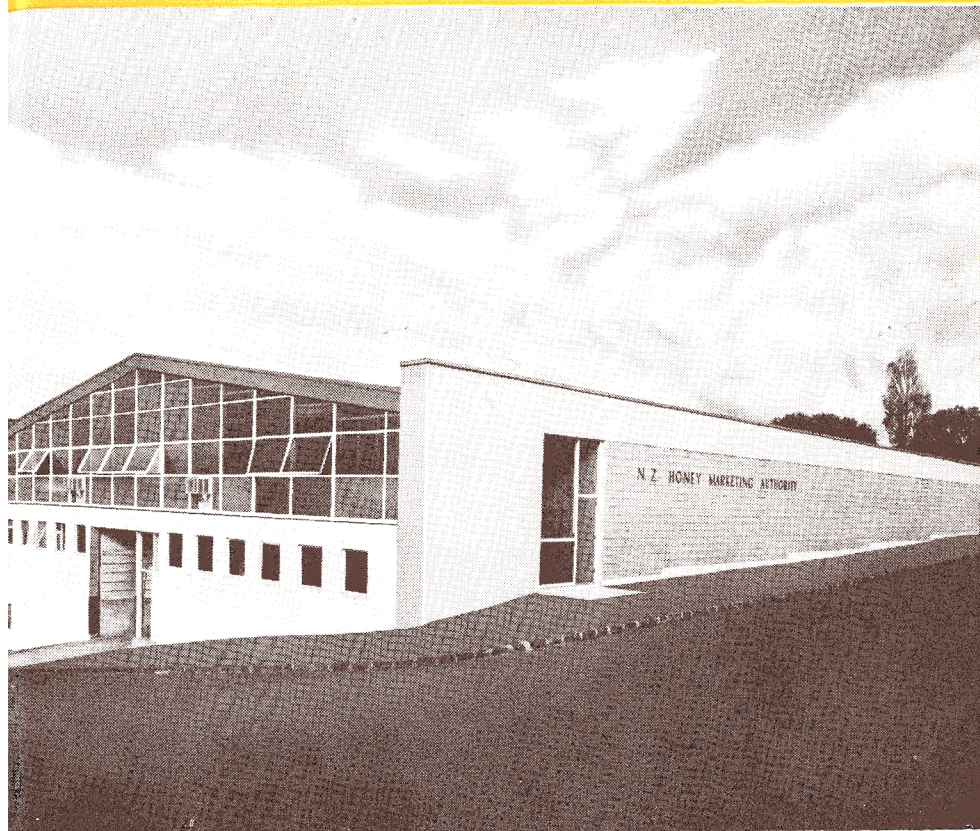


NEW ZEALAND
HONEY MARKETING AUTHORITY



SIXTEENTH
Annual Report and
Statement of Accounts
for Year Ended August 31st, 1969

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, 1952.

**NEW ZEALAND
HONEY MARKETING AUTHORITY**

GENERAL MANAGER

T. R. EDGERLEY, A.C.A., C.M.A., A.N.Z.I.M.

HEAD OFFICE, STORE AND PROCESSING PLANT

CNR. GARFIELD AND CHURTON STS., PARNELL, AUCKLAND

AUCKLAND PLANT MANAGER

M. BRADSTOCK

POSTAL ADDRESS

P.O. BOX 2615
AUCKLAND

CABLE ADDRESS

"HONEYMARK"
AUCKLAND

TELEPHONE

362-574
AUCKLAND

BRANCH PROCESSING PLANTS

16 HORTON RD,
PLEASANT POINT, TIMARU.

235 BUCHANANS RD.,
HORNBY, CHRISTCHURCH.

PLANT MANAGER

K. HOLLAND

PLANT MANAGER

W. MERRITT

HONEY RECEIVING DEPOTS

HAWKES BAY	..	..	..	..	Williams & Creagh Ltd. P.O. Box 2013 Ahuriri.
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.
PICTON	..	..	..	..	Notional Depot Only.
NELSON	..	..	..	..	Notional Depot Only.
NEW PLYMOUTH	..	..	..	..	Notional Depot Only.

**NEW ZEALAND
HONEY MARKETING AUTHORITY**

**MEMBERS OF AUTHORITY
AS AT AUGUST 31st, 1969**

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**

**SIXTEENTH 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, 1969.

Personnel of the Authority

The election for two Producer Members in September 1969 resulted in the re-election of Mr H. Cloake of Timaru, and the election of Mr R. F. Poole, of Kyeburn.

Conditions of Supply

As indicated in my last report, and as a result of the operation of the two South Island packing plants, some basic alterations were made to the Conditions of Supply. For the first time, containers were supplied by the Authority. Where honey was directed to a specific plant a freight allowance for the extra distance past the nearest Depot was paid, based on rail freight rates. While the grading system was retained, its application was modified, and resulted in a higher return for some Producers. These changes have been retained in the current season.

South Island Branches

The Authority's Branches at Hornby and Pleasant Point have operated at near capacity during the year. The final payment on the Pleasant Point property was made out of income during the year, and the Authority anticipates making a similar annual appropriation to meet the final payment on the Hornby property in three years' time, unless it is found desirable to refinance both properties on a long-term basis.

Production and Intake

The crop for the year has been estimated at 6,400 tons — the highest for 14 years, of this, 2116 tons was supplied to the Authority.

Payment

A final payment of 11.75 cents per lb. pro-rata was declared. While for some producers this represented a drop of up to 1 cent per lb, even allowing for the supply of containers and freight allowances, for others it resulted in a slightly higher payment than in previous years.

Reserves

In addition to the completed purchase of the Pleasant Point property, \$15000 has been transferred to overhead equalisation reserve and the General Reserve has increased from \$1301 to \$3145. The fact that this has been possible in one year is evidence of the wisdom, indeed, the necessity, of the expansion of the Authority's operations to include a greater share of the New Zealand market.

Markets and General Marketing Policy.

Overseas prices for bulk honey have been consistently high, and the Authority has made steady progress with overseas sales in retail containers. The exploitation and exploration of overseas retail markets with all our diverse grades of honey, has resulted in a multiplication of small line packs. This has created problems, both economic and physical, in the operation of the Auckland plant, and this whole matter is at present, under review.

Yours faithfully,
J. W. FRASER, Chairman

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 31 August 1969.

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 31 August 1969 and of the results of the financial operations for the year.

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

**NEW ZEALAND HONEY
HONEY PROCESSING AND
FOR THE YEAR ENDING**

1967/68*		1968/69		
\$		\$	\$	\$
	Direct Charges			
59,431	Honey Purchases		—	
—	Containers		19,770	
33,630	Handling Charges		48,308	
217	Marine Insurance		222	
10,552	Commission		13,792	
<u>103,830</u>				<u>82,092</u>
	Processing & Blending Costs			
5,297	Fuel Repairs and Maintenance		7,699	
60,941	Packing Materials		89,859	
16,173	Wages		25,592	
<u>82,411</u>				<u>123,150</u>
	Miscellaneous			
657	Advertising		335	
9,125	Store and Depot Costs		12,994	
7,281	Interest (Building Loan)		7,033	
2,994	Rates, Rent		5,434	
694	Insurance		1,957	
6,740	Depreciation		5,847	
1,000	Repairs and Maintenance		1,554	
<u>28,491</u>				<u>35,154</u>
214,732				<u>240,396</u>
	Branches Honey Stock			
54,486	Stock as at 1 September 1968		64,709	
	Less Stocks as at 31 August 1969 ..			
-9,228	Local—Forward Sales	16,319		
-55,481	—Unsold	96,758	113,077	
<u>-10,223</u>				<u>-48,368</u>
204,509				<u>192,028</u>
	Other Honey Stock			
127,724	Stocks as at 1 September 1968		77,471	
	Less stocks as at 31st August 1969 ..			
-12,558	Local—Forward Sales	17,613		
—	Forward Sales (Overseas not shipped)	3,777		
-51,308	—Unsold	213,013		
-63,866		234,403		
-12,802	Overseas—Forward Sales	22,106		
-803	—Unsold	11,318	267,827	
<u>-77,471</u>				
50,253				<u>-190,356</u>
254,762				<u>1,672</u>
148,321	Balance Transferred to Income and Expenditure Account			<u>616,904</u>
<u>\$403,083</u>				<u>\$618,576</u>

FOOTNOTE:

*The Comparative figures includes 3 months trading only of Christchurch and Timaru Branches purchased 1 June 1968.

MARKETING AUTHORITY

MARKETING ACCOUNT

AUGUST 31st, 1969

1967/68*		1968/69
\$		\$ \$
	Sales	
127,541	Overseas	105,158
187,213	Local ..	192,903
84,502	Branches	320,074
<u>399,256</u>		<u>618,135</u>
	Miscellaneous	
294	Store and Fork Lift Hire	441
3,462	Recoveries—Sale and Hire of Containers	—
71	Penalties—Low Specific Gravity and Sub- standard	—
	Packaging	—
<u>3,827</u>		

\$403,083

\$618,576

NEW ZEALAND HONEY

INCOME AND

FOR THE YEAR ENDED

1967/68*		1968/69
\$		\$ \$
	Administration	
2,633	Printing, Stationery, Postages etc.	5,380
3,415	General Expenses	6,164
580	Audit Fees	678
14,207	Salaries	18,670
3,000	Members — Honoraria	3,425
2,325	— Travelling Expenses	1,716
42	— Election Expenses	237
1,663	Interest	2,672
159	Rates	161
168	Insurance	158
71	Repairs and Maintenance — Buildings	42
6,724	Advertising	—
<u>34,987</u>		<u>39,303</u>
	Seals Levy — (N.Z.H.M.A.)	17,888
	Grants	
2,600	National Beekeepers' Assn.	2,900
585	Industry Development	441
<u>3,185</u>		<u>3,341</u>
	Depreciation	
811	Building and Office Equipment	723
	SURPLUS TRANSFERRED TO	
142,663	Appropriation Account	601,962
<u>\$181,646</u>		<u>\$663,217</u>

APPROPRIATION

FOR THE YEAR ENDED

1967/68*		1968/69
\$		\$
4,886	General Reserve Account — Surplus from actual and expected realisation of unsold stock held at 31 August 1968	5,097
3,787	Mortgage Redemption Reserve	
	— Principal Instalment (Auckland)	4,051
	— Principal Repayment (Timaru)	10,000
	Stock Fluctuation Account	
26,000	Adjusting Provision made for year ending 31.8.68	29,069
140,644	Distribution to Suppliers	541,997
	Overhead Equalisation Reserve	15,000
	Balance to General Reserve Account	3,145
<u>\$175,317</u>		<u>\$608,359</u>

FOOTNOTE:

* The comparative figures includes 3 months trading only of Christchurch and Timaru Branches purchased 1 June 1968.

MARKETING AUTHORITY

EXPENDITURE ACCOUNT

31st AUGUST, 1969

1967/68*	1968/69
\$	\$ \$
148,321	616,904
<hr/>	
Levy	
27,983	22,708
4,213	4,044
-320	833
1,462	921
<hr/>	
33,338	28,506
13	81
<hr/>	
33,325	28 425
Levy (N.Z.H.M.A.)	17,888
	<hr/>
	46,313

\$181,646

\$663,217

ACCOUNT

31st AUGUST, 1969

1967/68*	1968/69
\$	\$
142,663	601,962
—	—
29,069	—
3,585	6,397

\$175,317

\$608,359

**NEW ZEALAND HONEY
STOCK FLUCTUATION
FOR THE YEAR ENDED**

1967/68*		1968/69
\$		\$
29,069	Transfer to Appropriation Account	—
50,931	Balance 31.8.69	80,000
<u>\$80,000</u>		<u>\$80,000</u>

BALANCE SHEET AS

1967/68*		1968/69
\$	Current Liabilities	\$
216,145	Bank Overdraft — Reserve Bank	295,839
12,698	— B.N.Z.	—
11,431	Trade Creditors	10,742
30,197	Honey Suppliers — Final Payment Due	144,598
<u>270,471</u>		451-179
	Reserves & Accumulated Funds	
45,698	Accumulated Funds	45,698
1,301	General Reserve	3,145
50,931	Stock Fluctuation Account	80,000
—	Overhead Equalisation Reserve	15,000
770	General Advertising Reserve	770
<u>98,700</u>		144,613
	Long Term Liabilities & Capital Reserves	
154,420	Loan State Advances Corporation (Auckland) ..	150,369
	Mortgage Redemption Reserve 31.8.68 ..	25,580
25,580	Repayment Current Year	4,051
<u>180,000</u>		180,000
10,000	Mortgage — Timaru Branch	—
—	Mortgage Redemption Reserve (Timaru)	10,000
<u>\$559,171</u>		<u>\$785,792</u>

CONTINGENT LIABILITY — Lease

A compulsory purchase clause for the Christchurch Branch premises at \$30,000 must be exercised within the terms of the lease expiring on 31 May 1973.

FOOTNOTE:

* The comparative figures includes 3 months trading only of Christchurch and Timaru Branches purchased 1 June 1968.

**MARKETING AUTHORITY
ACCOUNT**

31st AUGUST, 1969

1967/68*		1968/69
\$		\$
54,000	Balance 1 September 1968	50,931
	Transfer from Appropriation Account adjusting	
26,000	Provision for year ended 31.8.68	29,069
<u>\$80,000</u>		<u>\$80,000</u>

AT 31 AUGUST 1969

1967/68*		1968/69
\$	Current Assets	\$ \$
140	Cash	140
—	Bank — Current Account B.N.Z.	25,666 25,806
95,343	Debtors — Local	74,747
26,022	— Overseas	25,541
23,664	— Seals	21,588 121,876
77,471	Honey Stock — Auckland	267,827
64,709	— Christchurch & Timaru	113,077 380,904
	Stocks at Cost —	
43,613	Containers, Packing and other materials	33,609
<u>330,962</u>		<u>562,195</u>
	Fixed Assets at Cost	
10,600	Land	10,600
175,667	Buildings	176,738
69,650	Plant & Equipment	70,333
8,614	Office Furniture & Equipment	8,733
264,531		266,404
53,740	Less Accumulated Depreciation	60,225
<u>210,791</u>		<u>206,179</u>
	Intangible Assets	
16,500	Goodwill	16,500
918	Preliminary Expenses	918
<u>17,418</u>		<u>17,418</u>
<u>\$559,171</u>		<u>\$785,792</u>

Valuation of Unsold Bulk Honey Stocks

At 1 September 1968:-

Auckland Bulk Honey Stocks — Standard Value 9.167 cents per lb.
Branch Bulk Honey Stocks — At cost and freight inwards.

At 31 August 1969:-

All Bulk Honey Stocks — Standard Value 11.5 cents per lb.

J. W. FRASER,
CHAIRMAN,
20/12/69.

NEW ZEALAND HONEY MARKETING AUTHORITY

FINANCIAL STATISTICS

A. ANALYSIS OF NEW ZEALAND TRADING

1968			1969	
Tons	\$		Tons	\$
392	187,213	New Zealand Sales—Gross Realisation ...	1013	512,977
		Less Selling and Distributing Charges		
	5,605	Commission		9,232
	6,049	Freight and Cartage		23,541
<u>392</u>	<u>175,559</u>	Realisation ex Store	<u>1013</u>	<u>480,204</u>

B. ANALYSIS OF OVERSEAS TRADING

1968			1969	
Tons	\$		Tons	\$
214	79,744	Overseas Sales — Gross Realisations		
77	47,797	Through Kimpton Bros. Ltd.	157	64,690
		Direct Sales	70	40,468
<u>291</u>	<u>127,541</u>	Total Sales	<u>227</u>	<u>105,158</u>
		Less Direct Charges		
	18,413	Charges to F.O.B., Freight, Landing, Warehousing, Trans-shipment, Overseas delivery & General Export Expenses ..		10,873
	217	Marine Insurance		222
	3,304	Commission		2,804
	682	Incentive Commission		1,756
<u>291</u>	<u>104,925</u>	Realisation Ex N.Z. Store	<u>227</u>	<u>89,503</u>
	308	Less Indirect Charges		—
		Overseas Promotion and Advertising ..		
<u>291</u>	<u>104,617</u>		<u>227</u>	<u>89,503</u>

C. ANALYSIS OF CLOSING HONEY STOCKS

1968			1969	
Tons	\$		Tons	\$
		Overseas		
42	12,802	Forward Sales (at estimated "ex Store" valuation)	68	22,106
4	803	Unsold (at standard valuation of 11.5c per lb) N.B. 1968 standard valuation 9.167	44	11,318
		New Zealand		
25	12,558	N.Z. Forward Sales (at estimated "ex Store valuation)	82	37,709
250	51,308	Unsold (at standard valuation of 11.5c per lb) N.B. 1968 standard valuation 9.167	1203	309,771
<u>321</u>	<u>77,471</u>		<u>1397</u>	<u>380,904</u>

NEW ZEALAND HONEY. MARKETING AUTHORITY

D. DIRECT COSTS OF PACKING OPERATIONS

1968		1969	
Tons	\$	Tons	\$
Bulk Blends			
	Power, Fuel, Plant	Repairs & Mainten-	
	ance	ance	705
	Wages	.. .. .	950
	Packing Materials	.. .. .	952
<u>44</u>	<u>1,836</u>	<u>61</u>	<u>2,607</u>
Retail Packs			
	Power, Fuel, Plant	Repairs & Mainten-	
	ance	ance	6,994
	Wages	.. .. .	24,642
	Packing Materials	.. .. .	88,907
<u>352</u>	<u>63,176</u>	<u>1056</u>	<u>120,543</u>

E. PARTICULARS OF HONEY LEVY REVENUE

1968		1969	
\$		\$	
1,462	Sales of Adhesive Weight Stickers	921	
27,983	Seals Authorities — Waxed Cardboard Cartons	22,708	
4,213	Seals Authorities — Canisters	4,044	
—320	Seals Authorities — Labels and other sources ..	833	
<u>33,338</u>		<u>28,506</u>	

(Plus Levy ex N.Z.H.M.A. — \$17,888.)

NEW ZEALAND HONEY MARKETING AUTHORITY

F. DISTRIBUTION OF HONEY LEVY

1968 \$		1969 \$
	Direct Costs of Collection	
	Charges for Stamping Cartons, Alterations to Printing Blocks, Supplying Weight Stickers, etc.	81
13	Appropriations	
2,600	Grant to National Beekeepers' Assn. of N.Z. Inc.	2,900
6,724	Advertising Honey in General	—
585	Financial Assistance towards Industry Development	441
23,416	Balance Transferred to General Revenue	25,084
33,338		28,506

(Plus Levy ex N.Z.H.M.A. \$17,888)

G. PARTICULARS OF DISTRIBUTION TO SUPPLIERS

1968 \$		1969 lbs \$
	(a) Honey Purchased from Suppliers on Straight Purchase Basis	140,375 16,953
58,260	(b) Advance Payments to Suppliers @ 8c	4,600,734 380,402
52,031	(c) Final Payment to Suppliers @ 3.75c	— 144,642
30,352		
140,643		4,741,109 541,997

STATISTICAL SECTION

H. COMPARISON OF OVERALL

AVERAGE PAYMENTS PER LB. — 10 YEARS 1959/1969

(EXCLUDING STRAIGHT PURCHASES)

Season	Quantity Tons	Average Payout Points	Overall Average Payment per lb—c.	Season	Quantity Tons	Average Payout Points	Overall Average Payment per lb—c.
1959/60	724	86.47	10.44	1964/65	1,297	89.32	11.24
1960/61	853	87.39	10.59	1965/66	709	89.75	11.32
1961/62	1,234	85.09	9.27	1966/67	560	88.29	11.07
1962/63	1,387	89.47	10.84	1967/68	282	93.22	13.05
1963/64	999	91.34	11.59	1968/69	1,937	96.45	11.33

NEW ZEALAND HONEY MARKETING AUTHORITY

I. SEALS REVENUE AND EQUIVALENT IN TONS OF HONEY

(ALL FIGURES REPRESENT TONS EXCEPT WHERE OTHERWISE SHOWN)

10 YEAR
AVERAGE

\$39,054

10 YEAR
AVERAGE

2092
TONS

2167	2335	2056	2241	2201	2230	2291	2088	1786	1525
\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
40,456	43,586	38,370	41,834	41,084	41,622	42,768	38,984	33,338	28,506
1959-60	1960-61	1961-62	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68	1968-69

J. HONEY SUPPLIED TO AUTHORITY (IN TONS)

1114
TONS

1114
TONS

827	1002	1326	1500	1461	750	1067	601	494	2116
1959-60	1960-61	1961-62	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68	1968-69

TOTAL I and J

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)

3206
TONS

3206
TONS

2994	3337	3382	3741	3662	2980	3358	2689	2280	3641
1959-60	1960-61	1961-62	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68	1968-69

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

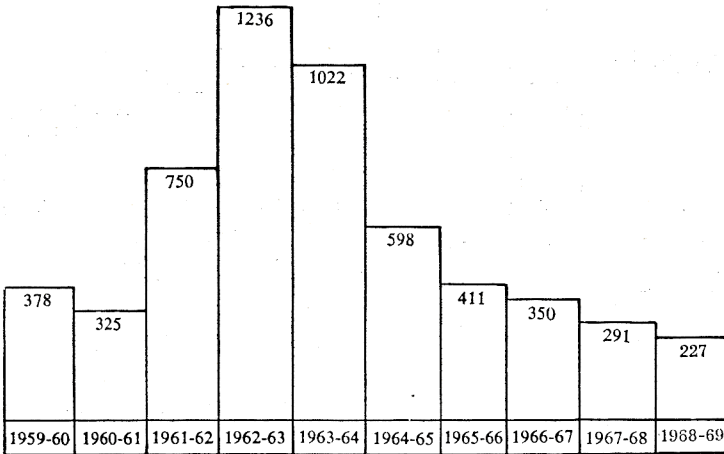
NEW ZEALAND HONEY MARKETING AUTHORITY

K. EXPORT SALES (IN TONS) BY AUTHORITY

(COMPLETED SALES—NOT INCLUDING FORWARD SALES)

10 YEAR
AVERAGE
559
TONS

10 YEAR
AVERAGE
559
TONS

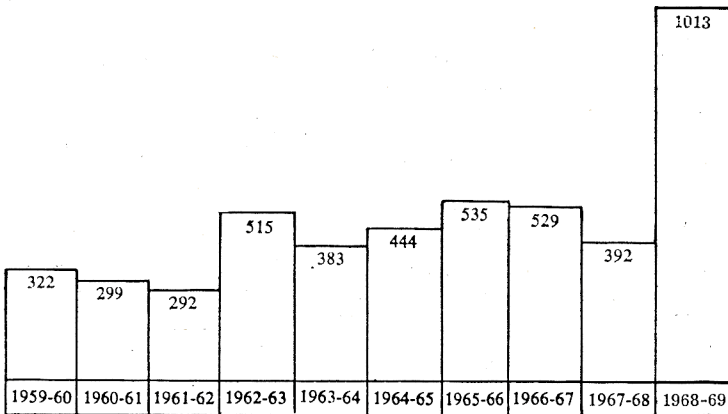


L. NEW ZEALAND SALES (IN TONS) BY AUTHORITY

(BULK AND RETAIL PACKS)

472
TONS

472
TONS



NEW ZEALAND HONEY MARKETING AUTHORITY

M. PARTICULARS OF SUPPLY — 2 YEARS 1967/1969

RECEIPTS — 2 YEARS 1967/69

	1968/69 Tons Received	1967/68 Tons Received
AUCKLAND	773	225
NAPIER	24	23
GREYMOUTH	73	50
CHRISTCHURCH	49	16
TIMARU	119	29
DUNEDIN	92	59
INVERCARGILL	133	92
BLENHEIM	12	—
CHRISTCHURCH BRANCH	163	—
TIMARU BRANCH	678	—
	<u>2116</u>	<u>494</u>

GRADINGS OF HONEY SUPPLIED — 2 YEARS 1967/1969

	1968/69 Tons	1967/68 Tons
WHITE CLOVER AND MIXED WHITE	1400	227
EXTRA LIGHT AMBER	335	118
LIGHT AMBER	271	123
MEDIUM AMBER	107	25
DARK AMBER	3	1
	<u>2116</u>	<u>494</u>

N. PARTICULARS OF SALES COMPLETED DURING YEAR
ENDED AUGUST 31st 1969

GRADING OF HONEY SOLD OVERSEAS 1968/69

BULK — WHITE CLOVER AND MIXED WHITE	108
RATA	16
MEDIUM AMBER	¼
LIGHT AMBER	5
EXTRA LIGHT AMBER	30½
RETAIL PACKS —	
“IMPERIAL BEE” BRAND — CLOVER BLEND	41
“HONEYGOLD” BRAND — LIGHT AMBER BLEND	¼
NAMED FLORAL SOURCES — MIXED	24
BRANCHES “HOLLANDS” “MEADOWCROFT” “3 BEES”	2
	<u>227</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

LOCAL SALES DURING YEAR ENDING 31st AUGUST 1969

		Gradings	Tons
BULK —	WHITE CLOVER AND MIXED WHITE	.. .. .	2
	EXTRA LIGHT AMBER	.. .. .	16¼
	LIGHT AMBER	.. .. .	6
	MEDIUM AND DARK AMBER	.. .. .	18
	KAMAHI	.. .. .	8½
	Total Bulk	.. .. .	50¾
RETAIL PACKS —			
	“IMPERIAL BEE” BRAND — CLOVER BLEND	.. .. .	145½
	“HONEYGOLD” BRAND — LIGHT AMBER BLEND	.. .. .	75½
	NAMED FLORAL SOURCES — MIXED	.. .. .	95¼
	BRANCHES “HOLLANDS” “MEADOWCROFT” “3 BEES”	.. .. .	646
			1013

O. PARTICULARS OF CLOSING HONEY STOCKS

FORWARD AND UNCOMPLETED SALES AS AT 31st AUGUST, 1969

Overseas	Tons	Gradings	Tons
UNITED KINGDOM	68 (42)	WHITE CLOVER & MIXED WHITE	54 (14)
		EXTRA LIGHT AMBER	11 (12)
		LIGHT AMBER	3 (—)
		MEDIUM & DARK AMBER	11 (2)
Local	82 (25)	RATA	(16)
		KAMAHI	(—)
		“IMPERIAL BEE” RETAIL PACKS	8 (8)
		“HONEYGOLD” RETAIL PACKS	16 (7)
		“SELECTED SOURCES” Retail Packs	10 (8)
		BRANCHES: “HOLLAND”S”	
		“MEADOWCROFT” “3 BEE”S”	
		RETAIL PACKS	35 (—)
	150 (67)		150 (67)

NEW ZEALAND HONEY MARKETING AUTHORITY

UNSOLD AS AT 31st AUGUST, 1969

Gradings	Afloat or Overseas Tons	Tons Held in N.Z.	Total Tons
BULK—WHITE CLOVER & MIXED			
WHITE	44 (4)	674 (105)	718 (109)
EXTRA LIGHT AMBER ..		140 (28)	140 (28)
LIGHT AMBER		74 (22)	74 (22)
KAMAHI		91 (23)	91 (23)
RATA		6 (35)	6 (35)
MANUKA		46 (24)	46 (24)
BUTTERCUP		31 (—)	31 (—)
REWAREWA		16 (—)	16 (—)
THYME		14 (—)	14 (—)
MANUFACTURING		48 (13)	48 (13)
TAWARI		62 (—)	62 (—)
	<u>44 (4)</u>	<u>1202 (250)</u>	<u>1246 (254)</u>

Note: 1967/68 Figures in Parenthesis.

THE CHILDREN OF TODAY ... ARE THE PARENTS OF TOMORROW



The story of **BEES** and **HONEY**

This educational booklet for school children has been published by the **HONEY MARKETING AUTHORITY** in the interests of the industry.

The first printing of 12,000 copies has been taken by schools throughout New Zealand; — a reprint is in production.