

VOLUME TWO

NO. 2

N.Z. HONEY PACKERS ASSOCIATION INC.

MONTHLY BULLETIN

JANUARY 1978

EXECUTIVE OFFICERS 1977-1978

RESIDENT	LLOYD HOLT	P.O.BOX 52, NGONGOTAHA
VICE PRESIDENT	KEITH HERRON	GREENVALE APIARIES, NO.5 GORE
SECRETARY	MRS. BONNIE WILDE	P.O.BOX 2134, ROTORUA
EXECUTIVE MEMBERS	R. JANSEN	P.O.BOX 460, TAUPO
	R. PELL	231 TAMITHA ST. GLEN INNES AUCK.6
	W.A. CLISSOLD	WAIKAKA VALLEY, NO 5 R.D. GORE

PUBLISHED FOR MEMBERS INFORMATION BY:

N.Z. HONEY PACKERS ASS. INC.

P.O. BOX 52,

NGONGOTAHA

EDITOR: LLOYD HOLT

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EDITORIAL:

Once again this Bulletin is late in publication due to the fact of an exceptional season in this area with the possibility of six tons plus per hundred hives. I have just received a copy of the minutes from our Secretary, so one would conclude that the Taupo area may be doing even better, and our Secretary has been very busy attempting to keep up with the Apiary work.

This huge crop could cause some problems as far as honey packers are concerned due to the fact that there is apparently a slight decrease in demand on the overseas market which will result in a lower price being paid for honey. We are therefore in a position, as honey packers, where it is necessary to purchase honey and perhaps pay a higher price than is really necessary or warranted, unless all packers are prepared to hold the price and have a carry-over in areas where there is a large crop of honey. Unless this is done we will be back on the old merry-go-round treadmill and this will be to our own detriment.

As reported at our Annual Meeting at Rotorua, Plastic Products have a 500 gram container available at 4.98 cents each plus freight and packaging. This is an extremely good price which will be available only to the New Zealand Honey Packers Association members, and is on the condition of a total run of 200,000 pottles divided into minimum runs per design of 50,000 in 1 - 4 colours. It is essential that anyone interested should contact me immediately so that we can finalise a run of these containers.

To assist this Association we have confirmed the appointment of Mrs. Bonnie Wilde as Association Secretary, this appointment to be ratified on the alteration of the Association rules at the next special meeting which is intended to be held in conjunction with the N. Z. A. Conference.

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Further, we have added to the Executive and this action will also have to be ratified at the same Conference.

While this action may not be entirely correct from a procedural point of view, it is at least a practical way of overcoming the Secretarial and business management problems that we are running into. Would Members please note our new Secretary's address : P.O.Box 2134 Rotorua - Phone 80-588.

Lloyd Holt
PRESIDENT

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MINUTES OF THE N.Z. HONEY PACKERS ASSOCIATION INC.

MEETING HELD IN ROTORUA ON 10th DECEMBER 1977

Present : W.A. Clissold, R.Fell, E. Fell, K.M.C. Herron,
A. Gossett, D. West, P. Berry, R. Hale, L. Holt,
Peter Barra (Resse Plastics) I. Gardener (Winstones)
Alan Grey (Plastic Moulding Co) R. Jansen,

Apologies: C. Bird, J. Rowe, R.M. McCallum, E. Walley
K. Davidson.

Moved and Seconded:

Minutes of last annual meeting taken as read

(Holt - Jansen)
Carried

Moved that a rhododendron (Lodrivenus) be sent to
Joan Davidson

(Holt - Fell)
Carried

Suggested that a brief report of meeting be forwarded to the
New Zealand Beekeeper magazine. A circular to Honey Packers
re membership of N.Z.H.P.A. An add for membership to be
placed in the Beekeeper

(Holt - Jansen)
Carried.

Discussion on Association balance sheet.

2 Kg die value to be included in statement of assets.

Balance sheet to be prepared of assets as at 30.9.77 (estimated
only)

Discussion on the proposal for a new Association Secretary.

Moved adoption of report and Association accounts.

(Holt - Berry)
Carried

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- Remit 6 - 7 That (a) The Association support the N.B.A suggestion of multiples of honey packages to be in 1 Kg after 2 Kg.
- (b) We advise the N.B.A. that in our opinion weights up to 2 Kg should be 250g, 500g and 900g.
- (c) The Association is opposed to the establishing of a 1 Kg pack.

100g Container : do not wish to go into manufacture as 900g has multiple use in hospitals etc.

900g carton with rimlock lid have had shrinkage problems, should be rectified shortly.

Meeting expressed appreciation of Mr. Gardener's attendance at meeting.

Resolution : That Government be advised that it is the considered opinion of the N.Z Honey Packers Association that the H.M.A. should assist the Industry by advising and promoting the private exports of Honey.

(Holt - Herron)
Carried

Mr. Gossett stressed the invidious situation private packers are in due to the new formula in H.M.A. Payout to producers. The gap between the actual base price and final payout.

Resolution : That Government be advised that it is the opinion of this Association that there is too great a margin between the base price set by Government and the actual payout by the H.M.A as this gap does not allow the private packer the ability to judge the pricing of retail honey packs and that this problem would be alleviated to some extent by the

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private producer packer being given the right to export bulk honey in accordance with the express wish the last two consecutive National Beekeepers Conferences.

(Holt - Jansen)
Carried

That the Honey Packers Association approach the Minister of Trade and Industries requesting an explanation why our members are obstructed from exporting honey by the conditions set down by the H.M.A. when this country needs exports.

(Herron - Jansen)
Carried

2 KG Pottle :

Peter Barra (Reese Plastics) have a brief talk on the 2Kg plastic container and the need to maintain volume sales in competition from the alternative firm. Discussion on Reese Plastics volume rebate buying.

A vote of acclamation was expressed in appreciation of Peter Barra's attendance.

500g Plastic Pottle:

Alan Gray (Plastic Products) discussion on 500g thermoformed honey pot.
(Plastic type A.B.S.)
\$4. 98 per 100. minimum order 50,000
Printed 1 - 4 colour
4 runs of 50,000 needed. Total 200,000 per run
Each colour requires 1 plate at \$30 each
Printing cost - .9 of a cent
Price to hold 12 months from now.

Report on honey stand at Adelaide by R. Jansen :

A motion was taken approving erection of N.Z.H.P.A. stand at Adelaide.

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Resolution (Remit 1)

That this association seek the co-operation with the N.B.A. in requesting that a set of health regulations and a standard code for all honey buildings to be applied throughout all the country.

(Fell - Clissold)
Carried

Executive Elections :

President:	Lloyd Holt
Vice President:	Keith Herron
Secretary:	Mrs. Bonnie Wilde
Executive:	K. Herron, R. Jansen R. Fell, T. Clissold

That the above members be approved to act as the association executives. These appointments to be confirmed at a special general meeting of the Association to be called during the period of next N.B.A. conference, and that Mrs. Bonnie Wilde be appointed to act as Secretary-Treasurer of the Association and that this appointment be ratified the same date.

Motion : That all paid up new members be approved.

(Berry - Holt)
Carried

General Business :

H.M.A. Price List, November 1st and following price list November 28th which was not circulated as was the first.

Resolution:

That a letter be written to the H.M.A. advising that this Association is concerned

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that an H.M.A. price list was widely circulated to be effective as from November 1st. This price list was later rejected without members being advised, causing considerable disruption within the Industry. That in future our Association Secretary be advised forthwith.

(Clissold - Herron)
Carried

That - members agree that a letter be written to Bob Davidson expressing happiness at his recovery from a recent illness and appreciation of his continued interest and support to this Association.

(Holt - Fell)
Carried

That - a suggestion be made to members that they establish an ex Honey House price to members of the public in line with the trade outlet as published by the H.M.A.

(Holt - Fell)
Carried

General satisfaction was expressed with the format of the Association Journal.

Resolution - The next Association Annual General Meeting be held in Christchurch during approximately the first week in December on a Saturday.

Meeting Closed:

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N.Z. HONEY PACKERS ASSC
1976 - 197
RECEIPTS AND PAYMEN
for the year ended 30th

RECEIPTS

Balance at 30. 9. 76	
A.N.Z. Bank, Timaru	47. 00
South Canterbury Savings Bank	<u>56. 40</u>
	103. 40
Subscriptions	619. 85
Commissions	3328. 04
Stamp Duty Refund	0. 19
Interest	29. 93
	<u><u>\$4081. 41</u></u>

The N.Z. Honey Packers Association (Inc) also has a credit balance with Re commission on sales.

We certify that we have examined the books and records of the N.Z. Honey P true and fair view of the affairs of the Association as at 30th September

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STATION INC.

7

TS ACCOUNT

September 1977

PAYMENTS

Refunds Members Loans	2350. 00
Die Commissions	473. 00
Hall Hire	55. 90
Tolls	3. 58
Letters and Duplicating	100. 53
Bank Fees	2. 30
Display Stand - Perth	176. 98
Interest - Members Loans	285. 00
Audit Fee	20. 00
Balance at 30. 9. 77	614. 12
	<u>\$4081. 41</u>

ese Bros. Plastics Limited of \$1522. 72 representing

ackers Association (Inc) and certify that they represent a
1977.

STRETTON, HOY & BROWN

Chartered accountants

Auditors - TAUPU

8th December, 1977

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PRESIDENTS REPORT TO THE ANNUAL MEETING OF THE N.Z. HONEY
PACKERS ASSOCIATION INC. AT ROTORUA : DECEMBER 1977

It is with pleasure that I welcome you to this meeting, and thank you sincerely for attending as it is only by attending these meetings that our Association Executive can obtain a directive from the Industry so as to carry out action which will benefit the Industry as a whole.

When writing this report I had no idea at all as to the number that would be attending, although circulars has been sent out requesting that this information be forwarded and we did receive a few letters of apology from members who could not attend. This places the arrangements for such meetings in an extremely critical position.

MEMBERSHIP

It is pleasing to note that we have increased our membership and I feel that there is still much scope to promote our Association.

It was moved at our last meeting that we advertise in the N.Z. Beekeeper, but to date this has not been done and we can only apologise to you for this.

REPORT ON 2 KG CONTAINER:

This year we were able to pay off \$2,855 which included interest on the money advanced by eleven of our members, leaving only seven to be paid off. Of these Davidsons Apiaries Ltd, K.M. Kerron, Acacia Bay Apiaries Ltd, and Springfield Apiaries Ltd did not receive any payment and this should be paid off as soon as further credits are paid by Messrs. Reese Bros.

The 2 Kg container continues to be a success, especially with the addition of our 10% on all planter pots being sold, and I understand that last year there was a total of 26,000 of these marketed by Reese Bros.

N.Z. HONEY PACKERS BULLETIN:

This Bulletin appears to have been well received by members and it is my feeling that it serves the purpose for which it was established and that we should continue with its publication.'

ASSOCIATION SECRETARIAT:

As I previously mentioned last year, it is imperative in my opinion that we have a qualified Secretary to handle our secretarial business, and although the Association, at our last meeting, supported me and agreed that Mrs. Bonnie Wilde be appointed as assistant Secretary to the President, she has been unable to be of much assistance as all references, letters etc. are in Taupo with our Secretary. However she has been kept up to date with the activities of the Association and has an understanding of our problems.

HEALTH DEPARTMENT CONTROLS ON HONEY PACKING PLANTS:

You will note a remit dealing with this matter and from information I have received from the Manager of the Honey Marketing Authority, we would get the Authority's support in either post-poning or spreading improvements for factories over a period of time, while the Country's credit position improves.

EXPORTS:

The whole question of exports effects the local market prices due to the fact that with the N.Z. Honey Marketing Authority exercising the sole control, they also exercise a total control over the New Zealand prices. This was exemplified last year when, although we were told exports were buoyant, large amounts of N.Z. Honey Marketing Authority honey was sold on the New Zealand market at very low prices. The result of this was that so as to be able to compete, N.Z. Honey Packers also had to stimulate sales with "specials" so as to maintain their market viability. Although it was moved that a Committee be set up to bring down a report with conditions for export regulations, this matter did not get off the ground due primarily to the distance between our Executive members and the fact that only one written suggestion was submitted.

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EXPORT DISPLAY STAND AT AUSTRALIAN WORLD BEEKEEPING CONVENTION:

As mentioned in our last Bulletin our display which was spear-headed by Robin Jansen, was a success winning a bronze medal and a certificate. Those who contributed are to be thanked for their effort as this type of promotion must assist in promoting our product overseas. Your Executive made a decision to finance this project and I am convinced that all will agree that it was a worthwhile effort.

ASSOCIATION COMBINED PURCHASING POWER:

I am firmly convinced that there is great scope in purchasing power by this Association providing that members are prepared to pull together and establish a continuing bulk purchasing scheme with various firms.

I have had discussions with Messrs. Frank M. Winstone Ltd. and Plastic Products Moulding Co. Ltd. with regard to a 500 gram container, and both these firms will be represented at our meeting. While Messrs. Frank M. Winstone do not appear to be co-operative in any special deal with our Association, Plastic Products Moulding Co. of Hamilton are prepared to work out a scheme what could be of benefit to our members, the only problem being that full co-operation would be essential to make such a scheme functional.

The other suggestion of bulk buying of cardboard outer containers and this information has been fully published in our previous Bulletin and we hope that this meeting will be able to formulate a programme on this matter.

At this point I would like to thank our Secretary Robin Jansen for his assistance and efforts during this year, also to mention that our members will be pleased to see Bob Davidson, Father of our Association, has managed to overcome a recent illness and from all accounts is in very good health. Finally I would thank you for your support and for the appreciation you have expressed in various ways of the effort I, as your President, have attempted to make on your behalf.

PRESIDENT.

	<u>WHOLESALE</u>	(13)	<u>ARATAKI HONEY</u>	<u>SUGGESTED</u> <u>RETAIL</u>	21. 11. 77	<u>PACK</u>
250g	Clover Blend	\$4. 33 doz.	36. 1c ea	52c.		4 doz.
500g	Clover Blend	7. 95 doz	66. 3c ea	95c		2 doz
	Light Amber					
	Manuka					
	Rewarewa					
900g	Clover Blend	\$14. 78 doz	\$1.23 ea	\$1. 77		1 doz
	Light Amber					
2 Kg	Clover Blend	\$32. 55 doz	\$2. 71 ea	\$3. 90		6 only
	Light Amber					
	Manuka					
	Rewarewa					
6 Kg	Clover Blend		\$7. 82 ea	\$9. 77		2 only
	Light Amber					
	Manuka					
	Rewarewa					
250g	Jars	\$5. 77	48.1c ea	69c.		4 doz
250g	Cut Comb	\$7. 48	62.3c ea	90c		1 doz

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LETTER:

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

25 November 1977

The Secretary,
N.Z. Honey Packers Asscn Inc.,
P.O.Box 460
TAUPO

Dear Sir,

I wish to apologise for my being unable to attend our Annual Meeting at Rotorua, and as I will be unable to attend any future meetings in the North Island I will no longer be available as an Executive Member.

re our President's No. 8 Bulletin. On Page 3 it reads - "cheques have been forwarded to all with the exception of Mr. K.M. Herron, W.L. Holt and Acacia Bay Apiaries". This is not correct as my firm "Davidsons Apiaries Ltd" is not mentioned and did NOT receive a cheque. I trust this mistake will be acknowledged.

On page 15 of the same Bulletin, the last three lines ask for members opinions. I wish to state that Davidsons Apiaries Ltd., is very much against any move that will place the 900 gram honey pottles continued use in jeopardy. I personally like this pack, we have had our filling machine altered to suit this pack. It is an excellent seller and my Company will do anything possible to keep it on the market. A 1 Kg. pack would be more difficult to sell, and, for us, would necessitate a new filling machine as our present machine can just cope with the 900 gram pottle and anything larger would be beyond its capacity. A new machine would well cost \$10,000 and is definately not necessary.

I trust all goes well for our Annual Meeting.

R.Davidson
MANAGER

(15)

LETTER:

Davidsons Apiaries Ltd
Hadlow, No. 4 R.D.

TIMARU

14 January 1978

Dear Lloyd,

re: New Mileage Tax.

I had good news today. The mileage tax we will pay on our heavy trucks will be less than we paid before. Not law yet but I have reason to believe that our 6 ton truck will pay about \$5. 00 per week less than before. Its mileage is about 125 miles per week and it has paid \$8 - \$9 per week (Diesel fuel tax and weight sticker) The new tax may be \$5. 33 for mileage tax only.

Our 3 ton truck has a larger mileage, 1000 miles per month, but we will still pay less. It was \$32. 11 per month and may be reduced to \$18. 01. I will admit that I have spent a lot of time thinking up ways of reducing truck mileage and I trust that it has been a rewarding exercise, but I have at least learnt that : 1. A Honey producer should do his own carting and 2. Everything carried on Heavy Duty Trucks must be his own goods, carted for his own business.

My view is that the new mileage tax is going to be really expensive on carriers, and so on those farmers who employ carriers although paddock mileage by lime trucks may be exempt as before.

It looks like a good season here, although Mid-Canterbury is said to have had a crop failure.

BOB DAVIDSON.

Editors Note: Bob has advised that his health is improving but he will never do any more physical work. This recovery is a very slow process said to take 2 - 3 years and Bob said he will be nearly 80 by then and a bit late to get better.