

VOLUME TWO

No. 13

N.Z. HONEY PACKERS ASSOCIATION INC.
MONTHLY BULLETIN
OCTOBER 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

EDITORIAL:

This year it would be true to say that all Members of our Association received a considerable crop of honey, together with the majority of honey producers. It would be true to say also that the majority of honey packers offered high prices for any honey they purchased during the year, and in this way were committed to charging a stable price on the New Zealand market. The crunch point for the majority of packers came later in the year when they discovered that considerable specials were being given to the retail trade by many smaller producers who overnight became packers, and by packers who found themselves forced to sell at reduced prices due to the flood of honey on the New Zealand market.

The answer to the problem would have been to export but this is not an overnight operation and although some packers have been able to find export markets for packed lines, it would appear that a better liason could be accomplished by the New Zealand Honey Marketing Authority advising standard prices to various markets so that honey packers were then able to contact overseas buyers knowing that the minimum price provided by the New Zealand Honey Marketing Authority for those markets were in fact in line with New Zealand Honey Marketing Authority policy. The problem is that packers are unsure.

One large chain of retail stores has run a regular special on 500 gram packs, advising their members to purchase at the best possible price and reducing the retail price to 59 cents. The fact that it has been possible for these stores to purchase honey at these prices creates a situation whereby in the end the beekeeper suffers and the consumer gains the opinion that honey is overpriced on the market.

It would be fair comment to say that the beekeeper is his own worst enemy. This applies also with the fact that as a group we could control our purchasing of containers, so that we could buy at reduced rates. Unfortunately beekeepers are traditionally individualists and at this stage it would appear that the Industry is not ready to operate any form of co-operative buying, and this has been exemplified with the 2 Kg container where some of our members do not buy the Reese container.

(2)

The same situation has been shown where this Association at a meeting, where the new 500g plastic pottle was discussed and promoted by Frank M Winstone Ltd and Plastic Products Moulding Co Ltd, and members decided that they would back the Plastic Moulding Company product due to better presentation at the meeting, and the fact that it was priced considerably lower than the Frank M Winstone Ltd container.

However, to date only one order has been placed with Plastic Products and it is understood that orders have been placed with Frank M Winstone Ltd for the plastic pottle.

If members are desirous of obtaining better prices by bulk buying methods, then it is essential that they fully back any moves made by this Association in this direction as the efforts which are put into obtaining these better deals by your Executive cost the Executive members not only time and effort but also financial outlay.

This Association now has a credit balance in the Trading Bank of some \$3700. This amount has been brought about by co-operation and goes to prove the point that such co-operation can also save the individual beekeeper large sums of money in his normal trading operation.

NOTE:

It is with regret that I have not been able to publish regular Bulletins this year, mainly due to pressure of business. However no members have written any letters for publication or requested information.

EDITOR

(3)

NOTICE OF MEETING OF NEW ZEALAND HONEY PACKERS ASSCN. INC:

The Annual Meeting of the New Zealand Honey Packers Association will be held in Christchurch in the Board room of the White Heron Travelodge, situated next to the Airport, at 10 a.m. on Saturday December 2nd 1978. The Agenda will be published in the November Bulletin and all Members are requested to forward resolutions or remits which they wish to discuss immediately to the Secretary of the Honey Packers Association, P O Box 2134 Rotorua.

A meeting of the Executive will be held in the White Heron Travelodge on Friday December 1st at 8.30 p.m. This meeting will be held in the room allotted to Keith Herron and members should contact him on arrival.

It is suggested that members of the Executive make their bookings at the White Heron Travelodge Christchurch, so as all members can meet readily at the one hotel and so save costs on travelling etc.

To give Members some indication of plane travel times so as they can attend the meeting from the North Island we would advise you that there is an Auckland flight leaving on Saturday morning at 8.15 - arriving in Christchurch at 9.35.

The return flight leaves Christchurch at 4.45 for Auckland. There is a plane leaving Palmerston North at 9 a.m. arriving in Christchurch at 11 a.m. and a plane from Wellington leaving at 8 a.m. arriving at 8.45 a.m. with a return flight to Wellington at 6.35 p.m.

If members would advise urgently whether they are attending the meeting by plane, it may be possible to arrange a group travel and I would advise each member accordingly.

EDITOR:

(4)

LETTERS:

DEPT. TRADE & INDUSTRY

12 September 1978

Secretary
New Zealand Honey Packers Asscn
ROTORUA

Dear Mrs Wilde

I refer to your two letters of 1 September regarding the concern of members of the Association over first the present system for controlling exports of honey and secondly the existing weight limits on honey taken out of the country by tourists returning overseas.

As both these matters fall within regulations which come under the responsibility of the Minister of Agriculture, I would suggest that your Association communicate its concern direct to the Minister.

Yours sincerely

E A King
for Secretary of Trade and Industry.

(5)

NATIONAL BEEKEEPERS' ASSCN. N.Z. INC

25 September 1978

The Secretary,
New Zealand Honey Packers Asscn
ROTORUA

Dear Mrs Wilde,

I refer to your 4 April letter to us re standard health regulations as these apply to buildings used in honey packing.

The Executive Committee will be having a discussion with an officer of the Health Department when it meets in December.

Yours faithfully

G A BEARD
EXECUTIVE SECRETARY

2 August 1978

The Secretary
Export Incentives Committee
Dept of Trade and Industry
WELLINGTON

Dear Madam,

Thank you for your letter of 25 July.

Members of the Association are extremely pleased that packed honey lines will now be eligible for the increased exports taxation incentive.

At a recent meeting of the Association these proposals were considered and I have been asked to write to you and request that the definition be amended to read as follows:

" packed retail lines of extracted honey weighing 6 kg nett or less"

(6)

The amendment is requested because the Association believes that the 6 kg pack is commonly requested for retail supply and is an economic weight, and one that could not be construed as a bulk supply. Further, it is understood that the 6 kg pack is currently being used by the meat industry for exports of liver products.

I shall look forward to hearing from you in due course.

Yours faithfully

BONNI WILDE
SECRETARY

The Minister of Agriculture and Fisheries
Private Bag
WELLINGTON

Dear Sir

Copy for your information

Yours faithfully

BONNI WILDE
SECRETARY

(7)

DEPARTMENT OF TRADE AND INDUSTRY

25 July 1978

The Secretary
N Z Honey Packers Asscn Inc
ROTORUA

Dear Mrs Wilde

I refer to your letter of 22 May and my reply of 29 May concerning the inclusion of packed honey lines within the increased exports taxation incentive.

I am pleased to inform you that the Export Incentives Committee has supported the inclusion of the above honey products within the incentive and that the Committee's decision has now been endorsed by the Ministers of Overseas Trade and Finance.

A full definition of the products is likely to be adopted for the purposes of the legislation is "packed retail lines of extracted honey weighing 3 kg nett or less". If you do not consider that this definition is suitable could you please contact me as soon as possible to discuss suggested changes.

The inclusion of these honey products within the incentive will be effected shortly by Order in Council and will be applicable from 1 April 1978. It would be appreciated if you could inform your members of this decision.

Yours sincerely

Secretary
Export Incentives Committee

(8)

1 September 1978

The Secretary
Department of Trade and Industry
WELLINGTON

Dear Sir,

I have been asked to write to you concerning the existing weight limits on honey taken out of the country by tourists returning overseas.

It is considered that the present limit of 5 Kg is inadequate as New Zealand Honey is proving extremely popular with overseas tourists, who are voicing their displeasure at being unable to take more of our honey home with them.

This Association suggests that no quantity restrictions should apply to honey carried out of the country personally.

Yours faithfully

BONNI WILDE
SECRETARY

1 September 1978

The Secretary
Dept of Trade and Industry
WELLINGTON

Dear Sir,

At a recent meeting of the Association, members expressed concern over the present system for controlling exports of honey.

The Honey Marketing Authority has been found by several members to be slow with export administration procedures, and it is understood that in some cases private packers have lost sales as a result.

(9)

Members are also concerned that considerable detail must be supplied by the private exporter to the Authority regarding his business, this information possibly being used by the Authority (his largest competitor) to his ultimate detriment.

The Association believes that the present system is not assisting the growth of the industry in general, and would prefer to see export controls administered by an independent (non trading) authority. In this we seek your assistance and advice. Ideally members would like to see the honey marketing regulations administered by your Department, but if this is not possible, then by some other independent body.

I trust this matter will receive your favourable consideration.

Yours faithfully

BONNI WILDE
SECRETARY

OFFICE OF THE MINISTER OF AGRICULTURE AND
FISHERIES

25 August 1978

The Secretary
N Z Honey Packers Asscn Inc
ROTORUA

Dear Ms Wilde

I acknowledge receipt of your letter of May 24 regarding exports of honey, and am sorry to have been so long in replying further to your letter.

I cannot add much to what I said in my original letter. From what I understand however, the Authority's domestic selling prices for its retail honey are nearly always higher than any of the private packers. In these circumstances it would seem that there is still room for private packers to increase their returns from the local market by raising their local selling prices to match those of the Authority's.

(10)

As beekeepers' incomes are dependent on the returns for honey, which in turn are dependent on how it is marketed, I feel that I must take into account the views of beekeepers on how their honey should be marketed, as expressed at elections for Honey Marketing Authority members.

On the question of export incentives you will by now be aware that extracted honey in retail packs is now eligible for the various export incentives.

Yours sincerely

Associate Minister of Agriculture

1 September 1978

Reese Bros Plastics Ltd
AUCKLAND

Dear Sir,

At a recent meeting of the Association several members who are dealing with your Auckland Branch stated that they were having considerable difficulty in purchasing 2 Kg containers in a range of colours, and in one instance found only one colour available.

We would appreciate your assurance that in future production runs will be arranged to ensure that the full range of colours is available.

Yours faithfully

BONNI WILDE
SECRETARY

(11)

REESE BROS. PLASTICS LTD

11 September 1978

The Secretary
N.Z. Honey Packers Asscn Inc
ROTORUA

Dear Madam,

We acknowledge receipt of your letter 1st September, regarding concern our delivery of 2 Kg Honey Containers.

We concede members were having difficulties regards certain colours at the latter stages, prior to our recent production run of this product.

A full range of colours is now available in both lid and bases. Erratic sales, with short notice of requirements, does make it difficult to forward plan to ensure adequate stocks from time to time.

It is our earnest desire to provide a continuing service with this and all our products, and you can be assured we maintain our best attention to this end at all times.

Yours faithfully
REESE BROS. PLASTICS LTD

1 September 1978

The Director General
Ministry of Agriculture & Fisheries
WELLINGTON

Dear Sir,

At a recent meeting of the Association, concern was expressed at reports of proposals by the Honey Marketing Authority to erect a large packing plant at Pleasant Point.

(12)

Members are concerned on two counts, viz.

1. That the plant may not be economically viable on its own merits, and may therefore be a misuse of funds supplied by beekeepers throughout the Country.
2. That privately owned packing plants have sufficient capacity to meet the country's needs for years to come.

The Association would be most grateful to receive your views on this subject.

Yours faithfully

BONNI WILDE
SECRETARY

MINISTRY OF AGRICULTURE & FISHERIES

3 October 1978

The Secretary
N Z Honey Packers Asscn Inc
ROTORUA

Dear Ms Wilde

I acknowledge receipt of your letter of September 1 1978 regarding the New Zealand Honey Marketing Authority.

The question of whether or not the Authority should upgrade its present packing plant at Pleasant Point is one for the Authority itself to determine after taking into account the needs and views of its suppliers. I would therefore suggest that your Association direct any comments it may wish to make on this subject to the Authority itself.

Yours sincerely

D A Hayman
for Director-General

(13)

1 September 1978

The Director General
Ministry of Agriculture & Fisheries
WELLINGTON

Dear Sir,

I have been asked to write to you seeking consultations on the final draft of the Honeydew Regulations.

Although members are not in favour of controls over honeydew exports except for disease controls, it could be that consultations with all interested parties may result in a compromise acceptable to all concerned.

Yours faithfully

BONNI WILDE
SECRETARY

MINISTRY OF AGRICULTURE & FISHERIES

8 September 1978

The Secretary
N Z Honey Packers Asscn Inc
ROTORUA

Dear Ms Wilde

I write in reference to your letter dated September 1 1978 in which you sought consultations on the final draft of the "Honeydew Regulations".

There are no plans to introduce "Honeydew Regulations". There are two items of legislation that your Association may be referring to :

1. A proposed change to the Apiaries Act. The Ministry, with the support of the National Beekeepers' Association and the Honey Marketing Authority, proposes to recommend a change to Section 2 of the Apiaries Act 1969 regarding the definition of honey. It is proposed to adopt an internationally recognised definition

(14)

for honey. Honeydew would be defined as a category or type of honey. You may recall I discussed this matter with your Association at your meeting at Hastings on July 26 1978.

2. **New Honey Export Regulations.** For some years now it has been intended to up-date the 1950 Honey Export Regulations. I understand that your Association has been informed of progress from time to time. Recently it has been decided to reconsider these draft Regulations in the light of changing international requirements. Within the next few months I would be prepared to discuss with your Association the Ministry's proposed changes to the Honey Export Regulations. As the subject matter involves the physical and chemical properties of honey, labelling, and overseas honey regulations, I would recommend that your Association forms a small group of beekeepers who are interested in the export of honey and who are familiar with at least some of these aspects related to honey.

I believe that a meeting with representatives of your Association during the formative stages of preparing new Regulations is likely to result in a more effective contribution on the part of your Association than if I -- send you a copy of the final draft.

Could you advise me if you wish me to attend a meeting of representatives of your Association to discuss the proposed new Honey Export Regulations.

Yours sincerely

G M WALTON
for Director Advisory Services Division

OFFICE OF THE EXAMINER OF COMMERCIAL
PRACTICES

8 September 1978

The Secretary
N Z Honey Packers Asscn Inc
ROTORUA

Dear Mrs Bonni Wilde,

COLLECTIVE PRICING AGREEMENT APPLICATION

I refer to our discussions of 11 May 1978 concerning the above collective pricing agreement application.

The delay in coming back to you on this matter is regretted but during the intervening period we have held discussions and corresponded with the New Zealand Honey Marketing Authority on the subject of its price list. These discussions have led to the Authority notifying its individual resale price maintenance (IRPM) arrangement to the Examiner of Commercial Practices as required under section 28 of the Commerce Act 1975.

As you are probably aware, Section 28 of the Commerce Act recognises two types of IRPM - rigid IRPMs and flexible IRPMs. It is now illegal to operate a rigid individual resale price maintenance arrangement (where a reseller is compelled by the supplier to charge the nominated price) that has not been either approved by the Commerce Commission or is operating under the transitional provisions of section 30 (1) of the Act.

For flexible IRPMs arrangements (where the reseller can charge less than the nominated price without incurring any sanctions); provided the supplier has notified the Examiner of the arrangement and agrees to include the wording or a similar wording to that included in section 28 (4) (b), then the practice may continue. The New Zealand Honey Marketing Authority now fulfills the requirements of section 28 (4) in notifying the practice to the Examiner and in including the wording in section 28 (4) (b). You may have already noticed the appropriate wording on the Authority's recent price lists.

(16)

Now that the Authority has notified its price guide, we propose to deal with your Associations application under section 27 (3) (b) of the Commerce Act. I have attached copies of section 27 and 28 of the Act for your information. You will notice that, under section 27 (3) (b), where an association issues a price list, that has already been notified to the Examiner under section 28 (4) of the Act, to its members and the resellers who collectively take no part to fix or to enforce the resale prices, margins or markups contained in the list such an arrangement is excluded from the collective pricing provisions of section 27 (1) of the Act.

We wonder whether your Association would be prepared to pass a resolution at a general meeting of your members along the lines

"that only unaltered copies of the New Zealand Honey Marketing Authority's price lists will be distributed to members by your Association and that no sanctions be imposed on members who do not comply with the price list. No other price lists from any other source will be distributed unless the list first complies with Section 28 (4) of the Commerce Act 1975."

If such a resolution were passed, and we were provided with a copy we would be able to write a brief report to the Commerce Commission stating that your Association's arrangement now falls outside the collective pricing provisions of the Commerce Act and recommend to the Commission that it withdraw your Association's application from its public register. At this point I would draw to your attention the fact that should your Association wish to institute any kind of collective agreement and wish to alter the arrangement, after the Commerce Commission has deleted your application; then your Association would need to obtain approval from the Commission before the new practice were instituted.

We await your advice on this matter. Should you require any clarification on the above, please do not hesitate to contact me. Once again my humble apologies for the delay in replying to you.

Yours sincerely

P A Oliver
for Examiner of Commercial Practices

NEW ZEALAND HONEY PACKERS' ASSOCIATION INCORPORATED

Minutes of a Special General Meeting held at the Angus Inn Motor
Hotel, Hastings on Tuesday 25th July 1978

PRESENT: Twenty five members were present, together with the
Secretary.

BUSINESS: It was resolved that the present Rule No. 20 be
deleted and the following substituted therefor: -

"At every Annual General Meeting of the
Association, the Association shall elect
a Committee for the following officers
namely a President, a Vice-President, a
Secretary (who shall also be Treasurer),
and three 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."

There being no further business that could be properly brought
before this meeting, the Chairman then declared the meeting closed.

NEW ZEALAND HONEY PACKERS' ASSOCIATION INCORPORATED

Minutes of a Special General Meeting, held as directed by the last Annual General Meeting, at the Angus Inn Motor Hotel, Hastings, on Tuesday 25th July 1978.

PRESENT: Twenty five members were present together with the Secretary.

AGENDA: Confirmation of Appointment of Secretary/Treasurer

It was resolved on the motion of Mr Holt, seconded by Mr Jansen, that the appointment of Bonni Wilde Chartered Accountant, Rotorua, as Secretary/Treasurer be confirmed.

Appointment of Auditor

It was resolved on the motion of Mr Holt, seconded by Mr Herron, that K. I. Hinton, Chartered Accountant of Rotorua, be appointed Auditor, Mr Hinton having signified his willingness to accept the appointment.

Bank Account and Authorised Signatories

It was resolved on the motion of Mr Berry, Seconded by Mr Cropp, that the Association's funds be transferred to an account to be opened at the Bank of New Zealand, Rotorua Central Branch.

It was resolved on the motion of Mr Hale, seconded by Mr Belin, that authority be given to any two of Lloyd Holt, Bonni Wilde and Robin Jansen to operate the above-mentioned banking account.

There being no further business, the Chairman then declared the meeting closed.

NEW ZEALAND HONEY PACKERS ASSOCIATION INCORPORATED

Minutes of a meeting of the Association held at the Angus Inn Motor Hotel, Hastings, on Tuesday 25th July 1978

PRESENT: Twenty five members were present, together with the Secretary.

CORRESPONDENCE: A list of Inward and Outward correspondence was circulated.

GENERAL BUSINESS:

Discussion took place on the export incentives now available to honey packers, and it was resolved that the Secretary write to the DEPT OF TRADE & INDUSTRY expressing satisfaction with the changes approved, but seeking a further extension to allow exports in 6 Kg packs as used in the meat industry.

(Jansen/Belin)

Discussion then followed on control of honey exports and it was resolved that the Dept of Trade & Industry be requested to administer controls over honey exports and assist with generally streamlining export procedures and maintaining confidentiality of exporters' business, as the H.M.A. is in direct competition with private packers.

(Jansen/Herron)

It was further agreed that the Association is not in favour of controls of honeydew exports, with the exception of disease controls. the Secretary was instructed to write to the Ministry of Agriculture requesting consultations on the final draft of the honeydew regulations. It was resolved to write to the Ministry of Agriculture expressing concern at reports of proposals for the Pleasant Point plant, in view of the feasibility of the project and the adequacy of private packing plants.

(Jansen/Hale)

The following resolutions were also passed :-

That the Executive investigate and report to the Annual General Meeting on further group buying schemes.

That members of the Executive be reimbursed for their expenses incurred in attending executive meetings.

That the Executive meet and discuss delegation of duties and report on same to the Annual General Meeting.

(Holt/Herron)

The Secretary was instructed to write to the Health Dept expressing concern over the hygiene regulations and inviting Mr Cook from the Dept to attend a Meeting in Rotorua.

The Secretary was also asked to write to the firm of Reese Bros Plastics Ltd, Auckland, advising that members are experiencing difficulty in buying 2 Kg containers in the colours required.

MEMBERSHIP:

All persons who had applied for membership since the last Annual General Meeting were duly elected on the motion of Mr Holt, seconded by Mr Herron.

REMITTS:

Mr Jansen suggested that the present limit of 5 Kg on private (tourist) exports was inadequate, and it was resolved that the Dept of Trade & Industry be approached to remove all limits for honey carried out of the Country personally.

Mr Jansen then moved that the Association appoint a Consultant to prepare detailed costings on honey packs. The motion failed.

There being no further business, the Chairman declared the meeting closed at approximately 11.00 p.m.