

ISSN 09110-6325



# The New Zealand Bee Keeper

MAY 1994  
VOL 1. No. 4

The Official Journal of the National Beekeepers Association of New Zealand (Inc.), 211  
Market Street South, Hastings, New Zealand. Tel. (06) 878-5385, Fax (06) 878-6007.



POSTAGE PAID  
PERMIT No.  
384  
HASTINGS, NZ

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211 Market Street Sth, Hastings, New Zealand.*

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## Teddy Bears and Honey



In mid February Linwood City Mall in Christchurch contacted the Canterbury Beekeepers' Association with the suggestion that a honey and bee promotion be staged from 14th to 17th April to mark the third teddy-bear festival. The Canterbury branch took up the challenge and Stuart Ecroyd, Steve Ogden, Mark Graham and Richard Bensemann comprised the promotion committee.

They carried out the initial planning, with Geoff Bongard and Tony Taiaroa coming in a few weeks later.

The result was a display of many aspects of beekeeping which included bees in observation hives, bee equipment, eg. empty hives, protective clothing (on models), a smoker, an uncapping machine and an extractor. A four-frame extractor was in operation and small quantities of the extracted honey were given to interested onlookers, of whom there were many, but more about that later.

Photographs showing various aspects of beekeeping, from the hive to extracting, were mounted on large display panels.

Also on display was a small liquid packing machine, a creaming tank, honey tasting by Airborne, a sampling promotion by Comvita and cooking with honey demonstrations by Margaret Cloake, Daphne Symes, Sue Jenkins and helpers. Telford institute, N.B.A. and M.A.F. all had displays of educational and promotional material.

*(more on pages 7,8 & 9)*

**Cover: Top** *Canterbury Beekeeper's Tony Taiaroa explains the four frame extractor unit to an interested shopper. The hot knife and extractor unit were very popular demonstrations during the week.*

**Lower** *Food demonstrations and tastings were very popular. A dedicated team worked non stop over the four days. From left: Margaret Cloake (checked shirt), Margaret Hantz, Sue Jenkins and Barbara Hill prepare honey delicacies and talk with consumers.*

The focal point of the exhibition was a pyramid built of packed containers of various honeys from a number of local producers. Next to this was a sales table, with the profits going to Glen-elg, a children's health camp. Linwood Plunket benefitted from the proceeds of a raffle.

The promotion was an overwhelming success with people lingering on nearly an hour after the mall should have closed on the Saturday and Sunday.

Many children who had visited with their school classes on Thursday and Friday later returned with their parents in tow. Some older people were so impressed they bought their grand-children along later also.

There were a few occasions during the four days when people were not clustered around the displays and the many beekeepers (commercial and hobbyist) helping with the promotion were astounded at the range of questions they were asked - but even more astounded to be told by some children that they had never tasted honey before.

The spin-offs from this very successful promotion will undoubtedly be increased honey sales, increased awareness of honey as a natural food, and its progression from the hive to the table.

Linwood City Mall Management has requested that another promotion be held next year.

**A. Taiaroa - President, Canterbury Beekeeper's Association**

**Photos  
courtesy  
Bill Floyd**

The NZ Beekeeper is published eleven times per annum; February to December. All copy should be with the Editor by the 1st day of the month of publication except for December when copy should be received by 20th November.

Advertising rates — shown inside

**Annual Subscriptions available from the Editor are:**  
New Zealand (\$30) plus gst. Overseas rates to be advised.

# CHANGE

Very many organisations suffer from the problem of not knowing when to change, closely followed by not knowing how to change. These organisations continue to do the tried and tested things that were once great for the organisation, but with the changes to society, now within the eye of an information cyclone, for the past 10 to 15 years, they (the organisations) don't know how to move to the new era.

The life cycle of an organisation is similar to the human life cycle... they go through stages of introduction, growth, maturity and decline. The length or duration of each stage will vary dependant on the organisation, its unique characteristics, the type of organisation that it is and the people's attitudes, needs and wants, within it...

Every organisation has a culture; that is those unique things that have over time made it what it is and on which it relies for its well being and progress. Often culture is rooted in what was of value at the time of its inception and which has been added to over time. But a time arrives when any organisation cannot rely on the "old"

culture, even though many of its constituents may be wanting to hold on to the bitter end. However there is little argument today amongst members that change is not only desirable but necessary. **They recognise that no amount of personal regret on theirs or the organisation's behalf will restore the organisation once it loses its competitive advantage or desire to belong.**

*THE TAURANGA CONVENTION WILL BE INTERESTING IN THIS RESPECT AS A TIME IS BEING GIVEN TO DISCUSSING THIS VERY ASPECT...*

As they say in the jargon of today... "watch this space"... finally it can all be summed up with; "One cannot hope to remain in business today, using yesterday's tools and hope to be at the leading edge tomorrow". Always remembering that it is the customer, or in this case the member and the environment in which they work, who determine what the leading edge is.

Ron Rowe.

## Library News

The following items have been received:

### Papers/Articles

G. McKenzie and Father D. Galvin, Known Nectar and Pollen Sources of the Solomon Islands and Monthly Honey Yields and Rainfall in the Solomons 1983-1989 Observations (2 small booklets, photocopied at Telford, 1993).

J. O. Schmidt, Allergy to Venomous Insects, 60pp, USA. (Copy of chapter from the Hive and the Honey Bee, 1993).

Min. of the Environment, Controls on Methyl Bromide as an Ozone Depleting Substance. 1994, N.Z.

MAF., Risk Analysis - The Importation of Australian Honey into New Zealand, 1994, N.Z.

NBA. Strategy for Growth in the Domestic Honey Market, 1993, N.Z. A research report submitted by a group of Massey University students as a requirement for the M. of Business Administration degree, commissioned by the NBA. A well set out, bulky document containing a great deal of info, analysis of market conditions and suggestions for a future strategy.

And just arrived in the mail 6 video tapes from IBRA on beekeeping subjects. Details in next issue, running out of time.

## Stockists of Ecroyd Beekeeping Supplies

### WHANGAREI:

J. North & Co. Ltd,  
Riverdale Farm, Knights Road,  
Koko Pu, R.D.9.  
Phone (09) 434-6800

### AUCKLAND:

The Bee Shop,  
850 Dominion Road,  
Phone (09) 620-6551,  
Fax (09) 629-0040

### KATIKATI:

Wrightson Ltd,  
Main Road,  
Phone (07) 549-0162

### TAURANGA:

Cable Comb,  
8 Cypress Street,  
Phone (07) 578-8806

### HAMILTON:

Otiffin Products.  
32 Matai Street,  
Phone (07) 847-9739  
New Gold Honey Supplies  
Tuhikaramea Road, R.D.10,  
Frankton. Phone (07) 825-2632

### GISBORNE:

Gisborne Honey Producers,  
Saleyards Road, Matawhero,  
Phone & Fax (06) 867-3769

### HAVELOCK NORTH:

Ashcrofts Honey House,  
Martin Place.  
Phone (06) 877-7299  
Fax (06) 877-4200

### NEW PLYMOUTH:

N.P. Honey & Bee Supplies,  
503 Frankley Road, R.D.1.,  
Phone (06) 753-4681

### WANGANUI

Waireka Apiaries  
Waireka Road  
Phone (06) 342-5806  
Fax (06) 342-5511

### PALMERSTON NORTH:

Honey and Health Ltd,  
157 Vogel Street,  
Phone (06) 357-1737

### CARTERTON:

A & B Ester,  
Mangateriri Valley, R.D.1.,  
Phone (06) 379-8648

### NELSON:

M.J. and A.C. Wraight  
Main Moutere Highway,  
Upper Moutere  
Phone and Fax (03) 526-7708

### BLLENHEIM:

J Bush and Sons Ltd,  
Old Renwick Road  
Phone (03) 578-3923

### CHRISTCHURCH:

Ecroyd Beekeeping Supplies  
26B Sheffield Crescent  
Phone (03) 358-7498  
Fax (03) 358-8789

### ORARI:

N.Z. Beeswax Ltd  
Opuha Street  
Phone (03) 693-9189  
Fax (03) 693-9780

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# INTERIM RESULTS FROM THE SURVEY IN APRIL ISSUE.

Thanks to all who took the time to return the survey that was in the April issue of the New Zealand Beekeeper

## **WINNER**

The winner of the protector top provided courtesy of Bee Accessories, Mangere, is: KG Breden, Mill Road, Otaki.

Congratulations your protector top will be sent to you within a short while.

## **THE GOOD, THE NOT SO GOOD AND THE UNPRINTABLE.**

To date 644 survey forms have been returned. Of these 120 have come from commercial beekeepers. Actual figures and percentages will be provided once forms have stopped being returned.

There is overwhelming support for the continuation of a National Beekeeper organisation. The bulk of the replies thought highly of the work of the present National Beekeepers Assn.

By far the greater majority suggested that a commodity levy was the most equitable way to ensure the future of the industry. We will be seeking a commodity levy through referendum.

Thank you to those who gave the bouquets, the brickbats and the downright rude comments.

Good to get bouquets and brickbats. Any industry (any organisation or person) should be able to learn from constructive criticism.

Thankfully the rude and unprintable were few but they do make one wonder what has to happen in order to have these persons feel that they are part of the industry. Interestingly all of these comments were anonymous, that too makes one wonder.

## **A BONUS**

Great news! To date 63 new subscribers have been added to the membership as a result of the return of the invitation to join that was printed in the April Beekeeper within the survey form.

## **THE COMMODITY LEVY... WHERE TO NOW?**

As a result of the replies to the survey the executive of the National Beekeepers Association, at its meeting on the 4th and 5th of May,

resolved that a letter be sent to the Minister of Agriculture seeking approval for the process (note please... for the process, not the order - yet... this will follow).

It was felt that the process (shown below) required to be approved as the matter is of such importance to the future funding of the many aspects that the NBA carries out on behalf of all beekeepers, both commercial and hobbyist.

## **1) The process we have put in place to date**

\* National Executive discussed and established a plan of action to communicate with:

- a) The industry
- b) The hobbyists beekeepers
- c) MAF personnel (for advice and comment)
- d) Other interested persons

- Advised members of the association of the cessation of the present Hive Levy Act in 31 December 1995. March 1994 Beekeeper magazine.

- Communicated with and sought the input from members and non members and the wider beekeeper fraternity as to the potential to fund a national organisation, within the categories shown below. This was carried out by way of a major survey distributed to 5500 known beekeepers throughout New Zealand in the April 1994 Beekeeper magazine.

- Ascertain outcomes of the survey. As a result of the feedback and outcomes, still being analysed, it is clear that we should proceed to seek your approval for the process.

- Write to the Minister of Agriculture seeking approval for the process followed and to be followed from this point.

- Advise all beekeepers that the National Beekeepers Association of New Zealand seeks to apply for a commodity levy order under the act and its amendment. This will be done in the May 1994 issue of the Beekeeper magazine and in writing to the branches of the NBA.

- Once we have your approval to the process that we have outlined we will

prepare a draft ballot paper and referendum materials which will be forwarded to you for your approval of the detail and wording within the ballot paper.

- The finalised ballot paper and referendum materials will be sent to all "potential levy payers", hopefully during June 1994. In the June 1994 issue of the Beekeeper magazine details of the referendum will also be made known.

- The outcome of the ballot will be audited by chartered accountants, yet to be confirmed, in Hastings.

- The results of the audited ballot will be advised to you and an application made for the making of a commodity levy to take effect from a date to be agreed.

## **2) Categories**

The categories sought to be within the levy order will include:

1. Research relating to Beekeeping and products derived from bees and related activities.
2. The development of products derived from beekeeping.
3. The development of markets for products derived from beekeeping.
4. The promotion of the Beekeeping industry and products derived from beekeeping.
5. The protection or improvement of the health of bees and the environment of bee colonies.
6. The development and implementation of plans and programmes of quality assurance relating to beekeeping and products derived from beekeeping.
7. Education, information, promotion and training relating to beekeeping and products derived from beekeeping.
8. Day to day administration of the activities referred to above as carried out by the National Beekeepers Association of New Zealand and its committees. This is not to include any direct or indirect trading activity by the organisation or any undertaken on its behalf.

## More Member benefits

Facsimile machines are becoming the norm today in this age of rapid information and response. We have arranged to be able to supply financial members with the world renowned Panasonic product at great rates, direct to you with usual retail warranty. Two models are available. To obtain either of the machines all you need do is send us your cheque made out to National Beekeepers Assn. for the amount (ensure you add GST please) and you will be forwarded the machine of your choice.

### Panasonic UF123

Our price to you \$849.00 plus GST (Retail \$999 plus GST). This is an auto-switching phone, fax, copier.

**Panasonic RX-F2350NZ plus answering system.** Our price to you \$1269 plus GST. (Retail \$1400 plus GST).

These products are both very user friendly and reliable.

This price is valid for 6 months only, so be quick.

## Panafax UF-123

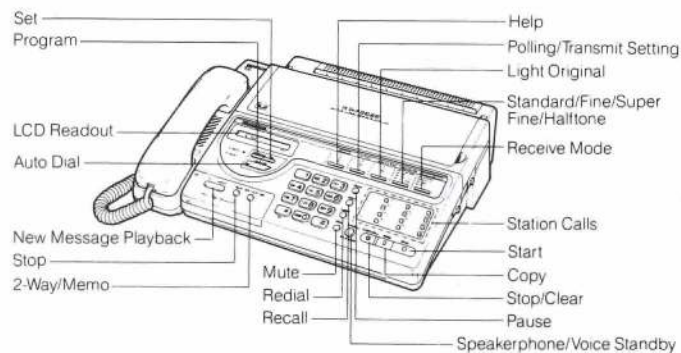
# Faxing Can't Be Any Easier Than This

The new Panafax UF-123 offers easier, more convenient faxing. Boasting features such as Verification Stamp, Fax/Telephone Auto Switch, and Remote Reception, it's an ideal fax for office or home use. And it really is as easy as counting 1-2-3.



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The Panasonic KX-F2350NZ combines a variety of business machines into a single desktop unit. It offers a facsimile function, answering system, integrated telephone and copier function. The KX-F2350NZ features paper save mode which can help cut down on paper waste by reducing the size of a document when received or copied. And the help key can provide you with operation and programming assistance. The Panasonic KX-F2350NZ facsimile system. It's the fax you've been waiting for!



## STATUTORY HOLIDAYS - LEAVE AND PAY

Many of you will have seen publicity in the newspapers about the outcome of the Ansett case in the Employment Court, relating to statutory holiday provisions.

The Employment Court ruling confirms employers' rights to a paid holiday in lieu of working on a statutory holiday. It comes on top of a earlier Employment Court decision involving TELECOM, and subsequent Court of appeal ruling that employees must be given a day in lieu for working a statutory holiday, regardless of what is paid for work performed on the statutory holiday.

The Wellington Employers' Association have offered the following advice:

1. For each statutory holiday worked, a full day in lieu must be granted, at ordinary rates of pay.

**NB** A full day must be given, regardless of actual hours worked on the statutory holiday.

2. The rate of pay, for working on a statutory holiday is negotiable between the parties, and becomes a term of the employment contract (written or verbal).

The parties are urged to come to some arrangement before a statutory holiday is worked, preferably at the commencement of employment.

**NB** While many industries have traditionally paid penal rates for working on statutory holidays, it is now common for employers to pay ordinary time (as a consequence of having to provide a paid day in lieu).

The expired agricultural awards provided for ordinary rates of pay to be paid on statutory holidays.

# TAURANGA NBA CONFERENCE

Be prepared for a really new and different NBA Conference when you come to Tauranga in July!

Specialist group meetings, a seminar and the Conference of Delegates and AGM, previously isolated into separate days, will blend into an exciting and interesting combination of activities. Each day will be built around a basic theme, with the feature of the day being a workshop to involve both invited speakers and the Conference attendees as well.

Monday 18 July has Honey Marketing as its theme. The exact topic and format of the workshop is being organised by the Marketing Committee. Allen McCaw, the chairperson of the Marketing Committee, will be the convenor. Bill Bracks, Comvita Laboratories' marketing consultant, will be the keynote speaker.

Tuesday 19 July morning will be the official session of Conference, along with the presentation of a number of specialist reports. The afternoon's workshop theme will be the Future of our Industry Organisation. Ted Roberts and Cliff Van Eaton will be co-facilitators. At press time, we have not been able to confirm the attendance of Lindsay Pyne (former CEO of the BNZ). Lindsay has taken a particular interest in the NBA as an organisation and reported to the Executive last year on our structure and administration. If he is unable to attend, we hope to have a panel of Executive members to answer questions from the floor.

Tuesday night will be a real highlight. The NZ Honey Food Innovation Awards will be followed by a keynote address by Dr Mark Winston (Simon Fraser University). Dr Winston's topic will be 'Africanised Bees in the Americas'.

Wednesday 20 July (after a special breakfast to meet the Beekeeper of the Year finalists) will again see Conference of Delegates and remit consideration. The day's theme is Diversification in Beekeeping. Murray Reid will act as facilitator to help get the most from a panel of beekeepers with particular expertise in the 'other products' from the hive, and the 'other products' that can be made from honey.

The dance on Wednesday night will be held at the Otumoetai Trust Hotel to ensure plenty of room for socialisers, talkers, listeners, dancers and the band - the theme is the Big Bands of the '40s!

Thursday 21 July morning will see the last of Conference of Delegates and AGM. The afternoon's topic is Where is Commercial Pollination Heading? Trevor Bryant will act as the moderator of a panel of beekeepers and others from around the country. Dr Mark Winston will add more to the theme with a keynote speech titled "Pheromones and their use in Pollination".

Thursday night will be the special dinner and Beekeeper of the Year Awards. The keynote speaker is a person most of the world think of as NZ's most famous beekeeper, and yet few beekeepers have ever met him! Sir Edmund Hillary will be a special drawcard for both conference attendees and the press. It should be a real highlight indeed.

The last day of Conference, Friday 22 July, has Beekeeping After the Apiaries Act Disappears as the theme, with Terry Gavin acting as chairman. Along with a presentation on the draft AFB Pest Management Strategy there will be an opportunity to question a panel of the AFB Committee. A final presentation will be made on 'Exotic Diseases - Can We Afford to Worry About Them; Can We Afford Not To.'

Spread throughout the time of Conference will be the specialty group meetings: Bee Genetics Improvement Group, Honey Exporters, Queen Bee Producers Association, Honey Packers Association and the Pollination Association.

If you haven't made your accommodation bookings yet, look back to the March issue of the NZ Beekeeper for more details. Next month's NZ Beekeeper will have the registration form to make sure YOU are able to be part of the most exciting conference in many years! The Bay of Plenty Branch is looking forward to giving you an interesting and educational stay in one of New Zealand's most attractive areas!

*If you have any questions about the conference, feel free to contact:*

Trevor Bryant  
418 No. 3 Road  
Te Puke  
Ph (07) 573-6885  
Fax (07) 573-8998

or  
Nick Wallingford  
55 Watling Street  
Tauranga  
Ph/Fax (07) 578-1422

## A REMINDER

Some subscriptions and levies are still outstanding. There is clear evidence that the majority of members who do meet their obligations, to their fellow beekeepers, want to see positive action taken to ensure all meet their responsibilities.

If your subscription or levy is unpaid as at the end of May we will be unable to continue to send the Beekeeper to you. For levy payers legal action could well result.

Reminder notices have been sent and if there are any questions or queries please do not hesitate to contact Ron Rowe or Yvonne Hunt at the NBA Office, Hastings.

## Pest Management Strategy

The disease control committee met in April to consider many aspects of disease and pest management for the industry. A first class draft strategy document has now been prepared and is being looked over.

# Canterbury Beekeepers Create an Outstanding Marketing Success

## - a Honey Marketing Committee Report

As part of my brief working for the honey industry I went to Christchurch during April to attend a Honey Week Exhibition put on by the Canterbury Beekeepers in the Linwood City Shopping Mall.

My intentions when I heard about the week were to go down, see what the Canterbury Beekeepers had put together and from that base, develop a model for both Canterbury and other branches to use on future occasions.

So off I went to Christchurch, to have a look at the event.

I expected there to be considerable room for improvement and that I would enjoy creating that improvement for the industry. Therefore you can appreciate that I was a little embarrassed at having had those thoughts when I entered the Mall. To put it simply, the Honey Week display was an outstanding success and an absolute credit to all involved.

I haven't seen such a colourful, dynamic, cheerful, professional, interesting display for honey before. Most people fall into the trap of thinking that the honey category in supermarkets is a relatively boring one. They should have attended this week. We arranged for both video and professional photography coverage of the event and some of those photographs appear in this month's issue of the Beekeeper.

I will be putting together a display package of the event for Conference 1994 and our intention is that other branches be given a kit that shows how to create similar events.

There is absolutely no question that the display was a milestone in the marketing of honey. I can best illustrate that by noting the following:

1 That the Honey Week was the most successful promotion that has ever been held in the Linwood City Mall. It not only attracted an incredible number of people, but it also had a major impact on shopping. The people that came brought their purses and were prepared to spend.

2 The most significant comments of the day were from my interview with the Manager of the Supervalu market in Linwood City. Because of the honey promotion he didn't put any honey on price special during the week, instead he planned to have a price special the following week. He is still to provide me with the sale figures, but what amazed him was the increase in honey sales at normal retail price because of the display. What is just as significant however were the inquiries he and his staff had from people about the different honey varieties; he has now become

very aware of the lack of varieties that he had been carrying on his own shelves.

As an industry we have been concerned for many years about the "honey is just honey" position of the honey category in supermarkets; and what seems to be a total reliance on price to get any significant movement.

The fact that this Honey Week promotion increased the sales volumes of honey at regular prices and had people curious and enthusiastic about trying different honey varieties, is very significant.

The Honey Week didn't happen by chance. The concept was initially developed by Linwood City Mall who wanted to capitalise on the Teddy Bears Picnic Week in Christchurch and liked the association of teddy bears and honey.

The Canterbury Beekeepers and MAF then put together the event itself which as I have already said, was very very good. (It made one proud to be a member of the beekeeping industry).

So that's the good news this month - the Canterbury Beekeepers' Linwood City promotion.

### **Manuka Makes Headlines**

The bad news (for some beekeepers) was summed up in an article in the Dominion newspaper during April which had the heading 'Manuka Honey - Cure or Quackery'. The reporter from the Dominion had contacted me regarding the preliminary findings of the manuka research and the resulting article quoted both Professor Peter Molan and Niaz Al Somai.

Although manuka honey did not do what Niaz hoped for and that was to be a total cure for stomach ulcers, what is very important from our perspective is that the findings did show the potential for manuka honey to be used by people with stomach ulcers because all of the people who were taking active manuka honey as opposed to the placebo honey, had a significant improvement in their symptoms.

The Marketing Committee is now looking to develop a research programme into that focused area.

The results have of course caught out a small number of people who have been making outrageous claims on their manuka honey packaging. Some months ago I made reference to this and asked beekeepers not to get carried away with starting to make quasi-medical (should that be quack-medical) claims in the packaging, but let the

publicity from the research do the work for them.

Those beekeepers of course will now be faced with the cost of repackaging and if they think they can ride out the publicity about the findings and carry on making those claims, then they should be warned the Health Department is not going to accept that sort of approach. The Food Packaging regulations that come into effect on 1 January 1995 will make it illegal for them to do what they have been doing.

All in all, the manuka/ulcer research has been very good for the honey industry. The fact that the findings weren't up to our wildest hopes is beside the point. The research has highlighted a very unique marketing opportunity which we are going to follow up on; ie that certain NZ honeys may give relief from the symptoms of stomach ulcers.

In the meantime, manuka producers should continue to provide a quality product that is branded as manuka and allow the marketplace itself to determine its value and its merit.

In the Dominion article one doctor was scathing about people taking honey as a medicine, even if it worked, because we didn't know why it worked.

The reply to that is that it's worth remembering that in 1747 the anti-scurvy properties of citrus juice were discovered by a British Naval Physician, but it took the British Admiralty another 50 years before it required the distribution of lemons to sailors who were occupationally plagued by the disease. And still another 200 years would elapse before the structure of vitamin C was defined.

The moral is: you don't have to know everything about a substance (or a food like honey) before you can use it beneficially.

What is very important, if we are talking about the possible benefits of some honey to us as an industry is that we emphasise to people that they supplement their conventional medicines with honey if they want to. They definitely do not substitute honey for medicine.

That's a very important distinction and one that I trust every responsible honey marketer would make very clear to their consumers. Supplement, don't substitute!

Regards and happy (honey) marketing. Look forward to seeing you at Conference 1994.

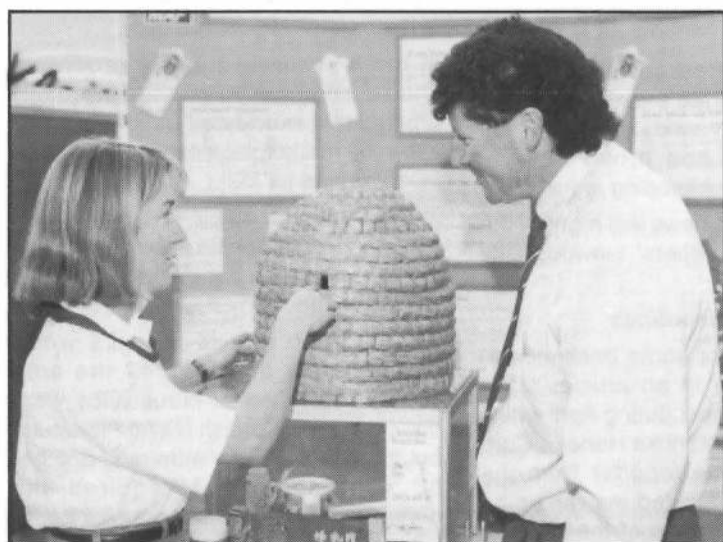
Bill Floyd

Honey Marketing Committee

# Linwood City Shopping Centre Honey Week-



*Pupils of Linwood Intermediate show a selection of honey bees, honey bears and different honeys that were part of the Honey Week display. Originally three or four schools were planned to attend the Honey Week but once the scope of the display became known (and given some very good free publicity over Christchurch radio), a continuous stream of classes from all over visited the Honey Week display.*



*Stephen Ogden and his MAF team played a major part in making the week a success. Lee Osborne, MAF Quarantine Services Officer explains an old skep to Christchurch shopper, Perry Hill.*



*Canterbury Beekeepers Peter Pearson (left) and David Eddy talk with Yuko Yumoto a Japanese English student visiting the display.*





# a major **BUZZ** for the industry



*Richard Bensemann showing his "style" during the wonderful week that was. Many assisted and included Richard's wife Claudine, Daphine Symes, Margaret Cattermole and others...*



*Comvita's Eunice Campbell (left), discusses the Comvita range of toiletries that feature honey and other bee products, with Linwood City shop attendant, Virginia Joyce.*



*General shots showing the real effort that went into making this a remarkable week for the industry.*



# Villains Living Upstairs

You never know what will turn up during an NBA diseaseathon. Volunteer inspectors from our association sometimes come across derelict equipment and even the odd abandoned apiary site. And every once in a while, they also find something totally unique.

The accompanying photograph is a case in point. It was taken on a recent diseaseathon and shows what can happen when a hive owner makes a couple of spring splits and then forgets to visit the apiary for a very long time. The top split obviously couldn't handle the conditions. But that didn't stop a German wasp queen from setting up house in the hive instead. And the area must certainly have been to the wasps' liking. Their nest did so well, in fact, that extensive additions and renovations had to be made. Just as well the roof had a decent overhang!



As for the bottom split, believe it or not, it still contained a strong colony of honey bees. Mind you, the inspectors didn't give it a very thorough examination, so we'll never know for sure just how much honey it had on board. It was also one of the very few hives examined during this year's diseaseathons that didn't receive a full inspection for American foulbrood. Sometimes discretion is the better part of valour, no matter how fearless the beekeeper is!

## **Laying Workers**

Laying workers would have to be one of the more interesting phenomena in honey bee biology. For starters, unless we spend untold hours looking, we're never likely to see them at all. As well, it's only on the odd occasion that we even get to witness their effects. That happens when a colony becomes "hopelessly" queenless for one reason or another (ie, when it doesn't have suitable fertilised eggs or young larvae from which to rear a replacement queen). Then there's a chance that we might find the large numbers of eggs per cell that signals the presence of laying workers in the hive.

The egg is placed on the side of the cell, rather than on the bottom, because the worker's abdomen doesn't quite reach to the cell base when it positions itself to deposit the egg. From those diligent scientists who have actually observed the process we know that each worker only lays one egg in a cell at a time. But because there are almost always a number of such workers present in queenless hives, the cells get visited over and over and become cluttered up with eggs. Multiple eggs are sometimes also found in queenright colonies, but this is believed usually to be the result of a sudden constriction in the brood nest and/or a vigorous queen running out of room to lay.

All worker bees have rudimentary ovaries. The assumption is therefore often made that only when the inhibitory pheromones produced by the queen are removed do some of these workers develop enlarged ovaries and start to produce eggs. All the eggs are of course unfertilised, and if the resulting larvae are fed by other worker bees, they eventually develop into drones. The drones are genetically identical to those normally produced by queens. However, they are usually physiologically smaller and are possibly not as successful at mating as queen-laid drones.

Most beekeepers believe that laying workers are only found in queenless colonies. But as it turns out, they are present in normal colonies as well. By carrying out extensive dissections, researchers have determined that workers with developed ovaries are present during the entire season in normal colonies, and especially in colonies with poor queens. In one study conducted at the end of a honey flow, developed ovaries were found in between 7 and 45% of the worker bees in queenright hives.

Stranger still is the fact that female bees can sometimes develop from the unfertilised eggs produced by laying workers (and queens for that matter, too). Less than 1% of unfertilised eggs are laid as females, and it would be a rare sight indeed to see a queenless hive replace its queen this way. But at least one researcher has been able to rear such eggs into queens for two generations. And workers of one race of honey bee (*Apis mellifera capensis* or the South African Cape bee) regularly lay eggs which develop into workers or queens. The process of producing genetically complete offspring into unfertilised eggs is known as parthenogenesis, and is the normal reproduction process in some species of insect.

Source: Winston, M.L. (1987) *The biology of the honey bee*. Harvard University Press.

## Pollination costs and returns.

Not so long ago, the beekeeping industry in this country had access to up-to-date, independent information on a range of financial matters. Beekeeping business surveys were routinely carried out by several government Apicultural Advisory Officers, and the data was similar in quality to that obtained by farm monitoring programmes for sheep, dairy, dry stock, and kiwifruit.

With the advent of user-pays, however, the government has continued to carry out this type of monitoring only for the bigger primary industries. As a result, we now have very little objective information on such basic questions as how much the beekeeping industry in New Zealand produces in income, and what are its costs and returns.

Realising the importance of good business information, the Kiwifruit Pollination Association decided last year to commission an economic analysis of the local kiwifruit pollination industry. Members were interested in determining their average financial situation, and wanted to know the level of profitability in the industry at the current pollination hive price. They felt the information would be valuable in making future decisions about their businesses, and would also help explain to growers why professional pollination services cost what they did.

The work was carried out by Cliff Van Eaton, from MAF Quality Management in Tauranga. Cliff surveyed a cross-section of KPA members from throughout the Bay of Plenty and Waikato. Businesses were chosen which were widely involved in pollination and relied on beekeeping as a major or sole source of income. Five members were approached and took part in the survey, and the information they provided was averaged to create a model kiwifruit pollination enterprise.

The model would be quite familiar to most beekeepers around the country. It has just over 1100 hives, and employs, in addition to its owner/operator, one full time and five part-time employees. It runs both a four tonne truck and one tonne utility, and puts 89% of its colonies into pollination each year. And like most pollination enterprises, it attempts to produce a honey crop from all its hives as well.

Where the model possibly differs from industry-wide practices, however, is in the high level of maintenance sugar feeding, at 13kg per hive, and the very high level of requeening, with queens or cells put into 88% of hives each year.

What may also be of news to many readers is that even at a pollination fee of \$86 per hive, the survey showed that there was only a 4% margin in income from this activity when compared to the total expenditure for running the hives. The model business was therefore highly dependent on honey production and other income sources in order to remain profitable.

The average enterprise also carried a substantial debt load, with interest and principal repayments equal to 60% of the operating surplus. Once living expenses and other costs were also deducted, there was in fact a deficit of \$17 per hive. This deficit was funded by a large current account overdraft and by cash injections from off-farm income produced by the owner/operator and spouse.

The study's main conclusion was that businesses which put hives into orchards at well below the \$80/hive level would not be able to sustain the activity in the long term without significantly limiting spending in the three categories (wages, sugar and vehicles) which make up just under two-thirds of total expenditure. And since all three of these

expenditure items are directly related to the maintenance of quality pollination hives, the report suggested that over time, pollination/fruit set and subsequent returns to growers would be reduced if they relied on low-priced hives.

The KPA also keeps excellent statistics on hive usage, market share and pollination pricing, which it updates from questionnaires its members fill out each year. The association was therefore able to document the unfortunate price-cutting which occurred this spring throughout the Bay of Plenty pollination industry. Members reported an 8% average drop in pollination income, although they experienced only a negligible reduction in market share. When the KPA model was adjusted to the lower price, the result was a 4% deficit in pollination income compared to total running costs, rather than the 4% surplus of the previous year. As a result, the model now predicts that future profitability in the pollination industry will be even more dependent on honey production and other beekeeping income diversifications than it has been in the past.

Source: New Zealand Kiwifruit Journal, September 1993.

## Don't Forget the Food Awards

Entries are once again being accepted for the Printpac-UEB Food Awards, New Zealand's premier competition for innovation and development in food products. In the past, members of our industry have done well in these awards, and this year there is even a greater incentive to compete. Winners will have their products demonstrated 'in-store' throughout the Woolworth's group by Fieldforce, a leading company in the demonstrating and merchandising field.

Major competition categories this year include most outstanding new or improved food product, most successful development and launch of a new product on an export market, and most original food product of the year. There are also four specialist categories, including an award acknowledging the application of science to the development of a food product. Wouldn't it be great if someone nominated Dr. Peter Molan for his ground-breaking work on bioactivity in manuka? (Let's hope someone takes the hint! - ed.)

For entry forms and more information, contact Jan Muir at PrintPac, phone (09) 525-0960. Deadline for receipt of entries is August 8.



## AUSTRALIAN HONEY IMPORTS

At the time of going to print we have no answer to this matter. The executive had the pleasure of talking with Dr. Jim Edwards of MAF RA at their recent meeting. He advised that 49 submissions had been received in opposition to the imports.

The executive wishes to warmly acknowledge the work of branch members and individuals too, who made it their business to gain as much support to oppose imports as was possible.

# Notes for Beginners and others

When, a good few years ago, doing part-time disease inspection for the then Department of Ag. & Fish. one did come across some weird and wonderful beekeeping practices. Dick, our apiary instructor, initiated me to the job that first day. First port of call were two bachelor brothers owning 20 hives. After due introductions with inquiries about health, wealth, families, mutual acquaintances, country of origin (my Dutch accent) etc etc, one brother told us that as it was 11am we better start looking at the bees with brother no. 2 chipping in with the hint that dinner would be at 12.15 sharp.

A beautiful straight line against a perfectly kept macrocarpa hedge with the addition of corrugated sheets of iron to keep out bottom draughts, hives well off the ground, all facing north and bone dry. Could not be better but for the straight row with entrances all facing exactly in the same direction. Hives were in 2 f.d. supers with each a 3/4 or 1/2 d. on top. "Right" said Dick, "you open up, I have a look and you can close up again after me and mind you put it all back as we found it." Off came the lids and then layer upon layer of sacking, pieces of blanket, old trousers, worn out woollen singlets, a few jackets and even a pair of long johns. All those and 3/4 d. supers were literally filled up, enough to give the rag man days of joy. Below all that a flax hive mat then in common use in lieu of the present day crown board.

Boy oh boy it was not so simple to get it back into the original state. Well we got it done in that hour and then spent another hour over an excellent meal and arguing about the need of all that insulation material. We got nowhere with our reasoning as the brothers just stated that they liked to give their bees the best possible treatment and that meant to keep them snug and warm, not much trouble was it now.

On the way to the next lot Dick told me that he found the same every year, had never found any B.L. the bees were good to handle and thought it was best to leave well enough alone. Besides they were such a pair of likeable and hospitable people offering the best of tucker.

Of course there is no need for this sort of extremity, certainly not in our N.Z. climate where temperatures do not drop to Antarctic lows except high up in the mountains. Let's have a look at the colony during the winter, another of nature's efficient and logical arrangements.

A colony of bees does not go into hibernation like other species of insects and some animals. When the temperature inside the hive drops below 18°C the bees start to cluster together and at 14°C they will have all joined that cluster. The further the temperature drops the more the cluster will contract (there is a limit of course) thus reducing the surface of the 'ball' and therefore minimizing the loss of heat. With rising temperature

the cluster will expand again. The centre of the cluster, if it covers some brood, is able to maintain a temperature as high as 33-35°C while the outside layer of bees may clock as little as 8°C. The heat is generated through a certain amount of activity. Bees on the outside of the cluster will gradually change places with those further in so having the opportunity for a warm up and a bit of sustenance. The outside layer of bees of a very tight cluster have the front of their bodies facing inwards. As long as that cluster has a good comb surface and can stay in contact with the food supply it will be right. The food is of course vital to enable a certain level of activity and heat generation. It can happen that during a very prolonged cold spell a cluster may become isolated from its stores and perish while there is still honey available in the hive.

So for now just leave the bees be, don't disturb that cluster and there is no need to help them along with long johns and what have you.

Winter time for the beekeeper means a good opportunity to "chew the cud", to reflect on the previous season. On what has gone right and what has gone wrong and the reasons for that. And to plan for what lies ahead.

Ref. Andrew Matheson, Practical Beekeeping in New Zealand.

Philips E.F. and Demuth S.: The Temperature of the Honey Bee cluster in winter.

*By John Heineman*

I am writing to you in the hope that you may be able to convince your members not to set up their hives so close to the roads, particularly main roads and highways.

It seems to our members that over a season there must be thousands of bees who come to a sticky end on the windscreens of motor vehicles. As you know, coaches have such a large catchment area, and it seems to be such a waste of bees and honey.

Our general understanding is that bees head in a straight line for their hive, so if these hives were able to be set further back from the road way, and where at all possible higher up, then surely this would put the flight path of the bees higher up and they would therefore miss hitting motor vehicles as they fly to their home.

After all, more bees surely means more honey, and more honey means more money.

We would be interested in your reply.

Yours sincerely

**W. Miles McIlraith**  
**Secretary NZTDG**  
**NEW ZEALAND TOUR DRIVERS GUILD INC.**

# Honeycomb Directory

Various headings will be used within this directory as required by advertisers and will include:  
Beeswax, Honey, Bee Products, Woodware, Beekeepers supplies/accessories, Queens & packaging bees, Packaging Materials, FMG Insurance, Extracting services, laboratory services; Sugar supplies. The cost will be \$30 per comb, per issue (with 6 or more issues at \$20 per issue).

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Please see advertisement on back cover of this issue for Arataki Ltd.

# From the Colonies

## Branch news from Hawke's Bay

A successful annual general meeting was held on 11 April. The newly elected committee has met to discuss hive levies.

Elected:-

President	Colin McLean
Vice President	John Dobson
Secretary/Treasurer	Ron Morison
Media Spokesperson	Ian Berry phone 877-5400 fax 877-4200

Committee: John Thomas, Laine Robinson, Max Olsen, Tom Taylor, Linda Sutton and Bill Eddy.

This gives us the benefit of continuity plus some fresh blood to inject new ideas. We have in the branch a cross-section of commercial beekeepers and hobbyists aiming to do the best for all beekeepers.

After airing several weird and wonderful ideas we firmed up on a preference for a levy based on hive numbers for those owning more than 20 hives. It is understood that the executive favours a site levy and that we are not fully aware of the logistics of collection of levies.

We also feel that the best alternative would be a licence fee for each hive with NBA/MAF administering the collection in conjunction with hive registration. This is seen as a long term solution possibly involving changes to legislation together with some form of negotiated contract.

Most members of the branch are smiling after a long successful season with a bumper crop after a slow start. In spite of the current Indian summer the majority of hives are now closed up for winter.

Branch meetings are held on the second Monday of the month in the Cruse Clubrooms, Lee Road, Taradale. Next meetings 9 May and 13 June. All are welcome so mark your diary.

Yours faithfully

Ron Morison

6 Totara St, Taradale. (06) 844-9493

The next  
**Canterbury Branch  
meeting**

will be held on  
Tuesday 31st May at the  
Merivale Rugby  
Clubrooms, Christchurch  
at 7.30pm.

Remit meeting and  
general business.

## Southern North Island Branch News

Election of Officers at the annual general meeting of the branch on 21st May 1994 saw the following elected;

President	John Brandon
Vice President	Rob Johnson
Secretary	Frank Lindsay
Treasurer	Mary Anne Lindsay
Scribe	Ham Maxwell
Auditor	C.P. Blair

Committee Arthur Hodgson, Mary Anne Thomason, Peter Ferris, Gary Tweeddale, Norm Keene, Kevin Kibby, Stan Young.

### Field Days

Proposed to hold the Spring Field Day in the Taihape region. Autumn Field Day in the Palmerston North region. Members requested information be provided at the field days on; Financial management, occupational health, agricultural poisons, wasp control, propolis and Royal Jelly marketing.

At the general meeting following there was discussion of the Commodity Levies Act, proposals regarding the financing of NBA activities and Hive levies.

Support was shown for the branch to apply for the 1996 Conference to be held in Wanganui.

The next general meeting of the branch will be held in Wanganui on Friday 24th June.

Contact- Ham Maxwell - Publicity officer

Tel (06) 367-0321

## Auckland

After our bumper crop and very dry autumn the mushrooms were in abundance, which makes beekeeping all the more worthwhile. Hives will winter down fairly heavy with some so jammed out bee numbers are minimal.

It's been a frustrating time for those who wanted to supply packaged bees. All our certifying and AFB monitoring seems to have failed us somewhere.

Our beekeeping stand at our 10 day Easter Show was a big success. The observation hive being the most popular as usual. The outlook for kiwifruit pollination this year looks sound.

We miss hearing what is happening from other branches via from the colonies column.

I've made a resolution to have all my frames cleaned up and boxes ready for next season to avoid the last minute rush. So far we have not had enough rainy days to keep me inside.

**Nigel Birse**

# Classified Advertisements

Available only to registered beekeepers selling used hives, used plant, and any other apiary equipment, and those seeking work in the industry. \$15.00 for 25 words (inclusive of G.S.T.) payable in advance. No discounts apply. No production charges. Maximum size: 1/6 page. No box number available.

## Advertising in the New Zealand Beekeeper

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*The editorial philosophy is quality rather than quantity*

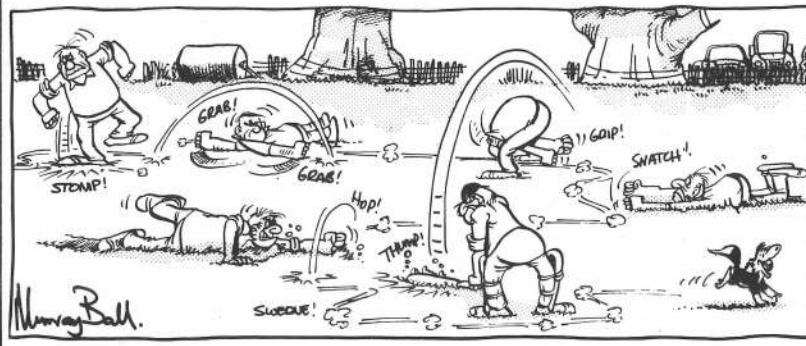
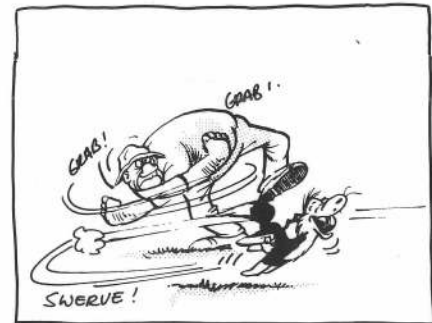
- ★ 11 issues per annum — 12 pages (average) per issue
- ★ Reading audience includes: Commercial beekeepers, hobbyists, staff of beekeepers and other audiences.
- We also communicate with many others who receive it through the various associations that we have with them.
- ★ A good mix of information is printed... ie articles and information is not only about bees, but includes general items that beekeepers and the reading audience would find interesting.
- ★ Circulation 1400 copies per month within New Zealand and overseas.

*Rate sheet available on request.*



### SITUATIONS WANTED

We have three persons seeking work in New Zealand in the beekeeping industry. They are from several different parts of the world. All appear to have very good qualifications and background in beekeeping. If you would like to obtain details of these persons and their resumes, please contact the NBA office in Hastings.



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