



Cornwall Beekeepers Association

Charity Number 298470 www.cbka.co.uk

CALLINGTON HONEY FAIR 2026 HIVE PRODUCT SALES

Once again, we are looking for Cornish honey and wax products to sell at the Honey Sales stand at the Callington Honey Fair. This is a wonderful opportunity to showcase our excellent products and involve the public in appreciating the quality of Cornish honey and wax creations.

As usual we would like to appeal to you for supplies from around the county. Very often purchasers like to buy honey from their local area, so the wider the range, the better. Even if you only have a small supply, it would be very welcome, as having a large variety helps to make purchasing an informative experience.

It's not just honey we're looking for, as candles and other wax products such as polish, wax wraps, and wax blocks etc. are always popular. However, due to the legislation associated with the selling of cosmetic products, we will not offer items such as soaps, creams and lip balms for sale.

All you need to do is:

- Put a few jars of honey aside, making sure they are correctly labeled in accordance with the Honey Regulations 2015 and are fit for sale.
- Make sure any wax products are individually priced, correctly labelled and meet any necessary legislation.
- Enter something on the show bench to show. Check the show schedule for the list of classes. Remember, it doesn't have to be honey.
- Fill in the Products for Sale form on the next page and deliver your items to the honey sales stand in the Pannier Market at the rear of Callington Town Hall between **3:00pm and 6:30pm** on Friday 2nd October or between **8:00am and 9:00am** on Saturday 3rd October.

As we will be busy setting up the stands, we are not able to accept items before 3 pm.

Please note that Branch Apiary honey sales do not incur the 10% donation and do not require an entry in the Show.

Any queries please contact me.

Mary Hardman

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Products for Sale at Callington Honey Fair 2026

This sheet to be used for one vendor only.

Name: Email:	Address:	
	Bank Name:	
	Account No:	Sort Code:
Show Class entered (list 1 only):	Phone number:	

Honey Prices: 454g jar - £10.00 340g jar - £8.00 227g jar - £6.00

Cut Comb and specialist honey prices set by vendor (see Conditions of Sale, note 9)

Description	Qty.	Price Ea.	Returned	Sold	Amount
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
		£			£
Qty. checked on receipt	Sales staff	Vendor	Produce Total		£
Qty. checked on return	Sales staff	Vendor	Donation to CBKA funds (10%)		£
			Net Payment		£



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Conditions of Sale

1. Produce must be from beekeepers' own bees and honey must be labelled in accordance with the Honey Regulations 2015.
2. The Vendor must enter an exhibit in any show class in order to offer products for sale; it does not have to be a honey class. The only exceptions are the Group apiaries.
3. Produce to be delivered to the Pannier Market between **3:00pm and 6:30pm** on Friday 2nd October or between **8:00am and 9:00am** on Saturday 3rd October.
4. Produce will be checked, counted and signed for on receipt.
5. Wax products must be individually priced and carry any necessary warning labels.
6. 10% of the **sale price** will be retained as a donation towards the running of the Honey Show, (Branch sales are exempt from this rule and receive full price)
7. We welcome a good variety of honey, so small quantities are welcome
8. Specialised Cornish Honey, i.e. cut comb, heather etc. can be sold at vendor's specified price. See Guidance for Sellers below for further information/restrictions.
9. Unsold produce shall be collected at the end of the show on Saturday.
10. Payment will be made by BACS transfer to the vendor after the show closes.

Guidance for sellers at the Callington Honey Show.

The Honey Sales stand at the Callington Honey Fair is always well attended and attracts a lot of public interest. It can be a full on job being your retail outlet at the show, so here are a few guidelines to help the volunteers sell your honey on your behalf, and ensure you get properly paid.

Boxes:

Boxes are stored behind the stand and may be placed near ground level to save space, so:

- If possible, please supply honey for sale in plastic crates or sturdy boxes.
- If you supply in crates and want them back, please label them clearly with your name!
- Again, if possible, avoid mixing jar sizes or product types in a box, as it makes it very difficult to restock the stand on the fly, and to stock take at the end of the Show.

Sales Sheets:

The sales are recorded by counting the jars you supply before the show opens, recording these on your sales sheet, then after the show closes, counting the unsold stock.

Sales = stock in minus stock returned.



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- Please ensure that all honey delivered to us is ready for sale with legally correct labelling. We simply do not have time to correct or add labelling at the stand. Labels missing or incorrect means that your honey will be taken off sale completely.
- On arrival, please don't dump boxfuls of honey at the stand then run away. We need to perform proper due diligence by counting them all in with you in attendance before we accept them for sale. You will be asked to sign your form, together with the Sales Team "counter" to agree the numbers. This is to ensure that all sales are properly accounted for, and you get paid appropriately.
- Likewise, please be patient at the end of the show. We cannot start to count the returns until the show closes, and errors here will result in you being incorrectly paid.

Sales of honey in standard jars is at the agreed price for that year, to be fair to all. Specialist honey, wax goods or items by weight such as cut comb are priced by the vendor. Remember, not everything will sell out! We aim to make sure that you are properly paid, and this critically depends on the information you put on the sales sheet.

- The sales sheets must be fully filled in correctly. Be careful how you minimise any information. For example:
 - 72 Jars Semi Set in 12oz – fully acceptable
 - 24 x 1lb plus 40 x 12oz, all on one line – NOT acceptable. Please separate these items onto two lines
 - 20 Sections, each at £12 – acceptable
 - 24 cut combs, various weights, £150 in total – NOT acceptable. Please put each different price onto a separate line e.g.
 - 12 cut combs priced at £5.50
 - 6 cut combs priced at £6.50
 - 6 cut combs priced at £7.50

Non honey items:

The sales stand always looks better with a range of other hive products and items for sale. These must be itemised on the sales sheet and be unambiguously described. However, for legal reasons we cannot sell cosmetic products.

- Don't rely on too generic a description. There may be several "large candles". Saying 6 inch cylindrical moulded candle/Large fir cone candle / small skep candle makes it easier to reconcile.
- All sales items must conform to any legal requirements. E.g.
 - Each candle must have product traceability, caution and flammability labels
 - Polishes must have product traceability, caution and flammability labels
 - Wax wraps must have product traceability and comply with the Food Standards Agency Legislation on Food Contact Material Regulation 1935/2004.

Queries to Mary Hardman. cbka.secretary@gmail.com or 01579 384345