COPRA AND ITS PRODUCTS

by

KENNETH B. DAY AND LEO SCHNURMACHER

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November was a comparatively quiet month for coconut products, except for one minor peak shortly after the middle of the month, at which time practically all the month's business was done. The month ended as it began, with prices weak and uncertain.

COPRA—Arrivals in Manila were somewhat disappointing, being off 37% as contrasted with October, although 2% above the previous November. Cebu arrivals were also off about 11% as compared with October, and 24% as compared with the previous November. The weather was bad in Cebu with plenty of rain, thus holding up production of copra and transportation to market. It was expected that December arrivals would improve. In Manila elections and holidays did a good deal to limit production, thus holding copra back in the provinces which should be marketable in December and January.

When the month opened, copra was weak with no Manila buyers at over ₱5.75 for resecada, at which price sellers were not generally interested. Quotations dropped to ₱5.30, but owing to the stimulus in the American oil and copra markets resulting from election returns and a more encouraging world outlook, prices advanced and about the 18th of the month business was done at as high as ₱5.75. At this price a great deal of copra changed hands and trading was very brisk for a number of days. The market gradually eased, however, with selling down the line as far as ₱5.50. Below that figure very little business was done and at the end of the month buyers were quoting ₱5.30 to ₱5.40 with sellers holding back because of higher prov-

Golf in the . . .

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Mandaluyong, where an elaborate 18-hole course was laid out. Plans were also drawn for a big, ultra-modern club-house, and for tennis courts and a swimming pool. For ladies and super-duffers, a nine-hole auxiliary course was provided.

A membership drive quickly netted 400 members, at ₱1000 each. With the money thus in hand, "Jim" Black, long-time Manila Golf Club professional, was told to go ahead and lay out a course which would be worthy of the very best efforts of champions. Black proceeded to do just that. He found at Mandaluyong 880,000 square meters of land, abounding in natural golf hazards, and low-handicap men as well as duffers have since decided the canny Scotchman took advantage of each and every one of these hazards in building his course. It is a long course—par 72—6,590 yards, and no less a person than the great Gene Sarazen said last year to Henry Belden, "whenever anybody breaks par on this thing, please write and let me know".

The Wack Wack course was opened for play in 1931. Few changes have been made on it since it was first built, and those changes have been mostly with a view to placing somewhat less of a premium on distance, and more emphasis on accuracy with the irons.

Both the Manila Golf Club and the Wack Wack Golf and Country Club have prospered exceedingly since 1931. Neither organization has since look back, and in fact "Caloocan" is now engaged in erecting a new clubhouse to replace the 1914 structure, and Wack Wack is completing a nine-hole addition to the auxiliary course, "course" in Pasay nearly forty years ago, to the present lusty picture of two first-class golf clubs, and dozens of smaller courses all over the Islands, thousands of enthusiastic players, and an annual Open which attracts the very best the game has produced. But is it such a far cry, after all? To be sure, golf is still golf, and the 27-handicap duffer and the smooth, parbreaking professional have one thing in common: love of the game. Both get the same delightful thrill that comes from smacking out a long one straight down the fairway, or stroking a high pitch onto the green. The "pro" accomplishes these things automatically, like a well-oiled machine; the duffer does it accidentally, but the thrill is the same The game is the thing, whether it is played with precise perfection in a big tournament to an admiring gallery, or hopelessly by a duffer everlastingly trying to straighten out his "gorblimey" slice. Those early pioneers deserve plenty of credit, and they wrought better than they knew, but don't forget the Game.

incial equivalents. These provincial equivalents were largely due to speculative dealers covering sales they had made earlier in the month at top prices.

In Cebu prices reacted in a similar manner, but Cebu prices were constantly above Manila equivalents with large Cebu dealers interested chiefly in export.

Export markets were comparatively quiet with copra ranging on the Pacific Coast from a low of 1.65 cents to a high of 1.80 cents and with the European market ranging from a low of £8/15/0 for F.M.Q. to Marseilles to a high of £9/13/9 for sundried to northern European ports. A fair amount of business was done to the Pacific Coast, mostly in reasonably small lots. Not much business was done to Europe. Local dealers have had poor experience with European shipments this year, it being estimated that over 75% of the sundried copra shipped to Europe has been subjected to arbitration and penalized by buyers. The unsettled exchange situation also has militated against recent European business. Notwithstanding this, shipments to Europe for 1938 have totalled over 100,000 tons as contrasted with less than 20,000 tons in 1937, thus advancing Europe's percentage of the export trade from 9% to 32%.

Freight conditions were unsettled throughout the month, but it was finally agreed that the Conference rate on copra to the Pacific Coast would be reduced by $1.50 to $6.50 effective December 15th, with coconut oil and meal rates going down by the same amount. It was thought that these rates were more equitable and would prevent a large part of the rebating which has recently been going on.

Shipments for the month were down, totalling only 22,192 tons, of which 6,275 went to Europe.

Statistics for the month follow:

Arrivals—	*Sacks*
Manila	389,063
Cebu	342,920
Shipments—	*Metric Tons*
Pacific Coast	5,168
Atlantic Coast	1,524
Gulf Ports	3,757
Europe	6,275
China and Japan	174
Other Countries	5,294
	22,192

	Beginning of Month	*End of Month*
Stocks on hand—	*Tons*	*Tons*
Manila	51,050	47,448
Cebu	41,158	42,108

COCONUT OIL—At the beginning of November coconut oil business was possible at 2-7/8 cents c.i.f New York and 2-5/8 cents f.o.b. Pacific Coast, chiefly for forward positions. Prices eased off early in November, but came back about the middle of the month to 3 cents New York and 2-3/4 cents on the Coast, with buyers willing to accept earlier positions for selected parcels. Some small amount of business was reported at 3-1/16 cents c.i.f New York. Buyers continued to bid 3 cents until near the end of the month. Later buyers retired but were still willing to consider offers at 3 cents for shipment during the 2nd quarter of 1939. Apparently, most of the demand was from soapers who considered coconut oil reasonably priced, with edible buyers out of the picture because of the possibility of buying competing oils and fats at cheaper equivalents.

Statistics for the month follow:

Shipments—	*Metric Tons*
Pacific Coast	1,732
Atlantic Coast	7,617
Gulf Ports	2,836
China and Japan	2
South Africa	178
	12,365

	Beginning of Month	*End of Month*
Stocks on hand—	*Tons*	*Tons*
Manila and Cebu	20,689	25,746

COPRA CAKE AND MEAL—The cake market, which was very depressed at the end of October, showed some little improvements in November, particularly for Germany where import duties were decreased. Some little business was done at prices ranging up from $23.75 to $24.50 c.i.f

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SAILINGS MANILA to U. S. TRANSPACIFIC

228 Dasmariñas, Manila *Courtesy*— **EVERETT TRAVEL SERVICE** *Tels.:* { *4-96-76* *4-98-91*

Line	VESSEL	Leave Manila	Leave Hong-kong	Leave Shang-hai	Leave Dairen *Naga-saki	Leave Kobe	Leave Yoko-hama	Leave Honolulu	Arrive Victoria *Portland	Arrive Van-couver	Arrive Seattle	Arrive San. Fran.	Arrive Los Angeles
CPR	EMP. RUSSIA	Dec. 19	Dec. 23	Dec. 25	Dec. 27	Dec. 29	Dec. 31	—	Jan. 9	Jan. 9	—	—	—
SL	SAPOROEA	Dec. 23	—	—	—	—	—	—	Jan. 12*	—	—	Jan. 17	Jan. 22
ML	NIEL MAERSK	Dec. 24	Dec. 27	Jan. 1	—	Jan. 5	Jan. 9	—	—	—	—	—	Jan. 25
SL	SILVERBELLE	Dec. 26	—	—	—	—	—	—	Jan 28°	—	—	Jan. 23	Jan. 17
APL	PRES. TAFT	Dec. 27	Dec. 30	—	—	Jan. 3	Jan. 4	Jan. 12	—	—	—	Jan. 18	Jan. 21
CPR	EMP. JAPAN	Jan. 2	Jan 24	Jan. 26	—	Jan. 29	Jan. 31	Feb. 6	Feb. 11	Feb. 11	—	—	—
SL	JAMBI	Jan. 8	—	—	—	—	—	—	Feb. 13°	—	—	Feb. 6	Feb. 1
APL	PRES. CLEVELAND	Jan. 10	Jan. 13	—	—	Jan. 17	Jan. 18	Jan. 26	—	—	—	Feb. 1	Feb. 4
BL	TAI SHAN	Jan. 15	—	—	—	—	—	—	—	—	—	—	Feb. 13
SL	SILVERGUAVA	Jan. 23	—	—	—	—	—	—	Feb. 13	—	—	Feb. 17	Feb. 21
ML	PETER MAERSK	Jan. 24	Jan. 27	Feb. 1	—	Feb. 5	Feb. 9	—	—	—	—	—	Feb. 24
APL	PRES. PIERCE	Jan. 24	Jan. 27	—	—	Jan. 31	Feb. 1	Feb. 9	—	—	—	Feb. 15	Feb. 18
SL	MANOERAN	Jan. 26	—	—	—	—	—	—	Feb. 28	—	—	Feb. 23	Feb. 16
NYK	HIE MARU	—	—	—	—	Dec. 27	Dec. 30	—	—	Jan. 10	Jan. 11	—	—
NYK	TATSUTA MARU	—	—	—	—	Dec. 27	Dec. 29	Jan. 6	—	—	—	Jan. 12	Jan. 14
NYK	HEIAN MARU	—	—	—	—	Jan. 22	Jan. 24	—	—	Feb. 4	Feb. 6	—	—

APL—American President Line
CPR—Canadian Pacific Railway
SL—Salen Line
BL—Barber-Wilhelmsen Line
NYK—Nippon Yusen Kaisha

June	158,499	125,092
July	203,269	176,599
August	143,276	169,677
September	132,115	237,127
October	122,348	155,370
November	98,868	28,476
TOTAL	1,727,992	1,676,476

Arrivals from Cagayan Valley declined sharply from 31,186 sacks in August, 11,941 in September, 6,992 in October to 214 sacks in November. NARIC prices after November 15, were as follows:

	ex-bodega	*f.o.b. steamer or railroad car, Manila*
	(Per sack of 57 kls., net)	
Macan No. 2	₱6.24	₱6.27
Saigon	6.24	6.27
Siam	6.24	6.27

PALAY

Trading in palay in the provinces was fairly active at prices ranging from ₱3.10 to ₱3.20 per sack of 44 kilos (old crop). Despite the reduction in the price of NARIC rice from ₱6.50 to ₱6.24 per sack, which ordinarily affects the price of palay, Macan ordinario in Nueva Ecija, Bulacan and Pampanga, remained steady. This is due to the fact that this grade of palay when polished slightly whiter than the NARIC No. 2, commands a premium of 20¢ to 30¢ in the open market.

Current quotations:

Macan ...... ₱3.10 to ₱3.20 per sack of 44 kilos.

BY-PRODUCTS

Prices sagged off in sympathy with rice. Closing quotations were as follows:

Binlid	₱3.00	per sach of 50 kls.
Tiki-tiki No. 1	1.60	" " " 50 "
" " 3	0.80	" " " 45 "
Mata-mata	1.50	" " " 45 "

FOREIGN MARKETS

A bumper crop is expected in Burma, Indo-China and Siam. Latest reports from Saigon and Siam quote new crop, January shipment at ₱3.50 – ₱3.60 per sack of 57 kilos, c.i.f., Manila.

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Hamburg, or from ₱30.25 up to ₱31.75 f.o.b., the business being chiefly for December to March. Scandinavian buyers were not particularly interested. At the end of the month there was additional buying interest for the January-March position with sellers fairly well looked after and not particularly interested.

The copra meal business was spotty with a few small sales made to scattered destinations on the Pacific Coast at prices ranging from \$21.00 to \$22.00 ex Pacific dock, or \$19.50 to \$20.50 c.i.f. Pacific Coast. These prices worked out considerably better than cake, taking into consideration the new reduced freight rate.

At the end of the month most mills were sold up until February, at least.

Statistics for the month follow:

Shipments—	*Metric Tons*
Pacific Coast	4,858
Europe	6,299
	11,157

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RAIL COMMODITY MOVEMENTS

By LEON M. LAZAGA
Traffic Manager, Manila Railroad Company

The volume of commodities received in Manila during the month of November 1938, via the Manila Railroad Company are as follows:

Rice, cavanes	27,021
Sugar, piculs	25,408
Copra, piculs	128,449
Desiccated Coconuts, cases	31,746
Tobacco, bales	607
Lumber, board feet	861,075
Timber, kilos	1,430,000

The freight revenue car loading statistics for four weeks ending November 19, 1938, as compared with the same period of 1937 are given at right:

FREIGHT REVENUE CAR LOADING

COMMODITIES	NUMBER OF FREIGHT CARS		FREIGHT TONNAGE		Increase or Decrease	
	1938	1937	1938	1937	Cars	Tonnage
Rice	255	445	[illegible]	5,301	(190)	[illegible]
Palay	90	85	861	960	5	(99)
Sugar	34	93	692	2,620	(59)	[illegible]
Sugar Cane	669	656	10,385	11,044	13	(659)
Copra	690	584	5,676	4,252	106	1,424
Coconuts	175	94	2,389	934	81	1,455
Molasses	—	9	—	260	(9)	(260)
Hemp	—	—	—	—	—	—
Tobacco	5	38	40	298	(33)	(258)
Livestock	34	11	320	42	23	278
Mineral Products	372	315	3,660	3,359	57	301
Lumber and Timber	182	124	3,930	2,776	58	1,154
Other Forest Products	—	1	—	8	(1)	(8)
Manufactures	280	285	4,269	4,405	(5)	(136)
All Others including L.C.L.	2,432	2,525	15,824	16,400	(93)	(576)
TOTAL	5,218	5,265	51,853	52,659	(47)	(806)

SUMMARY

Week ending Oct. 29,	1,270	1,375	12,220	12,760	(105)	(540)
" " Nov. 5,	1,058	1,304	9,061	12,359	(246)	(3,298)
" " " 12,	1,129	1,188	10,033	10,838	(59)	(805)
" " " 19,	1,761	1,398	20,539	16,702	363	3,837
TOTAL	5,218	5,265	51,853	52,659	(47)	(806)

NOTE—Figures in parenthesis indicate decrease.

U. S. Foreign . . .

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withstanding the recent market expansion in durable goods industries, the aggregate output of such products is still comparatively low. Although railroad equipment orders are still in mail, the railway outlook has improved and weekly freight carloadings exceed 1937 figures in mid-November for the first time this year.

Retail sales of general merchandise have improved during November and the loss in dollar volume from a year ago was reduced to about five per cent, compared with 10 per cent in October. Retail sales of passenger automobiles mounted rapidly as dealers were supplied with cars to deliver against the substantial volume of orders built up with the introduction of new models. Monthly income payments, the most inclusive single indication of current economic change, have increased steadily since May, the 1938 low point and for the final quarter of the year, it is likely that "real income" will exceed the total for the same period last year.

Total employment in non-agricultural pursuits increased by about 900,000 workers between July and mid-October, and about 1/3 of those who lost their jobs after autumn last year have returned to work.

Commodity prices during November were generally stable both in raw materials and finished products. Prices of farm products have remained around the year's lows but the Department of Agriculture estimates cash farm income for the present year at $7,600,000,000 compared with the depression low of $4,300,000,000 and about $1,000,000,000 below last year.

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	Beginning of Month	*End of Month*
Stocks on hand—	*Tons*	*Tons*
Manila and Cebu	8,216	7,773

DESICCATED COCONUT—Sales of desiccated in the New York market fell off approximately 20% as contrasted with October, which is usually the peak month for the Christmas trade. December sales are expected to decline even further. Desiccated prices, however, held steady and averaged possibly a shade better than those of October for fancy cuts. Stocks of desiccated in the New York market were normal. Mills in the Philippines were operating at fair capacity for this time of year. Shipments for the month totalled 3,479 tons.

GENERAL—At the close of November buyers and sellers of copra were more or less at a stalemate. Buyers saw very little promise for higher prices in the future, and sellers saw no profit in buyers' quotations. It was thought that some large middlemen were accumulating stocks of copra in the provinces with the hope of holding them for better prices and, if necessary, carrying them over into 1939.

Copra prospects in general were good, the weather having been favorable, and it was thought that there should be plenty of copra in sight to meet all demands up to and including the best part of January. Demand for oil was light and for far forward positions and it was not expected that a great deal of oil could be sold in December.