

VOLUME TWO

NO.10

N.Z. HONEY PACKERS ASSOCIATION INC.  
MONTHLY BULLETIN  
FEBRUARY - MARCH 1978

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EXECUTIVE OFFICERS 1977-1978

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VICE PRESIDENT	KEITH HERRON	GREENVALE APIARIES, NO 5 GORE
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PUBLISHED FOR MEMBERS INFORMATION BY:

N.Z. HONEY PACKERS ASSCN. INC.  
P.O.BOX 52,  
NGONGOTAHA

EDITOR: LLOYD HOLT

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EDITORIAL:

We have not a great deal of activity as far as this Association is concerned with the exception of a considerable amount of credit being paid to our Association by Messrs Reesq Bros. Ltd of Christchurch for honey pots and planter pots that have veen sold. This will mean that we can now pay off the die loan amounts together with the interest owing and I have requested our Secretary to circulate members of the Executive to obtain permission to carry out this action.

Bonnie Wilde, our new Secretary pro-forma, is settling into her position and we are fortunate to have her ability as we are running into a problem with the Office of the Examiner of Commercial Practices with regard to our pricing, advice through the Bulletin. I am certain that we have not contravened the regulations, but we have received correspondence regarding this matter and have been requested by the Examiner to forward all copies of our Bulletin to that Office.

The main problem as I see it is that Government use the authority to control the local prices and there could be some thought that our Association is able to counter this through group pricing.

However, as members know, each member acts independently and all we have done is to circulate price lists that have been forwarded to us by various members so as to give an indication of various prices on the market.

I would refer you to the New Zealand Beekeeper, September 1977, where it is mentioned that the domestic honey prices have been held at an unrealistic low level by the Ministry of Trade and Industries and it states "so far, this exporting season, the average H.M.A. export realisation has been 83.61 cents a Kg while local sales have been held at 61.15 cents a Kg. This disparity has dragged the average return

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for H.M. honey down to 70.28 cents a Kg."

This matter had been rectified to some extent this year, but the wide variation between the so called trigger price payout and the possible payout by the H.M.A. leaves the N.Z. Honey packer in an awkward position when it comes to competing with the H.M.A. for the purchase of bulk honey which, in turn, effects the wholesale price for retail packs.

It is the intention of this Association to hold a Meeting on the eve of the N.Z. National Beekeepers Association Conference.

We would therefore request that Members immediately advise us of any remits that they wish to put forward and also consider proposing any new Members who might like to join our Association. Membership fees were published in Bulletin No. 4.

This Association, and this Bulletin, is so dependant on the interest that each and every one of its Members portray, and we would welcome letters and ideas that can be published.

Lloyd Holt  
EDITOR

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LETTER:

15 March 1978

OFFICE OF THE EXAMINER  
OF COMMERCIAL PRACTICES  
Wellington.

The President,  
N.Z. Honey Packers Ass.  
ROTORUA

Dear Sir,

I refer to your Association's letter of 8 March 1978 concerning the collective pricing arrangement operated by your Association. This arrangement was registered by the Trade Practices and Prices Commission as arrangement number 265 on 12 May 1972.

Under the Trade Practices Act 1958 and its successor the Commerce Act 1975 your Association has been permitted to continue to operate the Collective arrangement pending an enquiry by the Examiner of Commercial Practices. However, in order to enjoy the transitional provisions of the Commerce Act in regard to collective arrangements, as outlined in section 30 of that Act, the Association is required to provide details of any increases in recommended prices or of any variation in recommended selling terms, to the Examiner of Commercial Practices. Also the Association is required to comply with all requests for further information made by the Examiner in respect of the arrangement. Your attention is drawn to the requirements of sections 29, 30, 38 and 126 of the Commerce Act 1975. A copy of these sections of the Act are attached. A copy of your Association's initial application for approval of the arrangement (dated 9 May 1972) and the Trade Practices and Prices Commissions acknowledgement of 17 May 1972, in which you were informed of the conditions under which the arrangement may continue to operate until such time as the Commission makes its decision on the application are also attached.

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To assist our enquiry into the Association's collective pricing arrangement we again request copies of the last six monthly bulletins and to receive a copy of all future bulletins.

Yours faithfully

R.M. Snell  
for Examiner of Commercial Practices.

LETTERS FROM OUR ASSOCIATION TO : -

The Examiner of Commercial Practices,  
WELLINGTON

21 March 1978

Dear Sir,

I refer to your letters of 24th February and 15th March 1978.

Following discussions with the President of our Association it is possible that your questions may be answered without waiting for our next meeting.

1. Bulletins Nos. 4, 5, 6, 7 and 9 are enclosed herewith. Please return these as soon as possible for our own records. I have asked the President to place you on the mailing list for future issues, however no spare copies of back issues are available. Bulletin No. 8 has been mislaid. If you still want this, please let me know so that I can ask one of our members to assist.
2. For list of members refer to page 6, Bulletin No. 4.
3. Membership is fairly static.
4. We estimate that 50% of persons or firms packing honey would belong to the Association, however this is difficult to assess as numerous small beekeepers pack some of their own production, while selling the bulk to the N.Z. Honey

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Marketing Authority.

5. The only rule governing members' activities is a requirement that members be engaged in packing honey (refer page 8, Bulletin No. 4). Otherwise the consensus among members is that they wish to be able to trade freely and independently.

6. In view of (5) above, please let me know if you would still like a copy of the Rules.

7. The mark-up SUGGESTED follows Dept. of Trade and Industry criteria - 15% Wholesale 25% Retail.

8. The Association occasionally circulates price lists available from Members or the N.Z. Honey Marketing Authority as an indication of current trends; also the base buying price of the N.Z. Honey Marketing Authority.

9. The buying prices set by the N.Z. Honey Marketing Authority dictate trends. As the Authority's final price is not known at the time of buying, members usually find that to ensure a supply of honey they must buy at a price higher than the Authority's base price. The N.Z. Honey Marketing Authority bases its price on estimated export yields, which tend to be higher than the prices the domestic market will pay. As private packers cannot export bulk honey, and must therefore take the lower domestic price, the Authority is in a position to dictate both buying and selling prices for the entire industry.

10. Recommended price lists are not published by the Association, merely existing price lists submitted voluntarily by individual members, together with available information on N.Z. Honey Marketing Authority prices.

11. I feel that your request for copies of minutes, resolutions and price circulars is not relevant in view of the foregoing, however please feel free to correct me in this. Do you have an Agent in Rotorua? It might be beneficial if your Agent perused the Association's records and extracted whatever information you feel may be applicable or helpful.

12. Having perused S21 (1) of the Commerce Act 1975, I do not believe that the Association is contravening the Act in any way.

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It would be beneficial to the New Zealand public if domestic selling prices could be reduced, however with buying prices largely determined by the N.Z. Honey Marketing Authority, there is little that private packers can do about this situation. If you are able to offer any suggestions for overcoming this anomaly, I should be most grateful for your advice.

To conclude, I should like to point out that the Association's members are in direct and free competition with one another. For this reason, it is highly unlikely that members would agree to any collective pricing arrangement, even if it were lawful.

Yours faithfully,  
BONNI WILDE  
SECRETARY

4 April 1978

The Secretary,  
N.Z. Honey Marketing Authority,  
P.O.Box 2615  
AUCKLAND

Dear Sir,

At the Annual General Meeting of our Association held in December 1977, concern was expressed that the Honey Marketing Authority price list was widely circulated to be effective as from 1 November. This price list was later rejected without Members of our Association being advised thereby causing considerable disruption within the Industry. It would be most appreciated if in the future the writer could be advised of any such changes.

Members have now received your wholesale price list effective 1st April 1978 and we would like to express our

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.. appreciation for this.

Yours faithfully,

Bonni Wilde  
SECRETARY.

5 April 1978

The Minister of Health  
Private Bag,  
WELLINGTON

Dear Sir,

This Association believes that special health regulations should be applied to buildings used in the Honey Industry in line with regulations which have separate Sections dealing with special problems encountered in bakehouses, breweries, eating houses, delicatessens, etc, for the following reasons :-

1. The honey industry is quite separate and distinct from normal orchard, farming, market gardening and produce store operations.
2. Honey is a sterile food in which germs do not normally live.

The Association would appreciate the opportunity of discussing this matter further with the Department, and would particularly like to discuss any proposed regulations before they are gazetted.

Some years ago a Mr. Cook of the Health Department Wellington, attended a meeting of the Association held in Christchurch. Following discussions on this topic Mr. Cook assured the Association that in future the Health Department would liaise with the Association regarding any suggested amendments to the regulations.



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The Association requests that such Regulations covering Honey Factories to be administered by the Health Department in order to lift the tone of the Industry and ensure that Regulations are administered fairly and impartially. At present, there are wide differences in interpretation and practice between Health Inspectors employed by the various Local Authorities. It is considered that Regulations should be applicable to every person or firm producing honey, as even the multitude of small back yard beekeepers sell honey to their neighbours.

As honey is a product vastly different in its nature to other products so also should the Regulations controlling its production and sale be critically reviewed and amended to relate to the product.

Yours faithfully,

Bonnie Wilde  
SECRETARY

4 April 1978

The Secretary  
National Beekeepers' Association  
P.O.Box 9734  
WELLINGTON

Dear Sir,

Members of the Association would like to see standard health regulations for buildings used for honey packing to be applied throughout the Country.

In this, we seek the opinion of your Association, and hopefully your support.

Yours faithfully,  
Bonnie Wilde  
SECRETARY

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4 April 1978

The Minister of Trade & Industry,  
Private Bag,  
WELLINGTON

Dear Sir,

My Executive has asked me to write to you seeking your explanation of the fact that Members of the Association are obstructed from exporting honey by the stringent conditions set by the New Zealand Honey Marketing Authority.

At a time when our Country needs exports and private packers wish to export honey, it would appear desirable to satisfy both of these objectives.

Yours faithfully,

Bonnie Wilde  
SECRETARY

4 April 1978

The Minister of Agriculture & Fisheries  
Private Bag,  
WELLINGTON

Dear Sir,

In line with Government's Policy to boost Exports of New Zealand products, it is the considered opinion of the New Zealand Honey Packers Association, Inc, that the New Zealand Honey Marketing Authority should assist the Industry by advising and promoting private exports of honey. At present it is next to impossible for private packers to export honey.

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The Association also believes that there is too great a margin between the base price set by Government and the actual payout made by the New Zealand Honey Marketing Authority as this gap does not allow the private packer the ability to judge the pricing of retail honey packs. This problem would be alleviated to some extent by giving the private producer/packer the right to export bulk honey in accordance with the express wishes of the last two Conferences of the National Beekeepers Association.

Yours faithfully,

Bonnie Wilde  
SECRETARY

4 April 1978

The Secretary,  
National Beekeepers Association  
WELLINGTON

Dear Sir,

HONEYPACKS

My Executive has asked me to write in support of your suggestion that multiples of honey packages should be in 1 kg after the 2 kg pack.

It is our opinion that weights up to 2 kg should be as follows :

250 g  
500 g  
900 g

Our Association is opposed to the establishment of a 1 kg pack due to the fact that the machine used for packing honey will not handle a 1 kg per stroke. Any alteration to this would mean new plant would have to

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be installed and new containers would be required, all of this meaning extra cost to the packer.

Yours faithfully,

Bonnie Wilde,  
SECRETARY

4 April 1978

Mrs. Joan Davidson,  
Hadlow  
R.D. 4 TIMARU

Dear Mrs. Davidson,

Members of the Association have asked me to write to you expressing their sincere appreciation of all that you did for the Association while your father was Secretary.

A Rhododendron is being forwarded to you, which we hope will give you many years of enjoyment, as a token of our grateful thanks.

Yours faithfully,

Bonnie Wilde  
SECRETARY

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5 April 1978

W.L. Holt Esq.,  
P.O.Box 52,  
NGONGOTAHA

Dear Lloyd,

Copies of letters sent enclosed for your information.

Robin Jansen and Tony Clissold have approved the proposed date for the next meeting, and Tony Clissold has approved paying out the remainder of Loan Moneys, so I will get onto this shortly.

Yours faithfully,

Bonnie Wilde  
SECRETARY

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NOTICE OF N.B.A. CONFERENCE:

Information has been received from Keith Herron that the N.B.A. Executive will be holding a meeting on July 24th in the afternoon and the Ministry of Agriculture and Fisheries has been asked to organise a one day seminar prior to the Conference.

The New Zealand Comb Honey Producers Association have decided to hold a meeting on Wednesday July 26th at 7.30 p.m. and there will be two Social Evenings on July 25th and 26th. For this reason we have made arrangements to hold a Special General Meeting of the N.Z. Honey Packers Association Inc. on the evening of July 25th at approximately 7.30 p.m. or earlier as will be announced at the Conference of the National Beekeepers Association.

Notice is therefore given that at this Special General Meeting of the N.Z. Honey Packers Association a Resolution will be placed on the Agenda to be published in a later Bulletin confirming the appointment of Mrs. Bonni Wilde to be appointed to act as Secretary/Treasurer of the Association and that she be a signatory to the Association account for payment of cheques.

A Resolution will also need to be passed transferring our account to the Central branch of the Bank of New Zealand Rotorua to provide easy access for the transactions of the Associations monies. Further we shall need to appoint an Auditor for the Association accounts, together with the confirmation of the Executive and the necessary changes to the rules of the Association. As mentioned previously these matters will be dealt with in a later Agenda and any further matters that you, as Members, may wish to be placed on the Agenda will be required within the next two months.

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FOOD HYGIENE REGULATIONS:

There is an article in the last issue of the N.Z. Beekeeper by the Editor, Mr. Trevor Walton, assuming that the Regulations will apply in full to all honey packing houses as from April 1st next year. It is now some years since our Association had discussions with the Health Department Representative Mr. Cook at an Association Meeting in Christchurch.

Very little has been heard since then as to what is required by the Regulations as they apply to the Honey Industry. However, it is obvious that we should have a special section of the Food Hygiene Regulations that applies to the Honey Industry only.

There are plenty of examples that could be given to show that this is necessary. One example would be the fact that if all pipelines etc. had to be cleaned each day, then the Industry would be so concerned with washing equipment and washing honey down the drain that it would not be practical. Another instance would be that if hot water is used on washing drums, the food lining would be lifted from the drum leaving the bare metal.

Another point that should be considered is the fact that something in the vicinity of 50% of New Zealand's honey sales are estimated to be from the honey factory or small beekeeper. This of course includes the honey used by the beekeeper himself.

It would appear to be a ridiculous situation, that 50% of the honey production of the Country is controlled by the Health Department and the other 50% is left to extract on dirt floors and in very un-hygienic conditions.

We have made preliminary moves in this department and your consideration and ideas will be appreciated by your Executive. Please write direct to the Secretary of this Association.

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APIMONDIA CONGRESS:

It is interesting that according to the New Zealand Beekeeper our N.Z. Honey Packers Association received a Silver Medal. A previous issue of the Beekeeper stated that the Comb Honey Association had received a Bronze medal.

The fact of the matter is that our Association received a Certificate and a Bronze medal for the display.

Copy of letter from N.Z. Honey Marketing Authority.

10 April 1978

The Secretary,  
N.Z. Honey Packers Asscn.  
ROTORUA.

Dear Sir,

Thank you for your letter dated 4 April 1978. We appreciated hearing from you and have placed your name and address on file to ensure future communication.

Yours faithfully,  
GENERAL MANAGER



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COPY OF N.Z. HONEY MARKETING AUTHORITY WHOLESALE PRICE LIST EFFECTIVE 1st APRIL 1978

<u>HOLLANDS - CLOVER</u>	<u>DOZ PER CTN</u>	<u>WHOLESALE PRICE DOZ</u>	<u>SUGGESTED RETAIL</u>
500g Pottle	3	8. 33	1. 00
900g Pottle	2	14. 91	1. 79
2 Kg Tin	1	34. 41	4. 12
<u>SWEETMEADOW - CLOVER</u>			
<u>WHITE</u>			
500g Pottle	3	8. 33	1. 00
500g Glass Cream	2	8. 49	1. 02
500g Glass Liquid	2	8. 66	1. 04
2 Kg Tin	1	34. 41	4. 12
<u>HONEYGOLD</u>			
500g Pottle	3	8. 21	. 98

SELECTED SOURCES:

250g Plastic Pot	2	4. 60	. 55
3x250g Gift Pack	1	15. 43	1. 85
500g Glass Jar	1	8. 49	1. 02
2 Kg Tin	1	34. 41	4. 12
12 Kg Tin	each	15. 91	22. 87
30 Kg Tin	each	38.99	56. 05

PRICE INCLUDES:

1. Freight into store for orders of thirty cartons & over
2. Freight to nearest railhead for orders of ten ctns.& over
3. Freight to clients account for orders under ten cartons

NO CLAIMS WILL BE ACKNOWLEDGED AFTER 7 DAYS OF RECEIPT OF GOODS