



*The Mountain Cattlemen's Association of Victoria Inc.*

AFFILIATED WITH  
THE VICTORIAN FARMERS' FEDERATION

Post Office Box 294  
MANSFIELD VIC 3722  
Phone: 057 751 600  
Fax: 057 751 610

ANNUAL REPORT - 1995/1996

27th September, 1996



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**NOTICE OF MEETING**

The Annual General Meeting of the Mountain Cattlemens Association of Victoria Incorporated will be held on Friday 27th September 1996 in the Board room, 6th floor, Victorian Farmers Federation, Farrer House, 24 Collins Street Melbourne commencing at 11:00 a.m.

**A G E N D A**

Apologies.

Minutes of the last Annual General Meeting.

President's Address.

To receive reports from:

Executive Officer.  
Secretary/Treasurer.

Setting Membership & Associate Membership fees.

Fixing of Honorariums.

Election of Office Bearers.

President.  
Vice President.  
2nd Vice President.  
Executive Officer.\*  
Special Projects Officers.  
Secretary/Treasurer.  
Marketing Officer.\*  
Chairman.\*

(\* if deemed necessary).

Appointment of Auditor.

Any other business.

RSVP: S. Silvers (057) 751 600/(057) 773 613

## PRESIDENT'S ADDRESS

MRS MARY GOLDSWORTHY

SEPTEMBER, 1996

When our Olympic Games teams returned to Australia a couple of months ago, we were all united in a feeling of national pride. We were all proud of our unique Australian character. Mountain Cattlemen may also claim a place of pride in the Australian arena. This feeling of being specially Australian is felt by Mountain Cattlemen and their supporters alike. It comes from a mixture of history, traditions, skills, the cattle we breed, our huts, packhorses and our general way of life, plus respect, care and honesty.

Our special heritage was acknowledged not long ago, when a life-sized bronze statue of a mounted stockman was erected in the village at Mt Buller. Dedicated to the pioneer Mountain Cattlemen of the area, the unveiling ceremony took place on a misty June morning in near freezing conditions. Mansfield branch members provided the assembled company with a backdrop that has delighted film producers in the past. The seventeen oilskin clad riders bore testimony to the hardships and traditions so much a way of life in the mountains. The Association is indeed grateful to Rino and Diana Grollo who so generously commissioned this fitting tribute to Mt Buller's pioneers.

This year the Gippsland Branch hosted the 1996 Get Together. Their efforts were truly amazing considering the circumstances. I do not propose to go into what occurred in the planning stages and immediately prior to the weekend itself, however a friendly and financially successful Get Together resulted. My personal thanks to David Treasure, MP, Member for Gippsland East, who intervened on behalf of the Association and managed to smooth the way. To David and Diane Guy who stepped into the breach - your generosity and willing support will long be remembered - thank you.

Progress on the issue of travelling livestock on Victorian roads has been difficult and frustrating. When all seemed in order by mid-December last year for a satisfactory outcome in 1996, a State election was called. With the outgoing Minister for Roads and Ports went all activity on the issue - at the least it was put 'on hold'. The Association requested a meeting with the new Minister which was granted on the 20th June. At this meeting we expressed our concern and urged the Minister to bring this matter to a satisfactory conclusion. I am pleased to report that we have had a reply from the Minister who says that he has begun the process of amending the Road Safety (Traffic) Regulations which will cover uniformity of signage and the responsibility of drivers in respect to the movement of livestock on roads. He has also asked that questions on drivers' responsibilities in respect of stock on roads be included in the driver's licence test. The new legislation will also allow for exemption from obtaining

permits for Mountain Cattlemen moving stock from home properties to high country runs, and back again at the end of the grazing season. The Minister anticipates that these matters will become law by mid-1997. I would like to say that this issue has taken two and a half years to come to resolution, and I would like to thank Allan and Sue for their whole-hearted support over that time.

Seven year bush grazing licences will be issued within a matter of weeks. The Crown Lands and Assets section of the Department of Natural Resources and Environment have stated that these licences will be divided into two categories. One for runs which adjoin current National Park licences and one for general bush grazing areas. The licences will follow the format of the standard Agricultural licence. Initially these will be interim licences for two years to bring them to 1998 when the current alpine licences fall due. They will then be renewed for a period of seven years. At the present time we are still negotiating with the Department in respect of a special conditions clause they wish included to cover exclusions from various areas.

Rapid changes in technology and communications systems covering access to information via the internet has necessitated our entrance into that medium. Our revised student information will be shortly available both on the internet system and in booklet form.

Last year I urged all members and especially the younger generation, to give generously of their time and to become active in the affairs of the Association. Apathy and the 'let someone else do it' attitude will place our Association at the crossroads. We need to plan ahead and display good management practices as our seven year alpine licences move closer towards renewal. Gone, I agree, are the highly emotive protest rides of the 1980's. These have been replaced with the less publicized day-to-day hard negotiation to protect members' grazing licences.

We need to acknowledge that the gains and privileges that the members of the Association sometimes take for granted have only been won and kept by hard work, perseverance, and representation on many different bodies. Sue and Doug were this year elected as members of their regional Catchment and Land Protection Boards. Our continuing presence on these regional governing bodies, as well as the Public Land Council of Victoria is vital.

During the year our marketing operations ran off the rails, but thanks to Sue the merchandising is now moving along again. This is an area in which I appeal today for your help. I do not feel that circumstances necessitate the appointment of a Marketing Officer. This is providing that members and associate members will assist in the marketing tent at the Gibbo Park Get Together. This enormous task can work with your support. Future Newsletters will appeal for that assistance.

On behalf of the Association I thank our many willing helpers. To Linda Barraclough and Debbie Squires - your editorial efforts get better every year. To Don Porter for his continuing work with the Photography contest and the collection of archive material. Jim Commins and Doug Treasure have continued to work efficiently behind the scenes as our Special Projects Officers.

I would especially like to thank Allan Brewer, our Executive Officer for the past two and a half years. My grateful thanks for all your assistance and encouragement. You willingly travelled long distances to meetings and gave freely of your time, despite your ever increasing workload. Thank you for your unselfish efforts over so many years of involvement with the Association. To our Secretary - Sue Silvers, your work yet again this year has been of great benefit to us. Your efficiency and dedication is gratefully acknowledged.

I have decided that now is the right time for a 'new face' to be elected as President. One who will bring new ideas and enthusiasm to the position. Thank you all for allowing me to spend three fulfilling years as President of our unique organization. Your support and friendship have been deeply appreciated.

## EXECUTIVE OFFICER'S REPORT

### MR ALLAN BREWER

The past year has certainly flown and it has not been an easy one. Beef producers have seen a downturn in cattle prices much worse than in 1974. Although prices were not as low, we all know how much higher our operating costs are than 22 years ago.

However I believe it has bottomed out, and although in the short term cannot see much improvement, the long term position is much brighter.

We must all hang in there and improve our product, and more importantly, the presentation of that product.

Although the Association could be seen to have laid low these past few months, I can assure you this is far from the truth.

A lot of behind-the-scenes work has gone on and much has been achieved with great effort from Sue and Mary.

A daunting task undertaken has been to rectify the marketing situation which had unfortunately fallen into chaos. Marketing has now been moved back to the office in Mansfield. Naturally this means extra work for Sue, but once again she has taken it in her stride and as in all crises, has handled it.

After three plus years of persistence, and many trips to Melbourne, the Stock on Roads recommendations have been resolved. They include standard signs for travelling stock and most importantly, driver education.

We had always stressed the need for consideration of members travelling to and from their leases, and this has also been included. As we have seen another election and a change in portfolios, this meant more follow-up to the new Minister for Roads and Ports in the Hon. Geoff Craige whom I would like to thank for his prompt action. I would also like to thank Bill Baxter for the work done by him on behalf of the Association.

The future of the Association in my opinion, is at the crossroads, and it seems the same few are doing the running of, and the decision making for the Association. I urge all members and in particular our younger members to stand up and take on positions of administration.

I believe that the reins should be handed over, and as my own workload has increased owing to family and business commitments, and coupled with the travelling involved, I find it necessary to stand down and now submit my resignation from Central Council

To Sue and Mary, thank you for your help over the past year, and I wish the Association all the best for the future.

## SECRETARY/TREASURER'S REPORT

### SUE SILVERS

I have pleasure in presenting my 11th annual report to the members and associate members of the Mountain Cattlemen's Association of Victoria Incorporated.

The major issues which have involved the Association over the past 12 months have been: 7 year bush grazing licences, travelling stock legislation, information on alpine grazing for school teachers and students, and marketing.

I shall cover these issues in that order.

Last year I began my report with a summary of the position regarding the issuing of 7 year bush grazing licences. In that report I made a mistake which I will now correct. The date for the renewal of the alpine park licences is 1998, not 1997 as I had stated. I am now in a position to advise members that it is proposed that the 7 year bush licence documents will be issued from the Department of Natural Resources and Environment on the 1st October 1996. The documents will follow the new standard agricultural licence under the Land Act 1958 and be issued on similar terms. There will be some special conditions, and I shall come to those shortly. Stocking rates will be discussed with individual licensee. It should be noted that licensees who currently hold an alpine grazing licence as well as an adjoining bush licence area will initially receive a bush licence for 2 years. This is to establish a common date for renewal with both bush and alpine licences. At the request of the Department, it was agreed that where there were adjoining alpine and bush runs, the system of entry and exit dates for the bush runs would be trailed during the next two years - but only with the agreement of the licensee.

Special conditions will also apply to the bush runs. These conditions will cover:

Planned fire protection operations. The Department will advise the licensee when fuel reduction burns are planned.

Stock grazed on the run must be owned by the licensee.

The licensee must advise the Department when stock are put on the run, and when they are mustered.

Stock must be adequately tagged or identifiable.

Maximum stock numbers to be grazed on the runs will be determined by the Department after consultation with the runholder on the understanding that determination of maximum stocking rates will not necessarily be based on the average stocking rate of recent years.

Licences will be renewable and transferable. They will also be able to be reallocated if, for some reason, they lapse.

The Department has also requested that stock should be excluded from parts of the licence area where such an area is to be used for timber harvesting and forest regeneration; where there is an area of conservation significance; any area of rehabilitation works, or if an area is used regularly for camping, recreation or education purposes.

The Association has objected to any blanket exclusion clause in the licence document, and has requested the Department to add the wording that stock may only be excluded from areas within the licence area "*only after it can be proved to the satisfaction of both parties that cattle are causing damage*".

In arguing this point the Association has relied on the Oxley report in the Woodgate case. There the Department were insisting that cattle were damaging a regeneration area and wanted them removed for three years. After a proper study of the area which involved Department staff, it was found that there was a better strike of seedlings on the grazed site, than on an adjoining site which had never been grazed.

At the time of writing this report I must say that the Department are somewhat reluctant to accept our argument.

I wish to request that members with bush grazing runs let me know when they receive their licence documents. I am requesting this information in order to be able to keep the members' Register up to date. The Association may also have to assist the Department in any case where a licensee does not receive a licence document.

I might remind members that it has taken the Association seven years to reach the point where these licences are about to issue. This is an objectionably long time to have to wait for bureaucracy to move. I can assure members, however, that without constant urging from the Association, these licences would never have issued. In fact some Department officers denied that they were ever promised in the first place. It is not mistrustful of members to imagine that with proposed exclusions, and no fixed licences, their cattle might soon be out of the bush altogether.

Our President has informed you that there will be amendments to the Road Safety (Traffic) Regulations 1988 to take effect in May 1997. These amendments will relate to uniformity of signage (presently covered by VicRoads, but not included in regulations), and to spell out the responsibilities of drivers when encountering stock on roads. For example drivers will be required to give way to stock, and to obey instructions given by the person in charge to minimise the risk of collision. Drivers' responsibilities in respect to stock on roads will also be included in the drivers licence test. In respect to travelling stock, members are covered by the following exemptions from the need to carry a permit:

Local municipalities may exempt a person from the requirement to have a permit in respect of:



- \* livestock being driven on a once yearly basis from a “high country” location back to their “low country” grazing property while passing through the municipal district.
- \* livestock being driven on a once yearly basis from a “low country” grazing property to their “high country” location while passing through a municipal district;
- \* grazing of livestock if it is part of a municipal fire prevention programme;
- \* any applicant (for a permit) where it is satisfied that past performance is such that no supervision will be required;
- \* where the Council considers it is inappropriate.

Now, I remind you that it took seven years to get bush grazing licences. It has only taken our President two and a half years to achieve this excellent and successful result. I have to tell you that the determination and dogged persistence shown by Mary Goldsworthy, achieved this result. She is to be congratulated for this achievement.

We have been trying for some time to find a way to easily cope with requests from students and teachers for information on alpine grazing. Last year Tim Barker suggested that we put the information in our school booklet on VicNet. Again we were held up for some months until the Association purchased a computer for the office. We were then able to revise and upgrade the booklet and put it on disc. This has been done, and the next step is VicNet. I believe that we should also have some copies in book form, and shall be requesting the Central Council to authorise this at our meeting this afternoon. Many schools travel to the Mansfield region during the month of August, and into the first part of September for their Outdoor Education school camps. Members should know that each one of these schools requests a speaker from the Mountain Cattlemens Association - there were more than two per week over that period this year. I would especially like to thank Bruce McCormack who undertakes these talks competently. This year he has been assisted by Jack Lovick and Terry Murphy. I would like you to thank them most sincerely for giving their time so generously, and always after hours. I have no doubt that other Branches receive similar requests.

Our MCAV marketing section collapsed in the early part of the year when Frank Hill found himself unable to continue with the task. The stock was collected from him and brought back to Mansfield, with part being held by Mary at her home. We found that there was a lack of windcheaters and t-shirts offered for sale and this was rectified. We have needed to carry a range of colours and sizes in our garments due to these being advertised in the Voice of the Mountains. In the June/July Newsletter we advised our members and supporters that we now had windcheaters in stock. We received a large number of mail orders through that Newsletter, but I was very disappointed that of the thirty to forty garments ordered, only two were from MCAV full members, with the exception of an order for six in childrens' sizes. In view of the

fact that most of the complaints about the lack of stock came from the members themselves, it is discouraging to find that when stock is available, their support is non-existent. We are about to send out a Newsletter within the next two weeks. In it I will be specially mentioning t-shirts for the summer. I hope the response from members will look-up significantly. Some time ago it was suggested that each Branch should nominate one event in their area where the members of the Branch would take responsibility for a stall to promote and sell MCAV goods. For the usual reasons of apathy this very good idea has never been taken up. May I suggest that there be a change in response today, and that each Branch commits itself to one event in its district within the next 12 months. The exception should be the Omeo Branch which has its hands full with the 1997 Get Together. I suggest Mansfield nominate one of its Bush Markets, or its Show. Gippsland might consider the Dargo Walnut Festival, and perhaps the Bright Autumn Festival in the North East. Then there are the various regional Information Centres. The Mansfield centre stocks a range of merchandise on a consignment basis. This works very well, and there is a reasonable monthly turnover. Each Branch should also make an effort to contact and arrange to stock their Information Centres, and indeed any other outlets they can find. Mary has mentioned the marketing tent at the Get Together. I trust that a large band of helpers will come forward to assist with that. I also hope that full members of the Association will work with associate members in the marketing tent. In the meantime the marketing caravan is still housed in one of Chris Stoney's sheds, and we thank him for kindly allowing this situation to continue. I shall return to the marketing issue when I get onto the financial statements in the Treasurer's report.

Early in 1995 the MCAV commissioned the School of Botany at the University of Melbourne to conduct a study into the question of alpine grazing. We hoped to identify areas where there were gaps in knowledge and scientific study regarding development and change in the biodiversity of the alpine regions of Victoria. This report was delivered to the Association by the middle of the year, and was accompanied by a large data base of reference material on grazing in the high country, both in Australia and overseas. The report also contained suggestions for future directions for the Association. As it was a privately commissioned work, it will not be released into the public arena. The report sets out a series of gaps in current knowledge, and suggestions as to where MCAV might become involved. Based on one of the recommendations made in the report, a series of plots have been planned, one has already been upgraded. It is imperative that the Association justify the expense of the report, and undertake the research suggested. The base is already in place, Central Council must now go forward with the second stage, and seek professional assistance with research and monitoring.

The 1997 Get Together has already been mentioned. As you know it had been advertised to take place at Wombat Crossing, but at the last minute was switched to the Guy property at Waterford. The uproar over the Get Together was quite spectacular, and indeed the event came very close to not being held at all. For those of you who did not understand what happened, or heard only part of the story, I shall now clarify. In spite of the fact that the Wellington Shire Council acknowledged in July of that year that the Get Together was to be held in its precinct, there was no mention of any permit being required by it. On 30th October I was informed that a town planning permit was necessary, and that the Shire would not allow the Get

Together to proceed without one. The permit was applied for, and proceeded through the usual channels - slowly I might add, but all the time I was assured that "everything will be alright, its only a formality". Well it was not "only a formality" at all. At the very last minute, and with only weeks to go before the date of the Get Together, the Shire advised that the permit was to be granted with conditions. The main condition was that MCAV would be required to contribute to roadmaking costs which were estimated to be in excess of \$6,000. This coupled with other more minor conditions would have made the Get Together unviable. Plans for Wombat Crossing were immediately scrapped, and an alternative site at Guys organised. As the Get Together was still to be held within Wellington Shire, a town planning permit was still required. Everything went according to plan, and the Get Together was successfully held. I would like to add that the town planning permit listed 14 conditions. Most of these covered matters which the Association has always addressed, such as banning open fires on the Get Together site. However it might be of interest to you that one clause required that all persons attending the event should be briefed about evacuation procedures. It is presumed that, in the event of a bushfire, the site would be evacuated. One can only speculate on the wisdom of moving some two thousand people, many of them children, out of a safe, cleared and slashed, grassy area through heavy bush, in the face of an oncoming bushfire. Fortunately the Association was not required to meet this dangerous challenge.

The 1997 Get Together is to be held at Gibbo Park near Benambra, and East Gippsland Shire have informed the Association that no town planning permit is required.

The Alpine Advisory Committee has met three times over the year, with two field trips, one to the Bryces Plain area, and another based at Howmans Gap, where the Committee discussed the problems of pest plants and animals and looked at the problems of English Broom. The Committee also considered several transfers of grazing licences, the future direction of the Australian Alps Liasion Committee and many minor matters dealing with the Alpine National Park. Having now completed its current agenda, the Committee is in abeyance pending advice from the new Minister for Natural Resources and Environment. I am aware that several matters have been referred to the Committee for deliberation, but it has yet to be re-activated.

This year I was appointed to the Public Lands Committee of the Goulburn-Broken Catchment and Land Protection Board. The work involved with this Committee will be of great importance to the MCAV in the future, dealing as it does with uses of public land within the catchment which is vast - stretching from the Alpine Park to the Murray River. Its work is predominantly to do with the catchment, obviously, and water quality in particular. The Public Lands Committee is still in its infancy, and I anticipate that the issues to be put before it will be of interest and concern going into the future months.

I thank the Central Council members for their support over the last twelve months. I would particularly like to thank Mary Goldsworthy who has been a most thorough and able President of the Association, for her valued friendship and support.

As Treasurer I now present to the members the 1995/96 financial statements. You will see that the Marketing traded at a small loss during the last 12 months. Stock had been seriously depleted over the previous 12 month period, and you will see that the Association has made significant purchases of merchandise in order to bring stock levels back up. These purchases, apart from a number of small items, largely consist of windcheaters and t-shirts. The reasons for the downturn in the marketing have been previously explained, and we now look forward to a better trading position in the coming 12 months.

Members should also note that the Association shows a operating deficit for the past year. This is represented by one non-recurring item, namely the fee paid to Melbourne University for the scientific review.

The purchase of a new computer for the office has further reduced members funds.

**William G. Crump** FCPA

CERTIFIED PRACTISING ACCOUNTANT

72 Mayfield Court  
MOAMA NSW 2731

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Facsimile : (054) 82 6388

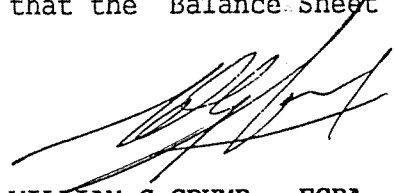
ALL CORRESPONDENCE TO P.O. BOX 256 MOAMA NSW 2731

**AUDITOR'S REPORT**

To the Trustees:

**THE MOUNTAIN CATTLEMEN'S ASSOCIATION FIGHTING FUND**

I have examined the records of the Trust for the year ended 30 June 1996 and in my opinion the attached Income & Expenditure Statement reflects the operations of the Trust for the year then ended and that the Balance Sheet shows the state of affairs as at that date.



WILLIAM G CRUMP FCPA

20 September 1996

THE MOUNTAIN CATTLEMEN'S ASSOCIATION FIGHTING FUND  
Detailed Profit and Loss Account  
For the year ended 30 June, 1996

	1996	1995
	\$	\$
<b>Income</b>		
Interest received	-	115.31
	<hr/>	<hr/>
Total income	-	115.31
	<hr/>	<hr/>
<b>Expenses</b>		
Accountancy & audit fees	185.00	280.00
Bank fees and govt charges	-	12.60
	<hr/>	<hr/>
Total expenses	185.00	292.60
	<hr/>	<hr/>
Deficiency to corpus	(185.00)	(177.29)
	<hr/> <hr/>	<hr/> <hr/>

BALANCE SHEET AS AT 30 JUNE 1996

TRUST FUNDS

Settled Sum.	20.00	20.00
Corpus -		
Balance 1/7/1995	4,854.47	5,031.76
Less Deficiency	( 185.00)	( 177.29)
	<hr/>	<hr/>
Net Funds	4,689.47	4,874.47
	<hr/> <hr/>	<hr/> <hr/>

Represented by:-

Cash		
Savings Account	20.00	20.00
Receivables		
Advance - Central Account	4,669.47	4,854.47
	<hr/>	<hr/>
Net Asssets	4,689.47	4,874.47
	<hr/> <hr/>	<hr/> <hr/>

**William G. Crump** FCPA  
CERTIFIED PRACTISING ACCOUNTANT

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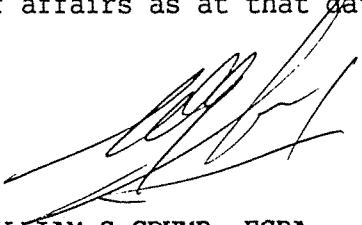
ALL CORRESPONDENCE TO P.O. BOX 256 MOAMA NSW 2731

**AUDITOR'S REPORT**

To the Members:

**THE MOUNTAIN CATTLEMEN'S ASSOCIATION OF VICTORIA INC.**

I have examined the records of the Association for the year ended 30 June 1996 and in my opinion the attached Trading & Profit and Loss Statements reflect the operations of the Association for the year ended thereon and that the Balance Sheet shows the the state of affairs as at that date.



WILLIAM G CRUMP FCPA

20 September 1996

THE MOUNTAIN CATTLEMEN'S ASSOCIATION OF VIC INC.  
Balance Sheet  
As at 30 June, 1996

	1996
	\$
<b>Members' Funds</b>	
Accumulated surplus	93,834.40
<b>Total Members Funds</b>	93,834.40
 <b>Represented by:-</b>	
 <b>Current Assets</b>	
Cash	
Cash at Bank - Central	4,116.94
- Mansfield	515.80
- Omeo	680.93
- North East	456.22
- Gippsland	388.72
Term deposit	64,039.24
Receivables	
Debtors - Get-Together 1995	270.00
Inventories	
Stock on Hand (at cost)	11,016.66
<b>Total current assets</b>	81,484.51
 <b>Non Current Assets</b>	
Property Plant & Equipment (at cost)	
Fixed Assets as at 1/7/95	13,819.36
Add Computer & Printer	3,200.00
<b>Total non-current assets</b>	17,019.36
<b>Total assets</b>	98,503.87
 <b>Current Liabilities</b>	
Creditors & Borrowings	
Unsecured liabilities	
Advance - Fighting Fund	4,669.47
<b>Total liabilities</b>	4,669.47
<b>Net Assets</b>	93,834.40



THE MOUNTAIN CATTLEMEN'S ASSOCIATION OF VIC INC.  
Income & Expenditure Statement  
For the year ended 30 June, 1996

	1996 \$
<b>Income</b>	
Trading loss from Marketing	(96.00)
Advertising - V.O.M.	480.00
Donations	160.00
Get Together - Gross Proceeds	60,399.25
- Less Expenses	(27,475.35)
	32,923.90
Interest received	5,598.66
Subscriptions - Members	10,135.75
- Associates	10,557.03
Sundry sales	177.00
	59,936.34
<b>Expenses</b>	
Audit fees	1,120.00
Bank fees and charges	368.00
Catering & hall hire	363.00
Consultants fees - Sundry	1,102.50
Consultants fees - Melb. Uni.	9,300.00
Donations	500.00
Electricity	359.65
Expenses - President	1,108.95
- Secretary	1,428.95
Fees & subscriptions	1,152.00
Honorariums - President	3,000.00
- Snr Vice President	1,000.00
- Exec. Officer	1,000.00
- Secretary	17,994.00
- Spec. Projects	1,000.00
Insurance	1,487.18
Legal fees	1,600.00
Marketing Van - Registration	28.00
Postage	2,584.55
Printing/stationery- Central	5,459.49
Printing/stationery- Marketing	21.50
Rates	1,075.36
Rental - Office	3,120.00
Repairs - Office equipment	778.00
Sundry expenses	742.70
Telephone - Central	4,120.92
Telephone - Marketing	420.50
	62,235.25
Operating deficit for year	(2,298.91)
Accumulated surplus at the beginning of the financial year	96,133.31
Accumulated surplus at the end of the financial year	93,834.40

THE MOUNTAIN CATTLEMEN'S ASSOCIATION OF VIC INC.

MARKETING ACCOUNT

Trading Account  
For the year ended 30 June, 1996

	1996 \$
Trading income	
Sales	16,484.65
	<hr/>
Total trading income	16,484.65
	<hr/>
Cost of sales	
Add:	
Opening Stock (at cost)	9,939.00
Purchases	17,658.31
	<hr/>
	27,597.31
	<hr/>
Less:	
Closing Stock (at cost)	11,016.66
	<hr/>
	11,016.66
	<hr/>
Cost of sales	16,580.65
	<hr/>
Net Trading Loss	<u><u>(96.00)</u></u>