

VOLUME ONE

NO. 1.

N.Z. HONEY PACKERS ASSOCIATION INC.

MONTHLY BULLETIN

DECEMBER 1976

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EXECUTIVE OFFICERS 1976-77

PRESIDENT	LLOYD HOLT	P.O. BOX 52, NGONGOTAHA
VICE PRESIDENT	KEITH HERRON	GREENVALE APIARIES NO. 5 GORE.
SECRETARY	ROBIN JANSEN	P.O. BOX 460. TAUPO
EXECUTIVE MEMBER	BOB DAVIDSON	R.D. 4. TIMARU

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PUBLISHED FOR MEMBERS INFORMATION BY: N.Z. HONEY PACKERS ASS. INC.  
P. O. BOX 460,  
TAUPO.

(1)

EDITORIAL BY LLOYD HOLT

Your Executive are publishing this Bulletin to give you a continuing, compact record of the Association's business that can easily be referred to in the future.

In doing this we believe there will be a saving to the Ass. in postage although it will involve extra work for the President & Secretary. However we feel that the results obtained will in the future give us a stronger Ass. We would welcome comments and letters from members that could be published but if you wish a letter to be included please advise your Secretary.

Recently we received the latest publication of the "N.Z. Beekeeper" with an Editorial titled "Convincing the Cynics." The interesting part of this and other Editorials is that the opinion of the present and many past Editors is that this small industry can only benefit from a costly Government appointed body solely controlling through legislation our privately owned businesses.

It is of interest to note that after many years the H.M.A. has finally admitted that the best returns are from exports and of interest also that many of the comments contained in that Editorial have been put forward by those promoting combined individual promotion such as the Comb Honey Producers have been allowed to enjoy and profit by their activities.

It is only by individuals willing to promote their product without continued restrictive legislation such as the recent "Conditions for Exports by Private Packers" as set out by the H.M.A that our Industry will progress.

It is also interesting to remember that it was the H.M.A. who started the practise in the industry of large scale advertised selling through supermarkets while preventing Private Packers from exporting that brought about the Specials mentioned in the Editorial.

EDITORIAL CONTINUED ON PAGE 18

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PRESIDENTS ANNUAL REPORT OF THE N.Z. HONEY PACKERS ASSOCIATION INC.  
AT CHRISTCHURCH NOVEMBER 26 1976

As you know this year we have kept our meetings to an absolute minimum due to the high costs today of not only travel but also the general costs of holding a meeting. Further in reality we had no alternative due to the Beekeepers financial position this year following an extremely poor crop in most areas.

MEMBERSHIP

As I mentioned last year I believe the key to membership is a strong financial body and although this year was unfortunately a very poor year as far as honey crops were concerned, the 2 kg. container which our Ass. has promoted has been very well accepted and has already earned us some ~~finamaze~~ ~~with which we will~~ at least be able to cover some of our costs and also pay interest this year on the money borrowed to promote this container.

I feel that once we have established a solid financial basis then membership will be no problem as we will be able to provide the necessary information and pay our **Officers** travelling and accommodation expenses without having the old problem of continually increasing subscriptions.

For some years now we have concentrated our efforts as far as Annual Meetings are concerned mainly in the South Is. because of the consideration we felt we should give to the Father of our Ass. who is also our Secretary as far as travel to the North Is. was considered. Mr Bob Davidson has indicated that he will not be able to carry on in the position of Secretary any longer and now consideration should be given to holding meetings in both the North & South Islands with alternative Annual Meetings in each Island. I feel sure with the added finance that we are hopeful of having them, this is a very strong possibility and will **definitely increase our membership.**

FINANCIAL

As has already been mentioned the continuation of our Association would be in jeopardy if it was not for the possibility of financial returns from the 2 kg. container and possibly other sources I intend to cover later in this report.

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#### HONEY MARKETING

Last year I mentioned that the marketing of honey was one of the great problems that Beekeepers and Honey Packers face, due to the variations in seasonal crops of honey. Fortunately, as you all know with the exception of certain parts of the South Is. and odd parts in the North Is. last years crop has done much to stabilise the selling of honey and to harden prices.

Unfortunately it would also create a problem that when the new crops come on the market particularly if we have bumper crops of honey then packers will have to attempt to sell their packs on the market where in some cases these packs have not been on the shop shelves for some months. I consider it essential that when packers are doing this they do not cut prices and continue to market in a business like manner.

#### PRIVATE EXPORTS

The latest information from the H.M.A. is that no private exports of bulk honey will be allowed but retail packs will be allowed to be sold under certain conditions laid down from time to time, it is understood that the initial conditions have been drawn up and are available from the H.M.A.

It is not reasonable to have yearly variations in the export marketing of any product as it takes some time and considerable amount of money to build up a reasonable export market. I therefore consider our Association should make representations to the Government requesting that continuing private exports of honey be allowed under reasonable conditions which should be based mainly on a minimum price and condition of the product.

#### FUTURE OF THE ASSOCIATION

As you know we have now to elect a new Secretary and consideration must be given as to whether we employ a professional Secretary or we continue for the time being with one of our members acting as Secretary and receiving an honorarium. I consider it would be wise for this year to at least continue with one of our members acting as Secretary and for this reason

(CONTINUED PAGE 20)

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NEW ZEALAND HONEY PACKERS ASSOCIATION INCORPORATED 1975 - 1976

RECEIPTS AND PAYMENTS ACCOUNT FOR YEAR ENDED 30 SEPTEMBER 1976

South Canterbury Savings Bank

<u>Receipts</u>		<u>Payments</u>	
Balance as at the 30/9/75	2,877-51	Tolls	103-20
S.C. Savings Bank		Letters & Duplicating	192-87
Subscriptions	497-00	Travelling & Accommodation	141-44
Interest	21-90	Secretary Honorarium (2 yrs)	200-00
Donations	38-00	2 Kg. Die Fund	2,710-00
Accommodation	20-00	Auditors Fee	15-00
		Stationery	5-50
		Advertising	30-00
		Balance as at 30/9/76	
		S.C. Savings Bank	56-40
			<u>56-40</u>
	<u>\$3,454-41</u>		<u>\$3,454-41</u>

Australia & New Zealand Bank Trading Account

<u>Receipts</u>		<u>Payments</u>	
Balance as at 30/9/76	- - -	Bank Fee & Cheque Book	3-00
A. & N.Z. Bank		2 Kg. Die Balance Payment	2,300-00
2 Kg. Die Money from the		10% Refund to members	360-00
S.C. Savings Bank	2,710-00	Balance as at 30/9/76	47-00
		A. & N.Z. Bank	
	<u>\$2,710-00</u>		<u>\$2,710-00</u>

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The Balance in Credit at the A.N.Z. Bank Trading Account, belongs to the members of the N.Z. Honey Packers Ass. inc. who contributed to the 2 kg. Container Die.

The Trading Account has a Credit at Reese Bros. Plastics Ltd. for \$838-87 (10% Commission on Sales)

AUDITORS REPORT TO THE MEMBERS OF THE N.Z. HONEY PACKERS ASS. INC.

This is to certify I have examined the books of the N.Z. Honey Packers Associated Incorporated, together with the transactions relating to the 2 kg. container die fund and in my own opinion they represent a fair view of the affairs of the Association as at 30 September 1976.

Subscriptions outstanding:--	\$92-00
Accounts not paid:--	- - - -

NEW ZEALAND HONEY MARKETING AUTHORITY CONDITIONS FOR EXPORT BY PRIVATE PACKERS

Approval to export of all packed honey by Private packers will be given subject to the overriding criteria that the H.M.A. ability to maintain a stable domestic market and to export honey at the most advantageous prices and conditions in the best interest of the industry, is not affected.

ALL APPLICATIONS TO EXPORT WILL BE SUBJECT TO THE FOLLOWING CONDITIONS & REGULATIONS

1. Applications to export up to 20 tonnes per shipment of extracted honey packed in retail lines will be considered under conditions as laid down from time to time.

2. 20 tonnes of honey per shipment means 20 tonnes from one particular packer on one particular vessel.

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3. Application to export must reach the Authority not less than 15 days prior to shipment. Application must be made on Customs Form No. 326 (obtainable from any office of H.M. Customs) in triplicate. It is important to note the Minister of Agriculture & Fisheries is required to give an Export Grade Certificate and no approval will be given unless this certificate approving the honey as up to export standards is sighted by the Authority. Samples for grading must reach the Honey Grader not less than 15 days prior to application.
4. All applications shall be accompanied by a fee of \$10-00 and in the case of the initial application by any exporter, by a deposit of \$200 for applications to export up to 5 tonnes and a \$1000 up to 20 tonnes, such a deposit to remain forfeit to the Authority in the event of any breach by the applicant of any of the terms and conditions relating to private exports laid down by the Authority. The grant of approval by the Authority does not in any way absolve the shipper/exporter from responsibility for any shipment.
5. The selling price shall be subject to Authority approval and shall be expressed in N.Z. \$ f.o.b. a New Zealand port.
6. The exporter shall supply the Authority with copies of the Bill of Lading, Certified Invoice and Export Entry together with a letter certifying that they are true originals.
7. The exporter's bank shall advise the Authority of receipt of the proceeds identified in such a way that they can be related to specific shipments.
8. The consignment note and origin codes shall be affixed to each carton of retail packs to ensure that any shipment can be identified. The maximum size of any retail packs shall be 3 kg. nett.
9. It shall be a condition of any approval to export that the exporter shall pay to the Authority's General Reserve Fund a stabilisation levy fixed by the Authority from time to time. The amount for the 1976-77 season shall be 3c. per kilogram subject to review after the base price for the season has been determined.

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10. Apart from existing arrangements applications will only be considered from commercial members of the N.B.A.
11. Any exporter contemplating selling in a particular market should ask the General Manager for the Authority's current price below which approval to export to that market will not be given, and shall make it clear to any prospective buyer that the sale is conditional on an export license being granted.
12. It should be noted that negotiations with prospective overseas purchasers should be on the basis that any upward trend in world prices will result in the Authority advancing the prices at which approval to export will be given. The advise of price is not an approval to export at that price. Approval will depend on ruling prices at the time an application to export is made.

MINUTES OF THE N.Z. HONEY PACKERS ASS. INC. ANNUAL GENERAL MEETING

This meeting was held in the Brevet Club Rooms on the corner of Russley Road and Memorial Avenue, Christchurch on Friday 26 November 1976.

The Association President opened the meeting by welcoming the twelve members present.

ATTENDANCE

Messrs Holt, Davidson, Herron, Clissold, Morris, Franklin, Hantze, Jansen, Mr & Mrs R. Fell and Mr & Mrs D. Gibbons.

APOLOGIES

Received from Messrs Belin, Cropp, Rowe, Bennie, Berry, Gossett, Bird, Herron and Ernest.

Minutes from the last A.G.M. were read and confirmed.



BUSINESS ARISING FROM MINUTES

Discussion on Health Dept. requirements re Honey Plants. Licensing of Honey Packing premises. The feeling of the meeting was that licensing was desirable and that a gradual process was being made to meet Health Dept. requirements.

CORRESPONDENCE

Mr Davidson tabled a document setting out H.M.A. requirements controlling private exports of honey. No submissions were presented by the N.Z. H. P. Ass. due to the fact that no meetings were held prior to the Annual Meeting at a time which could have allowed submissions to be prepared.

Considerable concern was expressed at the conditions out of which arose the following resolutions:

1. The executive be directed to assemble submissions from all members to present a case to the Minister of Agriculture & Fisheries with a view to removing control of private exports from the H.M.A. so that they come directly under the control of the Minister of Agriculture & Fisheries.  
(Fell - Jansen)
2. Contrary to promises made the terms of private packers exports as received by our Ass. are cumbersome and unacceptable as they now stand.  
(Fell - Jansen)
3. The following resolution was passed that a letter be forwarded to the Minister of Agriculture & Fisheries expressing dissatisfaction with private export conditions.  
(Refer letter page 14)
4. A letter also to be forwarded to Mr P. Berry member of N.Z. H.M.A. & President of N.B.A. with a copy also to Tony Clissold.

(Refer letter page 15)

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The members of the N.Z. H.P. ASS. expressed concern at the conditions of the private export schedule recently circulated by the H.M.A.

We request that you as a member of the Honey Packers Ass. and representing the industry as a whole, advise why such cumbersome and restrictive conditions were formulated, if it is the intention to meet the industry's wish for right of private exports as expressed at various conferences.

(Fell - Gibbons)

A brief discussion on 2 kg. containers produced by Reese Bros. Plastics making a very important contribution to Ass. finances was also held.

A letter to be forwarded to the Minister of Industries & Commerce stating our concern that legislation is being prepared to set dates for metrication of packaging. Some honey packers have large stocks of imperial containers, however owing to seasonal conditions this situation will resolve itself in time as all the new containers are now being produced in metric sizes.

(Fell - Hantze)

A resolution was passed that the Dept. of Labour be requested to alter regulations pertaining to honey packs to allow for a multiple of 1 kg. after 2 kg. for example a 6 kg. is an acceptable and widely used retail honey container.

The President read his Annual Report and the Secretary presented the Annual Statement of Accounts, moved by L. Holt and seconded by D. Gibbons that these be received.

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BUSINESS ARISING FROM ANNUAL REPORT AND BALANCE SHEET

Resolution moved that we close the South Canterbury Savings Account and transfer funds to the A.N.Z. Trading Account.

(Morris - Franklin)

A directive was given that the President and Secretary be authorised to investigate the feasibility of standardized outer honey cartons with commission to the Honey Packers Ass. and further to investigate maximum gross weight allowed by Labour Dept. regulations to be lifted by shop employees.

A resolution was passed that this meeting congratulate Lloyd Holt on the successful conclusion of the 2 kg. container and a vote of thanks be recorded.

(Gibbons - Davidson)

Mr Holt expressed appreciation of help given by members with special reference to Don Gibbons and Ray Fell for their particular kind of support which gives strength to our type of Association.

2 KG. CONTAINER

It was moved that the interest that is now payable on the money lent by subscribers to the 2 kg. tool be paid.

(Morris - Hantze)

It was also moved that the Secretary investigate the possibility of group travel to Packers Meetings.

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ELECTION OF OFFICERS

PRESIDENT	LLOYD HOLT
VICE PRESIDENT	KEITH HERRON
SECRETARY	ROBIN JANSEN
EXECUTIVE MEMBER	BOB DAVIDSON

Members expressed appreciation to Bob Davidson for his valued work for the Association and also a vote of thanks to Joan Davidson for her assistance to Bob and the Ass.

A token of appreciation to be given to Joan. (Jansen & Holt to action.)

APPOINTMENT OF AUDITOR

Mr Stretton of Stretton, Hoy, & Brown Chartered Accountants of Taupo.

(Jansen - Morris)

Resolution that the Associations Trading Bank Account be moved to Taupo and that the President and Secretary be Signifiers to cheque Account.

(Gibbons - Morris)

Resolution that the President & Secretary be authorised to process and pay current accounts.

(Franklin - Gibbons)

Resolution that Lloyd Holt be reimbursed to \$28-00 freight costs on 2 kg. die.

(Gibbons - Fell)

GENERAL BUSINESS

The following resolutions were passed:

1. That a Packers Meeting be held annually at the same time as the N.B.A. Conference.
2. A monthly Bulletin to be sent out to members.
3. Suggestion to members of the Ass. to include the words "Membership to the N.Z. Honey Packers Association" on all business invoices and letter heads.
4. It was decided that this Ass. holds its A.G.M. alternatively in the North and South Island. The next A.G.M. to be held in Rotorua and the Manager of the H.M.A. to be invited to speak at the meeting.

Annual Meeting closed and General Meeting called.

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GENERAL MEETING

Minutes of meeting held 27/2/76 read and confirmed.

BUSINESS ARISING

It was suggested that the N.Z. H.P. ASS. publish a guide to Honey selling prices.

Resolution that Holt & Jansen arrange a meeting with F.M. Winstone with a view to discontinuing the standard print carton as it is detrimental to industry honey sales as it encourages proliferation of poor quality packs. This meeting could see no potential sale advantage to Winstones.

Mr R. Tunnecliff G.M. of Reese Bros. Plastics Ltd. was welcomed to the meeting and an appreciation of his Company's assistance was expressed. Following a general discussion members were advised to order their 2 kg. containers from Reese Bros as soon as possible.

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LETTERS

THE HON. MR D. MACINTYRE, 3 December 1976  
MINISTER FOR AGRICULTURE AND FISHERIES.

Sir,

The following resolution was passed at the Annual General Meeting of the N.Z. Honey Packers Ass. Inc. held at Christchurch on the 26 November last.

"That our Association is concerned that the H.M.A. circulated conditions of supply for the 1976-77 season together with the conditions for supply circular headed "H.M.A. NEWSLETTER" 19/11/76 signed by Mr Russell Poole Chairman of the H.M.A. indicating that the payout for bulk honey would be set at approximately 70 cents per kilo. A similar situation existed in the first year of the last Labour Governments term of office and created disruption in the Honey Packing Industry. We therefore request the Minister of Agriculture immediately clarify the base price and ensure the H.M.A. schedule advance scale is approved by Treasury.

Concern was expressed that this type of publication was circulated prior to confirmation by Government; causing unnecessary disruption within the industry.

Yours faithfully,  
R. JANSEN.

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LETTER

THE HON. MR D. MACINTYRE,  
MINISTER OF AGRICULTURE & FISHERIES.

3 December 1976

Sir,

The following resolution was passed at the .  
Annual General Meeting of the N.Z. Honey Packers Association Inc.  
held at Christchurch on the 26 November last.

"That contrary to promises made the  
conditions for exports by Private Packers as received by our .  
Association are cumbersome and unacceptable as they now stand."

Yours faithfully,

R. JANSEN.

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LETTER

MR P. BERRY,  
(PRESIDENT - N.B.A.)

3 December 1976

Dear Sir,

The following is a copy of  
a Resolution passed at a recent meeting of the Honey  
Packers Association Inc.

"That members of this  
Association express concern at the conditions of the  
Private Exports Schedule recently circulated by the  
H.M.A. We request as members of the Honey Packers Ass.  
and representing the industry as a whole that you advise  
why such cumbersome and restrictive conditions were  
formulated, if it is the intention to meet the wishes  
for private exports as expressed at various conferences."

Yours sincerely,

R. JANSEN.



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LETTER

MR R.L. JANSEN,  
SECRETARY,  
HONEY PACKERS ASS. INC.

6 December 1976

Dear Robin,

Thank you for bringing to my attention the resolution of the Packers Ass. meeting requesting that I advise why such cumbersome and restrictive conditions were formulated to apply to private exports.

These conditions were set out in a circular from the H.M.A. The H.M.A. as such may wish to make comment and I will provide the Authority with a copy of your letter to me as President of the N.B.A. and a member of the Packers Association.

I would comment as follows:

1. The conditions may well appear restrictive and cumbersome but the ease with which exports can be arranged will depend not only on the conditions but the goodwill with which they are applied.

2. The sums of money involved in the bond are not likely to restrict any prospective exporter if he asks his bankers to open an export account for his firm and to provide the necessary finance for all aspects of exporting expenditure. The banks are normally very helpful in this matter and they make certain gains from such operations. However if the amount in the bond proves to be too high or too costly in interest it could be reviewed after a period of operation.

3. The restrictions still prohibit exports of bulk honey but I personally feel that Government attitude in this matter might change when there has been time to examine all the circumstances. Such a change would result in there being a majority of H.M.A. members in favour of controlled exports in limited quantities

( continued overpage )

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of bulk honey by private exporters as favoured by the 1976 N.B.A. Conference.

4. You correctly refer to the wishes of various conferences favouring private exports but these wishes included provision for appropriate H.M.A. controls. The initial controls may not prove ideal but they can be altered from time to time in the light of experience. In my own experience of exporting I would expect that with reasonable co-operation between the H.M.A. and the private exporter on the one hand and between the potential exporter and his bankers on the other hand the conditions should be readily workable.

The first need is to establish satisfactory orders such as those I was trying to initiate during your meeting and which were the subject of our telephone discussions at that time. Had I been able to attend the meeting I would have been in a position to answer the questions you have raised in your letter but it seemed better that I should concentrate on the marketing aspects with the Yugoslav firm concerned and keep in touch with the meeting by phone.

The Executive will be considering policy in respect of exports by private packers this week and it may have comments which will be of interest to the Packers Ass.

I will be happy to assist any potential exporter.

Yours sincerely,  
PERCY BERRY.

COPY OF LETTER RECEIVED BY BOB DAVIDSON FROM THE MINISTER  
OF AGRICULTURE & FISHERIES.

Dear Mr Davidson,

This is to advise you that the Minister of Agriculture & Fisheries has approved the rate of hive levy for 1977 continuing at 15 cents per hive.

Yours sincerely,  
E.W. LEE.  
DIRECTOR GENERAL.

EDITORIAL CONTINUED

It would appear that so much of the attitudes of many of our elected leaders is towards a form of Government controlled Socialism that one wonders if in the future there is any scope for the individual to promote and to develop progressively his own ideas and business ability in the beekeeping field.

Surely there is enough proof within this country without going to such countries as England to know how a primary industry can suffer by socialistic controls.

The question is whether the industry is here to support a group of servants by way of levy's or whether the industry's body's are here to assist private businesses within the industry to prosper financially, where the producer or producer packer is willing to promote his own ideas through co-operate marketing such has been proved by the Comb Honey Producers Association.

A sobering thought is that the Comb Honey Association can as sure as night follows day expect to come under the system as soon as the "Extracted Honey" section of the industry is fully controlled.

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I also feel that we should hold more regular meetings and circulate a monthly bulletin so as all members are fully informed as to what is happening in our industry instead of continuing with the copies of letters as we have done in the past.

As I mentioned previously I consider there is a strong possibility of our Association members co-ordinating their container buying and with this in mind have discussed the question with a commercial firm in the North Island and I can report that this firm would be interested in supplying a standard printed outer container to members of our Association at a rate which would be cheaper than they would normally be able to buy such a container at and our Association would receive a commission on all sales.

So as to identify the individual packer if he so wished then a label would need to be attached to the outside of the container showing his name and address.

This is a matter which would need to be fully discussed and considered but it would appear to me that once again we can financially strengthen our Association and our membership in this type of operation.

Finally may I thank all members of my Executive for their continued support with particular thanks to Bob Davidson who with this meeting is completing a number of years in guiding this Association from the time he established what was then known as a "Ten Bob Club" until today when we have an Association with something of value and a solid core of membership.

Signed W.L. Holt,  
PRESIDENT.

PRESIDENTS REPORT CONTINUED

am prepared to continue if re-elected in the position of President although I feel it would be better for a person fully engaged in the industry to hold that position because of the fact he would be regularly attending the various Beekeepers meetings.

GENERAL MEETING MINUTES CONTINUED.  
BULK HONEY PRICES FOR 1977

A resolution was passed to write a letter to the Minister of Agriculture & Fisheries expressing the concern the H.P. Ass. felt over the announcement by the H.M.A. prior to confirmation by the Minister of a possible 70c per kilo pay out for bulk honey.

Meeting closed at 3.30p.m.

VISIT TO THE UNDER SECRETARY OF AGRICULTURE & FISHERIES ON  
MONDAY 20 DECEMBER 1976

As a result of an invitation from Mr J. Bolger Robin Jansen and I made a visit to Wellington to discuss the Base Honey Price question and the Private Export Conditions as set out by the H.M.A.

We were well received and we felt that the questions we put would be looked into. The following is a summary:

- It would appear that the base price for honey in 1977 will be 70c. KG. but no answer will be given prior to January 1977.
- On Private Export Conditions for Honey we questioned:-
  - (a) The time of samples 15 days prior to application to export and what form these samples were to take (i.e. packed or Bulk) samples.
  - (b) Why should we provide the H.M.A. who are our opposition traders with all details of our trading. Why if this is necessary should this not be provided to such a body as the Dept. of Trade & Industries or the control be vested in the Ministry of Overseas Trade.

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- (c) We felt there should be no restriction on private exports as there is scope for increased build up of beekeeping in N.Z.
- (d) We questioned the right of the H.M.A. to vary conditions at a moments notice and we question the right to levy private exports as well.
- (e) We questioned the need for such a thing as a \$1000 bond.
- (f) We questioned the condition of clause 12 as we felt it was impossible to operate under such conditions.
- (g) The question of Export Incentives was also raised.

NOTE

Authority members have mentioned between 10c and 18c levy per KG. on exports.

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WE WISH TO APOLOGISE FOR SOME PUBLICATION  
ERRORS IN THIS YOUR FIRST ISSUE OF THE  
N.Z. HONEY PACKERS ASS. INC.  
BULLETIN.