

NEW ZEALAND  
HONEY MARKETING AUTHORITY



FOURTEENTH  
Annual Report and  
Statement of Accounts  
for Year Ended August 31st, 1967

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

<b>POSTAL ADDRESS</b>	<b>CABLE ADDRESS</b>	<b>TELEPHONE</b>
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**

**MEMBERS OF AUTHORITY  
AS AT AUGUST 31st, 1967**

**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.  
 H. CLOAKE, N.D.Ap.(N.Z.) Timaru.

**GOVERNMENT REPRESENTATIVE**

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

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**NEW ZEALAND  
HONEY MARKETING AUTHORITY  
FOURTEENTH 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, 1967.

**Personnel of the Authority**

The Election held in September 1967 was contested by three producers. Messrs J. W. Fraser and J. D. Lorimer the two retiring members were the successful candidates and both were re-elected to the office of Chairman and Deputy Chairman respectively.

**Conditions of Supply**

No basic alterations were made to the "Conditions of Supply" for the 1966/67 season crop.

Some minor changes were made:

1. The rate of the With-holding Payment on Rata honey was reduced from 14d to 1d per lb.
2. In view of the restricted overseas sales outlets for White Clover honey packed in 44 gallon drums quotas were applied to those South Island suppliers who are authorised to supply in these containers. Application of such a quota is the first stage of a plan to phase out the use of these containers as an export package for this particular grade.
3. As the Tauranga honey receiving depot was no longer an economical proposition, advice of its closure was given to the Bay of Plenty producers who would in future consign their honey direct to the Auckland store.

**Production and Intake**

The intake of 601 tons represented the lowest seasonal intake since the disastrous year of 1958/59 when only 484 tons were received. This represented a decrease of 466 tons on the previous year. The main decrease occurred in the Auckland, Waikato, Bay of Plenty areas and accounted for 341 tons of the total decrease. Reduced intake to the Napier, Timaru and Dunedin depots accounted for the balance. Christchurch was the only area which recorded an increase while the West Coast and Southland areas more or less broke even.

The reduction was spread evenly throughout the various grades except the Medium Amber grade where an increase of 50 tons was recorded.

**Payout**

The payout for the 1966/67 season was held at the same level as the previous three seasons. The average payout per pound of honey accepted under the Pro-Rata Payment system was 13.28 pence per lb. (11.07 cents) which related directly to the average grading of 88.29.

**Markets and General Marketing Policy**

Overseas prices for bulk have been held at consistently high levels throughout the year. These levels would however be influenced to some extent by the limited availability due to the low intake.

Export Sales in retail packs increased by 15 tons to 50 tons which is a direct result of the successful introduction of the Authority's new range of specialty packs. It is expected that the quantities of honey sold in this manner will gradually be increased to a level where the higher income should reflect considerably in the Authority's export earnings.

Prices on the local market have remained steady since the last increase of 4d

per lb. was made on April 1st, 1967. This increase merely offset increased costs in packaging, wages and internal freights so did not reflect in producers net earnings.

**Reserves**

Because of the low intake the inability of the Authority to absorb its overhead costs in such years was emphasised. Payout was maintained only by the utilisation of the General Reserve balance of \$7220.

An amount of \$1042 was transferred from the General Advertising Reserve Account and distributed in the form of subsidies to Branches of the National Beekeepers' Association of New Zealand Inc., all of whom participated in the 1967 Honey Queen Promotion.

**Honey Promotion**

A feature of 1967 was the overwhelming success of the 1967 Honey Queen Contest and Canterbury Honey Week promotion. The Canterbury Branch of the National Beekeepers' Association is to be congratulated upon their enterprise in sponsoring this project. In addition to the amount of \$1042 distributed as subsidies to Branches the Authority made direct contributions to the project amounting to \$1015. This included the sponsorship of the Authority's own Honey Queen, Miss H. Barber, who made considerable impact in a local Honey Week promotion run at Auckland.

Apart from participation in the N.Z. Trade Alphabets School Project scheme the main media adopted for general advertising continued in the form of radio advertising.

Yours faithfully,

J. W. FRASER, Chairman

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## 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, 1967.

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, 1967, and of the results of the financial operations of the year.

R. S. MEECH, Deputy Controller and Auditor-General.

NEW ZEALAND HONEY HONEY PROCESSING AND FOR THE YEAR ENDING			
1965/66		1966/67	
\$		\$	\$
	<b>Direct Charges</b>		
33,476	Handling Charges	30,850	
338	Marine Insurance	262	
13,456	Commission	12,247	
<u>47,270</u>			43,359
	<b>Processing &amp; Blending Costs</b>		
3,718	Fuel Repairs & Maintenance	4,156	
45,630	Packing Materials	52,102	
14,130	Wages	15,386	
<u>63,478</u>			71,644
	<b>Miscellaneous</b>		
272	Advertising	682	
9,986	Store & Depot Costs	10,666	
7,686	Interest (Building Loan)	7,486	
2,000	Rates	2,052	
792	Insurance	981	
6,065	Depreciation	5,214	
312	Repairs and Maintenance	179	
<u>27,113</u>			27,260
160,810	Stocks as at 1st September, 1966	183,835	
	Less Stocks as at 31st August, 1967		
-35,388	Local—Forward Sales	36,352	
-108,842	Unsold	48,364	
	Overseas Forward Sales	84,716	
-39,604		43,008	
			127,724
260,467	Bal. Trans. to Income & Expenditure A/c.		56,111
<u>\$375,304</u>			163,420
			<u>\$361,794</u>

INCOME AND FOR THE YEAR ENDING			
1965/66		1966/67	
\$		\$	\$
	<b>Administration</b>		
2,360	Printing, Stationery, Postages etc.	2,803	
1,448	General Expenses	1,483	
470	Audit Fees	578	
12,714	Salaries	13,523	
2,874	Members—Honoraria	2,973	
794	Travelling Expenses	1,108	
50	Election Expenses	101	
1,682	Interest	1,833	
150	Rates	154	
154	Insurance	151	
24	Repairs and Maintenance—Building	14	
10,168	Advertising	11,342	
<u>32,888</u>			36,063
	<b>Grants</b>		
2,600	National Beekeepers' Association	2,600	
584	Industry Development	616	
<u>3,184</u>			3,216
	<b>Depreciation</b>		
973	Building and Office Equipment	919	
265,228	Surplus transferred to Appropriation Account		919
<u>\$302,273</u>			161,950
			<u>\$202,148</u>



**NEW ZEALAND HONEY  
APPROPRIATION  
FOR THE YEAR ENDING**

1965/66		
\$		
7,220	General Reserve Account* .....	7,220
3,436	Mortgage Redemption Reserve—Principal Instalment .....	3,560
	Stock Fluctuation Account .....	
34,658	Adjusting provision made for Year Ending 31/8/66 .....	45,430
267,422	Distribution to Suppliers .....	146,357
<u>\$312,736</u>		<u>\$202,460</u>
	* Surplus from actual and expected realisations of unsold stock held at 31/8/66.	

**STOCK FLUCTUATION  
FOR THE YEAR ENDING**

1965/66		
\$		
45,430	Transfer to Appropriation Account .....	26,000
	Adjustment for Year Ending 31/8/67 .....	
	Provision for difference between estimated realisation and standard valuation of stock on hand at 31/8/67. ....	
34,570	Balance 31/8/67 .....	54,000
<u>\$80,000</u>		<u>\$80,000</u>

**BALANCE SHEET AS**

1965/66		1966/67	
\$		\$	\$
	<b>Current Liabilities</b>		
117,276	Bank Overdraft—Reserve Bank .....	109,307	
13,264	Trade Creditors .....	11,411	
85,140	Honey Suppliers—Final Payment due .....	45,362	
<u>215,680</u>			166,080
	<b>Reserves and Accumulated Funds</b>		
45,698	Accumulated Funds .....	45,698	
7,220	General Reserve .....	Nil	
34,570	Stock Fluctuation Account .....	54,000	
26	Overhead Equalisation Reserve .....	Nil	
2,000	General Advertising Reserve .....	958	
<u>89,514</u>			100,656
	<b>Long Term Liabilities and Capital Reserve</b>		266,736
161,776	Loan—State Advances Corporation .....	158,207	
	Mortgage Redemption Reserve 31/8/66 .....	18,224	
18,224	Repayment Current Year .....	3,569	
<u>180,000</u>		21,793	180,000
<u>\$485,194</u>			<u>\$446,736</u>



**MARKETING AUTHORITY**

**ACCOUNT**

**AUGUST 31st, 1967**

1965/66		
\$		
265,228	Surplus transferred from Income & Expenditure Account	161,950
2,078	Transfer from Overhead Equalisation Reserve	14,510
	Transfer from Stock Fluctuation Account	
45,430	Adjustment made for Year Ending 31/8/67	26,000
<u>\$312,736</u>		<u>\$202,460</u>

**ACCOUNT**

**AUGUST 31st, 1967**

1965/66		
\$		
45,342	Balance, September 1st, 1966	34,570
	Transfer from Appropriation Account	
34,658	Adjusting provision made for Year Ending 31.8.66	45,430
<u>\$80,000</u>		<u>\$80,000</u>

**AT AUGUST 31st, 1967**

1965/66		1966/67	
\$		\$	\$
	<b>Current Assets</b>		
40	Cash	60	
482	Bank Current A/c—B.N.Z.	3,725	
71,368	Debtors	3,785	
183,834	Honey Stock at valuation	80,328	
	Stocks—at cost	127,724	
30,366	Containers Packing and Other Materials at cost	31,823	
<u>286,090</u>			<u>243,660</u>
	<b>Fixed Assets at Cost</b>		
7,600	Land	7,600	
171,408	Buildings	171,942	
58,126	Plant and Equipment	62,881	
8,176	Office Furniture and Equipment	7,796	
245,310		250,019	
46,206	Less Depreciation (Accumulated)	46,943	
<u>199,104</u>			<u>203,076</u>
<u>\$485,194</u>			<u>\$446,736</u>

C. T. GOSSE, F.C.I.S., A.R.A.N.Z.  
General Manager,  
5/12/67.

NEW ZEALAND HONEY MARKETING AUTHORITY  
FINANCIAL STATISTICS

A. ANALYSIS OF LOCAL TRADING

1966			1967	
Tons	\$		Tons	\$
535	214,894	Local Sales—Gross Realisation .....	529	223,341
		Less Selling and Distribution Charges .....		
	6,580	Commission .....		15,767
	7,734	Freight and Cartage .....		207,574
		..... \$6,457		
		..... 9,310		
535	200,580	Realisation ex Store .....	529	

B. ANALYSIS OF OVERSEAS TRADING

		<b>Overseas Sales—Gross Realisations</b>			
376	134,956	Through Kimpton Bros. Ltd. ....	300	107,002	
35	16,876	Direct Sales .....	50	25,974	
411	151,832	<b>Total Sales</b> .....	350	132,976	
		<b>Less Direct Charges</b>			
		Charges to F.O.B., Freight, Landing, Ware-			
		housing, Trans-shipment, Overseas deliv-			
		ery and General Export Expenses \$16,474			
	18,906	Marine Insurance .....		262	
	338	Commission .....		4,454	
	5,386	Incentive Commission .....		1,335	22,525
	1,490	.....			
411	125,712	Realisation ex N.Z. Store .....	350	110,451	
		<b>Less Indirect Charges</b>			
		Overseas Promotion and Advertising .....		535	
	94				
411	\$125,618		350	109,916	

C. ANALYSIS OF CLOSING HONEY STOCKS

Tons	\$		Tons	\$	
		<b>Overseas</b>			
18	5,292	Forward Sales (at estimated "ex Store"			
		valuation .....	65	17,628	
102	20,866	Unsold (at standard valuation of 9.167c per			
		lb. ex store) .....	124	25,380	
		<b>New Zealand</b>			
45	13,446	Overseas Forward Sales (at estimated "ex			
		Store" valuation) .....			
110	35,388	N.Z. Forward Sales (at estimated "ex Store"			
		valuation .....	94	36,352	
530	108,842	Unsold (at standard valuation of 9.167c per			
		lb. ex store) .....	236	48,363	
805	183,834		519	\$127,723	

**NEW ZEALAND HONEY MARKETING AUTHORITY**  
**D. DIRECT COSTS OF PACKING OPERATIONS**

	1966		1967
		<b>Processing and Blending—Direct Costs</b>	
	3,718	Power, Fuel, Plant Repairs and Maintenance	4,156
	8,016	Wages	8,530
	11,734		\$12,686
523 Tons		Quantity Processed	553 Tons
1,172,374 lbs. at 1.001c per lb.		Cost per pound	1,238,168 lbs. at 1.024c per lb.
		<b>Bulk Blends</b>	
		Processing and Blending	
85	1,912	190,969 lbs. at 1.001c	2,556
	2,094	249,508 lbs. at 1.024c	2,328
		Packing Materials	4,884
	4,006		1,036
	1,042	Less Recovery on Sale and Hire of containers	
85	2,964		\$3,848
		<b>Retail Packs</b>	
		Processing and Blending	
438	9,822	981,405 lbs. at 1.001c	10,129
	43,536	988,660 lbs. at 1.024c	49,774
	6,114	Packing Materials	6,857
		Wages	66,760
	59,472		4,107
	5,356	Less Recovery on Sale and Hire of containers	
438	54,116		\$62,653

**E. PARTICULARS OF HONEY LEVY REVENUE**

	\$		\$
	448	Sales of Adhesive Weight Stickers	632
	35,146	Seals Authorities — Waxed Cardboard Cartons	32,514
	4,872	Seals Authorities — Canisters	5,118
	2,302	Seals Authorities — Labels and other sources	720
	\$42,768		\$38,984

NEW ZEALAND HONEY MARKETING AUTHORITY

**F. DISTRIBUTION OF HONEY LEVY**

1966		1967
	<b>Direct Costs of Collection</b>	
	Charges for Stamping Cartons, Alterations to Printing	
962	Blocks, Supplying Weight Stickers, etc. ....	257
	<b>Appropriations</b>	
2,600	Grant to National Beekeepers' Assn of N.Z. Inc. ....	2,600
10,168	Advertising Honey in General ....	11,342
584	Financial Assistance towards Industry Development ....	616
28,454	Balance transferred to General Revenue ....	24,169
	<hr/>	
	\$42,768	<hr/> \$38,984

**G. PARTICULARS OF DISTRIBUTION TO SUPPLIERS**

\$	(a) Honey Purchased from Suppliers on Straight Purchase Basis	lbs.	\$	\$
16,364		93,100		9,760
	(b) Advance Payments to Suppliers on Grading	Payout Pts.		
	Payout Points 87.55/over @ 8.750c	691,736	724,435	60,527
	Payout Points 87.54/under@7.917c	414,933	529,049	32,849
		<hr/>	<hr/>	<hr/>
		1,346,584		93,376
	Less With-holding Payments	lbs.	\$	
	Manuka @ .417c	54,426	227	
	Tawari @ .833c	34,356	286	
	Rata @ 1.250c	—	—	
	Kamahi @ 1.667c	28,539	476	
165,918	Kamahi @ 2.083c	136,212	2,838	3,827
		<hr/>		<hr/>
	(c) Final Payment to Suppliers	Payout Pts.	lbs.	
	Payout Points 87.55/over	691,736	724,435	28,050
	Payout Points 87.54/under	414,933	529,049	17,295
		<hr/>		<hr/>
				45,345
	Refund of With-holding Payments	lbs.	\$	
	Manuka @ .417c	54,426	227	
	Tawari @ .833c	34,356	286	
	Kamahi @ .625c	28,539	178	
85,140	Kamahi @ .625c	136,212	852	1,543
		<hr/>		<hr/>
	\$267,422			<hr/> \$146,197

NEW ZEALAND HONEY MARKETING AUTHORITY

STATISTICAL SECTION

H. PARTICULARS OF PAYMENTS TO SUPPLIERS  
1966/67 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	98.81	8.750c	4.167c	12.917c	12.763c
A	White Clover	91/94	93.25/97.34	95.22	8.750c	4.167c	12.917c	12.299c
B	Clover and Mixed		91.00/93.24	92.07	8.750c	3.750c	12.500c	11.509c
C	Extra Light Amber		87.55/90.99	89.40	8.750c	3.750c	12.500c	11.175c
D	Light Amber		60/75	79.25/87.54	82.93	7.917c	4.583c	12.500c
E	Light Amber		50/59	75.75/79.24	77.55	7.917c	4.583c	12.500c
F	Med. Amber		40/59	72.25/75.74	73.97	7.917c	3.333c	11.250c
G	Med. Amber		30/39	72.24/under	70.11	7.917c	3.125c	11.042c

I. COMPARISON OF PAYMENTS TO SUPPLIERS  
3 YEARS 1964/67

Payment Category	Rep. Grading Points	1966/67		1965/66		1964/65	
		Per 100 Grad. Pts.	Per lb. —Cents	Per 100 Grad. Pts.	Per lb. —Cents	Per 100 Grad. Pts.	Per lb. —Cents
A+	97.65	12.917	12.613	12.917	12.613	12.917	12.613
A	95.33	12.917	12.313	12.917	12.313	12.917	12.313
B	93.10	12.500	11.637	12.500	11.637	12.500	11.637
B	92.10	12.500	11.512	12.500	11.512	12.500	11.512
C	88.89	12.500	11.111	12.500	11.111	12.500	11.111
D	82.40	12.500	10.300	12.500	10.300	12.500	10.300
E	77.87	12.500	9.734	12.500	9.734	12.500	9.734
F	73.91	11.250	8.315	11.250	8.315	11.250	8.315
G	71.11	11.042	7.852	11.042	7.852	11.042	7.852
G	70.00	11.042	7.729	11.042	7.729	11.042	7.729

J. COMPARISON OF AVERAGE GRADINGS AND OVERALL  
AVERAGE PAYMENTS PER LB. — 10 YEARS 1958/67  
(EXCLUDING STRAIGHT PURCHASES)

Season	Quantity Tons	Average Grading Points	Overall Average Payment per lb.—c.	Season	Quantity Tons	Average Grading Points	Overall Average Payment per lb.—c.
1957/58	1,037	86.33	9.71	1962/63	1,387	89.47	10.84
1958/59	397	91.02	10.92	1963/64	1,297	91.34	11.59
1959/60	724	86.47	10.44	1964/65	709	89.32	11.24
1960/61	853	87.39	10.59	1965/66	999	89.75	11.32
1961/62	1,234	85.09	9.27	1966/67	560	88.29	11.07

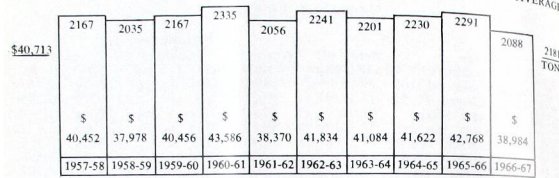
Note: The overall average payment per lb. reflects the quality and quantity of the Honey supplied in a season and should be studied in conjunction with the tonnage and average grading point figures.

NEW ZEALAND HONEY MARKETING AUTHORITY

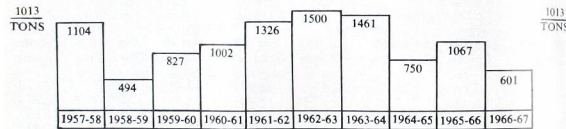
**K. SEALS REVENUE AND EQUIVALENT IN TONS OF HONEY**  
(ALL FIGURES REPRESENT TONS EXCEPT WHERE OTHERWISE SHOWN)

10 YEAR  
AVERAGE

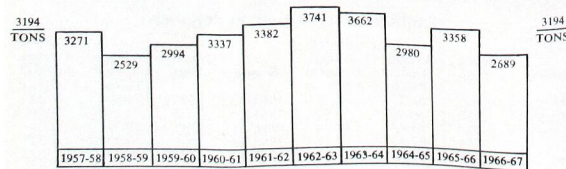
10 YEAR  
AVERAGE



**L. HONEY SUPPLIED TO AUTHORITY (IN TONS)**



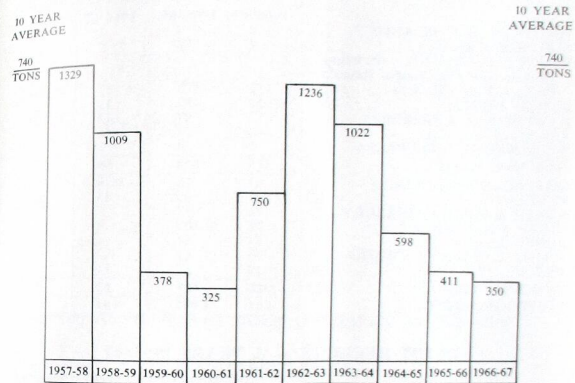
**TOTAL K and L**  
**TOTAL ANNUAL TONNAGE OF HONEY ACCOUNTED FOR**  
**EITHER BY SUPPLY TO THE AUTHORITY OR LOCAL SALES**  
**ON WHICH SEALS LEVY WAS PAID BY PRODUCERS AND**  
**PACKERS (IN TONS)**



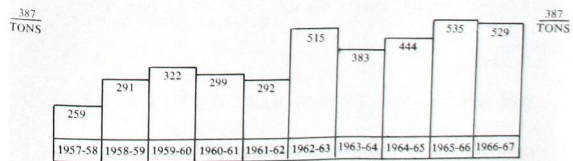
Note: The above figures do not include sales made by producers on which seals levy is exempt.

NEW ZEALAND HONEY MARKETING AUTHORITY

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



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



NEW ZEALAND HONEY MARKETING AUTHORITY

O. PARTICULARS OF SUPPLY — 2 YEARS 1965/67

PRODUCTION AREAS FROM WHICH HONEY WAS RECEIVED

	Tons Received		Number of Suppliers	
	1966/67	1965/66	1966/67	1965/66
SOUTH PACIFIC ISLANDS .. .. .	4	1	1	1
NORTH AUCKLAND .. .. .	7	32	5	11
SOUTH AUCKLAND (including Waikato, Rotorua, Taupo, Hauraki Plains & King Country) .. .. .	152	378	57	69
BAY OF PLENTY .. .. .	52	132	13	21
HAWKES BAY & GISBORNE .. .. .	57	97	12	20
TARANAKI .. .. .	—	4	—	1
WELLINGTON, WAIRARAPA .. .. .	1	4	1	2
<b>Total North Island .. .. .</b>	<b>273</b>	<b>648</b>	<b>89</b>	<b>125</b>
MARLBOROUGH, NELSON .. .. .	69	56	4	4
WESTLAND .. .. .	70	69	25	26
NORTH & MID-CANTERBURY .. .. .	74	47	7	7
SOUTH CANTERBURY .. .. .	22	101	4	13
NORTH OTAGO .. .. .	14	44	4	9
SOUTH & CENTRAL OTAGO .. .. .	30	65	7	14
SOUTHLAND .. .. .	49	37	11	11
<b>Total South Island .. .. .</b>	<b>328</b>	<b>419</b>	<b>62</b>	<b>84</b>
<b>DOMINION TOTAL .. .. .</b>	<b>601</b>	<b>1,067</b>	<b>151</b>	<b>209</b>

DEPOT RECEIPTS — 2 YEARS 1965/67

	1966/67	1965/66
	Tons	Tons
AUCKLAND .. .. .	—	634
TAURANGA .. .. .	293	—
NAPIER .. .. .	—	65
NEW PLYMOUTH .. .. .	49	4
GREYMOUTH .. .. .	—	69
CHRISTCHURCH .. .. .	70	47
TIMARU .. .. .	74	146
DUNEDIN .. .. .	35	62
INVERCARGILL .. .. .	31	40
	49	—
	<b>601</b>	<b>1,067</b>

GRADINGS OF HONEY SUPPLIED — 2 YEARS 1965/67

	1966/67	1965/66
	Tons	Tons
WHITE CLOVER & MIXED WHITE .. .. .	—	—
EXTRA LIGHT AMBER .. .. .	234	373
LIGHT AMBER .. .. .	172	368
MEDIUM AMBER .. .. .	113	290
DARK AMBER .. .. .	81	34
	1	2
	<b>601</b>	<b>1,067</b>



NEW ZEALAND HONEY MARKETING AUTHORITY

P. PARTICULARS OF SALES COMPLETED DURING YEAR  
ENDED AUGUST 31st 1967

OVERSEAS SALES Destination	London Agency	Direct	Total
	Sales Tons	Sales Tons	Sales Tons
UNITED KINGDOM	139	1	140
SWEDEN	84	—	84
IRE	32	—	32
NORWAY	17	—	17
GERMANY	15	—	15
HONG KONG	—	14	14
ADEN	11	—	11
AUSTRALIA	—	9	9
MALAYSIA & SINGAPORE	—	8	8
EAST AFRICA	—	5	5
JAPAN	—	4	4
U.S.A.	—	3	3
PACIFIC ISLANDS	—	3	3
BELGIUM	2	—	2
CANADA	—	1	1
INDONESIA	—	1	1
THAILAND	—	1	1
	<u>300</u>	<u>50</u>	<u>350</u>

GRADING OF HONEY SOLD OVERSEAS — 1966/1967

	Tons
BULK — WHITE CLOVER AND MIXED WHITE	235
EXTRA LIGHT AMBER	36
LIGHT AMBER	24
KAMAHI	4
RATA	2
RETAIL PACKS —	
“IMPERIAL BEE” BRAND — CLOVER BLEND	37
“HONEYGOLD” BRAND — LIGHT AMBER BLEND	1
NAMED FLORAL SOURCES — MIXED	11
	<u>350</u>

LOCAL SALES DURING YEAR ENDING AUGUST 31st 1967

	Gradings	Tons
BULK —	EXTRA LIGHT AMBER	14
	LIGHT AMBER	16
	MEDIUM AND DARK AMBER	58
	KAMAHI	69
	MANUKA	1
	<b>Total Bulk</b>	<b>158</b>
RETAIL PACKS —		
	“IMPERIAL BEE” BRAND — CLOVER BLEND	151
	“HONEYGOLD” BRAND — LIGHT AMBER BLEND	139
	NAMED FLORAL SOURCES — MIXED	81
		<u>371</u>
		<b>529</b>

NEW ZEALAND HONEY MARKETING AUTHORITY

Q. PARTICULARS OF CLOSING HONEY STOCKS

FORWARD AND UNCOMPLETED SALES AS AT AUGUST 31st, 1967  
NOT INCLUDED IN SECTION I

Overseas	Tons	Gradings	Tons
UNITED KINGDOM	55	WHITE CLOVER & MIXED WHITE	30 (40)
NORWAY	10	EXTRA LIGHT AMBER	38 (2)
	—	LIGHT AMBER	2 (10)
	65	MEDIUM & DARK AMBER	12 (14)
		RATA	— (2)
Local	94	KAMAHI	15 (40)
		"IMPERIAL BEE" Retail Packs	23 (16)
		"HONEYGOLD" Retail Packs	22 (26)
		NAMED FLORAL Sources Retail Packs	17 (—)
	159		159 (173)

UNSOLD AS AT AUGUST 31st, 1967

Gradings	Afloat or Overseas Tons	Held in N.Z. Tons	Total Tons
BULK — WHITE CLOVER & MIXED WHITE	24 (59)	123 (181)	147 (240)
EXTRA LIGHT AMBER	75 (14)	37 (223)	112 (237)
LIGHT AMBER	— (—)	41 (107)	41 (107)
MEDIUM AMBER	— (—)	21 (4)	21 (4)
KAMAHI	— (4)	10 (6)	10 (10)
RATA	25 (25)	4 (9)	29 (34)
	124 (102)	236 (530)	360 (632)

Note: 1965/66 Figures in Parenthesis.



## HONIG, KONSERVEN AUS NEUSEELAND



The above New Zealand Honey display at the Anuga Fine Foods Fair held in Cologne, West Germany, in September, 1967, generated considerable interest in our range of specialty packs of Selected New Zealand Honeys, resulting in some substantial orders.

