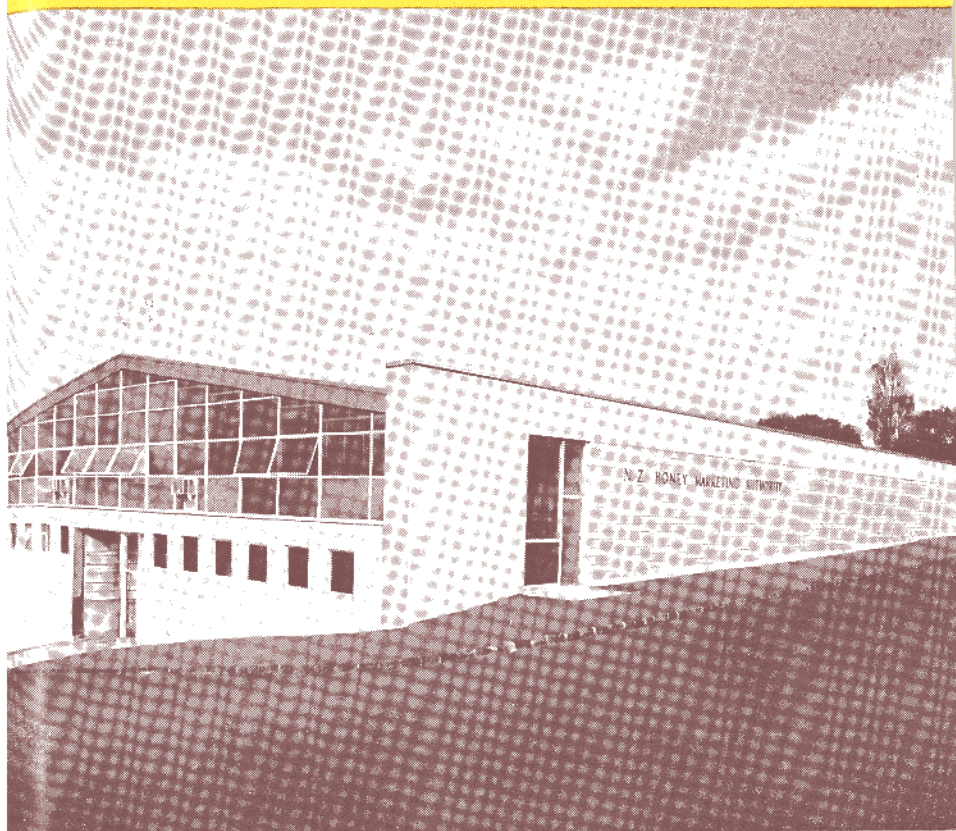


NEW ZEALAND  
HONEY MARKETING AUTHORITY



SEVENTEENTH  
Annual Report and  
Statement of Accounts  
for Year Ended August 31st, 1970

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**

R. MACDONALD, J.P., A.C.A., A.I.A.N.Z.

**SECRETARY**

C. CARR, A.C.A.

**HEAD OFFICE, STORE AND PROCESSING PLANT**  
CNR. GARFIELD AND CHURTON STS., PARNELL, AUCKLAND

**AUCKLAND BRANCH MANAGER**

W. WHITBY

**POSTAL ADDRESS**  
P.O. BOX 2615  
AUCKLAND

**CABLE ADDRESS**  
"HONEYMARK"  
AUCKLAND

**TELEPHONE**  
362-574  
AUCKLAND

**BRANCH PROCESSING PLANTS**

16 HORTON ROAD  
PLEASANT POINT, TIMARU  
**PLANT MANAGER**  
W. MERRITT

235 BUCHANANS ROAD  
HORNBY, CHRISTCHURCH  
**PLANT MANAGER**  
J. OLYKAN

**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, 1970**

**PRODUCER MEMBERS**

R. F. POOLE, N.D.Ap. (N.Z.), Kyeburn (Chairman)  
 H. CLOAKE, N.D.Ap. (N.Z.), Timaru (Deputy Chairman)  
 A. K. ECKROYD, 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**

**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 N.Z. Honey Marketing Authority for the year ended August 31st, 1970.

**Personnel of Authority**

The election for two producers representatives held in 1970 resulted in the re-election of Mr. J. W. Fraser of Ryal Bush and the election of Mr. A. K. Ecroyd of Christchurch in place of Mr. J. D. Lorimer of Hamilton. Mr. P. Berry of Havelock North was the other unsuccessful candidate. At a meeting of the Authority held in October, 1970, Mr. R. F. Poole was elected Chairman and Mr. H. Cloake Deputy Chairman.

**Conditions of Supply**

These were basically the same as for the previous season with the exception that honey need not be supplied in a granulated condition. The result of this was that producers were able to fill containers with liquid honey and immediately despatch it to depots and thus be paid out the advance payment. As a consequence the Authority's overdraft facilities were severely taxed at a much earlier stage of the year than has been the case in the past. To help overcome this problem, the advance payment for the coming season will be paid in instalments rather than in one lump sum.

**South Island Branches**

Sales from these branches continue to show good net returns which have helped considerably in maintaining returns to producers. Unfortunately volume of sales has shown a small decrease due to strong competition from private packers.

**Production and Intake**

Despite a season which included drought and near drought conditions in some areas, honey production continued at a high level, and the Authority experienced a large intake very similar to the previous year. With the prediction in October—November of a low crop due to drought conditions, some selected honeys were kept back from the export market to meet a possible shortage of these honeys on the local market. The subsequent large intake proved this withholding to be unnecessary, but the combination of these factors plus the earlier intake due to the acceptance of liquid honey resulted in the Authority requiring greater overdraft accommodation than it has ever needed in the past. We were disappointed that the Reserve Bank found it necessary to raise the interest rate on part of the overdraft, but we were pleased that they were able to make available to us the full amount we required.

### **Payout**

The payout this year was made on the basis of four steps according to grade:

Honey grading	95 to 100 points	12 cents per lb. pro rata
"	" 86 to 94 "	11.5 " " " " "
"	" 76 to 85 "	11.00 " " " " "
"	" 75 points & below	10.50 " " " " "

This stepped payout has the effect of paying a price for the lower grade honeys more in line with actual realisations.

### **Markets and General Marketing Policy**

New Zealand honey has for many years commanded premium prices on overseas markets due largely to consistent reliable grading by the Department of Agriculture, and to a steady regulated flow onto the market. Because of two large intakes in successive seasons, it was necessary to speed up overseas sales with the result that some lower than normal prices had to be accepted in order to reduce stocks, and make repayments of overdraft in accordance with Reserve Bank requirements. However we are confident that there will be no long term depressing of prices due to this action.

Export policy in relation to private packers was relaxed to allow them to export packed honey in quantities up to one ton per shipment, subject to the imposition by Government of an export levy to be paid to the Authority. This levy proposal was not implemented by Government with the result that private packers were unable to export to new markets. We have amended our policy again for the coming season and are hopeful that packers will be able to take advantage of our new proposals.

### **Reserves**

We have set aside a reserve of \$10,000 in a sinking fund against the purchase of the Christchurch Branch in 1973. Most of this was from this year's profits, plus a carry over from last year, and a small transfer from accumulated funds.

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, 1970.

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, 1970 and of the results of the financial operations for the year.

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

28 January, 1971.

**NEW ZEALAND HONEY  
CONSOLIDATED HONEY PROCESSING**

**FOR THE YEAR ENDED**

1968/69

1969/70

\$		\$	\$
	<b>Direct Charges</b>		
19,770	Containers .....		27,869
48,308	Handling Charges .....		61,045
222	Marine Insurance .....		411
13,792	Commission .....		16,275
<u>82,092</u>			<u>105,600</u>
	<b>Processing and Blending Costs</b>		
7,699	Fuel, Repair and Maintenance .....		8,363
89,859	Packing Materials .....		95,033
25,592	Wages .....		28,411
<u>123,150</u>			<u>131,807</u>
	<b>Miscellaneous</b>		
335	Advertising .....		3,342
12,994	Store and Depot Costs .....		18,616
7,033	Interest (Building Loan) .....		6,912
5,434	Rent and Rates .....		5,341
1,957	Insurance .....		1,852
5,847	Depreciation .....		6,098
1,554	Repairs and Maintenance .....		961
<u>35,154</u>			<u>43,122</u>
	Seals Levy (N.Z.H.M.A.) .....		16,122
	<b>Branches Honey Stock</b>		
64,709	Stocks as at 1st September, 1969 .....		113,077
	Less Stocks as at 31st August, 1970 .....		
16,319	Local—Forward Sales .....	15,039	
96,758	—Unsold .....	106,951	121,990
<u>-48,368</u>			<u>-8,913</u>
	<b>Other Honey Stock</b>		
77,471	Stocks as at 1st September, 1969 .....		267,827
	Less Stocks as at 31st August, 1970 .....		
17,613	Local—Forward Sales .....	28,197	
3,777	—Forward Overseas Sales .....	33,221	
213,013	—Unsold .....	210,338	
<u>234,403</u>		<u>271,756</u>	
22,106	Overseas—Forward Sales .....	86,077	
11,318	—Unsold .....	4,172	362,055
<u>-190,356</u>			<u>-94,178</u>
1,672			193,560
616,904	Balance Transferred to Income and Expenditure Account .....		480,282
<u>\$618,576</u>			<u>\$673,842</u>

**MARKETING AUTHORITY  
AND MARKETING ACCOUNT**

**31st AUGUST, 1970**

1968/69

1969/70

\$		\$	\$	\$
	<b>Sales</b>			
105,158	Overseas		199,111	
192,903	Local		170,304	
320,074	Branches		304,427	
<u>618,135</u>			<u>673,842</u>	
	<b>Miscellaneous</b>			
441	Storage and Fork Lift Hire Received ....			

\$618,576

\$673,842

NEW ZEALAND HONEY

CONSOLIDATED INCOME

FOR THE YEAR ENDED

1968/69		1969/70
\$		\$
	<b>Administration</b>	
5,380	Printing, Stationery, Postages, etc. ....	5,460
6,164	General Expenses .....	4,207
678	Audit Fees .....	647
18,670	Salaries .....	21,894
3,425	Members—Honoraria .....	3,300
1,716	—Travelling Expenses .....	2,305
237	—Election Expenses .....	378
		5,983
2,672	Interest .....	7,246
161	Rates .....	173
158	Insurance .....	166
42	Repairs and Maintenance—Building .....	50
		45,826
39,303		
	<b>Levy</b>	
17,888	Seals—New Zealand Honey Marketing Authority .....	—
	<b>Grants</b>	
2,900	National Bee Keepers Association .....	2,900
441	Industry Development .....	575
		3,475
3,341		
	<b>Depreciation</b>	
723	Building and Office Equipment .....	636
		49,937
61,255		475,432
601,962	Surplus Transferred to Appropriation A/c .....	—
		\$525,369
<u>\$663,217</u>		<u>\$525,369</u>

NEW ZEALAND HONEY

APPROPRIATION

FOR THE YEAR ENDED

1968/69		1969/70
\$		\$
	General Reserve Account — Surplus from actual and expected realisation of unsold stock at 31.8.68 .....	—
5,097	Mortgage Redemption Reserve .....	—
4,051	—Principal Repayment—Auckland .....	4,180
10,000	—Timaru .....	—
—	Christchurch Branch — Sinking Fund .....	10,000
29,069	Stock Fluctuation Account—Adjusting Provision made for the year ended 31.8.68 .....	—
541,997	Distribution to Suppliers .....	465,441
15,000	Overhead Equalisation Reserve .....	—
3,145	Balance to General Reserve Account .....	—
		\$479,621
<u>\$608,359</u>		<u>\$479,621</u>



**MARKETING AUTHORITY  
AND EXPENDITURE ACCOUNT**

31st AUGUST, 1970

1968/69		1969/70	
\$		\$	\$
616,904	Balance Transferred from Honey Processing and Marketing Account		480,282
	<b>Levies</b>		
17,888	New Zealand Marketing Authority	16,122	
22,708	Cardboard Cartons ....	22,664	
4,044	Canisters	1,954	
833	Labels .....	3,543	
921	Adhesive Seals	804	
<u>46,394</u>		<u>45,087</u>	
81	Less Costs of Printing, etc.	—	
<u>46,313</u>		<u>45,087</u>	

\$663,217

\$525,369

**MARKETING AUTHORITY  
ACCOUNT**

31st AUGUST, 1970

1968/69		1969/70	
\$		\$	
601,962	Surplus Transferred from Income & Expenditure A/c	475,432	
6,397	Transfer from General Reserve ....	3,145	
—	Transfer from Accumulated Funds	1,044	

\$608,359

\$479,621

NEW ZEALAND HONEY

BALANCE SHEET AS

1968/69

1969/70

\$		\$	\$
	<b>Current Liabilities</b>		
295,839	Bank Overdraft—Reserve Bank .....	409,027	
—	—B.N.Z. ....	14,376	
		423,403	
10,742	Trade Creditors .....		14,439
144,598	Honey Suppliers—Final Payment Due .....		117,086
			117,086
451,179	<b>Total Current Liabilities</b> .....		554,928
	<b>Reserves and Accumulated Funds</b>		
45,698	Accumulated Funds .....		44,654
3,145	General Reserve .....		—
80,000	Stock Fluctuation Account .....		80,000
15,000	Overhead Equalisation Reserve .....		15,000
770	General Advertising Reserve .....		770
			770
144,613	<b>Total Reserves and Accumulated Funds</b> .....		140,424
	<b>Long Term Liabilities and Capital Reserves</b>		
	Loan State Advances Corpn. (Auckland) 180,000		
150,369	Less Repayments to 31.8.70 .....	33,811	146,189
39,631	Mortgage Redemption Reserve .....		43,811
—	Christchurch Branch Sinking Fund .....		10,000
			10,000
190,000	<b>Total Long Term Liabilities and Capital Reserves</b> .....		200,000
\$785,792			\$895,352

**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 31st May, 1973.

MARKETING AUTHORITY

AT 31st AUGUST, 1970

1968/69

1969/70

\$		\$	\$	\$
	<b>Current Assets</b>			
140	Cash in Hand			140
25,666	Bank Current Account B.N.Z.			
74,747	Debtors—Local	32,876		
25,541	—Overseas	40,136		
21,588	—Seals	30,721		
				<u>153,733</u>
	Honey Stock—Auckland			
	—Unsold Bulk Stock	214,510		
	—Forward Sales	147,495		
267,827			362,005	
	—Christchurch and Timaru			
	—Unsold Bulk Stock	106,951		
	—Forward Sales	15,039		
				<u>121,990</u>
113,077				483,995
	<b>Stock at Cost—</b>			
33,609	Containers, Packing and other Materials			36,540
<u>562,195</u>	<b>Total Current Assets</b>			<u>674,408</u>
	<b>Fixed Assets—at cost less accumulated depreciation</b>			
		Cost	Deprecia- tion	Book Value
10,600	Land	10,600	—	10,600
158,226	Building	177,395	20,272	157,123
30,335	Plant—Equipment	68,911	40,140	28,771
3,340	Office Furniture—Equipment	8,943	5,931	3,012
3,678	Loose Tools	4,020	—	4,020
		<u>269,869</u>	<u>66,343</u>	
206,179	<b>Total Fixed Assets</b>			203,526
	<b>Intangible Assets</b>			
16,500	Goodwill		16,500	
918	Preliminary Expenses		918	
<u>17,418</u>	<b>Total Intangible Assets</b>			<u>17,418</u>
<u>\$785,792</u>				<u>\$895,352</u>

**Valuation of Unsold Bulk Honey Stock**

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**

1969			1970	
Tons	\$		Tons	\$
1,013	512,977	New Zealand Sales — Gross Realisation	934	474,731
	9,232	Less Selling and Distributing Charges		
	23,541	Commission		7,275
		Freight and Cartage		22,955
<u>1,013</u>	<u>480,204</u>		<u>934</u>	<u>\$444,501</u>

**B. ANALYSIS OF OVERSEAS TRADING**

1969			1970	
Tons	\$		Tons	\$
		<b>Overseas Sales — Gross Realisations</b>		
157	64,690	Through Kimpton Bros Ltd.	382	145,532
70	40,468	Direct Sales	126	53,579
<u>227</u>	<u>105,158</u>	<b>Total Sales</b>	<u>508</u>	<u>199,111</u>
		Less Charges to F.O.B., Freight, Landing, Warehousing, Transshipment, Overseas Delivery and General Export Expenses		26,387
	10,873	Marine Insurance		410
	222	Commission		6,133
	2,804	Incentive Commission		2,866
	1,756			
<u>227</u>	<u>89,503</u>	<b>Realisation Ex N.Z. Store</b>	<u>508</u>	<u>163,315</u>
	—	Less Indirect Charges		
		Overseas Promotion and Advertising		103
<u>227</u>	<u>89,503</u>		<u>508</u>	<u>\$163,212</u>

**C. ANALYSIS OF CLOSING HONEY STOCKS**

1969			1970	
Tons	\$		Tons	\$
		<b>Overseas</b>		
68	22,106	Forward Sales (at estimated "ex Store" valuation)	317	86,077
44	11,318	Unsold (at standard valuation of 11.5c per lb.)	16	4,172
		<b>New Zealand</b>		
82	37,709	N.Z. Forward Sales (at estimated "ex store" valuation)	228	76,457
1,203	309,771	Unsold (at standard valuation of 11.5c per lb.)	1,232	317,289
<u>1,397</u>	<u>\$380,904</u>		<u>1,793</u>	<u>\$483,995</u>

### D. PARTICULARS OF HONEY LEVY REVENUE

1969		1970
\$		\$
921	Sales of Adhesive Weight Stickers .....	804
22,708	Seals Authorities—waxed cardboard cartons .....	22,664
4,044	Seals Authorities—canisters .....	1,954
833	Seals Authorities—labels and other sources .....	3,543
<u>\$28,506</u>		<u>\$28,965</u>

(Plus Levy ex N.Z.H.M.A. \$16,122)

### E. DISTRIBUTION OF HONEY LEVY

1969		1970
\$		\$
	<b>Direct Costs of Collection</b>	
81	Charges for stamping cartons, alterations to printing blocks, supplying weight stickers, etc. ....	—
	<b>Appropriations</b>	
2,900	Grant to National Beekeepers Assn. of N.Z. Inc. ....	2,900
—	Advertising Honey in General .....	3,342
441	Financial assistance towards industry development .....	575
25,084	Balance transferred to General Revenue .....	22,148
<u>\$28,506</u>		<u>\$28,965</u>

### F. PARTICULARS OF DISTRIBUTION TO SUPPLIERS

1969		1970
\$		\$
16,953	(a) Honey purchased from suppliers on straight purchase basis 47,812	4,481
	Plus additional payment on Thyme .....	212
380,402	(b) Advance payments to suppliers at 8½c per lb (1969-8c per lb.) .... 4,092,035	4,693
	Less Withholding Payments	
	Tawari 508	
	Kamahi 3,441	343,874
144,642	(c) Final Payment to Suppliers .....	116,366
	Refund of Withholding Payments	
	Tawari 508	116,874
<u>\$541,997</u>		<u>\$465,441</u>

NEW ZEALAND HONEY MARKETING AUTHORITY

STATISTICAL SECTION

G. COMPARISON OF OVERALL AVERAGE PAYMENTS PER LB. —  
10 YEARS 1960/1970

(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.
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
1964/65	1,297	89.32	11.24	1969/70	1,827	95.66	11.26

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

10 YEAR  
AVERAGE

\$37,905

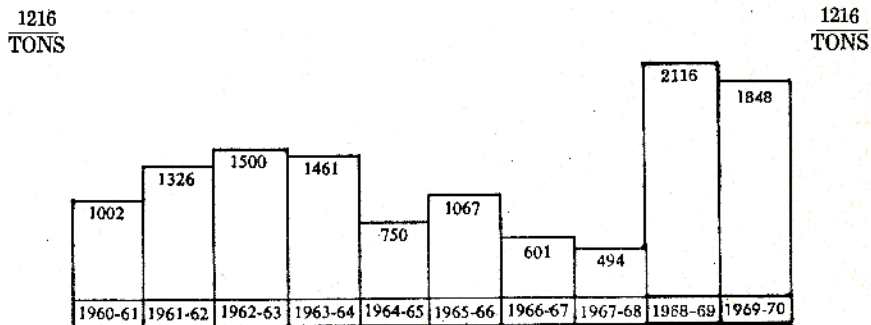
10 YEAR  
AVERAGE

2,030  
TONS

2335	2056	2241	2201	2230	2291	2088	1786	1525	1550
\$	\$	\$	\$	\$	\$	\$	\$	\$	
43,586	38,370	41,834	41,084	41,622	42,768	38,984	33,338	28,506	
1960-61	1961-62	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68	1968-69	1969-70

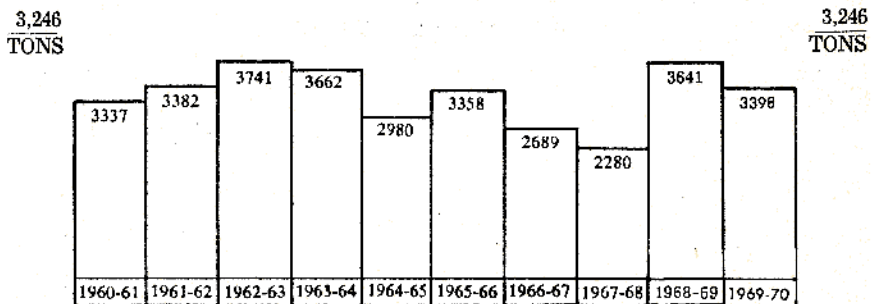
NEW ZEALAND HONEY MARKETING AUTHORITY

I. HONEY SUPPLIED TO AUTHORITY (IN 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)



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

NEW ZEALAND HONEY MARKETING AUTHORITY

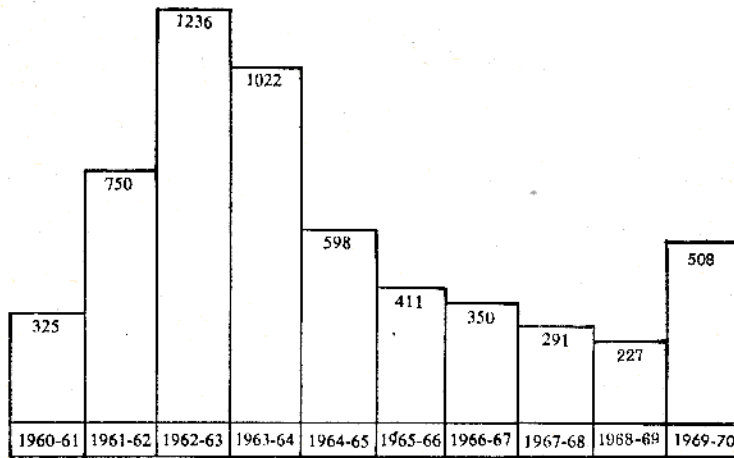
J. EXPORT SALES (IN TONS) BY AUTHORITY  
(COMPLETED SALES—NOT INCLUDING FORWARD SALES)

10 YEAR  
AVERAGE

572  
TONS

10 YEAR  
AVERAGE

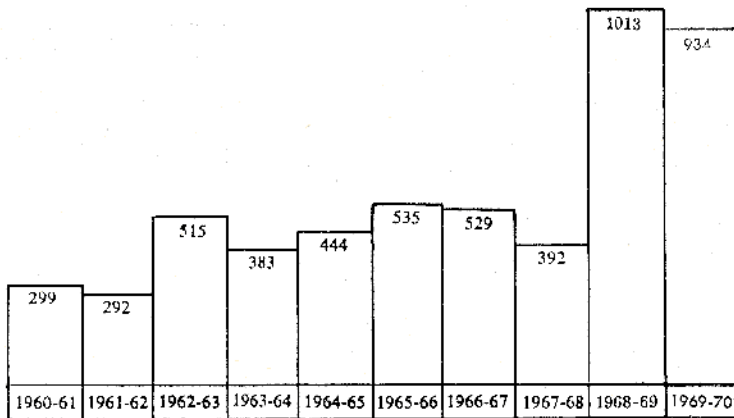
572  
TONS



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

TONS  
534

TONS  
534





**NEW ZEALAND HONEY MARKETING AUTHORITY**

**L. PARTICULARS OF SUPPLY — 2 YEARS 1968/1970**

**RECEIPTS — 2 YEARS 1968/70**

	1969/70	1968/69
	Tons	Tons
	Received	Received
AUCKLAND .....	618	773
NAPIER .....	71	24
GREYMOUTH .....	141	73
CHRISTCHURCH .....	58	49
TIMARU .....	94	119
INVERCARGILL .....	66	92
BLLENHEIM .....	139	133
DUNEDIN .....	—	12
CHRISTCHURCH BRANCH .....	102	163
TIMARU BRANCH .....	559	678
	<hr/>	<hr/>
	1,848	2,116

**GRADINGS OF HONEY SUPPLIED — 2 YEARS 1968/70**

	1969/70	1968/69
	Tons	Tons
WHITE CLOVER and MIXED WHITE .....	1,028	1,400
EXTRA LIGHT AMBER .....	420	335
LIGHT AMBER .....	334	271
MEDIUM AMBER .....	58	107
DARK AMBER .....	8	3
	<hr/>	<hr/>
	1,848	2,116

**M. PARTICULARS OF SALES COMPLETED DURING YEAR ENDED  
AUGUST 31st, 1970**

**GRADING OF HONEY SOLD OVERSEAS 1969/70**

	TONS
BULK—WHITE CLOVER and MIXED WHITE .....	262
EXTRA LIGHT AMBER .....	67½
LIGHT AMBER .....	48
MEDIUM AMBER .....	59
RETAIL PACKS —	
"IMPERIAL BEE" BRAND—CLOVER BLEND .....	37½
"HONEY GOLD" GRAND—LIGHT AMBER BLEND .....	½
NAMED FLORAL SOURCES—MIXED .....	30
BRANCHES "HOLLANDS", "MEADOWCROFT" .....	3½
	<hr/>
	508

**NEW ZEALAND HONEY MARKETING AUTHORITY**

**LOCAL SALES DURING YEAR ENDED 31st AUGUST, 1970**

Gradings		TONS
BULK—WHITE CLOVER and MIXED WHITE	.....	34
EXTRA LIGHT AMBER	.....	17
LIGHT AMBER	.....	3
MEDIUM AND DARK AMBER	.....	33
<b>Total Bulk</b>	.....	<b>53½</b>
<b>RETAIL PACKS—</b>		
“IMPERIAL BEE” BRAND—CLOVER BLEND	.....	114
“HONEYGOLD” BRAND—LIGHT AMBER BLEND	.....	87
NAMED FLORAL SOURCES—MIXED	.....	77
BRANCHES “HOLLANDS”, “MEADOWCROFT”, “3 BEES”	.....	603
		<hr/>
		<b>934½</b>

**N. PARTICULARS OF CLOSING HONEY STOCKS  
FORWARD AND UNCOMPLETED SALES AS AT 31st AUGUST, 1970**

Overseas	TONS	Gradings	TONS
UNITED KINGDOM	316 (68)	WHITE CLOVER and MIXED WHITE	203 (54)
		EXTRA LIGHT AMBER	20 (11)
		LIGHT AMBER	41 (3)
LOCAL	228 (82)	MEDIUM and DARK AMBER	53 (11)
		KAMAHI	89 (—)
		THYME	1 (—)
		NIUE	25 (—)
		TAWARI	4 (—)
		MANUKA	26 (—)
		“IMPERIAL BEE” RETAIL PACKS	7 (8)
		“HONEYGOLD” RETAIL PACKS	12 (16)
		“SELECTED SOURCES” RETAIL PACKS	31 (10)
		BRANCHES “HOLLANDS” “MEADOW- CROFT”, “3 BEES”, RETAIL PACKS	32 (35)
	<hr/>		<hr/>
	544 (150)		544 (150)

NOTE: 1968/69 Figures in Parenthesis.

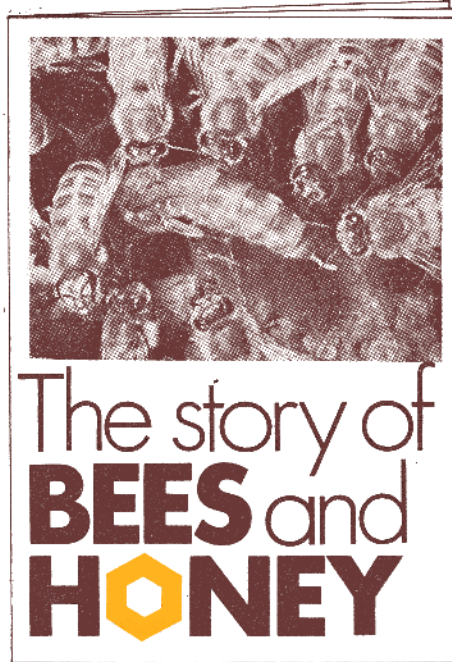
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UNSOLD AS AT 31st AUGUST, 1970

BULK—WHITE CLOVER and MIXED	Afloat or Overseas TONS	Held in N.Z. TONS	TOTAL TONS
WHITE .....	2 (44)	637 (674)	639 (718)
EXTRA LIGHT AMBER .....	5 (—)	162 (140)	167 (140)
LIGHT AMBER .....		137 (74)	137 (74)
KAMAHI .....		72 (91)	72 (91)
RATA .....		43 (6)	43 (6)
MANUKA .....		36 (46)	36 (46)
BUTTERCUP .....		45 (31)	45 (31)
REWAREWA .....		20 (16)	20 (16)
THYME .....		13 (14)	13 (14)
TAWARI .....	9 (—)	33 (62)	42 (62)
MANUFACTURING .....		34 (48)	34 (48)
	<u>16 (44)</u>	<u>1232 (1202)</u>	<u>1248 (1246)</u>

NOTE: 1968/69 Figures in Parenthesis.

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



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.