

VOLUME ONE

NO. 7

N.Z. HONEY PACKERS ASSOCIATION INC.
MONTHLY BULLETIN
JULY - AUGUST 1977

EXECUTIVE OFFICERS 1976-1977

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PUBLISHED FOR MEMBERS INFORMATION BY:

N.Z. HONEY PACKERS ASS. INC.,
P.O.BOX 52,
NGONGOTAHA.
EDITOR: LLOYD HOLT.

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EDITORIAL

Firstly may I comment on my impressions on the National Bee Keepers Association Conference in Dunedin in relationship to the delegates and their participation in that Conference under the current rules of the N.B.A.

It would appear to me that the majority of delegates went there with pre-conceived or pre-directed opinions, and so voted accordingly irrespective of the discussion on the floor of conference. I was also amazed at how few delegates took part in the discussion on the remits.

I could not but liken the conference to a conference of union delegates, and I would be alarmed at the thought of the N.B.A and H.M.A being amalgamated and coming under the control of Government.

For this to happen it would seem to me that the H.M.A. would have to be re-constituted completely in any case.

We must congratulate Robin Jansen, of Taupo, in managing to get an export of ling heather honey away to France. This is at least a break in the iceberg of the H.M.A. controls.

There is, at the moment, some discussion at Government level with regard to the future of the H.M.A. following various remits that have been passed at the last few conferences, and agitation by various private producers to obtain the right to export, not only packed lines, but also bulk lines of honey.

I have advised Mr. Ray La Varis, of Taupo, following his question to me that, in my opinion, the majority of the members of the New Zealand Packers Association support the principle of the H.M.A. being an advisory and regulatory board, rather than a Board which physically packs and handles the honey.

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It would seem to me that the producers of this country have one of two alternatives : -

1. To follow that course or,
2. To agree to the H.M.A. taking over complete control of all honey in this country.

Further, from grapevine information, it would appear that the Honey Marketing Authority are contemplating spending a considerable amount of money in up-grading the Auckland plant and completely re-establishing the Pleasant Point plant. This would mean that in the end the producer pays, and would have no scope to claim the return of his investment at any stage.

I would appreciate written opinions from our members as to their attitudes in this matter, with a view that your Executive can make a definite statement if, at any time, further discussion eventuates.

In dealing with the payment of monies for the 2Kg, it was decided at our meeting in Dunedin that we would pay \$200 of the principal back to each producer this year, leaving the remainder to be paid back as soon as possible. This leaves the Association still with a substantial credit balance with which to finance its activities. At the same meeting an outer pack for 36 500g pottles was displayed, and this is dealt with in the report. It is essential that we have either firm orders through the Association office, or an indication as to whether members wish to carry on with this project.

The 500g plastic pottle was also displayed and the point made that this would cost between 2 or 3 cents less than the current pottle in use, and at this stage your Executive are holding quotes from Messrs. Plastic Products Ltd. of Hamilton, but to date have not received firm quotes for the pottle from Messrs. Frank M. Winstone. Your Executive also requires some written information as to their members ideas and requirements for this pottle.

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Although the Honey Packers Association Meeting in Dunedin was fairly well attended, it is regrettable that the Comb Honey producers should also choose the same night to hold a meeting which took a number of our members, as our meeting was well publicised prior to the N.B.A. Conference, and this resulted in a limited amount of discussion and the fact that all members at Dunedin did not have the opportunity of viewing both the 500g plastic pottle and the 500g outer container.

Included in this Bulletin also are comments and suggestions on the New Zealand Honey Marketing Authority conditions for export by private packers, published in November 1976. These suggestions for improvement have been submitted by Robin Jansen, and your comments to your Executive are required to assist the Committee appointed at the Association meeting in Dunedin, to formulate a programme to submit to the New Zealand Honey Marketing Authority and Government.

Members will regret to hear that the Father of our Organisation, Bob Davidson, had a slight heart attack at his home this year and has been confined to hospital for a period of observation. In wishing him a speedy recovery I know I am expressing the sentiments of all the bee keeping fraternity.

Lloyd Holt
PRESIDENT

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PRESIDENTS REPORT TO THE N.Z. HONEY PACKERS ASSOCIATION AT
DUNEDIN JULY 1977

As you know we have now on hand from the 2 KG Pottle Credits some \$3,853. 00. This now means, together with our Subscriptions, we have enough money on hand to consider paying off the majority of the 2 KG Pottle funds. My recommendation is that we pay off the majority of these funds together with the current interest rates to the end of the financial year, and ask any of the major holders to delay the payment of some of their amount until it is possible to pay this off the following year. In this way we will clear up a lot of extra work in paying off smaller amounts to each and every person who has supported the fund.

Dealing with the possibility of obtaining a Thermo-formed Tub and Lid that will hold 500 grams of honey and be printed with two colours, I have gone into this question with Messrs. Frank M. Winstone Ltd. and Plastic Products of Hamilton. From Plastic Products I have received a rate for a minimum run of 100,000 at \$4.85 per hundred, with packaging and freight extra. There would be no cost of a die in this quote and no consideration has been given at this stage for any commission to be paid to our Association, although I have put this point forward and it is negotiable.

Dealing with bulk cartons for packing honey, I have obtained a quote for a one colour print which would pack 36 500 g units with the price as follows : -
1,000 would cost \$558.00 - 20,000 on a bulk run with slug changes for each members name would cost \$399.00 per thousand or 50,000 at \$389.00 per thousand. As you can see this is a saving of \$189.00 per thousand which, over 20,000 is a saving of \$3,780.00.

This emphasises the type of activity I had in mind when I recommended to our Association that we should become involved in purchasing containers as a group. Now that we are involved in this type of

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activity, to me it is essential that we make the appointment of a paid Secretary for our Association, as we will become involved in taxation etc. It is essential also, in dealing with the Government and Exports, that we have someone who is capable of putting forward a case from a financial point of view, and assisting us with costing so that we can assist our members in this field also.

I therefore recommend to our Association that we make an appointment of a Secretary to the President for the remainder of this year in the person of Bonnie Wilde, of Rotorua. This appointment to be re-considered at our Annual Meeting which will be in November. I feel that after this trial period Members would be able to make a firm decision as to whether this appointment is the correct one.

It is my recommendation that Mr. Robin Jansen, of Taupo, should continue with the duties of General Secretary for the Association over this period of time and that in the future we should make an appointment of a Minute Secretary so as to keep the minutes for our Association at all meetings.

Consideration should further be given to the suggestion of the Comb Honey Producers Association combining with our Association so as to give better representation at Government level, as they are in fact also commercial honey packers in the true sense and it would assist them financially as well to belong to our Association, even though they could still continue as a separate Committee so as to deal with their own function. Dealing with honey prices on the retail market, to my mind I am convinced we would be foolish, at this time, to increase our local honey prices as I consider that it is not until we are able to get access on the retail market that we can hold an increased local market price without disruption and price cutting, which is already showing on the market, even in this year of short supply.

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SUGGESTED SUBMISSIONS RE PRIVATE EXPORTS:

R.L. JANSEN:

- (1) My Company is of the opinion that the Conditions for export by Private Packers should be administered by an independent body which should liase with the H.M.A. N.Z.H.P.A. and F.B.A. in forming satisfactory Regulations.
- (2) We believe some relaxation in the honey grading requirements with regard to packed honey should be considered to facilitate prompt export procedures. Private exporters could well be licensed and bonded to meet necessary requirements with random checks being carried out by the Honey Grader.
- (3) No exporter should be required to furnish confidential information to his competitor.
- (4) H.M.A. policy changes in past years have been used to close off private exporters : namely crushed comb manuka honey. Honey in 14 lb packs for export, and close the door to most would be private exporters.
- (5) The H.M.A. should liase with the N.Z.H.P.A. before undertaking radical changes in export conditions where they are likely to jeopardise private exports.

Now refer to the present H.M.A. Regulations :

- (1) 20 tons maximum not necessary.
- (3) Unacceptable in its present form. Built in requirement of 30 days is excessive. Grading and H.M.A. approval would need to be completed in one week to facilitate an export. Samples are not accepted by the Honey Grader - he must extract some of the actual shipment for grading.

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- (4) If a bond is necessary, a performance bond provided by the bank would suffice.
- (6) No exporter should be required to furnish confidential information to his competitor.
- (7) Objection as covered in Clause (6) above.
- (8) Consider 6 kg ideal export pack if it can be exported.
- (9) No real objection but require more information as to disposal of same.
- (10) With the exception that an agent acting on behalf of an approved exporter may apply.
- (11) Agree with a minimum price being fixed on the export market but I do not believe that the H.F.A. as a competitor is the right body to administer the Regulations.
- (12) When a contract has been made at an approved price it should be honoured regardless of up or down price movements.

Referring to Clause 3 above - an exporter operating outside the 25 miles limit of the Honey Grader is faced with substantial costs in forwarding produce for grading, extra freight etc.

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FIRE AT HONEY PACKERS PREMISES:

Most of you will know that there was a fire at Bray and Gosset's factory, but apparently their honey stocks were not destroyed.

We wish to express all members concern and sympathy for this unfortunate occurrence.

DISPLAY STAND AT THE AUSTRALIAN WORLD BEE KEEPING

CONVENTION:

Robin Jansen, of Taupo, decided it would be a good idea to have a display of honey products at the World Convention and I agreed, after discussion with different bee keepers that we should, as an Association, co-operate with this idea. I have given Robin the go ahead to arrange a stand displaying various packs of Association Members' honeys.

Any members interested, please contact Robin for further details urgently. His address is P.O.Box 460, Taupo.

The idea is to send a display of various empty cartons, so as to save freight, but anyone wishing to display glass packs and pay the freight on these kindly discuss the matter with Robin directly.

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LETTER:

The Editor,
Honey Packers Bulletin.

DAVIDSONS APIARIES LTD.
Hadlow, No. 4 R.D.
TIMARU

30 July 1977

Dear Sir,

The H.M.A. price setup has finally been explained to all at the F.B.A. Conference in Dunedin. The explanation came from the General Manager in answer to a question by our President (Mr. Lloyd Holt).

The facts are : -

1. The H.M.A. sells at only one price.
2. To get this price, orders either have to be for a definite number of cartons, or the cost of freight (if any) is added to the order.
3. An order for one carton does come under this system.
4. The number of cartons is 30 according to the H.M.A. price list, but 20 was mentioned during the discussion at Conference, and 10 cartons is mentioned in the price list.

As I have frequently stated at Meetings and in the Packers Bulletin "That the H.M.A. is price cutting," I wish to apologise and to state that I now know the true position where the H.M.A. has only one price. My firm has two - one for wholesale and another for retail (grocers and supermarkets) with no retail firm being able to buy at wholesale prices from us.

I, for one, am very pleased that this matter of the selling price of the H.M.A. has been cleared up.

Bob Davidson.

MINUTES OF THE N.Z. HONEY PACKERS ASSOCIATION INC.
MEETING HELD IN DUNEDIN ON 26th JULY 1977.

The Meeting began at 7.45 p.m.

Present: L.W. Holt, R.L. Jansen, M. McCallum,
R. McCallum, D. Rhodes, R. Davidson,
T.D. Rowe, B. Mitchell, M. Bennie,
K. Herron, W. Herron, W.A. Clissold,
M.D. Haines.

There were no apologies.

Minutes of the previous meeting read.

Resolution "That we advertise for membership in the
N.Z. Beekeeper $\frac{1}{4}$ page at \$20 including
costs of subscription and the benefits
of membership.

Moved. (Davidson - Bennie)

Discussions - re price list. That this meeting instruct
the Secretary to advise the Dept. of Trade
& Industry that this Association wishes
to continue to operate the collective
pricing arrangement within the terms of
the Commerce Act Sec. 23 (3) as
previously operative.
(Herron - Haines)

Minute to go with letter to above - carried.

Resolution "That a letter be written to the Metric
Advisory Board. We would advise that 1 lb
cartons will not hold 500 gm. letter 9.6.77.
where we advised on 2 lb carton.

Moved (Herron - Berry)
correspondence received on general motion
from Chair.

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Honey Prices on Retail Market.

List of circulated prices to Trade & Industries.
Recommend to Executive approach H.M.A. to
determine a new wholesale rate.

(Clissold - Davidson)

carried

Export Incentives.

Holt - Jansen to draw up discussion of Regulations
H.M.A. private exports. Moved that a Committee
be formed President, Secretary GAVIN HAINES with
power to co-opt for purpose of formulating
conditions for exports acceptable to our Assen.

(Holt - Haines)

carried

New Plastic Pottles.

Discussion on Thermoformed tub 500 g. No
interest in 1000 g plastic tub proposed by
Reese Plastics.

"That the Executive further investigate production
and freight costs of 500g Thermoformed tub and
report in the Bulletin."

(Davidson - Rowe)

Group Carton Purchasing.

Question re legal weight. "That the Executive
further investigate group purchasing of outer
36 x 500 g containers."

(Clissold - Bennie)

Resolved . Payment of loan monies on 2 KG pottle
Pay approximately \$200 on all accounts plus
interest to end of year.

(Holt - Davidson)

That a professional Secretary, Mrs. Bonnie Wilde
of Rotorua, be employed on a trial basis to
assist the President with the view of a permanent
position to be ratified at the Annual Meeting
of the Association.

(Herron - Bennie)

The Meeting closed at 10 pm.

SPECIAL PRESS RELEASE:

A special Hollands honey recently on the market - 500 g pots retailing at 59 cents through the New World Group - Minimum buy apparently 30 cartons at an understood purchase price of 54 - 55 cents per pot.

So much for the honey shortage : Look forward to next years bumper crop.