

NEW ZEALAND
HONEY MARKETING AUTHORITY



TENTH
Annual Report and
Statement of Accounts
for Year Ended August 31st, 1963

Furnished to the Hon. the Minister of Agriculture for presentation to the
House of Representatives pursuant to the provisions of the Primary
Products Marketing Act, 1953.

**NEW ZEALAND
HONEY MARKETING AUTHORITY**

OFFICE, STORE AND PROCESSING PLANT

CNR. GARFIELD AND CHURTON STS., PARNELL, AUCKLAND

POSTAL ADDRESS	CABLE ADDRESS	TELEPHONE
P.O. BOX 2615 AUCKLAND	"HONEYMARK" AUCKLAND	32-574 AUCKLAND

GENERAL MANAGER

C. T. GOSSE, F.C.I.S., A.R.A.N.Z.

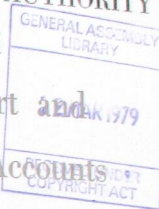
HONEY RECEIVING DEPOTS

BAY OF PLENTY	N.Z. Lumber Coy. Ltd. P.O. Box 14 Mt. Maunganui.
HAWKES BAY	Williams & Creagh Ltd. P.O. Box 2013 Ahuriri.
TARANAKI	New Zealand Shipping Co. Ltd. P.O. Box 443 New Plymouth.
WESTLAND	W. Greenhill & Co. Ltd. P.O. Box 81 Greymouth.
CANTERBURY	N.Z. Express Co. Ltd. P.O. Box 86 Christchurch.
SOUTH CANTERBURY	N.Z. Express Co. Ltd. P.O. Box 152 Timaru.
OTAGO	Spencer & Dunkley Ltd. P.O. Box 600 Dunedin
SOUTHLAND	N.Z. Express Co. (Invercargill) Ltd. P.O. Box 38 Invercargill.

NEW ZEALAND
HONEY MARKETING AUTHORITY

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NEW ZEALAND
HONEY MARKETING AUTHORITY

MEMBERS OF AUTHORITY
AS AT AUGUST 31st, 1963

PRODUCER MEMBERS

G. E. GUMBRELL, N.D.Ap.(N.Z.), Geraldine (Chairman).
J. W. FRASER, N.D.Ap.(N.Z.), Ryal Bush (Deputy Chairman).
J. R. BARBER, Pio Pio.
J. D. LORIMER, N.D.Ap.(N.Z.), Hamilton.

GOVERNMENT REPRESENTATIVE

E. W. LEE, A.R.A.N.Z., Wellington.

NEW ZEALAND
HONEY MARKETING AUTHORITY

TENTH ANNUAL REPORT
and
STATEMENT OF ACCOUNTS

March 11, 1964.

The Hon. Minister of Agriculture,
Wellington.

Sir,

In compliance with Section 11 of the Primary Products Marketing Act, I am submitting to you the annual report of the New Zealand Honey Marketing Authority for the year ending August 31st, 1963. You will observe that the accounts have been presented in an entirely new form and that most of the information that was formerly presented in narrative form has now been put in statistical form or presented as a graph.

In 1962 the Authority recognised the need to give the Industry more and fuller information on the Authority's activities and to present that information in a form that would be easily understood by Producers.

With this object in view a complete revision of the Authority's accounting procedure was made and a system devised to provide the required information was introduced in September, 1962. This year's report demonstrated the result of this move. The usual comparison of the previous year cannot be shown but this position will be automatically rectified in the report for the year ending August 31st, 1964.

Personnel of the Authority

The election held in September, 1963, was contested by four producers. Mr. J. R. Barber was returned to office, but the Deputy Chairman, Mr. J. W. Fraser, was defeated at the polls and his place was taken by Mr. P. Berry, of Havelock North.

Conditions of Supply, Payments and Returns

No alterations were made to the Conditions of Supply, the system of dividing the honey into categories or to the actual categories themselves. For the first time each category was self supporting and no one grade subsidised any other grade of honey. This should have a lasting and beneficial effect on the stability of our Industry.

The increase in returns from the overseas market, the increase in the amount of honey sold overseas and the higher average gradings all contributed to a successful trading year and shortly after balance date all available stocks of honey for export were cleared, leaving a bare "floor" with which to commence the new season. The grading system introduced last year for Kamahi was continued and looks like becoming an established practice. Manuka was treated as before.

The advances for the coming year were continued as before but some concession was made for Rewa Rewa Honey, as this particular honey has a value for the local market in excess of the accepted grading standards. Depots for receipt of supplies remain the same and the new export packs introduced last year are being continued with.

Markets

The year under review has been marked by the new export markets that have opened up. Appreciable quantities of bulk honey have been shipped to Japan and Scandinavia. These new avenues of disposal are a welcome addition to the usual markets and help to strengthen our trading position.

The local market has remained stable and has absorbed a record quantity of honey.

Stock Fluctuation Account

It will be observed in the Appropriation Account that appropriations have been made both to and from the Stock Fluctuation Account. These appropriations represent the difference between the standard value of closing honey stocks and a realistic but prudent valuation based on known market conditions. The method of valuing unsold honey stocks is the Standard Valuation Method and for many years now the Standard Valuation for bulk honey has been 11d. per lb. FOB. This is a recognised method of valuation in accounts such as the Authority's and the basis of valuation of unsold closing stocks which usually represent a large proportion of the season's intake cannot be varied from year to year.

However, it must be appreciated that with the actual value of White Clover being in the vicinity of 16½d. per lb. FOB and Medium Amber in the vicinity of 9½d. per lb. FOB that the proportion of light honey to dark in the closing stocks has a vital bearing on whether the Standard Valuation of 11d. per lb. is realistic or not.

The statistical section of this Report will show how there has been a marked movement in the supply to the Authority from amber honey to white honey during the past season. This has reflected in the closing stocks, the greater proportion of which is represented by White and Extra Light Amber honey. While in the 1961/62 season it was necessary to transfer £2718 from the Stock Fluctuation Account to take care of this factor the large increase in the quantity of White honey supplied during the 1962/63 season has necessitated this year a transfer of £13,010 from the Stock Fluctuation Account.

Transfers of this nature from Stock Fluctuation Account do not represent a permanent withdrawal of Reserves. The Stock Fluctuation Account is an account that was established just for the purpose of taking care of this variable factor. This transfer should be regarded more in the nature of a Balance Day adjustment to the accounts and just as the transfer of £2718 made in 1962 was credited back to the Stock Fluctuation Account so this year's transfer of £13,010 will be credited back to the accounts of the new financial year restoring the balance of this account to £40,000. A further appropriate adjustment either to or from the Stock Fluctuation Account will then be made at the close of each subsequent year's trading depending on the grading of the closing honey stocks at that date.

Yours faithfully,

G. E. GUMBRELL, Chairman.

NEW ZEALAND HONEY MARKETING AUTHORITY

FINANCIAL SECTION

OVERSEAS HONEY MARKETING ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1963

	Tons	£	Tons	Amounts to nearest £
OVERSEAS SALES				
Gross realisations — through Kimpton Bros. (Red Carnation) Ltd.			1,171	164,213
Gross realisations — other Territories			65	10,265
Total Sales			1,236	174,478
Less Direct Charges				
Charges to F.O.B., freight, landing, ware- housing, trans-shipment, overseas delivery		20,167		
Marine insurance		308		
Commission		7,095		
Incentive commission		2,862		
General export expenses		159		30,591
Realisation ex store door — N.Z.			1,236	143,887
Closing Honey stocks afloat or overseas as at August 31st, 1963				
Forward sales (at estimated F.O.B. realisa- tion)	238	33,874		
Unsold (at standard valuation of 11d. lb. F.O.B.)	55	5,677	293	39,551
			1,529	183,438
Less opening Honey stocks afloat or overseas as at September 1st, 1962 (forward sales at estimated F.O.B. realisation and unsold at standard valuation)				
			431	47,653
			1,098	135,785
Less indirect export charges				
Overseas advertising				11
Nett realisations from Honey shipped overseas transferred to Consolidated Honey Marketing Account			1,098	135,774

NEW ZEALAND HONEY MARKETING AUTHORITY

LOCAL HONEY MARKETING ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1963

	Tons	£	Tons	Amounts to nearest £
LOCAL SALES			515	94,459
Gross realisations				
Less selling and distribution charges				
Commission		3,016		
Freight and cartage		4,271		7,287
Realisation ex factory door			515	87,172
Closing Honey stocks as at August 31st, 1963				
Forward sales (at estimated ex store realisation)	35	3,728		
Unsold (at price order less estimated charges not incurred)	13	2,186	48	5,914
			563	93,086
Less opening Honey stocks as at September 1st, 1962				
(Forward sales at estimated ex store realisation and unsold at price order less estimated charges not incurred)			21	3,422
Nett realisations from Honey sold in N.Z. or held in N.Z. for local sale as at August 31st, 1963, transferred to Consolidated Honey Marketing Account			542	89,664

NEW ZEALAND HONEY MARKETING AUTHORITY

CONSOLIDATED HONEY MARKETING ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1963

	Tons	£	Tons	Amounts to nearest £
NETT REALISATIONS				
Honey shipped and sold or held for sale overseas (transferred from Overseas Honey Marketing Account)			1,098	135,774
Honey sold in N.Z. or held for sale in N.Z. (transferred from Local Honey Marketing Account)			542	89,664
			<u>1,640</u>	<u>225,438</u>
Closing Honey stocks held in bulk in N.Z. as at August 31st, 1963				
Forward sales—overseas (at estimated ex store realisation)	113	14,323		
Unsold—held for processing and sale in N.Z. or overseas in retail packs, bulk blends or bulk straight lines (at standard valuation of 11d. per lb. ex store) ..	494	50,808	607	65,131
			<u>2,247</u>	<u>290,569</u>
Less opening Honey stocks held in bulk in N.Z. as at September 1st, 1962 (forward sales at estimated ex store realisation and unsold at standard valuation)				
			761	78,569
Nett realisations from Honey marketing operations transferred to General Revenue Account			<u>1,486</u>	<u>212,000</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

HONEY LEVY ACCOUNT
FOR THE YEAR ENDING AUGUST 31st, 1963

	Amounts to nearest £	£
REVENUE		
Sales of adhesive seals	1,273	
Stamped lids	15,796	
Canisters	386	
Labels and other sources	<u>3,462</u>	20,917
Less direct costs of collection		952
Charges for stamping lids and alterations to printing blocks		19,965
Nett Revenue		
Less Appropriations		
Grant to National Beekeepers' Assn. of N.Z. Inc.	1,300	
Advertising — Honey in general	<u>2,872</u>	4,172
Balance transferred to General Revenue Account		<u>15,793</u>

GENERAL REVENUE ACCOUNT
FOR THE YEAR ENDING AUGUST 31st, 1963

	Amounts to nearest £	£
Honey marketing realisations — transferred from Consolidated		
Honey Marketing Account		212,000
Storage and fork lift hire		<u>20</u>
Penalties		
Low specific gravity	257	
Liquid Honey into southern depots	12	
Sub-standard packaging	<u>64</u>	333
Honey levy — transferred from Honey Levy Account		15,793
Total revenue transferred to Appropriation Account		<u>228,146</u>

NEW ZEALAND HONEY MARKETING AUTHORITY
WORKING AND OVERHEAD ACCOUNT
FOR THE YEAR ENDING AUGUST 31st, 1963

	Amounts to nearest £	Tons	Amounts to nearest £	Amounts to nearest £
Processing and Blending — direct costs				
Power, fuel, plant repairs and maintenance	1,206			
Wages	2,990			
Quantity processed, 544 tons — 1,240,731 lbs. at .811d. per lb.	4,196			
Bulk Blends				
Processing and blending 272,058 lbs. at .811d. per lb.	920			
Packing Materials	537			
	1,457			
Less recovery on sale of tins and cases ..	251	122	1,206	
Retail Packs				
Processing and blending 968,673 lbs. at .811d. per lb.	3,276			
Packing Materials	24,549			
Wages	2,115			
	29,940			
Less recovery on sale of tins and cases ..	2,737	432	27,203	
	554			28,409
Store Operations and Depot Costs				
Wages			3,520	
Stores			85	
General expenses			420	
Repairs and maintenance — store plant ..			136	
Depot handling, storage and grading expenses			1,535	5,696
Freight and Cartage Inward , including freight on transfers from depots to Auckland store			1,977	
Administration				
Postages, telegrams, cables and telephones			496	
Printing and stationery			508	
Repairs and maintenance — office equipment			46	
General expenses			770	
Audit fees			235	
Salaries and superannuation contributions ..			5,655	7,710
Marketing Authority				
Members' honoraria			1,200	
Members' travelling expenses			896	
Election expenses			18	2,114
Other Charges				
Interest—Reserve Bank of N.Z.—Overdraft			720	
Interest—State Advances Corporation— Mortgage			4,332	
Rates—Auckland store and factory			946	
Insurance			406	
Repairs and maintenance—buildings ..			52	
Depreciation				
Plant and equipment	2,086			
Building	841			
Office equipment	175		3,102	
Advertising "Honeygold" brand			2,500	12,058
Total working costs and overhead charges transferred to Appropriation Account ..			57,964	

NEW ZEALAND HONEY MARKETING AUTHORITY

APPROPRIATION ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1963

	Amounts to nearest	
	£	£
REVENUE transferred from General Revenue Account ..	228,146	
Less working costs and overhead charges		
Transferred from Working and Overhead Account ..	<u>57,964</u>	170,182
Less principal repayment on mortgage		
Appropriated to Mortgage Redemption Reserve	1,475	
Less transfer to Stock Fluctuation Account		
Being appropriation made from Stock Fluctuation Account August 31st, 1962 (representing difference between estimated realisation and standard valuation of 11d. per lb. of Honey stocks as at August 31st, 1962) transferred back to Stock Fluctuation Account	<u>2,718</u>	4,193
		165,989
Add transfer from Stock Fluctuation Account		
Being appropriation from Stock Fluctuation Account August 31st, 1963 (representing difference between estimated realisation and standard valuation of 11d. per lb. of Honey stocks as at August 31st, 1963)		<u>13,010</u>
Amount distributed to Honey suppliers as detailed in Distribution Account		<u>178,999</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

DISTRIBUTION ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1963

	Payout Points	lbs.	Amounts to nearest £ £	
A. Honey purchased from suppliers on straight purchase basis		65,882		2,910
B. Advance payments to suppliers on grading				
Payout points 87.55/over at 11d.	1,935,742	2,038,210	88,722	
Payout points 87.54/under at 10d.	844,711	1,069,492	35,196	
Kamahi Pool at 6d.	109,872	119,067	3,662	
Manuka Pool at 6d.		67,656	1,691	129,271
		<u>3,360,307</u>		
C. Final payment to suppliers				
Payout points 87.55/over	1,935,742	2,038,210	33,160	
Payout points 87.54/under	844,711	1,069,492	11,324	
Kamahi Pool	109,872	119,067	1,488	
Manuka Pool		67,656	846	46,818
Amount distributed to Honey suppliers transferred from Appropriation Account				<u>178,999</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

BALANCE SHEET
AS AT AUGUST 31st, 1963

Accumulated Funds, Reserves and Liabilities

	Amounts to nearest £	nearest £
ACCUMULATED FUNDS		
Balance as at September 1st, 1962		22,849
MORTGAGE REDEMPTION RESERVE — representing accumulated principal repayments on mortgage balance as at September 1st, 1962		
	2,741	
Add principal repayment — year ending August 31st, 1963	<u>1,475</u>	4,216
STOCK FLUCTUATION ACCOUNT		
Balance as at September 1st, 1962	37,282	
Add transfer from Appropriation Account (as explained in Appropriation Account)	<u>2,718</u>	
	40,000	
Less transfer to Appropriation Account (as explained in Appropriation Account)	<u>13,010</u>	26,990
		<u>54,055</u>
CURRENT LIABILITIES		
Trade creditors and accrued expenses	2,019	
Honey suppliers — final payment	46,818	
Bank Overdraft		
Reserve Bank of New Zealand (secured on honey stocks)	<u>77,648</u>	126,485
LONG TERM LIABILITIES		
State Advances Corporation (secured on buildings and plant)	90,000	
Less principal repaid	<u>4,216</u>	85,784
		<u>266,324</u>

AUDIT CERTIFICATE

The Audit Office, having made such examination as was considered necessary, certifies that in its opinion the above Balance Sheet and accompanying accounts are correct.

A. D. BURNS,
Controller and Auditor General.

NEW ZEALAND HONEY MARKETING AUTHORITY

BALANCE SHEET

AS AT AUGUST 31st, 1963

	Amounts to nearest	
	£	£
ASSETS		
FIXED		
Land and buildings (at cost less depreciation) ..	83,903	
Factory plant (at cost less depreciation) ..	17,972	
Office furniture and equipment (at cost less depreciation) ..	1,529	
Pallets, loose equipment and tools — Auckland factory and depots (at valuation) ..	1,930	
Total Fixed Assets		105,334
CURRENT		
Cash in hand		20
Bank — current account		1,719
Bank of New Zealand, Auckland		1,719
Sundry Debtors		
Overseas	10,678	
Local trading, suppliers and levy	23,189	33,867
Payments in advance		
Freight and marine insurance	2,234	
Air travel deposit	78	
Sundry expenses	971	3,283
HONEY STOCKS		
Overseas		
Forward sales (at estimated F.O.B. realisation) ..	33,874	
Unsold (at standard valuation of 11d. per lb. F.O.B.)	5,677	
New Zealand		
Overseas forward sales (at estimated F.O.B. realisation)	14,323	
N.Z. forward sales (at estimated ex store realisation)	3,728	
Unsold (at price order less estimated charges not incurred)	2,186	
Unsold (at standard valuation of 11d. per lb. ex store)	50,808	110,596
Packing materials (at cost)		10,800
Stationery and advertising material (at cost) ..		705
Total Current Assets		160,990
TOTAL ASSETS		<u>266,324</u>

C. T. GOSSE, F.C.I.S., A.R.A.N.Z.
General Manager.

18/10/63.

NEW ZEALAND HONEY MARKETING AUTHORITY

STATISTICAL SECTION

A. PARTICULARS OF PAYMENTS TO SUPPLIERS —
1962/63 SEASON

Category	Grade Equivalent	Range of Grading Points	Advance Payment per 100 Grading Pts.	Final Payment per 100 Grading Pts.	Total Payment per 100 Grading Pts.
A	White Clover	93.25/over	11d.	4½d.	15½d.
B	Clover & Mixed	91.00/93.24	11d.	4d.	15d.
C	Extra Light Amber	87.55/90.99	11d.	3d.	14d.
D	Light Amber 60/75	79.25/87.54	10d.	3½d.	13½d.
E	Light Amber 50/59	75.75/79.24	10d.	3½d.	13½d.
F	Med. Amber 40/49	72.25/75.74	10d.	2d.	12d.
G	Med. Amber 30/39	72.24/under	10d.	1½d.	11½d.
	Kamahi Pool		8d.	3½d.	11½d.
	Manuka Pool		6d.	3d.	9d.

B. COMPARISON OF PAYMENTS TO SUPPLIERS —
3 YEARS, 1960/1963

Payment Category	Rep. Grading Points	1962/63		1961/62		1960/61	
		Per 100 Grad. Pts	Per lb. —Pence	Per 100 Grad. Pts	Per lb. —Pence	Per lb. Grad. Pts.	Per 100 —Pence
A	97.65	15.50	15.136	15.00	14.647	15.00	14.647
A	95.33	15.50	14.776	15.00	14.300	15.00	14.300
B	93.10	15.00	13.965	14.50	13.500	15.00	13.965
B	92.10	15.00	13.815	14.50	13.354	15.00	13.815
C	88.89	14.00	12.445	13.50	12.000	14.50	12.889
D	82.40	13.75	11.330	12.50	10.300	14.00	11.536
E	77.87	13.50	10.512	11.75	9.150	14.00	10.902
F	73.91	12.00	8.869	11.50	8.500	14.00	10.347
G	71.11	11.75	8.355	11.25	8.000	14.00	9.955
G	70.00	11.75	8.225	11.25	7.875	14.00	9.800
Kamahi Pool	92.28	11.25	10.382	11.00	10.151	—	9.032
Manuka Pool	—	—	9.000	—	8.500	—	9.000

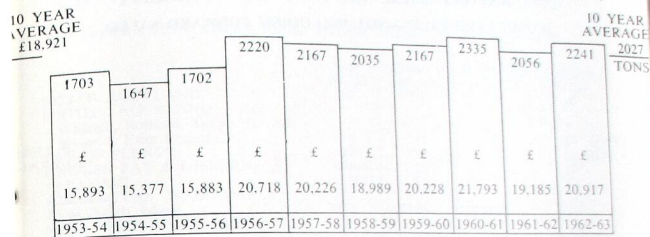
C. COMPARISON OF AVERAGE GRADINGS AND OVERALL
AVERAGE PAYMENTS PER LB. — 10 YEARS, 1954/1963
(EXCLUDING KAMAHI & MANUKA POOL AND STRAIGHT PURCHASES)

Season	Quantity Tons	Average Grading Points	Overall Average Payment per lb.—d.	Season	Quantity Tons	Average Grading Points	Overall Average Payment per lb.—d.
1953/54	963	89.75	11.16	1958/59	397	91.02	13.10
1954/55	1,976	85.22	11.32	1959/60	724	86.47	12.53
1955/56	1,537	88.70	11.60	1960/61	853	87.39	12.71
1956/57	1,452	89.93	11.93	1961/62	1,234	85.09	11.12
1957/58	1,037	86.33	11.65	1962/63	1,387	89.47	13.01

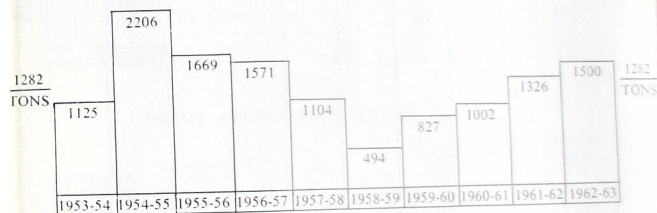
Note: The overall average payment per lb. reflects the quality and quantity of the Honey supplied in a season and should be studied in conjunction with the tonnage and average grading point figures.

NEW ZEALAND HONEY MARKETING AUTHORITY

D. SEALS REVENUE AND EQUIVALENT IN TONS OF HONEY
(ALL FIGURES REPRESENT TONS EXCEPT WHERE OTHERWISE SHOWN)

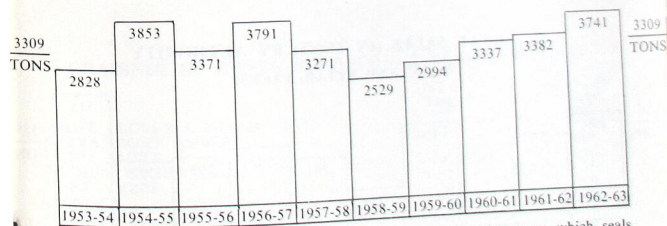


E. HONEY SUPPLIED TO AUTHORITY (IN TONS)



TOTAL D. and E.

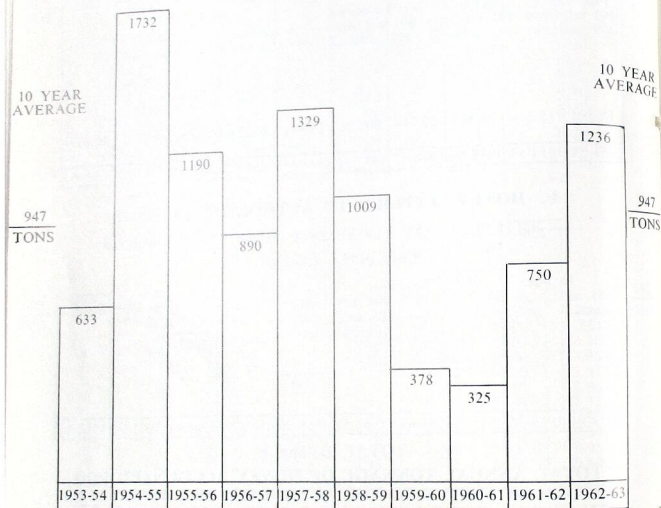
TOTAL ANNUAL TONNAGE OF HONEY ACCOUNTED FOR EITHER BY SUPPLY TO THE AUTHORITY OR LOCAL SALES ON WHICH SEALS LEVY WAS PAID BY PRODUCERS AND PACKERS (IN TONS)



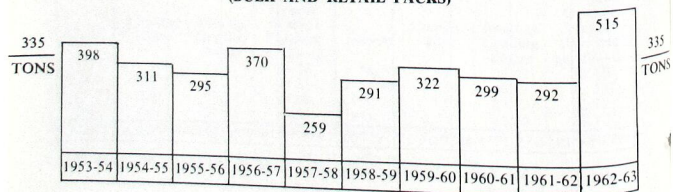
Note: The above figures do not include sales made by producers on which seals levy is exempt.

NEW ZEALAND HONEY MARKETING AUTHORITY

F. EXPORT SALES (IN TONS) BY AUTHORITY
(COMPLETED SALES—NOT INCLUDING FORWARD SALES)



G. LOCAL SALES (IN TONS) BY AUTHORITY
(BULK AND RETAIL PACKS)



NEW ZEALAND HONEY MARKETING AUTHORITY

H. PARTICULARS OF SUPPLY — 2 YEARS, 1961/1963

PRODUCTION AREAS FROM WHICH HONEY WAS RECEIVED

	Tons Received		Number of Suppliers	
	1962/63	1961/62	1962/63	1961/62
NORTH AUCKLAND	24	53		
SOUTH AUCKLAND (including Waikato, Rotorua, Taupo, Hauraki Plains & King Country)	534	744	72	81
BAY OF PLENTY	137	130	18	14
HAWKES BAY & GISBORNE	59	58	14	10
TARANAKI	27	75	7	12
WELLINGTON, WAIRARAPA	11	9	6	2
Total North Island	792	1,069	126	135
MARLBOROUGH, NELSON	73	37	6	5
WESTLAND	73	64	21	23
NORTH & MID-CANTERBURY	43	7	8	2
SOUTH CANTERBURY	195	16	19	2
NORTH OTAGO	63	1	12	2
SOUTH & CENTRAL OTAGO	113	39	21	10
SOUTHLAND	148	93	27	17
Total South Island	708	257	114	61
DOMINION TOTAL	1,500	1,326	240	196

DEPOT RECEIPTS — 2 YEARS, 1961/1963

	1962/63	1961/62
	Tons	Tons
AUCKLAND	725	1,014
TAURANGA	75	—
NAPIER	36	—
NEW PLYMOUTH	24	97
GREYMOUTH	73	39
CHRISTCHURCH	43	7
TIMARU	263	17
DUNEDIN	113	39
INVERCARGILL	148	93
	1,500	1,326

GRADINGS OF HONEY SUPPLIED — 2 YEARS, 1961/1963

	1962/63	1961/62
	Tons	Tons
WHITE CLOVER & MIXED WHITE	721	265
EXTRA LIGHT AMBER	220	228
LIGHT AMBER	376	633
MEDIUM AMBER	102	126
DARK AMBER	2	15
MANUKA	29	49
KAMAHI	50	10
	1,500	1,326

NEW ZEALAND HONEY MARKETING AUTHORITY

I. PARTICULARS OF SALES COMPLETED DURING YEAR ENDED AUGUST 31st, 1963

OVERSEAS SALES	London Agency Sales Tons	Direct Sales Tons	Total Sales Tons
Destination	454	—	454
UNITED KINGDOM	232	—	232
GERMANY	196	—	196
SWEDEN	151	—	151
NORWAY	60	29	89
JAPAN	50	—	50
IRE	24	—	24
BELGIUM	4	11	15
MALAYA & THAILAND	—	7	7
HONG KONG	—	7	7
CANADA — WEST COAST	—	5	5
AUSTRALIA	—	2	2
KOREA	—	1	1
BRITISH NORTH BORNEO	—	1	1
KENYA	—	1	1
U.S.A. — EAST COAST	—	1	1
FJI	—	—	—
	<u>1,171</u>	<u>65</u>	<u>1,236</u>

GRADINGS OF HONEY SOLD OVERSEAS — 1962/1963

	Tons
BULK — WHITE CLOVER & MIXED WHITE	239
EXTRA LIGHT AMBER	144
LIGHT AMBER	556
MEDIUM AMBER	191
MANUKA	38
KAMAHI	39
RETAIL PACKS —	
“IMPERIAL BEE” BRAND — CLOVER BLEND	26
“HONEYGOLD” BRAND — LIGHT AMBER BLEND	3
	<u>1,236</u>

LOCAL SALES DURING YEAR ENDING AUGUST 31st, 1963

	Tons
BULK — WHITE CLOVER & MIXED WHITE	1
EXTRA LIGHT AMBER	5
LIGHT AMBER	27
MEDIUM & DARK AMBER	68
MANUKA	1
Total Bulk	<u>102</u>
RETAIL PACKS —	
“IMPERIAL BEE” BRAND — CLOVER BLEND	129
“HONEYGOLD” BRAND — LIGHT AMBER BLEND	284
	<u>413</u>
	<u>515</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

J. PARTICULARS OF CLOSING HONEY STOCKS

FORWARD AND UNCOMPLETED SALES AS AT AUGUST 31st, 1963
NOT INCLUDED IN SECTION I

Overseas	Tons	Gradings	Tons
UNITED KINGDOM	201	WHITE CLOVER	163
GERMANY	37	EXTRA LIGHT AMBER	102
JAPAN	80	LIGHT AMBER	76
EIRE	32	MEDIUM & DARK AMBER	22
ITALY	1	MANUKA	5
	<u>351</u>	KAMAHI	18
Local	35		
	<u>386</u>		<u>386</u>

UNSOLD AS AT AUGUST 31st, 1963

Gradings	Afloat or Overseas Tons	Held in N.Z. Tons	Total Tons
BULK—WHITE CLOVER & MIXED WHITE	28	196	224
EXTRA LIGHT AMBER	17	151	168
LIGHT AMBER	—	97	97
MEDIUM AMBER	—	16	16
KAMAHI	10	34	44
Total Bulk	<u>55</u>	<u>494</u>	<u>549</u>
RETAIL PACKS—			
“IMPERIAL BEE” BRAND—Clover Blend	—	6	6
“HONEYGOLD” BRAND—Light Amber Blend	—	7	7
	<u>55</u>	<u>507</u>	<u>562</u>

HANDLING NEW BULK HONEY PACKS



44 Gallon Drums.



60 lb. Tin with Cardboard Outer.

A SELECTION OF RETAIL BRANDS AND CONTAINERS FOR EXPORT



