



# capilano news



december 2005 - CHL211



## Chairman's Christmas Message

It's hard to believe that another year has almost gone but hopefully this finds you all in good health and ready for a wonderful Christmas and happy 2006.

Current market conditions have meant everyone has had to work hard this year, whether they are involved in production, marketing or sales. It is pleasing to hear that in most areas where suppliers operate, useful rainfall has fallen during the spring. This may have caused some disruption to production during that period but gives us some confidence for satisfactory conditions to come.

I hope everyone involved in Capilano is able to spend some peaceful and enjoyable time with family and friends during Christmas and New Year.

On behalf of the Board of Directors, I would like to wish Shareholders and Staff a very happy and safe Christmas and a healthy and successful 2006.

Trevor Morgan  
Chairman



## Dear Shareholders and Capilano Team

I would like to take this opportunity to wish you and your families a Merry Christmas and a happy, safe and prosperous New Year.

Thank you for your support over the past year and I look forward to seeing you all again in 2006.

R D Masters  
Managing Director

## Mid Year Stocktake Closures

We would be most grateful for the co-operation of all shareholders to ensure **no** honey or wax is delivered on **Tuesday 20** and **Wednesday 21 December 2005**, as both factories will be closed for stocktake.

Shareholders are requested to deliver goods by **12pm** on **Monday 19 December 2005**. Factories will re-open for all receipts on **Thursday 22 December 2005** until 12pm but will be closed **Friday 23 December** for the Christmas Closure period returning **3 January 2006**.

## Beekeeper Services

By Bill Winner

### Honey Deliveries First Week January 06

Honey delivered between Tuesday 3rd January and Monday 9th January, 2006 **will ON REQUEST at/or prior to delivery be treated as a December delivery for payment purposes**, and will be paid at the end of January along with honey actually delivered in December. **If a request is not made** prior to, or at the time of delivery the honey will be classed as a January delivery with payment at the end of February, 2006.

This provision is designed to relieve pressure at the end of December when we close early and still allow time for the December deliveries. **22 December** (following stocktake) we will be accepting deliveries but **NOT 23 December 2005**.

### Acronyms on Statements

We have received a number of calls relating to acronyms being listed against payments for honey delivered to Capilano. To clarify their meaning we

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Beekeeper Services  
**1800 350 977**



We're on the Web!  
See us at:  
[www.capilano.com.au](http://www.capilano.com.au)

### Dates to Remember:

- EFT Funds in A/C  
20 December 05
- Stocktake Closure**
- **19 December 2005**  
Deliveries by 12pm
- **20 & 21 December 2005**  
FACTORIES CLOSED
- **22 December 2005**  
Normal trading until 12pm
- Christmas Closure**
- **23 December 2005**  
OFFICE & FACTORIES  
CLOSED for the Christmas/  
New Year holiday period
- **3 January 2006**  
Normal trading

## Share Trading

Capilano shares are listed on the Bendigo Stock Exchange (BSX). Current market information is available on the BSX website ([www.bsx.com.au](http://www.bsx.com.au)) under BSX Code 'CAP'.

If you have any queries on share trading or require additional sell/buy/transfer forms please do not hesitate to contact Carolyn Bryce or Annette Zbasnik at Head Office.

For additional information regarding share trading please contact ABN-AMRO Morgans Advisor, Dominic Hoare, on (07) 3334 4971.

## Capilano Deposit Fund

(Unsecured Deposit Notes)

There are changes to some rates this month. Rates to apply from 1 December 2005 are:

### Category

	1	2	3
24hr Call	2.75%	3.00%	3.50%
3 mths	5.00%	5.40%	5.50%
6 mths	5.20%	5.35%	5.35%
12 mths	5.35%	5.65%	5.65%
24 mths	5.50%	5.50%	5.50%
36 mths	5.50%	5.50%	5.50%

### Categories:

- 1 - Under \$10,000
- 2 - \$10,000 - \$49,999
- 3 - \$50,000 & over

Any queries on the Fund should be directed to Carolyn Bryce or Annette Zbasnik who will be happy to assist.

## Contact Details

### HEAD OFFICE

399 Archerfield Road  
PO Box 66  
RICHLANDS QLD 4077  
Phone: (07) 3712 8282  
Fax: (07) 3712 8286

### MARYBOROUGH

Capilano Street  
PO Box 49  
MARYBOROUGH VIC 3465  
Phone: (03) 5461 0700  
Fax: (03) 5461 0777

### EMAIL

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### WEBSITE

[www.capilano.com.au](http://www.capilano.com.au)

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provide the following short list of the many things that we now test for in honey.

<b>CAP</b>	Chloramphenicol
<b>NIT</b>	Nitrofurans
<b>TYL</b>	Tylosin
<b>OTC</b>	Oxytetracycline
<b>HMF</b>	Hydroxymethylfurfural
<b>NPA</b>	Non-peroxide Activity
<b>VDO 30</b>	Vendor Declaration re OTC for EFB = 30% of hives fed.

If you note any unusual acronyms please do not hesitate to contact us and we will advise you of the correct meaning.

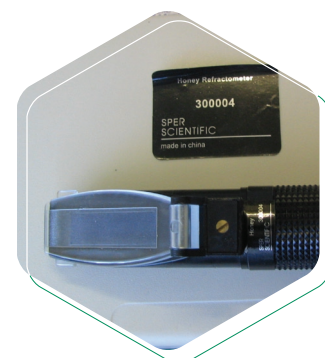
## High Moisture Honey

Our article on high moisture honey created a lot of comment, but the problem persists in the southern states. Whilst receives over 19% moisture content have dropped to the usual low levels, the 18% to 18.9%

is still causing concern for blenders. Maryborough received 31% of it's honey reading over 18% whereas Brisbane received 6% in November. We can understand why some other packers have a moisture cut off at 18.5% before penalties or rejection applies. In answer to a now common question regarding the availability of refractometers for testing your own honey, we provide the following name and address:

### ProSciTest - PST

PO Box 111  
Thuringowa  
QLD 4817  
07 4773 9444  
[www.proscitech.com](http://www.proscitech.com)



The beekeeper who acquired this refractometer advises they are very reasonably priced and their results are usually within 0.5% of his Capilano Beekeeper's Statement. Handy for B-Qual records also!

One last note, it comes in a plastic case to protect the instrument.

## CLASSIFIEDS

**For Sale:** '73 Isuzu Bedford truck with 17ft tray and hive loader. Registered until April 2006. \$5,500.  
Ph: (02) 6569 3149.

**For Sale:** 1 x Pender Uncapping Machine with 4'6" frame rack, approx 20 hours use, \$3,600.  
Ph: 0400 712 809.

## Sales News

By Kevin Fenton

## Capilano looking good in Woolworths

At the most recent Honey review in Woolworths, Capilano presented a detailed analysis of the Woolworths Honey section. Woolworths has now redesigned the Honey layout in a way that better represents our strength in the market.

The amount of shelf space that is allocated to the Capilano brand has almost doubled from 25 to 44 facings.

As well as the increased exposure, Capilano now enjoys prime eye level positioning for it's important Twist & Squeeze and Upside Down packs. These packs also enjoy a very healthy number of facings.

In addition there are now five new Capilano products in Woolworths!

These 5 new products are:

- Capilano 600g Twist & Squeeze Yellow Box
- Capilano 400g Twist & Squeeze Blue Gum
- Capilano 400g Twist & Squeeze Yellow Box
- Capilano 400g Upside Down Pack Iron Bark
- Capilano 400g Upside Down Pack Red Gum

The Capilano Honey range is to be located on the left hand side of the Honey section and will be the stand-out brand. This new planogram layout will help considerably with getting honey back to 'top of mind' with the consumer.

