seen of the instructions that salesmen receive from their firm. What I have outlined will give members some idea of the complaints which are received about high-pressure salesmen. This represents a real problem. It has been discussed at length in other States. It has also been the subject of an extensive inquiry in England; and, as members know, I read out the conclusions of the investigating committee when I first commenced the second reading of the Bill.

I have endeavoured to indicate to the House instances of undue pressure being brought to bear on the householder by specialised canvassers; and, in the main, it is the women who are the targets for these salesmen. No doubt the majority of members have received complaints from time to time, and it is considered that this Bill is an effective and genuine attempt to control the present unsatisfactory position. I commend the Bill to the House.

Debate adjourned, on motion by Mr. Court (Minister for Industrial Development).

House adjourned at 9.58 p.m.

The PRESIDENT (The Hon. L. C. Diver) took the Chair at 2.30 p.m., and read prayers.