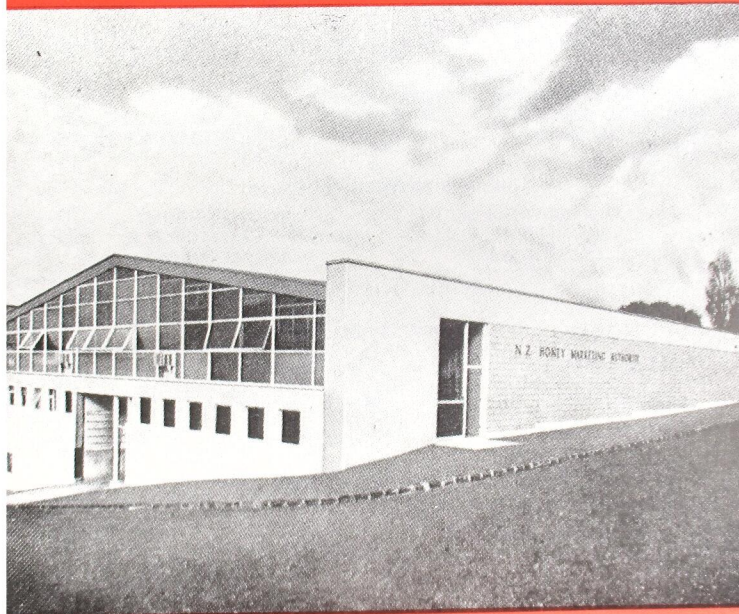


Per  
NZ 10/11

NEW ZEALAND  
HONEY MARKETING AUTHORITY



NINETEENTH  
Annual Report and  
Statement of Accounts  
for Year Ended August 31st, 1972

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**

**GENERAL MANAGER  
C. W. CARR, A.C.A.**

**HEAD 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	362-574 AUCKLAND

**BRANCH PROCESSING PLANTS**

16 HORTON ROAD PLEASANT POINT, TIMARU <b>PLANT MANAGER</b> W. MERRITT	235 BUCHANANS ROAD HORNBY, CHRISTCHURCH <b>PLANT MANAGER</b> J. OLYKAN
--------------------------------------------------------------------------------	---------------------------------------------------------------------------------

**HONEY RECEIVING DEPOTS**

WHANGAREI	.....	Notional Depot only
NAPIER	.....	Notional Depot only
GREYMOUTH	.....	Notional Depot only
CANTERBURY	.....	Guthreys Freightways Ltd., P.O. Box 945, 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
BLENHEIM	.....	Notional Depot only
NEW PLYMOUTH	.....	Notional Depot only
PALMERSTON NORTH	.....	Jarratt Sandes & Co. Ltd. 564 Tremaine Ave., P.O. Box 997 Palmerston North

**NEW ZEALAND  
HONEY MARKETING AUTHORITY**

**MEMBERS OF AUTHORITY  
AS AT AUGUST 31st, 1972**

**PRODUCER MEMBERS**

R. F. POOLE, Kyeburn (Chairman)  
B. W. FORSYTH, J.P., N.D.A.P. (N.Z.) (Deputy Chairman)  
A. K. ECROYD, Christchurch  
J. W. FRASER, N.D.Ap. (N.Z.), Ryal Bush

**GOVERNMENT REPRESENTATIVE**

E. W. LEE, A.C.A., Wellington

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NEW ZEALAND  
HONEY MARKETING AUTHORITY

NINETEENTH ANNUAL REPORT  
and  
STATEMENT OF ACCOUNTS

The Hon. Minister of Agriculture,  
Parliament Buildings,  
Wellington.

Dear Sir,

In accordance with Section 11 of the Primary Products Marketing Act 1953 I am submitting to you the Annual Report of the N.Z. Honey Marketing Authority for the year ended August 31st, 1972.

**Personnel of Authority:**

Messrs H. Cloake and R. F. Poole retired by rotation and Mr Cloake did not seek re-election. The election resulted in Mr B. Forsyth of Ohaupo being elected and Mr R. F. Poole of Alexandra being re-elected. The unsuccessful candidates were Mr P. Berry of Havelock North and Mr J. Davies of Drummond.

**Conditions of Supply:**

Due to the improvement in finances it was not necessary this year to pay the advance payments for honey by instalments. The advance payment was set at 2 cents per pound ahead of the previous year and this was subsequently increased by a further 2 cents when returns from sales showed a welcome upward trend. Due to leakage from containers of liquid honey it was necessary to restate the requirement that starter be added to honey supplied in export containers.

**Production and Intake:**

Honey production throughout the country was similar to the previous 2 or 3 years, and the Authority's intake reflected this with an intake of 1814 tons.

The quantity sold on the local market again declined, but overseas sales at very good prices resulted in a better net return than local sales would have given.

**Payout:**

Because of high export prices the Authority made the highest payout in its history, namely 18.5 cents per pound pro rata. This gave producers an increase of from 4 to 4.9 cents per pound according to grade.

**Marketing:**

Because of high overseas prices referred to above, and because of increases in costs, the Authority increased its wholesale prices on the N.Z. market by 5 cents per pound. This was questioned by the Price Tribunal under the Prices Stabilization Regulations and the Authority was instructed to reduce its prices by 3 cents per pound.

As overseas prices have continued to rise we will be making further efforts to bring local prices more in line with world prices.

**Reserves:**

We have set aside the final \$10,000 for the purchase of Hornby Branch. \$10,000 has been put into Plant Development Reserve and a further \$5,806 has been written off Intangible Assets. In addition, Accumulated Funds have been increased by \$7,675.

Yours faithfully,

R. F. POOLE (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 31 August, 1972.

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 2, 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 together with the notes thereon, the Income and Expenditure Account, Appropriation Account and Statement of Source and Application of Funds give a true and fair view of the state of affairs of the Authority as at 31 August, 1972 and of the results of the financial operations for the year.

G. J. CONNELLY, Deputy Controller and Auditor-General.

12 March 1973

NEW ZEALAND HONEY MARKETING AUTHORITY  
**INCOME AND EXPENDITURE ACCOUNT**  
**FOR THE YEAR ENDED 31st AUGUST, 1972**

			1971/72		
1970/71			\$		\$
					1,158,583
1,230,949	GROSS SALES		131,450		
133,433	Less Commissions and Delivery Charges		158,925		
133,034	Manufacturing and Processing Costs				230,375
<u>286,669</u>					<u>868,238</u>
934,280	<b>GROSS REALISATION</b>				
	<b>Less Other Expenses</b>				
11,314	Stores Operating and Depot Costs		10,608		
7,773	Depot Handling		7,694		
45,014	Containers		21,613		
19,211	Freight and Cartage		25,731		
5,477	General Expenses		6,490		
4,159	Postage, Tolls, Telephones		4,975		
1,703	Printing and Stationery		1,423		
258	Repairs & Mtee. Office Equipment		227		
24,150	Salaries and Superannuation		27,612		
8,354	Interest Reserve Bank		3,140		
7,219	Interest S.A.C. Loan		6,994		
5,833	Rates and Rent		5,977		
2,338	Insurances		2,635		
822	Repairs & Mtee. Buildings		327		
5,963	Depreciation		5,166		
3,623	Advertising		180		
6,749	Marketing Authority Board		7,828		
<u>150,979</u>					<u>138,637</u>
774,301					<u>729,571</u>
	<b>VARIATION IN OPENING AND CLOSING STOCKS</b>				
493,095	Opening Stock		355,378		
355,378	Closing Stock		340,282		
<u>-128,617</u>					<u>-15,086</u>
645,684	<b>NET REALISATION</b>				714,475
22,960	Plus Seals Levy (Net)				21,399
<u>\$674,644</u>	Balance transferred to Appropriation Account				<u>\$735,874</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

APPROPRIATION ACCOUNT

FOR THE YEAR ENDED 31st AUGUST, 1972

1970/71		1971/72
674,644	Surplus Transferred from Income and Expenditure Account	735,874
—	Transfer from General Reserve	—
—	Transfer from Accumulated Funds	—
674,644		735,874
<b>Less TRANSFERS TO RESERVES</b>		
4,332	Mortgage Redemption Reserve — Principal Repayment, Auckland	4,614
10,000	Hornby Reserve	10,000
10,000	Overhead Equalisation Reserve	—
6,530	South Island Branch Development Reserve	—
—	Plant Development Reserve	10,000
710	Accumulated Funds	7,675
<b>Less GOODWILL Written Down</b>		
		5,806
\$637,236	BALANCE DISTRIBUTED TO SUPPLIERS	\$697,779

STATEMENT OF SOURCE AND APPLICATION OF FUNDS

FOR THE YEAR ENDED 31st AUGUST 1972

<b>Source</b>		
	Surplus of income and expenditure account	735,874
	Expense not requiring funds — depreciation	5,168
	<b>Net Funds from operations</b>	741,042
	Distributed to suppliers	697,779
	<b>Net funds retained from operations</b>	\$43,263
<b>Applications</b>		
	Mortgage repayments	4,614
	Net purchases of fixed assets	1,974
	Net current assets:—	
	Reduction in net bank overdraft	2,168
	Reduction in trade creditors	1,337
	Reduction in honey suppliers	
	Final payment due	24,049
	Increase in debtors	4,086
	Increase in stocks	5,015
	<b>Increase in net current assets</b>	36,675
		\$43,263

NEW ZEALAND HONEY

		BALANCE AS AT 31st
		31.8.72
31.8.71		
<b>CURRENT LIABILITIES</b>		
165,329	Bank Overdraft — Reserve Bank — B.N.Z.	142,886
		142,886
165,329	Trade Creditors	11,162
12,519	Honey Suppliers — Final Payment Due	218,649
242,638		<u>372,697</u>
420,546	<b>TOTAL CURRENT LIABILITIES</b>	
<b>RESERVES AND ACCUMULATED FUNDS</b>		
45,355	Accumulated Funds	53,040
80,000	Stock Fluctuation Reserve	80,000
25,000	Overhead Equalisation Reserve	25,000
770	General Advertising Reserve	770
151,135	<b>TOTAL RESERVES AND ACCUMULATED FUNDS</b>	<u>153,810</u>
<b>LONG TERM LIABILITIES AND CAPITAL RESERVES</b>		
180,000	Loan — State Advances Corpn. Auckland	180,000
38,203	Less Repayments to 31.8.72	42,818
		<u>137,182</u>
141,797	Mortgage Redemption Reserve	52,817
48,203	Hornby Reserve Account	39,000
20,000	South Island Branch Development Reserve	—
6,500	Plant Development Reserve	16,500
216,500	<b>TOTAL LONG TERM LIABILITIES AND CAPITAL RESERVES</b>	<u>236,499</u>
<u>788,121</u>		<u>768,006</u>

**CONTINGENT LIABILITY LEASE**

A Compulsory Purchase Clause for the Christchurch Branch Premises at \$30,000.00 must be exercised within the terms of the Lease expiring on 31st May, 1973. In addition proposed capital outlay on additions to the two South Island Branches could involve an amount of approximately \$25,000.00.



MARKETING AUTHORITY

SHEET  
AUGUST, 1972

31.8.71

31.8.72

CURRENT ASSETS

140	Cash in Hand		140
25,988	Bank — Current Account B.N.Z.		5,723
74,700	Debtors — Local	62,792	
24,796	— Overseas	49,296	
34,965	— Seals	28,471	
			133,559
134,473	Honey Stock — Auckland		
64,445	Unsold Bulk Stock	52,510	
162,288	Forward Sales	204,733	257,243
	Christchurch & Timaru		
105,636	Unsold Bulk Stock	49,871	
23,009	Forward Sales	33,167	83,038
62,643	Stocks at Cost		
	Containers, Packing & Other Materials		82,754
578,632	<b>TOTAL CURRENT ASSETS</b>		567,457

FIXED ASSETS — At Cost Less Accumulated Depreciation

		Cost	Deprecia- tion	Book Value
10,600	Land	10,600	—	10,600
155,382	Buildings	177,978	23,805	154,173
25,540	Plant & Equipment	69,532	46,543	23,389
2,549	Office Furniture and Equipment	9,537	6,775	2,862
3,866	Loose Tools	3,719	—	3,719
		271,866	77,123	
197,937	<b>TOTAL FIXED ASSETS</b>			194,743

INTANGIBLE ASSETS

10,694	Goodwill		4,888
918	Preliminary Expenses		918
11,612	<b>TOTAL INTANGIBLE ASSETS</b>		5,806

\$786,181

\$768,006

VALUATION OF UNSOLD BULK HONEY STOCKS

Unsold Bulk Honey Stocks valued at Standard Value 11½ cents per lb.

R.F. POOLE  
Chairman

NEW ZEALAND HONEY MARKETING AUTHORITY

FINANCIAL STATISTICS

A. ANALYSIS OF NEW ZEALAND TRADING

1971			1972	
Tons	\$		Tons	\$
833	465,804	New Zealand Sales — Gross Realisation	714½	447,717
	6,649	Less Selling and Distributing Charges		7,233
	23,734	Commission		31,425
		Freight and Cartage		
833	432,421		714½	406,059

B. ANALYSIS OF OVERSEAS TRADING

1971			1972	
Tons	\$		Tons	\$
733	288,460	Overseas Sales — Gross Realisation	608	283,614
1,258	466,685	Through Kimpton Bros. Ltd.	752½	427,252
		Direct Sales		
1,996	735,145	TOTAL SALES	1,360½	710,866
		Less Charges to F.O.B. Freight		
		landing, warehousing, transhipment,		
		overseas delivery and general		
	84,837	export expenses		76,183
	1,230	Marine Insurance		737
	10,925	Commission		9,966
	3,260	Incentive Commission		5,906
1,996	134,893	Realisation Ex N.Z. Store	1,350½	618,074
		Less Indirect Charges		
	57	Overseas Promotion and Advertising		51
1,996	634,435		1,360½	618,023

C. ANALYSIS OF CLOSING HONEY STOCKS

1971			1972	
Tons	\$		Tons	\$
		Overseas		
418	133,135	Forward Sales (At Estimated		
		"Ex Store" Valuation)	375	168,205
23	7,202	Unsold (At Standard Valuation		
		of 11.5c. per lb.)	¼	50
		New Zealand		
84	46,162	N.Z. Forward Sales (At Estimated		
		"Ex Store" Valuation)	115¾	69,685
632	162,879	Unsold (At Standard Valuation		
		of 11.5c. per lb.)	397¼	102,331
1,162	335,376		888¼	340,281

NEW ZEALAND HONEY MARKETING AUTHORITY

D. PARTICULARS OF HONEY LEVY REVENUE

1971		1972
1,635	Sales of Adhesive Weight Stickers	1,843
23,214	Seals Authorities — Waxed Cardboard Containers	22,457
3,553	Seals Authorities — Canisters	1,549
533	Seals Authorities — Labels and Other Sources	2,009
<u>33,340</u>		<u>27,868</u>

E. DISTRIBUTION OF HONEY LEVY

1971		1972
82	Direct Costs of Collection	
	Printing Etc.	
	<b>Appropriations</b>	
2,900	Grant to National Beekeepers Assn. of N.Z. Inc.	4,000
3,556	Advertising Honey in General	130
1,336	Financial Assistance Towards Industry Development	2,489
25,394	Balance Transferred to General Revenue	21,269
<u>33,340</u>		<u>27,888</u>

F. PARTICULARS OF DISTRIBUTION TO SUPPLIERS

1971		1972	
Lbs.	\$	Lbs.	\$
367,609	33,261	51,956	8,873
	(a) Honey Purchased from Suppliers on Straight Purchase Basis		
	(b) Advance Payments to Suppliers at 12c. per lb. for Honey Grading 100 points to 86 points 11c. per lb. for Honey Grading 85 points to 76 points and 10c. per lb. 75 points and below. (1970-71 8 cents per lb. for 91 points or better and 7½ cents for 90 points and below.)	4,011,403	470,257
4,583,570	361,342		
	(c) Refund of withholding payments		
	Thyme		1,013
	Kamahi		2,026
	242,633 (d) Final Payment to Suppliers		215,610
<u>4,551,179</u>	<u>\$637,236</u>	<u>4,063,359</u>	<u>\$697,779</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

STATISTICAL SECTION

G. COMPARISON OF OVERALL AVERAGE PAYMENTS PER LB. —  
10 YEARS 1962/1972

(EXCLUDING STRAIGHT PURCHASES)

Season	Quantity Tons	Average Payout Points	Overall Average Payment per lb.—c.	Season 1965/66	Quantity Tons	Average Payout Points	Overall Average Payment per lb.—c.
1962/63	1,337	89.47	10.84	1966/67	560	88.23	11.07
1963/64	990	91.34	11.59	1967/68	282	93.22	13.05
1964/65	1,297	89.32	11.24	1968/69	1,337	96.45	11.33
				1969/70	1,327	95.66	11.26
				1970/71	2,046	93.51	13.18
				1971/72	1,791	92.83	17.17

H. SEALS REVENUE AND EQUIVALENT IN TONS OF HONEY

(ALL FIGURES REPRESENT TONS EXCEPT WHERE OTHERWISE SHOWN)

10 YEAR  
AVERAGE  
\$35,832

10 YEAR  
AVERAGE  
1,919 TONS

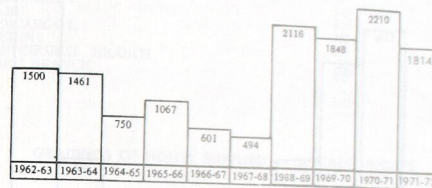
2241	2201	2230	2291	2088	1786	1525	1550	1785	1493
\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
41,834	41,084	41,622	42,768	38,984	33,338	28,506	28,965	33,340	27,888
1962-63	1963-64	1964-65	1965-66	1966-67	1967-68	1968-69	1969-70	1970-71	1971-72

NEW ZEALAND HONEY MARKETING AUTHORITY

I. HONEY SUPPLIED TO AUTHORITY (IN TONS)

10 YEAR  
AVERAGE  
1,386 TONS

10 YEAR  
AVERAGE  
1,386 TONS

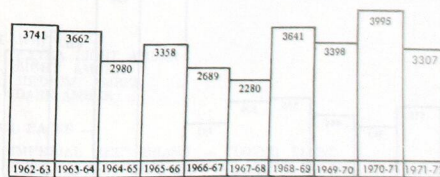


TOTAL H and I

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)

3,335 TONS

3,335 TONS



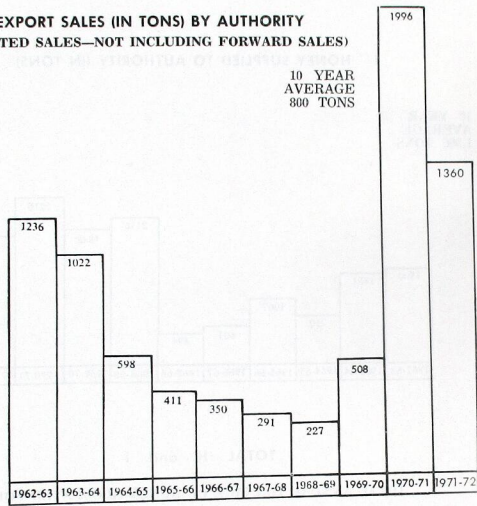
Note: The above figures do not include sales made by producers on which seals levy is exempt.

NEW ZEALAND HONEY MARKETING AUTHORITY

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

10 YEAR  
AVERAGE  
800 TONS

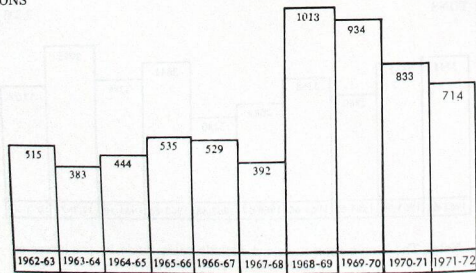
10 YEAR  
AVERAGE  
800 TONS



K. NEW ZEALAND SALES (IN TONS) BY AUTHORITY  
(BULK AND RETAIL PACKS)

629 TONS

629 TONS



NEW ZEALAND HONEY MARKETING AUTHORITY

L. PARTICULARS OF SUPPLY — 2 YEARS 1970/72  
RECEIPTS — 2 YEARS 1970/72

	1971/72 Tons Received	1970/71 Tons Received
AUCKLAND .....	680	689
NAPIER .....	—	28
CHRISTCHURCH .....	149	177
TIMARU .....	102	164
INVERCARGILL .....	223	405
DUNEDIN .....	217	169
CHRISTCHURCH BRANCH .....	34	69
TIMARU BRANCH .....	409	509
	<u>1,814</u>	<u>2,210</u>

GRADINGS OF HONEY SUPPLIED — 2 YEARS 1970/72

	1971/72 Tons	1970/71 Tons
WHITE .....	1,009	1,384
EXTRA LIGHT AMBER .....	45	342
LIGHT AMBER .....	235	284
MEDIUM AMBER .....	53	173
DARK AMBER .....	2	27
	<u>1,814</u>	<u>2,210</u>

M. PARTICULARS OF SALES COMPLETED DURING YEAR ENDED  
AUGUST 31st, 1972

GRADING OF HONEY SOLD OVERSEAS 1971/72

	TONS
BULK—WHITE .....	567
EXTRA LIGHT AMBER .....	270
LIGHT AMBER .....	246
MEDIUM AMBER .....	80
DARK AMBER .....	12
RETAIL PACKS —	
“IMPERIAL BEE” BRAND — CLOVER BLEND .....	45
“HONEY GOLD” BRAND — LIGHT AMBER BLEND .....	103
NAMED FLORAL SOURCES — MIXED .....	37
BRANCHES “HOLLANDS”, “MEADOWCROFT” .....	
	<u>1,380</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

LOCAL SALES DURING YEAR ENDED 31<sup>st</sup> AUGUST 1972

GRADINGS		TONS
BULK—WHITE		3
EXTRA LIGHT AMBER		27
LIGHT AMBER		4
MEDIUM AND DARK AMBER		5
<b>TOTAL BULK</b>		<b>39</b>
RETAIL PACKS —		
"IMPERIAL BEE" BRAND — CLOVER BLEND		75
"HONEY GOLD" BRAND — LIGHT AMBER BLEND		76
NAMED FLORAL SOURCES — MIXED		69
BRANCHES "HOLLANDS", "MEADOWCROFT", "3 BEES"		455
<b>TOTAL</b>		<b>714</b>

N. PARTICULARS OF CLOSING HONEY STOCKS

FORWARD AND UNCOMPLETED SALES AS AT 31<sup>st</sup> AUGUST, 1972

OVERSEAS	TONS	GRADINGS	TONS
UNITED KINGDOM	231 (395)	WHITE	107 (290)
		EXTRA LIGHT AMBER	133 (47)
JAPAN	114 (113)	LIGHT AMBER	24 (79)
		MEDIUM AND DARK AMBER	13 (—)
LOCAL	116 (84)	KAMAH!	53 (48)
		THYME	10 (10)
		NIUE	— (25)
		MANUKA	8 (12)
		LINGHEATHER	7 (—)
		BUTTERCUP	15 (—)
		"IMPERIAL BEE" RETAIL PACKS	13 (9)
		"HONEYGOLD" RETAIL PACKS	18 (14)
		"SELECTED SOURCES" RETAIL PACKS	24 (17)
		BRANCHES "HOLLANDS", MEADOW- CROFT", "3 BEES" RETAIL PACKS	56 (41)
	<b>491 (502)</b>		<b>491 (502)</b>

Note: 1970/71 Figures in Parenthesis.



NEW ZEALAND HONEY MARKETING AUTHORITY

UNSOLD AS AT 31st AUGUST 1972

	Afloat or Overseas TONS	Held in N.Z. TONS	TOTAL TONS
BULK—WHITE	Nil (28)	213 (484)	213 (512)
EXTRA LIGHT AMBER		63 (24)	63 (24)
LIGHT AMBER		66 (38)	66 (38)
KAMAHI		6 (6)	6 (6)
RATA		1 (—)	1 (—)
MANUKA		18 (13)	18 (13)
BUTTERCUP		7 (14)	7 (14)
REWAREWA		5 (14)	5 (14)
THYME		— (3)	— (3)
TAWARI		3 (21)	3 (21)
MANUFACTURING		9 (—)	9 (—)
MEDIUM AMBER		1 (7)	1 (7)
NIUE		6 (8)	6 (8)
	Nil (28)	398 (632)	398 (660)

Note: 1970/71 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.