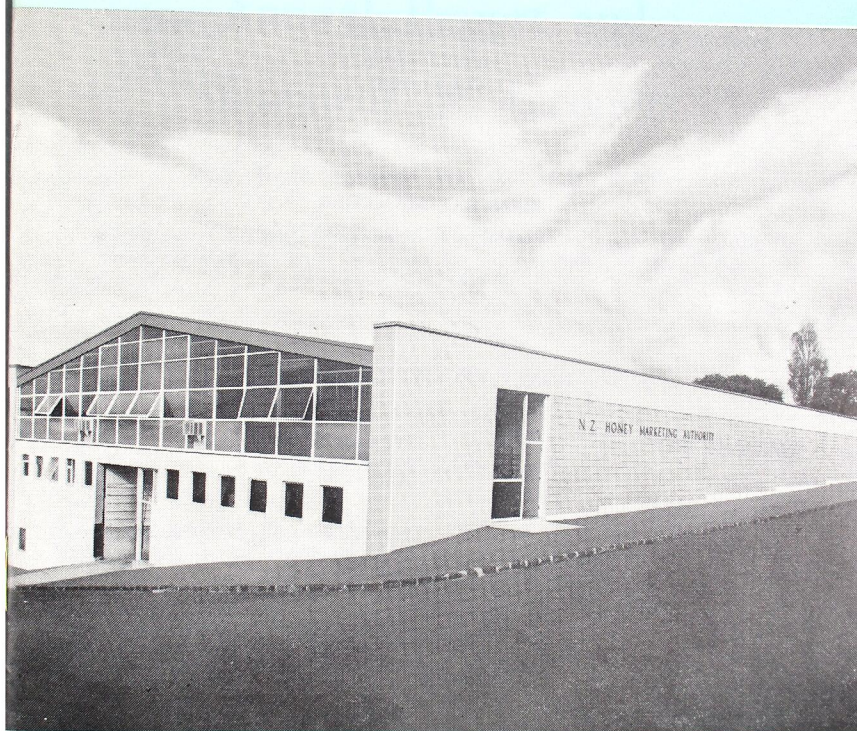


*in 1950
N.Z. Hon*

NEW ZEALAND
HONEY MARKETING AUTHORITY



THIRTEENTH
Annual Report and
Statement of Accounts
for Year Ended August 31st, 1966

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

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, 1966**

PRODUCER MEMBERS

J. W. FRASER, N.D.Ap.(N.Z.), Ryal Bush (Chairman).
J. D. LORIMER, N.D.Ap.(N.Z.), Hamilton (Deputy Chairman).
J. R. BARBER, Pio Pio.
P. BERRY, N.D.Ap.(N.Z.), Havelock North.

GOVERNMENT REPRESENTATIVE

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

**NEW ZEALAND
HONEY MARKETING AUTHORITY
THIRTEENTH ANNUAL REPORT
and
STATEMENT OF ACCOUNTS**

The Hon. Minister of Agriculture,
Wellington.
Sir,

In compliance with Section 11 of the Primary Products Marketing Act, 1953, I am submitting to you the Annual Report of the New Zealand Honey Marketing Authority for the year ending August 31st, 1966.

Personnel of the Authority

The election held in September, 1966, was contested by four producers. Mr. J. R. Barber was returned to office, but Mr. P. Berry was defeated at the polls and his seat on the Authority was taken by Mr. H. Cloake, of Timaru.

Conditions of Supply

No basic alterations were made to the "Conditions of Supply" for the 1965/66 season's crop.

A change was made, however, in the rate of Advance Payment upon grading. This move was not made in anticipation of a lower final payout to producers but was a prudent measure taken to ensure that the limited finance available from the Reserve Bank would enable the Authority to make advances on the new season's crop over the peak intake period, and at the same time enable honey stocks to be carried over from season to season as supply and market conditions dictated.

Notice was given to suppliers of the Authority's intention to create an additional payment category. This category, to be known as "A plus", represents the top honey in category A with 97.35 payout points or better, and is intended to include honey grading Extra Delicate for flavour and 95 or more colour points. The creation of this new category is in accordance with the Authority's policy of relating the payout for individual grades of honey as closely as possible to realisations.

In view of a deterioration in the prices obtainable overseas for Rata honey, it was necessary to increase the amount of the With-Holding payment on this type of honey from 1d to 1½d per lb. The rates of the With-Holding Payments for all other honeys remained the same.

Production and Intake

The intake of 1,067 tons represented a below average season but was an increase of 317 tons on the previous season's supply. The only production area showing a marked reduction in supply was Southland, where a disastrous crop reduced the intake by nearly two-thirds. A feature of the Westland intake was a complete failure of the Rata crop, but this was compensated for by an above average Kamahi crop, a type of honey that does produce some marketing problems.

Payout

The average payout per pound of honey accepted under the Pro-Rata Payment was 13.58d per lb, which related directly to a high average grading of 89.75.

The total payout for all grades of honey and refunds of With-Holding Payments were maintained at the same level as the 1964/65 Season.

Containers and Packaging

The trend towards the use of 5-gallon cans and 44-gallon drums as a media for bulk supply continues. The Authority is conscious, however, of a danger which exists in allowing the producer an unrestrained freedom in the choice of bulk containers for supply to the Authority when that choice is not acceptable to the overseas purchasers of our bulk honey. In this respect further restraining measures can be expected towards the supply of honey in 44-gallon drums to depots other than Auckland.

Markets and General Marketing Policy

Overseas prices have been held at consistently high levels throughout the year. Quantities of bulk honey available for sale overseas have been substantially

reduced on account of the very low 1964/65 crop and could be a contributing factor towards the maintenance of overseas prices. In the Amber grades so little honey was made available to the Authority's London Agent as to make the prices received completely unrealistic for the purpose of making comparisons or determining marketing trends. The graph at the conclusion of the report will show that the realisations for New Zealand White Clover have evened off over the last few years at 180/- per cwt. CIF London. While no trends towards reduced returns for this grade are apparent, there does not, on the other hand, appear to be any indication that increased returns could be expected, especially in view of the U.K. economic situation, the possibilities of U.K.'s entry into the E.E.C. and competition from other honey producing countries. The constant trend towards increasing overseas freights, handling and distribution costs are all factors which, in view of the outlook towards increased returns for our bulk honey, must eventually reflect in the nett realisations available to the Authority for distribution to its suppliers.

With the introduction of a complete new range of honey packs featuring the attractive presentation of a comprehensive range of honey from selected floral sources, a new concept has been given to the marketing of our honey in retail packs. Considerable overseas interest has been generated in these packs, and it is hoped that over a period of time this trade may develop into a major avenue of disposal for a wide variety of honey types at prices returning to the supplier a more realistic return for his efforts.

On the local market there has been no sudden trend towards increasing prices since honey was exempted from Price Control in July, 1965. Initial increases at retail level resulted from the grocery trade increasing trade margins, but the only increase at packers level was made in April, 1966, when the Authority increased the prices of its Clover Blend packs by 3d per lb and its Light Amber Blend packs by 1½d per lb. Not all packers took advantage of this lead given by the Authority and honey is readily available on the local market at a variety of prices, demonstrating the competitive nature of the local market.

Reserves

A season of below average intake resulted in a further withdrawal from the Overhead Equalisation Reserve, reducing the balance of this account to an ineffective level. An appropriation of £3,610 was made towards the creation of a General Reserve Account which represented the difference between actual realisation and expected realisation of unsold honey stocks as at August 31st, 1965. It is the considered view of the Authority that it would be an unwise procedure to use such gains for the purpose of increasing the payout, as an unrealistic state of affairs would be presented to suppliers. It may well be, however, that in the event of a disastrous trading year such reserves may be utilised for the purpose of maintaining the level of payout.

An accumulation of funds held for the specific purpose of advertising the Authority's brand names has been diverted to a General Advertising Reserve. This amount of £1,000 has been offered to branches of the National Beekeepers' Association as a fund to be used as a subsidy towards honey promotion on a regional basis.

Honey Promotion

The importance of encouraging a higher consumption of honey within New Zealand was recognised by increasing the expenditure on honey promotion from £3,000 to £5,000. Radio advertising remains as the principal media, supported by a children's colouring competition designed to encourage producer/packer participation, and also distribution of project material through the Trades Alphabet. Participation in the colouring competition project by the industry was disappointing, with the result that the Authority carried the major proportion of the cost. The Authority also co-operated with branches of the National Beekeepers' Association in staging exhibits at provincial shows and participated in successful displays at Auckland, Hamilton, Tauranga, Whangarei and Invercargill.

The policy of co-operation with the National Beekeepers' Association in providing financial assistance for projects designed to benefit and develop the industry as a whole has been continued.

Yours faithfully,

J. W. FRASER, Chairman.

NEW ZEALAND HONEY MARKETING AUTHORITY

FINANCIAL SECTION

REPORT OF THE AUDIT OFFICE

To the Chairman and members of the New Zealand Honey Marketing Authority.
The Audit Office, acting under statutory authority, has audited the accounts of the New Zealand Honey Marketing Authority for the year ended 31st August, 1966.

The Audit included such reviews of the accounting procedures and tests of the accounting records and other supporting evidence as were considered necessary in terms of section 20, Public Revenues Act, 1953. All the information and explanations required have been obtained. The financial transactions which have come under notice have been within statutory authority.

In the opinion of the Audit Office the attached Balance Sheet and accompanying accounts give a true and fair view of the state of affairs of the Authority as at 31st August, 1966, and of the results of the financial operations of the year.

B. D. A. GREIG, Controller and Auditor-General.

LOCAL HONEY MARKETING ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1966

1965 £		Tons	£	Tons	Amounts to nearest £
	LOCAL SALES				
82,701	Gross realisations			535	107,447
	Less selling and distribution charges				
2,616	Commission		3,290		
2,915	Freight and cartage		3,867		7,157
77,170	Realisation ex factory door ..			535	100,290
	Closing Honey stocks as at August 31st, 1966				
12,510	Forward sales (at estimated ex store realisation)	110	17,694	110	17,694
89,680				645	117,984
	Less opening Honey stocks as at September 1st, 1965				
9,014	(Forward sales at estimated ex store realisation)			85	12,510
	Nett realisations from Honey sold in N.Z. or held in N.Z. for local sale as at August 31st, 1966, transferred to Consolidated Honey Marketing Account			560	105,474

NEW ZEALAND HONEY MARKETING AUTHORITY

OVERSEAS HONEY MARKETING ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1966

1965 £	Tons	£	Tons	Amounts to nearest £
	OVERSEAS SALES			
	Gross realisations—through Kimpton Bros. (Red Carnation) Ltd.			
93,010			376	67,478
10,405			35	8,438
<u>103,415</u>			<u>411</u>	<u>75,916</u>
	Less Direct Charges			
	Charges to F.O.B., freight, landing, warehousing, trans-shipment, overseas delivery and general export expenses			
12,833		9,453		
210		169		
3,712		2,693		
1,923		745		13,060
<u>84,737</u>			<u>411</u>	<u>62,856</u>
	Realisation ex store door — N.Z.			
	Closing Honey stocks afloat or overseas as at August 31st, 1966			
	Forward sales (at estimated ex store realisation)			
13,268	18	2,646		
	Unsold (at standard valuation of 11d per lb. ex store)			
11,366	102	10,433	120	13,079
<u>109,371</u>			<u>531</u>	<u>75,935</u>
	Less opening Honey stocks afloat or Overseas as at September 1st, 1965 (forward sales at estimated ex store realisation and unsold at standard valuation)			
20,286			204	24,634
<u>89,085</u>			<u>327</u>	<u>51,301</u>
	Less indirect export charges			
	Overseas advertising			
219				47
<u>88,866</u>			<u>327</u>	<u>51,254</u>
	Nett realisations from Honey shipped overseas transferred to Consolidated Honey Marketing Account			

NEW ZEALAND HONEY MARKETING AUTHORITY

CONSOLIDATED HONEY MARKETING ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1966

1965 £	Tons	£	Tons	Amounts to nearest £
	NETT REALISATIONS			
	Honey shipped and sold or held for sale overseas (transferred from Overseas Honey Marketing Account)			
88,866			327	51,254
	Honey sold in N.Z. or held for sale in N.Z. (transferred from Local Honey Marketing Account)			
80,666			560	105,474
<u>169,532</u>			<u>887</u>	<u>156,728</u>
	Closing Honey stocks held in bulk in N.Z. as at August 31st, 1966			
	Forward sales — overseas (at estimated ex store realisation)			
6,052	45	6,723		
	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)			
37,209	530	54,421	575	61,144
<u>212,793</u>			<u>1462</u>	<u>217,872</u>
	Less opening Honey stocks held in bulk in N.Z. as at September 1st, 1965 (forward sales at estimated ex store realisation and unsold at standard valuation)			
77,705			404	43,261
	Nett realisations from Honey marketing operations transferred to General Revenue Account			
<u>135,088</u>			<u>1058</u>	<u>174,611</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

HONEY LEVY ACCOUNT
FOR THE YEAR ENDING AUGUST 31st, 1966

1965 £		Amounts to nearest £	£
	REVENUE		224
237	Sales of adhesive seals	17,573	
16,839	Stamped lids	2,436	
2,085	Canisters	1,151	21,384
1,650	Labels and other sources	<u> </u>	
<u>20,811</u>			
	Less direct costs of collection		
	Charges for stamping lids and alterations to printing blocks ..		481
830			<u>20,903</u>
19,981	Nett Revenue		
	Less Appropriations		
	Grant to National Beekeepers' Assn. of N.Z. Inc.	1,300	
1,300	Advertising—Honey in general ..	5,084	
2,996	Financial assistance towards industry development	292	6,676
450		<u> </u>	
<u>15,235</u>	Balance transferred to General Revenue Account		<u>14,227</u>

GENERAL REVENUE ACCOUNT
FOR THE YEAR ENDING AUGUST 31st, 1966

1965 £		Amounts to nearest £	£
135,088	Honey marketing realisations —transferred from Consolidated Honey Marketing Account		174,611
734	Storage and fork lift hire (nett revenue)		586
169	Penalties		
11	Low specific gravity	496	504
	Sub-standard packaging	<u>8</u>	
15,235	Honey levy —transferred from Honey Levy Account		14,227
<u>151,237</u>	Total revenue transferred to Appropriation Account		<u>189,928</u>

NEW ZEALAND HONEY MARKETING AUTHORITY
WORKING AND OVERHEAD ACCOUNT
FOR THE YEAR ENDING AUGUST 31st, 1966
CONTINUED

1965 £	Amounts to nearest £	Amounts to nearest £	47,306
	BROUGHT FORWARD		
	Other charges		
	Interest—Reserve Bank of N.Z.—		
	Overdraft		552
738	Interest—State Advances Corpora- tion		4,132
4,156	Rates—Auckland store and factory		1,075
1,048	Insurance		473
460	Repairs and maintenance—buildings		168
73	Depreciation		
	Plant and equipment	2,239	
2,296	Building	853	
849	Office equipment	427	3,519
202	Advertising—Authority Brands	89	10,008
540	Total working costs and overhead charges transferred to Appropriation Account		57,314
51,066			

APPROPRIATION ACCOUNT
FOR THE YEAR ENDING AUGUST 31st, 1966

1965 £	Amounts to nearest £	Amounts to nearest £
	REVENUE transferred from General Revenue Account	189,928
151,237	Less working costs and overhead charges .. Transferred from Working and Overhead Account	57,314
100,171		132,614
	Less transfer to General Reserve Being difference between actual realisation and expected realisation of unsold Honey stocks as at August 31st, 1965	3,610
-7,969	Less principal repayment on mortgage Appropriated to Mortgage Redemption Reserve	1,718
-1,629	Less transfer to Stock Fluctuation Account Being appropriation made from Stock Fluc- tuation Account August 31st, 1965 (represent- ing difference between estimated realisation and standard valuation of 11d per lb. ex store of Honey stocks as at August 31st, 1965) transferred back to Stock Fluctuation Account	17,329
-22,174		22,657
68,399	Add transfer from Overhead Equalisation Reserve	1,039
6,917	Add transfer from Stock Fluctuation Account Being appropriation from Stock Fluctuation Account August 31st, 1966 (representing difference between estimated realisation and standard valuation of 11d per lb. ex store of Honey stocks as at August 31st, 1966)	22,715
17,329	Amount distributed to Honey suppliers as detailed in Distribution Account	133,711
92,645		

NEW ZEALAND HONEY MARKETING AUTHORITY

DISTRIBUTION ACCOUNT

FOR THE YEAR ENDING AUGUST 31st, 1966

1965 £		Payout Points	lbs.	£	Amounts to nearest £
4,559	A. Honey purchased from suppliers on straight purchase basis		150,925		8,182
	B. Advance payments to suppliers on grading				
	Payout points 87.55/over at 10½d	1,377,963	1,460,574	60,286	
	Payout points 87.54/under at 9½d	631,160	777,844	24,983	
			2,389,343	85,269	
	Less with-holding Payments		lbs.	£	
	Manuka	54,166	¼d	113	
	Tawari	140,274	1d	584	
	Rata	—	1½d	—	
	Kamahi	29,970	2d	250	
61,093	Kamahi	130,814	2½d	1,363	2,310 82,959
	C. Final payment to suppliers		Payout Points	lbs.	
	Payout points 87.55/over	1,377,963	1,460,574	27,643	
	Payout points 87.54/under	631,160	777,844	13,727	
				41,370	
	Refund of with-holding Payments		lbs.	£	
	Manuka	54,166	¼d	113	
	Tawari	140,274	1d	584	
	Kamahi	29,970	¼d	94	
26,993	Kamahi	130,814	¼d	409	1,200 42,570
92,645	Amount distributed to Honey suppliers transferred from Appropriation Account				133,711

NEW ZEALAND HONEY MARKETING AUTHORITY
BALANCE SHEET

AS AT AUGUST 31st, 1966

Accumulated Funds, Reserves and Liabilities

1965 £	ACCUMULATED FUNDS	Amounts to nearest £	£
22,849	Balance as at September 1st, 1965	£	22,849
	MORTGAGE REDEMPTION RESERVE — representing accumulated principal repayments on mortgage.		
	Balance as at September 1st, 1965	7,394	
7,395	Add principal repayment — year ending August 31st, 1966	1,718	9,112
	STOCK FLUCTUATION A/C		
	Balance as at September 1st, 1965	22,671	
	Add transfer from Appropriation Account (as explained in Appropriation Account)	17,329	
		40,000	
22,671	Less transfer to Appropriation Account (as explained in Appropriation Account)	22,715	17,285
	GENERAL RESERVE		
	Transfer from Appropriation Account (as explained in Appropriation Account)		3,610
	OVERHEAD EQUALISATION RESERVE		
	Balance as at September 1st, 1965	1,052	
1,052	Less transfer to Appropriation Account	1,039	13
	"HONEYGOLD" ADVERTISING RESERVE		
	Balance as at September 1st, 1965	1,000	
1,000	Less Transferred to General Advertising Reserve	1,000	—
	GENERAL ADVERTISING RESERVE		
	Transfer from "Honeygold" Advertising Reserve		1,000
54,967			53,869
	CURRENT LIABILITIES		
	Trade Creditors and Accrued Expenses		
2,652		6,632	
26,993	Honey suppliers — final payment	42,570	
	Bank Overdraft		
	Reserve Bank of New Zealand (Secured on honey stocks)	58,638	107,840
63,400		58,638	107,840
	LONG TERM LIABILITIES		
	State Advances Corporation (secured on buildings and plant)	90,000	
82,605	Less principal repaid	9,112	80,888
230,617			242,597

NEW ZEALAND HONEY MARKETING AUTHORITY

BALANCE SHEET

AS AT AUGUST 31st, 1966

1965 £	ASSETS	Tons	Amount to nearest £ £ £		
	FIXED				
83,217	Land and buildings (at cost less depreciation)			82,851	
14,541	Factory plant (at cost less depreciation)			12,643	
1,192	Office furniture and equipment (at cost less depreciation)			2,213	
1,807	Pallets, loose equipment and tools — Auckland factory and depots (at valuation)			1,845	
100,757	TOTAL FIXED ASSETS				99,552
	CURRENT				
20	Cash in hand			20	
2,360	Bank—current account			241	
	Sundry Debtors				
3,977	Overseas		2,461		
25,058	Local trading, suppliers and levy		30,713	33,174	
	Payments in advance				
3,432	Freight, marine insurance, F.O.B. charges		1,622		
88	Air travel deposit		35		
1,062	Sundry expenses		853	2,510	
	HONEY STOCKS				
	Overseas				
13,268	Forward sales (at estimated ex store realisation)	18	2,646		
11,366	Unsold (at standard valuation of 11d per lb. ex store)	102	10,433		
	New Zealand				
6,052	Overseas forward sales (at estimated ex store realisation)	45	6,723		
12,510	N.Z. forward sales (at estimated ex store realisation)	110	17,694		
37,209	Unsold (at standard valuation of 11d per lb. ex store)	530	54,421	91,917	
			805		
10,275	Packing materials (at cost)			11,988	
2,467	Returnable Bulk Containers (at Valuation)			2,135	
716	Stationery and advertising material (at cost)			1,060	
	TOTAL CURRENT ASSETS				143,045
230,617	TOTAL ASSETS				242,597

C. T. GOSSE, F.C.I.S., A.R.A.N.Z.
General Manager.
13/10/66.

NEW ZEALAND HONEY MARKETING AUTHORITY

STATISTICAL SECTION

A. PARTICULARS OF PAYMENTS TO SUPPLIERS —
1965/66 SEASON

Category	Grade Equivalent	Range of Grading Points	Average Points	Payment per 100 Grading Points			Average per lb.
				Advance	Final	Total	
A+	White Clover 95/100	97.35/over	98.83	10½d.	5d.	15½d.	15.319
A	White Clover 91/94	93.25/97.34	95.51	10½d.	5d.	15½d.	14.804
B	Clover & Mixed	91.00/93.24	91.92	10½d.	4½d.	15d.	13.788
C	Extra Light Amber	87.55/90.99	89.29	10½d.	4½d.	15d.	13.393
D	Light Amber 60/75	79.25/87.54	83.95	9½d.	5½d.	15d.	12.592
E	Light Amber 50/59	75.75/79.24	77.81	9½d.	5½d.	15d.	11.671
F	Med. Amber 40/49	72.25/75.74	73.88	9½d.	4d.	13½d.	9.974
G	Med. Amber 30/39	72.24/under	70.17	9½d.	3½d.	13½d.	9.297

B. COMPARISON OF PAYMENTS TO SUPPLIERS —
3 YEARS 1963/66

Payment Category	Rep. Grading Points	1965/66		1964/65		1963/64	
		Per 100 Grad. Pts.	Per lb.—Pence	Per 100 Grad. Pts.	Per lb.—Pence	Per 100 Grad. Pts.	Per lb.—Pence
A+	97.65	15.50	15.136	15.50	15.136	15.50	15.136
A	95.33	15.50	14.776	15.50	14.776	15.50	14.776
B	93.10	15.00	13.965	15.00	13.965	15.00	13.965
B	92.10	15.00	13.815	15.00	13.815	15.00	13.815
C	88.89	15.00	13.333	15.00	13.333	15.00	13.333
D	82.40	15.00	12.360	15.00	12.360	15.00	12.360
E	77.87	15.00	11.681	15.00	11.681	15.00	11.681
F	73.91	13.50	9.978	13.50	9.978	13.50	9.978
G	71.11	13.25	9.422	13.25	9.422	13.25	9.422
G	70.00	13.25	9.275	13.25	9.275	13.25	9.275

C. COMPARISON OF AVERAGE GRADINGS AND OVERALL
AVERAGE PAYMENTS PER LB.—10 YEARS, 1957/66
(EXCLUDING STRAIGHT PURCHASES)

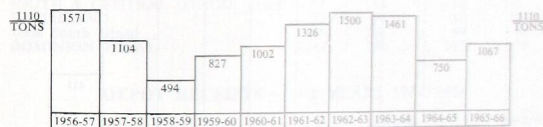
Season	Quantity Tons	Average Grading Points	Overall Average Payment per lb.—d.	Season	Quantity Tons	Average Grading Points	Overall Average Payment per lb.—d.
1957/58	1,037	86.33	11.65	1962/63	1,387	89.47	13.01
1958/59	397	91.02	13.10	1963/64	1,297	91.34	13.91
1959/60	724	86.47	12.53	1964/65	709	89.32	13.49
1960/61	853	87.39	12.71	1965/66	999	89.75	13.58

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.

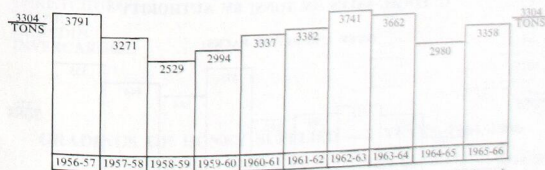
NEW ZEALAND HONEY MARKETING AUTHORITY
D. SEALS REVENUE AND EQUIVALENT IN TONS OF HONEY
 (ALL FIGURES REPRESENT TONS EXCEPT WHERE OTHERWISE SHOWN)

10 YEAR AVERAGE	1956-57	1957-58	1958-59	1959-60	1960-61	1961-62	1962-63	1963-64	1964-65	1965-66	10 YEAR AVERAGE
£20,479	2220	2167	2035	2167	2335	2056	2241	2201	2230	2291	2194 TONS
	£	£	£	£	£	£	£	£	£	£	
	20,718	20,226	18,989	20,228	21,793	19,185	20,917	20,542	20,811	21,384	

E. HONEY SUPPLIED TO AUTHORITY (IN TONS)



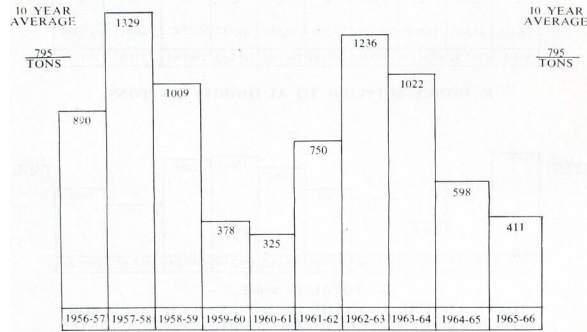
TOTAL D. and E.
TOTAL ANNUAL TONNAGE OF HONEY ACCOUNTED FOR EITHER BY SUPPLY TO THE AUTHORITY OR LOCAL SALES ON WHICH SEALS LEVY WAS PAID BY PRODUCERS AND PACKERS (IN TONS)



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

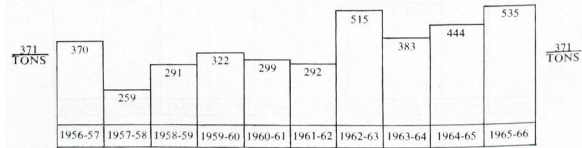
NEW ZEALAND HONEY MARKETING AUTHORITY

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 1964/1966

PRODUCTION AREAS FROM WHICH HONEY WAS RECEIVED

	Tons Received		Number of Suppliers	
	1965/66	1964/65	1965/66	1964/65
SOUTH PACIFIC ISLANDS	1	1	1	1
NORTH AUCKLAND	32	10	11	7
SOUTH AUCKLAND (including Waikato, Rotorua, Taupo, Hauraki Plains & King Country)	378	269	69	66
BAY OF PLENTY	132	100	21	18
HAWKES BAY & GISBORNE	97	54	20	14
TARANAKI	4	26	1	3
WELLINGTON, WAIRARAPA	4	6	2	3
Total North Island	648	466	125	112
MARLBOROUGH, NELSON	56	34	4	3
WESTLAND	69	70	26	23
NORTH & MID-CANTERBURY	47	1	7	1
SOUTH CANTERBURY	101	28	13	4
NORTH OTAGO	44	5	9	3
SOUTH & CENTRAL OTAGO	65	54	14	12
SOUTHLAND	37	92	11	18
Total South Island	419	284	84	64
DOMINION TOTAL	1,067	750	209	176

DEPOT RECEIPTS — 2 YEARS 1964/1966

	1965/66	1964/65
	Tons	Tons
AUCKLAND	634	430
TAURANGA	—	—
NAPIER	65	45
NEW PLYMOUTH	4	26
GREYMOUTH	69	70
CHRISTCHURCH	47	1
TIMARU	146	32
DUNEDIN	62	54
INVERCARGILL	40	92
	1,067	750

GRADINGS OF HONEY SUPPLIED — 2 YEARS 1964/1966

	1965/66	1964/65
	Tons	Tons
WHITE CLOVER & MIXED WHITE	373	263
EXTRA LIGHT AMBER	368	248
LIGHT AMBER	290	179
MEDIUM AMBER	34	56
DARK AMBER	2	4
	1,067	750

NEW ZEALAND HONEY MARKETING AUTHORITY

I. PARTICULARS OF SALES COMPLETED DURING YEAR
ENDED AUGUST 31st, 1966.

OVERSEAS SALES		London Agency	Direct	Total
Destination		Sales	Sales	Sales
		Tons	Tons	Tons
UNITED KINGDOM	.. ..	188	—	188
SWEDEN	.. ..	134	—	134
EIRE	.. ..	43	—	43
NORWAY	.. ..	6	—	6
ADEN	.. ..	5	—	5
MALAYSIA	.. ..	—	11	11
HONG KONG	.. ..	—	10	10
AUSTRALIA	.. ..	—	8	8
U.S.A.	.. ..	—	2	2
EAST AFRICA	.. ..	—	1	1
CANADA	.. ..	—	1	1
JAPAN	.. ..	—	1	1
PACIFIC ISLANDS	.. ..	—	1	1
		<u>376</u>	<u>35</u>	<u>411</u>

GRADING OF HONEY SOLD OVERSEAS — 1965/1966

	Tons
BULK — WHITE CLOVER AND MIXED WHITE	294
EXTRA LIGHT AMBER	41
LIGHT AMBER	10
MEDIUM AMBER	1
KAMAHI	16
RATA	15
RETAIL PACKS —	
“IMPERIAL BEE” BRAND — CLOVER BLEND	31
“HONEYGOLD” BRAND — LIGHT AMBER BLEND	3
	<u>411</u>

LOCAL SALES DURING YEAR ENDING AUGUST 31st, 1966

	Gradings	Tons
BULK — WHITE CLOVER AND MIXED WHITE	.. ..	1
EXTRA LIGHT AMBER	.. ..	10
LIGHT AMBER	.. ..	15
MEDIUM AND DARK AMBER	.. ..	75
KAMAHI	.. ..	42
MANUKA	.. ..	4
Total Bulk	.. ..	<u>147</u>
RETAIL PACKS —		
“IMPERIAL BEE” BRAND — CLOVER BLEND	214	
“HONEYGOLD” BRAND — LIGHT AMBER BLEND	174	
		<u>388</u>
		<u>535</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

J. PARTICULARS OF CLOSING HONEY STOCKS

FORWARD AND UNCOMPLETED SALES AS AT AUGUST 31st, 1966
NOT INCLUDED IN SECTION I

Overseas	Tons	Gradings	Tons
UNITED KINGDOM	37	WHITE CLOVER & MIXED WHITE	61 (89)
EIRE	21	EXTRA LIGHT AMBER	2 (24)
ADEN	5	LIGHT AMBER	11 (8)
	63	MEDIUM & DARK AMBER	14 (41)
		RATA	2 (11)
Local	110	KAMAHI	41 (18)
		"IMPERIAL BEE" Retail Packs	16 (14)
		"HONEYGOLD" Retail Packs	26 (15)
	173		173 (220)

UNSOLD AS AT AUGUST 31st, 1966

Gradings	Afloat or Overseas Tons	Held in N.Z. Tons	Total Tons
BULK — WHITE CLOVER & MIXED			
WHITE	59 (65)	181 (182)	240 (247)
EXTRA LIGHT AMBER	14 (1)	223 (96)	237 (97)
LIGHT AMBER	— (5)	107 (44)	107 (49)
MEDIUM AMBER	— (—)	4 (—)	4 (—)
KAMAHI	4 (9)	6 (13)	10 (22)
RATA	25 (31)	9 (27)	34 (58)
Total Bulk	102 (111)	530 (362)	632 (473)

Note: 1964/65 Figures in Brackets.

NEW ZEALAND HONEY MARKETING AUTHORITY

**I. PARTICULARS OF SALES COMPLETED DURING YEAR
ENDED AUGUST 31st, 1966.**

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HONG KONG	—	10	10
AUSTRALIA	—	8	8
U.S.A.	—	2	2
EAST AFRICA	—	1	1
CANADA	—	1	1
JAPAN	—	1	1
PACIFIC ISLANDS	—	1	1
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GRADING OF HONEY SOLD OVERSEAS — 1965/1966

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NEW ZEALAND HONEY MARKETING AUTHORITY

J. PARTICULARS OF CLOSING HONEY STOCKS

FORWARD AND UNCOMPLETED SALES AS AT AUGUST 31st, 1966
NOT INCLUDED IN SECTION I

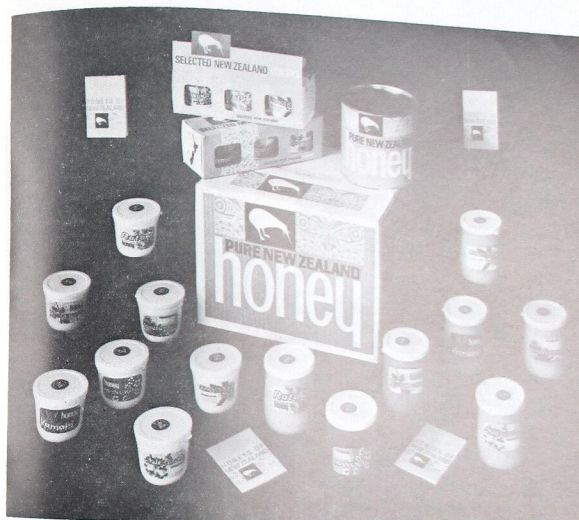
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NEW ZEALAND HONEY MARKETING AUTHORITY



With the introduction of the Authority's "New Look" in Honey packaging every opportunity has been taken to display the range of packs and floral sources in overseas Trade Fairs.

The above photograph represents a display featured at the 1st Asian International Trade Fair at Bangkok, Thailand. Similar displays have also been staged at :—

- The Melbourne Spring Home Exhibition — Australia
- S.I.A.L. Paris Food Fair — France
- Matsuzakaya Department Store — Nagoya — Japan
- Kinokuniya New Zealand Foods Festival — Tokyo — Japan

