

The New Zealand
Co-operative
Honey Producers'
Association, Ltd.

Hawera, Taranaki
New Zealand.



DESCRIPTION of its
Work and Aims for the
Information of Bee-keepers
desirous of joining the Asso-
ciation.

B. A. East

Description of Work, Aim, &c.

WE are a Co-operative Association of Bee-keepers, formed in 1913, with a Capital
What We Are. of £3,000, made up by 1,500 Shares at £2 each. This Capital has been increased to £9,000, as the original Capital has been subscribed.

The Board of Directors is made up of seven gentlemen, six of whom are *bona fide*
Who We Are. commercial bee-keepers, and one is in the bee-supply business.

Our Head Office is in Hawera, the postal address being Box 104, the telegraphic address being "Bees."
Where We Are We also have a representative at Hamilton East in the Waikato district. We have depots and packing stores at Normanby, Taranaki, and at Claudelands, Waikato.

At the time the Association was formed, honey was being sold at prices
Why We Organised that did not give a fair return to the bee-keeper for his labour, and some means were necessary to regulate the supply to the demand.

We are in the market for these, the best procurable in the Dominion, and we **Bee Supplies** supply these to members and hold the debit against them until their honey crop is gathered.

Yes, we buy this in any quantity at a considerably higher price than was ruling **Beeswax** previously to our organisation, or we will exchange it for its equivalent value in comb foundation.

We are co-operative in the fact that the whole of the profits are divided **How Co-operative ?** amongst ourselves, none other than the bee-keepers themselves participate, even the profit made on selling the supplies to the members is distributed amongst them. We also, in cases where it is urgently needed, advance a sum of money to a member in financial difficulty, who can prove to the satisfaction of the Directors that he has a prospective crop of considerably higher value than the financial assistance required. All tins, cases, &c., required for exporting honey are supplied without any cash being paid down, everything held over if required until the credit for honey received comes along.

We advance a price that leaves a reasonable margin for working expenses, then at the end of the financial year declare a bonus. **What about Prices ?**

Every bee-keeper in the Dominion is urged to join the Association, all you have to do is to send to the Head Office for an application for shares. You will be required

How to become a Member

to take up one share for every 4cwt. of honey you estimate you can put through the Association; supposing you reckon on a one-ton crop, then it would be necessary for you to take five shares. These shares are £2 each, BUT YOU NEED NOT PAY ANY MONEY DOWN, they may be paid for by the Association deducting $\frac{1}{8}$ th of a 1d. on every pound of honey supplied by you. The share deduction on one ton of honey is £ $\frac{1}{3}$ / $\frac{1}{4}$, so that if you supplied that amount every year, your shares would be paid for in about eight years, and the bonus obtained will in all probability cover the share deduction and more.

We can offer you another class of shares that are worth your investigation.

Co-operative associations depend entirely on the whole-hearted loyalty of its members, and not only must they support it themselves, but must do all in their power to get others to join. The Associations' business is their business, the more members we have the greater the turnover, the stronger the position, the more effective work we can accomplish and the more pecuniary benefit all will receive from it. The Merchants' Association is opposed to all Producers' Co-operative concerns, which they do their very best to

smash, by tempting the members to be disloyal by offering a higher price than the co-operative concern. Once they have got sufficient control of the market, and the Co-operative Association is "down and out," they immediately drop the price to their level, which you've no hope of improving.

The Meat Trust of America is operating to-day against the N.Z. Farmers' Co-operative Meat Works, and the farmers are being offered pence per lb. more to sell to them, and it only requires a certain number to so weaken their own concern that it doesn't pay to run it, when the Meat Trust buys them out and henceforward their price is your price whether you like it or not. This is happening to-day in the honey industry, and is a very dangerous menace. For over twenty-five years the price of honey has stood about the same figure until the Co-operative movement started, and now it has advanced at least 50%, some unprincipled men are doing their level best to smash it, simply from a selfish motive of getting a fraction of a penny per lb. more than the man who has borne the burden of creating the better figure.

All honey sent to the Association for either local or export market is graded either **Grading** by a Government grader or a competent officer of the Association, and the grade will regulate the price advanced. All honey must be ripened on the hive, properly strained, and put up in strong tins and cases. Faulty tins and cases are replaced at the suppliers' expense.

The honey exported to England is handled entirely by our Agents, and is sold ***Our Markets*** direct to the retailers, all the middlemen being cut out. We take the whole of the profits made less a small per centage of commission.

The honey sold on the local market is sold through the ordinary channels of business both wholesale and retail.

We want every bee-keeper in the Dominion to become a member, thereby ***What We Want*** strengthening our hands which will enable us to increase the price of honey to a reasonable paying figure, AND KEEP IT THERE.

In conclusion, we wish to apologise to our readers for giving so much prominence to the immediate financial aspect in the preceding pages. You naturally realise that we stand for a principle and for you to stand out and haggle about prices would be like England standing out the of the European War until the Allies promised her a definire proportion of Germany after the war. You would scorn such an attitude on the part of England. There is a brotherhood amongst us that clamour for the privilege of helping in the common cause, and we trust to that more than any argument that prices furnish. As the present war is the Allies one opportunity to make good against the tyranny of Germany so is this our one opportunity to crush the commercial tyranny that has kept our industry down.

We look forward with confidence to receiving your application for shares, and assistance generally in our movement.

Address :—

N.Z. CO-OP. HONEY PRODUCERS' ASSN., LTD.,
BOX 104, HAWERA.

