

VOLUME THREE:

NO.2

N.Z. HONEY PACKERS ASSOCIATION INC.

MONTHLY BULLETIN

NOVEMBER 1979

EXECUTIVE OFFICERS 1978-1979

| | | |
|-------------------|-----------------|--|
| PRESIDENT | LLOYD HOLT | P.O.BOX 52, NGONGOTAHA |
| VICE PRESIDENT | KEITH HERRON | GREENVALE APIARIES.NO.5 GORE |
| SECRETARY | MRS.BONNI WILDE | P.O.BOX 2134, ROTORUA |
| EXECUTIVE MEMBERS | R.JANSEN | P.O.BOX 460, TAUPO |
| | W.A. CLISSOLD | WAIKAKA VALLEY. NO 5 R.D.GORE |
| | R. FELL | 231 TANIWHA STREET, GLEN INNES AUCKLAND 6 |

PUBLISHED FOR MEMBERS INFORMATION BY:

N.Z. HONEY PACKERS ASSOCIATION INC.

P.O.BOX 52

NGONGOTAHA

EDITOR: LLOYD HOLT

(1)

EDITORIAL:

Recently a very fruitful meeting was organised in Wellington by the New Zealand National Beekeepers Association. This meeting incorporated representatives from all sections of the Industry who presented their ideas and conclusions as to the future of the best marketing procedures that the Industry should adopt. The minutes of the meeting, I understand, together with the conclusions of the National Beekeepers Association will be passed on to the Minister who was represented by the Under Secretary to the Minister of Agriculture and who chaired the meeting during the morning session.

From reports from producers who have exported honey overseas, and those who have negotiated orders, it would appear that there are definitely higher prices obtainable for producers in this Country. I would recommend that members keep in close touch with the position and do not undersell their product on the market, as I am sure that in the near future there will be a shortage of honey to supply the New Zealand market.

Included in this Bulletin is a questionnaire which is entirely voluntary and confidential which should be forwarded to the Secretary of the Association so as to compile a costing programme which would be of assistance to our members in costing out their production and packing costs.

The Annual Meeting of this Association will be held on Saturday 15th December 1979, at the office of the Association Secretary 189 Fenton Street Rotorua at 10 a.m. The agenda is published in this Bulletin. The reason for the meeting not being held in November was due to the delay in having the books finalised as we did not have the final details of the 2 Kg container sales, and the general pressure of the work load, plus the fact that I felt a later meeting would be more suitable to the majority of producers who have been finding the meeting date of November was not entirely suitable due to the spring work entailed during that period, together with the fact that Mr Percy Berry should be back from an overseas trip at the time of our meeting and we are hopeful he will be able to provide members with information which will be of the greatest interest to them.

EDITOR.

(2)

MINUTES OF A MEETING HELD AT THE RUSSELY HOTEL, WOOLDRIDGE ROAD
CHRISTCHURCH, ON TUESDAY 24 JULY 1979 AT 4.30 p.m.

PRESENT: L. Holt (Chairman), G. Hantz, H. Belin, K. Herron
R. Rowe, P. Cropp, W. Adamson, M. Heinemann,
W. Clissold, R. Fell, E. Fell, R. Jansen.

In Attendance: B. Wilde (Secretary)

APOLOGIES: R. Hale, R. Davidson

MINUTES OF PREVIOUS GENERAL MEETING: The minutes of a meeting
of the Association held
at the White Heron Travelodge, Christchurch on 2 December 1978
were confirmed as a true and correct record on the motion of
T. Rowe, seconded by R. Fell.

CORRESPONDENCE: As all relevant correspondence (both inward
and outward) had been published in the
bulletin, this was taken as read.

It was resolved on the motion of R. Jansen, seconded by
R. Fell, that the Examiner of Commercial Practices be
advised that the Association wishes to continue publishing
Honey Marketing Authority price lists, and also to publish
representative samples of processing and packing costs
(e.g. high, low and average) collated from returns of various
members. Also, to publish recommended export prices.

FINANCE: The financial statement appended to the notice
calling this meeting was approved.

(L. Holt/R. Jansen)

BULLETIN: Mr Holt advised that he was no longer in a position
to continue editing and publishing the Bulletin.
After some discussion Mr JANSEN was asked to approach his
manager (Ian Ralsten) to ascertain whether he would take
over this task.

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PRICING POLICIES: This item had been adequately covered under "correspondence", members feeling that with guidelines on costs available, they could thereby make their own pricing decisions.

STATE OF INDUSTRY: It was resolved on the motion of K. Herron seconded by R. Jansen, that the Minister be requested to give the Association the opportunity to make representations on proposals or changes affecting the future of the New Zealand Honey Marketing Authority.

EXPORTS: It was resolved on the motion of R. Jansen, seconded by R. Fell, that the Secretary be instructed to write to the Minister, requesting that private exporters overseas markets be kept confidential from the N.Z. Honey Marketing Authority, as at least two members present had experience of the Authority having sought out their buyers and undercut their prices - a situation that could not have arisen if the Authority had no prior knowledge of buyers and prices.

ANNUAL GENERAL MEETING: It was suggested that this be held early November, as being a more convenient time of year for the majority of members.

THERE BEING NO FURTHER BUSINESS THE CHAIRMAN DECLARED THE MEETING CLOSED AT 7 P.M.

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MINUTES OF A MEETING HELD AT DEPARTMENT OF AGRICULTURE AND FISHERIES OFFICE, CHARLES HEAPHY BUILDING, ANGLESEA STREET HAMILTON, ON FRIDAY 14 SEPTEMBER 1979 AT 9.30 A.M.

PRESENT: L. Holt (Chairman) D. Hansen
C. BIRD D. West
P.T. Ellison B. Clements
K. Herron R. Jansen and Manager
B.E. Mitchell R. Berry
R. Hale H. Belin
T. Clissold R. Fell
Les Gera
In Attendance: B. Wilde (Secretary)

APOLOGIES: R. Davidson

BUSINESS: The meeting was called to discuss whether the North Island honey packers could handle the packing of total production of the North Island honey crop. One a survey conducted at the meeting, packers felt they could handle approximately and extra 1,500 tonnes, using their present facilities. This being made up of

| | |
|----------------------|------------|
| D. West | 150 tonnes |
| D. Hansen | 200 " |
| L. Gera | 200 " |
| Mr Baker | 50 " |
| R. Hale | 100 " |
| Waitemata Honey | 20 " |
| R. Jansen | 200 " |
| R. Berry | 200 " |
| Beevale | 50 " |
| R. Fell | 200 " |
| Springfield Apiaries | 200 " |

On further discussion, members felt that it is unnecessary for the N.Z. Honey Marketing Authority to erect a new building in the Auckland area. A resolution was put to the meeting to put to the combined meeting with the National Beekeepers'

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Association and hive levy suppliers.

RESOLUTION: In view of the New Zealand Honey Marketing Authority's current financial difficulties, the members of the N.Z. Honey Packers Association would like to assist by agreeing to pack the current North Island tonnages. The members of the Association have the facilities and extra capacity to pack a further 1,500 tonnes and have already proved that they have purchased honey at higher prices.

The New Zealand Honey Packers Association further suggests that, if it sees fit, the N.Z. Honey Marketing Authority should provide a bulk purchasing facility and depots around the North Island and that this honey should be sold for local requirements or exports.

Resolution was put by Mr Jansen's Manager, seconded by

The motion was put to meeting and passed by members on a show of hands.

Individual members indicated that they would be willing to pack honey under contract to the New Zealand Honey Marketing Authority if the need arose.

THERE BEING NO FURTHER BUSINESS THE CHAIRMAN DECLARED THE MEETING CLOSED AT 12:45 P.M.

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(6)

NEW ZEALAND HONEY PACKERS ASSOCIATION

INCOME AND EXPENDITURE

FOR THE YEAR ENDED

1978 Expenditure

1979

| | | |
|-------|------------------------------|-------------|
| 35 | Advertising | |
| 80 | Audit Fees | 52. 00 |
| 146 | Bulletin & Duplicating | 131. 26 |
| 25 | Bank Fees & General Expenses | 8. 09 |
| 57 | Display Expenses - Perth | |
| 124 | Meeting and Travel Expenses | 836. 00 |
| 285 | Interest - Member Loans | |
| 500 | Secretarys Honorarium | 500. 00 |
| <hr/> | | |
| 1252 | Total Expenditure | 1,527. 35 |
| 5634 | Surplus For Year | 3,004. 87 |
| <hr/> | | |
| 6886 | | \$4,532. 22 |
| <hr/> | | |

BALANCE SHEET AS AT

LIABILITIES

| | | |
|--------------------------|-----------------------|---------------------|
| 110 | Sundry Creditors | |
| <hr/> | | |
| <u>Accumulated Funds</u> | | |
| 8549 | Balance 1.10.78 | 8,548. 83 |
| | Plus Surplus for Year | <u>3,004. 87</u> |
| <hr/> | | 11,553. 70 |
| 8659 | | <u>\$11,553. 70</u> |
| <hr/> | | |

Auditors Report: I have examined the above Balance Sheet and Accounts of the New Zealand Honey Packers Association Incorporated, and hereby certify that they give a true and fair view of the state of affairs of the association as at the year ended on that date.

H.K. HINTON A.C.A.

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BEES ASSOCIATION INC.

EXPENDITURE ACCOUNT

30 SEPTEMBER 1979

| <u>1978 Income</u> | <u>1979</u> |
|----------------------|-------------|
| 704 Subscriptions | 648. 00 |
| 6,140 Die Commission | 3,709. 39 |
| 40 Interest | 174. 83 |
| 2 Donations Received | |
| <hr/> | <hr/> |
| 6,886 | \$4,532. 22 |
| <hr/> | <hr/> |

30 SEPTEMBER 1979

ASSETS

| | |
|------------------------------------|--------------|
| 3,241 Balance at N.N.Z. | 3,016. 44 |
| 818 Sundry Debtors | 836. 01 |
| Bank of New Zealand - Term Deposit | 3,101. 25 |
| 4,600 Die (Cost) | 4,600. 00 |
| <hr/> | <hr/> |
| 8,659 | \$11,553. 70 |
| <hr/> | <hr/> |

together with the books and vouchers of the New Zealand Honey
that in my opinion the above Balance Sheet and Statement of Accounts
as at 30 September 1979, and of the income and expenditure for the year

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Agenda for the Annual Meeting to be held at the Secretary's office, 189 Fenton Street Rotorua, 10 a.m. 15th December 1979

- 9.30 Arrival and welcome of members
- 10.00 Morning tea
- 10.30 (a) Minutes of last Annual General Meeting
- (b) Business arising from meeting
- (c) Presentation of Annual Balance Sheet and Presidents Report
- (d) Election of Officers for 1979 - 1980
- Lunch 12 - 12.45

1.00p.m. General Meeting

- (a) Report from Mr. P. Berry
- (b) Minutes of last General Meeting
- (c) Business arising from minutes
- (d) Correspondence
- (e) Finance
- (f) General Business

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(9)

HONEY PROCESSING:

The following questionnaire on production costs is entirely voluntary. However it would be appreciated if members would complete the questionnaire using their own production costs and return same to :

The Secretary
P O Box 2134
ROTORUA

Complete confidentiality is assured. Completed questionnaires will be processed by the Secretary and the average costs for each product will be published in the next issue of the Bulletin. The information can then be used by you as a guideline for comparing your own costs and making decisions on price.

Notes to assist in completing questionnaire

1. Don't forget to include the value of your own labour
2. Honey produced by you should be valued at the average cost of bought honey
3. The percentage profit margin is not required for this survey, however it has been included for your assistance.

* * * * *

| | (10) <u>500g</u> | <u>2 Kg</u> | <u>6 Kg</u> |
|--|------------------|-------------|-------------|
| Basic cost of Honey | | | |
|% Loss on packaging | | | |
| Container | | | |
| Lid | | | |
| Label | | | |
| Part cost cardboard outer gum, tape, etc. | _____ | _____ | _____ |
| Material cost | | | |
| Packing Labour | _____ | _____ | _____ |
| Prime Cost | | | |
| Plus Share factory overheads | _____ | _____ | _____ |
| Cost ex Factory | | | |
| Plus Selling Costs | | | |
| Wages, Commission etc | | | |
| Share Travelling expenses | | | |
| Freight | _____ | _____ | _____ |
| Cost of Sales | | | |
| Plus . . . %profit margin | _____ | _____ | _____ |
| Selling Price | \$ _____ | \$ _____ | \$ _____ |

NOTE: Any other quantity packs you feel may assist could be of value.

Please cut off along dotted line

(11)

As I have a spare space in this Bulletin
I would like to take the opportunity of
wishing you all an extremely "Merry" Christmas
and a very prosperous New Year.

(From your Editors Typist)