

VOLUME TWO

No. 12

N.Z. HONEY PACKERS ASSOCIATION INC.
MONTHLY BULLETIN
JUNE 1978

EXECUTIVE OFFICERS 1977-1978

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PUBLISHED FOR MEMBERS INFORMATION BY:

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

EDITOR: LLOYD HOLT

(1)

EDITORIAL:

The June issue of the N.Z. Beekeeper carried an Editorial which discussed the possibility of private bulk honey exports, and stated that this could possibly result in Industry chaos.

It would be a fair statement to say that the Industry has for many years been dissatisfied for various reasons in the operations of the New Zealand Honey Marketing Authority which, unfortunately, is controlled by Governmental Departments through the Government member of the H.M.A. It does not seem to matter whether the beekeeper elect to the Authority, the policies of that Authority have always remained the same which is more consumer orientated than producer orientated in the final analysis of the value of the honey. It was only following vigorous efforts of various members, including Mr. Percy Berry, that the beekeepers began to enjoy some of the true overseas returns for their product.

Even now reports show that the Honey Marketing Authority is not selling packed honey at the value comparable with other honeys on the overseas market.

Most logical people consider that there should be some form of Industry control which also provides assistance to the beekeeper and the honey packer alike. This Country requires exports and for many years one of the most valuable and sought after commodities that this Country has produced has been honey, and yet the beekeepers of today are just moving from a peasant class industry controlled by Government Departments into an industry which is demanding the right to do its own marketing and, through private enterprise and determination, develop.

The end of the N.Z. Beekeeper Editorial states "lets hope there is a middle road." This has been one of the problems that this Industry as well as many other farming Industries has faced because there is no middle road, there is only one high road towards progress and that road must be walked by people with strong legs, firm footprints and determination. Lets hope that members of our packers association qualify fully in this field.

EDITOR:

(2)

NEW CONCEPT IN LIFTING POWER:

Scorpio Engineering of Rotorua is manufacturing a unique pedal operated forklift, the main advantages of which are its low cost, manoeuvrability and maximum load capacity of 1500 lbs. Considerable skill has been used in the design of this forklift which is noise and pollution free, practically maintenance free and easy to operate.

We envisage the probable use of this product to be in situations where the cost of an electric or petroleum powered forklift is too great or where conventional lifting devices are inadequate or impractical.

The forklift is currently undergoing field trials in conjunction with a local beekeeper in Rotorua to evaluate its performance in the beekeeping/honey manufacturing business. Retail price is \$2395.

For further information please contact the N.Z. Honey Packers Association or Scorpio Engineering in Rotorua.

NOTE:

This article is published with a view to informing our Members of a new development which may assist the beekeeping Industry and is a project with which neither the Association or the Editor has any financial connection.

(3)

NOTICE OF MEETING:

A Meeting of the N.Z. Honey Packers Association will be held at the Angus Inn Motor Hotel, Railway Road Hastings (during the National Beekeepers Association conference) on Tuesday 25th July at 7.30 p.m.

AGENDA :

1. Welcome
2. Apologies
3. Minutes of previous meeting
4. Business arising from the Annual General Meeting
5. Correspondence
6. Business arising from correspondence
7. Finance, including a report on the 2 Kg container
8. Remits
9. Discussion on private exports of honey
10. Discussion on combined buying
11. Discussion on Honey Marketing Authority plans to rebuild at Pleasant Point
12. Election of new members
13. Discussion on the role of the Association and General Business

NOTICE OF SPECIAL GENERAL MEETING TO BE HELD IN CONJUNCTION
WITH THE ABOVE MEETING AT THE ANGUS INN MOTOR HOTEL, HASTINGS
25th JULY 1978:

AGENDA :

1. Confirmation of appointment of the Secretary / Treasurer
2. The appointment of an Auditor
3. The transfer of the banking account and authorised signatories.

This meeting is to be held as directed by the last Annual General Meeting of the N.Z. Honey Packers Association.

(Further notice of special meeting Page 15)

(4)

LETTER FROM OUR ASSOCIATION TO:

The Secretary
National Beekeepers Association
WELLINGTON

4 April 1978

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 500g 900g

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

Yours faithfully,

Bonni Wilde
SECRETARY

(5)

NATIONAL BEEKEEPERS ASSCN. N.Z. (INC)

The Secretary,
N.Z. Honey Packers Asscn
ROTORUA

23 May 1978

Dear Mrs. Wilde,

I acknowledge receipt of your letter of 3 April relative to honey packaging.

The Executive Committee meets again on 24 July when your letter will be tabled.

I will write you further after that meeting.

Yours faithfully,

G.A. BEARD
EXECUTIVE SECRETARY

4 April 1978

The Secretary
National Beekeepers Asscn
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,

Bonni Wilde
SECRETARY

(6)

NATIONAL BEEKEEPERS ASSCN. INC.

23 May 1978

The Secretary
N.Z. Honey Packers Asscn
ROTORUA

Dear Mrs. Wilde,

Thank you for your letter of 4 April relative to standard health regulations for buildings used for honey packing.

Your letter will be placed before the Executive Committee at its next meeting in late July and I will write you further after that meeting.

Yours faithfully,

G.A. BEARD,
EXECUTIVE SECRETARY

OFFICE OF THE EXAMINER OF
COMMERCIAL PRACTICES

25 May 1978

The Secretary,
N.Z. Honey Packers Asscn
ROTORUA

Dear Mrs. Bonni Wilde,

COLLECTIVE PRICING AGREEMENT

This letter is to confirm with you that, during the course of our investigations into the collective pricing agreement submitted by the New Zealand Honey Packers Association Inc. for approval by the Commerce

(7)

Commission, we have now found it necessary to discuss the recommended wholesale and retail price lists which are published by the New Zealand Honey Marketing Authority, with the Authority, together with other related issues. When these discussions are complete, we hope to contact you again on the matter of the Packers' Associations agreement. You will recall that during my discussions with yourself and Mr. Holt in Rotorua on 11 May, I suggested that we would most probably proceed along these lines.

With best wishes.

Yours sincerely,

P.A.Oliver
for Examiner of Commercial Practices

22 May 1978

The Secretary
Export Incentives Committee
Dept of Trade & Industry
WELLINGTON

Dear Sir,

The Association seeks a change in availability of Export Incentives to the Honey Industry.

At present Incentives are available for Processed Bees' Wax and Comb Honey, but not for Processed Honey. I consider that Products with the higher content of New Zealand Labour should be given priority when allocating Export Incentives.

Our information indicates that there is considerable potential, as yet untapped, for Export of New Zealand Honey, and I feel sure that the only reason these potential markets have not been developed, is the lack of available Export Incentives combined with the difficulties imposed by the Honey Marketing Regulations.

It would be appreciated therefore if you would give favourable

(8)

consideration to allowing greater Export Incentives
for Exports of New Zealand honey.

Yours faithfully,

BONNI WILDE
SECRETARY

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 stringest
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,

Bonni Wilde
SECRETARY

4 April 1978

The Minister of Agriculture & Fisheries
WELLINGTON

Dear Sir,

In line with Government's Policy to boost Exports of
New Zealand products, it is the considered opinion of

(9)

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.

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,

Bonni Wilde,
SECRETARY

OFFICE OF THE MINISTER OF
AGRICULTURE AND FISHERIES

May 18 1978

The Secretary
N.Z. Honey Packers Assn. Inc
ROTORUA

Dear Mrs. Wilde,

I refer to your letter of April 4 regarding the export of honey, and the Honey Marketing Authority's payout.

Control over the export of honey is, as you are aware, vested in the New Zealand Honey Marketing Authority, and as the Authority is subject to democratic election by all beekeepers, I would not feel justified in interfering with the Authority's

(10)

policy decisions in this area.

I am advised that the Authority liberalised its policy relating to the export of retail packed lines by private packers some 18 months ago. Prior to that, no applications were accepted for private exports of retail packed lines except for one or two particular exemptions. Before adopting its new policy the Authority consulted with the industry, and your Association was also given the chance to comment. A number of suggestions were put forward by the National Beekeepers Association, which acts on behalf of all the commercial beekeepers in the country, and most of these suggestions were adopted. A few comments were also received from your previous Secretary, Mr. R Davidson.

The Authority has received no other comments from the Honey Packers Association relating to the conditions for private exports, and I would suggest that if your Association has any comments to make about these conditions, it approach the Authority direct with its recommendations. I am sure the Authority is anxious to export as much honey as possible where this can be done profitably, but returns on overseas markets over the last 25 years have not always been attractive when compared with the local price.

As far as the base price is concerned, there were previously no controls on the Authority's payout, and your Association was amongst those who supported the guaranteed base price system. It is not possible at the start of the season to determine what the final payout should be, especially in view of the fluctuations in world market prices and it is undesirable to set too high a minimum price, in case prices overseas fall. At the same time if prices do rise, there should be provision for some of this to be passed onto the beekeeper.

It is correct that the last two conferences of the National Beekeepers Association have come out in support

(11)

of private exports of bulk honey, and I understand that the Authority and the Association have been giving considerable deliberation to this proposal. However I feel the industry may not have fully understood the implication of allowing private exports of bulk honey. If private exports of bulk honey are to be allowed the Authority would have to be released from its obligation to accept all honey offered to it and would then be able to act in competition with private packers on both the local and export markets. The Authority would be unable to make any guaranteed payouts and a different stabilisation scheme would have to be worked out.

If the industry desire a change of this nature in the Authority's functions, then the Government will give consideration to their requests. The most accurate way of determining beekeeper opinion seems to me to be through the elections for members on the Honey Marketing Authority, and so far beekeepers have not elected a majority who are in favour of private exports. Beekeepers will have another opportunity in September this year to vote for members of the Authority whose views are in accord with their own, and I would prefer to let the beekeepers decide these issues for themselves, rather than step in and give any directions to the Authority.

Yours sincerely

Associate Minister of Agriculture

24 May 1978

The Minister of Agriculture & Fisheries
Private Bag
WELLINGTON

Dear Sir,

Thank you for your letter of 18 May, 1978.

Your letter refers at length to Beekeepers opinions being

(12)

determined by Democratic Election of Bee Keepers to the Honey Marketing Authority. I believe it is entirely over to the National Bee Keepers Association whether or not they believe that their interests are being served in this manner. My concern however is with the Honey Packers Association, which has no direct representation on the New Zealand Honey Marketing Authority, and whose members represent the Commercial Interests of the Beekeeping Industry. It should be noted that Beekeepers are involved with Honey Production, whereas Honey Packers are involved with Processing, Packing and Marketing of that Produce.

You state that returns on overseas markets over the last 25 years have not always been attractive when compared with the local price. Our information indicates that returns from overseas markets are far in excess of the prices at which honey is sold locally. This has enabled the N.Z. Honey Marketing Authority to gain an unfair advantage over Honey Packers, as private Packers are unable to subsidise their domestic price by the higher prices gained in overseas markets.

You are correct in stating that the Association was in favour of the Authority paying a guaranteed price, however the Association wished the Authority's price to be determined far in advance of what is being done now. There is a considerable variation between the Base Price and Final Payout made by the Authority, and it is considered that, with proper marketing procedures, the final Selling Price could be estimated much more closely than it has been done in the past. It is further considered that the Authority could estimate its price at the beginning of the season, and make that the final price for the season. Any increase or decrease could then be taken into account when setting the price for the following season. The Authority's domestic selling price has its base in the Base Price determined at the start of the season, thus the local price is set at an unrealistically low level.

(13)

You comment that if private exports of Honey are to be allowed the Authority would be able to act in competition with Private Packers on both the local and export markets. This appears to be exactly what the Authority is doing, only with an unfair advantage over Private Packers. I believe that Members of our Association would be most happy to have the Authority competing with them on an open and free basis.

Association Members would also like to know why Export Incentives are not available for Processed Honey, but only for Processed Bees' Wax and Comb Honey. It appears to me that priority in allowing Export Incentives should go to the Products that contain a higher N.Z. Labour content, rather than the Raw Product.

Your last paragraph again refers to Beekeeper opinions. Beekeepers do not, by and large, represent the Commercial aspect of the Honey Industry, and I therefore feel that it is pertinent to consider the interests of the Honey Processing and Packing Industry.

Yours faithfully,

Bonni Wilde
SECRETARY

FROM N.Z. HONEY MARKETING AUTHORITY ADVICE DATED 1 APRIL 1978:

After further discussion with the Department of Trade and Industry we have now received verbal approval to move the price of 500g glass jars by the same formula as that approved for 500g waxed pottles. Consequently the new prices will be

500g glass (creamed)	\$8. 80 per dozen	: suggested retail \$1. 05
500g glass (liquid)	\$8. 89 per dozen	: suggested retail \$1. 06

(Sgd)

Curtis Wicht

(14)

Part of letter received from
N.Z. Government Trade Commissioner
SINGAPORE

"The sales of honey which have been achieved have, in the main, been made by the Honey Marketing Authority in the smaller retail packs and with a tendency towards granulated honey. I believe that the Authority is able to offer honey at a cheaper price than individual suppliers and this would obviously inhibit your opportunity for sales here. However, we can discuss this matter in more detail when you arrive at the end of the month."

Yours faithfully,

Trade Commissioner.

NOTICE RE N.Z. HONEY PACKERS ASSOCIATION SUBSCRIPTION:

Members will note that there has been an account included with this months Bulletin for the subscription due for 1978. Members will not need to be reminded that their saving in purchasing the 2 Kg container in the majority of cases more than pays their subscription to this Association, and the Editor would like to point out to you that the subscription is based on the amount of honey packed.

This amount, in many cases, has increased and your Association would suggest that you notify the Secretary of such an increase remitting the increased rate for the Subscription. Some few members have operated in the past under associated members where they have been connected as suppliers to a major packer. As the majority of members are now packing a substantial amount of honey this subscription rate would no longer apply as it only applies in reality to such members as in a partnership or Company Association.

(15)

N.Z. HONEY PACKERS ASSOCIATION INC.

NOTICE OF SPECIAL GENERAL MEETING TO BE HELD AT THE ANGUS
INN MOTOR HOTEL, HASTINGS' 25th JULY 1978 AT 8 p.m.

BUSINESS

To consider and, if thought fit, to amend the rules of the Association by passing the following resolution :

"That the present rule No. 20 be deleted and the following substituted thereof :

At every Annual General Meeting of the Association, the Association shall elect a Committee of the following members, namely, A President, A Vice President, A Secretary (who shall also be Treasurer) and 3 Committee members who shall hold office until retirement or removal from office or election of successors to office.

In addition an Auditor shall be similarly appointed.

Bonni Wilde

SECRETARY 20 June 1978

COPY OF PRICE LIST FOR HONEY PRODUCTS BASED ON 87c PER KG BULK HONEY
EFFECTIVE 16.11.77.

		<u>Quantity per otp.</u>	<u>Merchant per doz.</u>	<u>Trade per doz.</u>	<u>Suggested Consumer.</u>
250 Gram	Plastic Pot: Floral Nectars as available	2 Doz	4. 80	5. 52	57c
1 lb	Pottle: Light(Limited Supply)	2 Doz	7. 96	9. 15	95c
500 Gram	Pottle: Light & Medium	2 Doz	8. 42	9. 68	1. 00
500 Gram	Glass: Floral Nectars as available	2 Doz	9. 46	10. 88	1. 13
900 Gram	Pottle: Light & Medium	1 Doz	15. 30	17. 59	1. 83
2 Kg	Plastic Tub: Light-Med & Floral as available	$\frac{1}{2}$ Doz	33. 54	38. 57	4. 02
6 Kg	Tub:	2 only	7. 90 ea	9. 08 ea	11. 35
340 Gram Min.	Comb Honey	2 Doz			
<u>ASSOCIATED APIARIES COMB HONEY:</u>					
340 Gram Min.		1 Doz	11. 32	13. 02	1. 36

1-35 Kg^H

Merchant Terms:

10 cartons Minimum Quantity per order

DAMAGED GOODS:

No Claim will be accepted unless notified within 7 days of receipt advising date and Packing slip number.