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From the President

Conference in Tauranga is just a week or so away - I hope many of you will have the opportunity to attend and to participate in the workshops and seminars. The workshops are designed to focus on key issues that affect our industry such as disease control, marketing, commodity levies. The Beekeeper of the Year finals should attract a good deal of interest.

As you know I finish my four year term on the Executive at the conclusion of the conference. It has been a challenge - mostly enjoyable.

I would like to thank those members who have offered assistance during the past year. My task as president was made all the easier with the knowledge of the support you offered. I would also like to thank the staff at the Pork Industry Board for their help and advice, and the staff at HBACC who have taken on their new role with such enthusiasm.

Frances Trewby.

Cover caption:

A honey sensory evaluation exercise taking place in Blenheim.

(See marketing column inside).

Are You Coming to Tauranga?

When you get this the Tauranga Conference will be only a few days away!

The Bay of Plenty branch is looking forward to welcoming you to our region. We hope to keep you interested and involved in one of the best conferences ever!

Two overseas speakers, Dr Mark Winston of Canada, and David Sundberg, are certain to be of great interest to us all. Dr Winston is a well-known researcher with particular expertise in pollination and the Africanised honeybees. David Sundberg is president of the American Beekeepers Federation; he will be talking about 'Varroa, Tracheal Mite, and the Africanised Honey Bee: The American Experience.'

The Tecpak Beekeeper of the Year competition is going to be a real event! Sir Edmund Hillary and Clive Dalton will make this an evening to remember. Come along to watch the finalists vying for the title and the prizes.

Look back at the last few issues of the New Zealand Beekeeper for fuller details of the programme, and be sure you are part of this conference! Contact either Trevor Bryant phone (07) 573-6885, fax (07) 573-8998 or Nick Wallingford phone/fax (07) 578-1422 if you need any last minute information.

See you in the sunny Bay of Plenty!

.....
Winning

"Working together means winning together."

The "O" Factor in Beekeeping

by Ron Rowe

Of recent times we have heard a great deal about the "X" factor as it applies to the "thing" that some sport persons are supposed to have and which, if used to advantage, will gain them many thousands of dollars.

There may well be something in that.

However there is another factor, the "O" factor, without which no business, not only beekeeping, will not achieve all that they could.

What I am talking about is the "Optimism factor". There is a great deal of scientific and medical evidence gained from decades of research which clearly shows that optimistic and positive self expectancy actually controls our actions and activities. These things have been found to actually make a difference, often a crucial difference to whether we succeed or do not succeed.

Optimists are continually looking for that one percent extra and are willing to go the extra metre in order to succeed.

So many appear to give up just as they are about to achieve success. In sporting terms optimists play the full term of the game, not one minute short. They know that in the last minute the crucial goal may well be reached.

Top beekeepers have this same inbuilt drive and continue that even when others may think and sometimes say "they've been lucky" ... luck is only permitted when the "O" factor is uppermost.



Export certification: new initiatives under way

For the past three years, MAF Quality Management (MAF QM) and the beekeeping industry have been going through the difficult process of developing a fully auditable system for the export certification of live bees, honey and other bee products. Two years ago draft certification systems were proposed to exporters, and soon thereafter the split between policy and delivery for this certification was formalised in a written contract between the MAF Regulatory Authority (MAF RA - the owner of the government seal and all New Zealand government export certificates) and MAF QM (the contracted deliverer of export certification services).

In that contract, MAF RA requires the same performance criteria for the export certification of apicultural commodities that it does for all other New Zealand plant and animal exports. The criteria includes the use by MAF QM of an export certification quality system and the adherence to strictly auditable procedures in carrying out that certification.

What this means, in essence, is that MAF QM, as the contractor, must ensure that the statements made on any export certificate it issues are verified with supporting documentary evidence. Local knowledge and presumptions by certifying officers are no longer enough. MAF QM is now subject to independent audits to check that such documentary evidence exists for all certificates.

The problem, of course, is that such certification costs more, both for exporters and for MAF QM. During the past year, apicultural exports certification ran at a substantial loss to the MAF QM business, and MAF QM directors have signalled that this situation must be improved. At the same time, MAF QM is very much aware that certification procedures for beekeeping products, and especially those needed to satisfy importing country government requirements for such markets as Korea and parts of Europe, have significantly reduced margins and profitability for both exporters and their suppliers.

It is therefore *vital*ly important that the beekeeping industry, MAF QM and the MAF RA, work together to produce an export certification system that both meets the required quality system criteria and costs individual exporters and their suppliers as little as possible in order to comply.

Your industry has taken a series of important initiatives in this regard,

including the appointment of Mervyn Cloake, from the NBA Executive, as chairman of the export certification committee. Mr Cloake has held meetings with both industry exporters and representatives of MAF QM and the MAF RA, and has agreed to co-operate in the development of a joint export certification system.

As well, MAF RA has designated Jim Edwards to work on all bee-related export matters. In the last year, Dr Edwards has carried out important export protocol negotiations for the industry in a number of significant markets, including Korea, Japan, the United States and the European Community.

At a meeting held in Palmerston North in late May, Mervyn Cloake and Jim Edwards met with MAF QM Apicultural Advisory Officers to map out a strategy for export certification for the coming season. The strategy includes the following important initiatives:

- ***The Development and Implementation of a New Quality System for Bees, Honey and Bee Products Export Certification*** - the system, which is being developed this winter, will include the requirements and procedures for exports of all apicultural commodities to all known overseas markets. The system will be updated regularly and a concise user's guide will be made available to assist exporters. The guide will include inspection and audit schedules so that exporters can accurately estimate the charges associated with any particular export consignment.

- ***The Use of Conformity Certification Agreements*** - the system includes the use of compliance agreements for apicultural exports. Exporters and their suppliers have the option of joining such an agreement each year, regardless of the number of markets they wish to supply. The conformity option has been designed to keep costs at a minimum by ensuring exporters and their suppliers retain as much responsibility as possible for making certain their products meet the standards of importing countries. Exporters will still be required to make declarations for each shipment stating that the product complies with the importing country's requirements. However, to confirm that these declarations are correct, the exporter/supplier's quality system will be subject to audit by MAF QM. Exporters/suppliers will have to pay for these audits, but the costs will be much lower than for consignment inspection

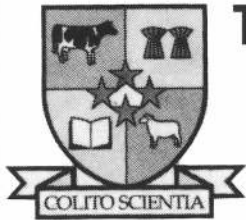
because they will be spread over all shipments to all markets for the year. There will also be a consignment inspection option available, involving the testing of product for each export, for those individuals who either wish to make only occasional exports, or who do not, for one reason or another, use the conformity certification option.

- ***The Holding of Certification Workshops for Exporters and Suppliers*** - these workshops will be offered in several locations this spring to help members of the industry understand the new certification system and assist them in implementing the basic export quality system requirements in their own businesses. The idea is to cut down on the uncertainty and lack of familiarity with procedures many beekeepers have when they become involved with the export certification process.

- ***The Re-Negotiation of Onerous and Costly Importing Country Requirements*** - both MAF QM and exporters are well aware of the high costs and verification problems associated with the area freedom declarations (for bees and honey) that several important export markets insist upon. There is common agreement by all New Zealand parties that a system of product testing would be less expensive and provide even greater assurance of disease-free status. However, before such testing can be substituted, negotiations must take place between the MAF RA and the various importing countries. As well, the Palmerston North meeting recommended that strong efforts be made to achieve parity on certification and inspections systems with other countries supplying similar products to our most important export markets. The MAF RA has agreed to approach overseas governmental authorities to discuss both these matters on the New Zealand beekeeping industry's behalf.

Needless to say, the re-negotiation process will take some time to complete, and the reduction of costs associated with area freedom declarations may not fully be achieved during the coming export year. It is hoped, however, that all beekeeping industry exporters will join with MAF QM and the MAF RA in supporting these initiatives. Co-operation and mutual understanding will be essential for this new system to work.

(National Apiculture Business Unit, MAF Quality Management.)



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S.E.X. AND HONEY

On Wednesday 15 June 1994, a small but determined group met in Blenheim to indulge in some S.E.X. with Honey (Sensory Evaluation Exercise).

Our intention was to create a descriptive phrase for each of New Zealand's main mono-floral honey varieties; incorporating taste, aroma and mouth feel. It's important to note that in most of the promotional material available at present, there is very little information on what honeys actually taste like ... 'mild', 'light', 'nice', etc are about it.

The wine industry has been very successful in creating a language all of its own to entice and seduce consumers; there is an increasing trend towards explaining fresh coffees and cheeses from the 'romantic' and sensory perspective; we believe honey's unique sensory attributes makes it ideal for the same treatment.

The exercise was a very interesting (and enjoyable) one. We know that some honeys have almost identical profiles, but notwithstanding that, within the total range of honeys there are very considerable differences. These differences can be seen as exciting features to be promoted;

they also give an indication as to the possible uses for each honey type.

The tasting panel was Sue Jenkins, Food Writer and Beekeeper; Sam Weaver, a wine writer and winemaking consultant with wine and food experience in the UK, France and New Zealand; Claire Appleby, acknowledged as an outstanding creative chef, who has worked in France and New Zealand; Marlborough beekeepers Tony Inglis, Oliver Vercoe and Murray Bush; and Sandee and Bill Floyd.

The honeys were as follows. In brackets are the companies that supplied the samples.

Please note that we will *not* be making reference to the companies providing the honey. It is purely the varietal names that will be referred to; it's an industry promotional exercise, not one for those brands.

Honey Dew (Airborne), Thyme (Airborne), Pohutakawa (Waitemata), Rewarewa (Arataki), Tawari (Arataki), South Island Manuka (Airborne), North Island Manuka (Waitemata), Rata (Airborne), Nodding Thistle (Airborne), Kamahi (Airborne), Viper's Bugloss (Airborne), Blue Borage (Arataki), North Island Clover (Arataki), South Island Clover (Airborne), Spanish Heath (Airborne).

Where possible, liquid honey was used rather than creamed; we believe that the crystalline structure of a creamed honey does lock in some of the sensory agents.

S.E.X. with honey will provide the industry

with some unique publicity opportunities:

We have already had National Programme Rural Report publicity on the exercise; and will be using the findings as the basis for a major media release after Conference.

The descriptive phrases will be introduced into our promotional material.

Wine writer Sam Weaver is preparing his own write up on the event which he will be sending to a number of wine and food publications.

Regional Honey Types

I am very aware of the danger in this type of exercise where we create a demand for mono-floral varieties, ignoring the fact that much honey produced by beekeepers is marketed as blends. One honey packer has made very strong comment to me that he would not like to see the promotion of the mono-floral varieties to the detriment of the blends (which are the mainstay of many a beekeeper's income).

I understand the dilemma.

Notwithstanding that, it is important to communicate that there are exciting and rewarding differences between honeys. We will promote the different flavours that come from New Zealand's various flowers.

But having done that, we will then promote the concept that many beekeepers take honey types one step further and create their *own* unique blends, either by placing the hives where the bees themselves will create unique honey blends, or by blending the various honey types back in the honey house.

I've also taken on board the comment that there are very real differences within the same honey types from region to region. This is not to be seen as a negative. What is important is that we promote these regional differences as *features, not faults*.

Once again this is something that the wine industry has been able to do exceptionally well. There are some basic descriptions for, for example, Sauvignon Blanc or Chardonnay, but within those descriptions wine lovers look forward to the regional differences between, for example a Marlborough or a Hawke's Bay Sauvignon Blanc.

The development of these honey sensory profiles is very important. If we get sufficient publicity for them, and I believe we can because of the novelty of the approach, then we will have people realising that not all honeys are the same;

therefore different honeys will have different values, and different uses,

therefore they are prepared to pay extra for some honeys!

And so what did we discover at S.E.X with Honey?

I'll be running a competition with delegates at Conference where I will invite them to match the descriptions to the honeys, with some very pleasant prizes and we'll be publishing the profiles in the next couple of 'Beekeepers'.

In the meantime here's one of Sam's descriptions - I'll tell you what honey it was in the next Beekeeper:

Appearance - Liquid, light amber.

Aroma - Musky, orange peel, citrus, mineral, dry grass, intense.

Palate - Clean musky, fruit cake, well matured Christmas cake, treacle, complex, sweet with good length.

Comment - The equivalent of the Merlot grape variety. A strongly flavoured dessert honey.

A New Zealand Honey Poster

One of the promotional items that we want to develop is a New Zealand Honey poster. The intention is that this poster will be used in supermarkets, delicatessens, honey houses, in a variety of locations; even as a souvenir.

The poster will briefly describe the story of honey. It will make reference to the unique sensory attributes of New Zealand's mono-floral and blend honeys. And more importantly, the graphics will be designed around a map of New Zealand. On that map will be a description of New Zealand's 'honey regions'. Our intention is to use the NBA branches as the basis for regions and to that end I would like each branch to provide me with some information about the honeys of their region.

The final poster will allow for approximately a 75 word paragraph description of each region. If you can send me the raw information I will compose that into a paragraph, and send back to branch secretaries for okaying.

Timetable

Could we have your information to:

New Zealand Honey Food Ingredient Advisory Service,

PO Box 32

Blenheim

or Fax (03) 577-8429 by 15 August 1994 please.

Market Research

At time of writing this column, the MRL Research Group was collating the data from our 1,000 person, nationwide survey. Details from that market research will be in Beekeeper over the next few issues.

Full copies of the research will be available to beekeepers for the cost of photocopying (I'll have more details on that in next month's Beekeeper).

And on the subject of information being available to beekeepers

I had a very good discussion with some beekeepers who were concerned about a number of things to do with the Marketing Committee. Their major points were as follows:

1. Why has it taken so long for the Marketing Committee to actually get started when they thought funds were available two years ago?
2. Why the secretive situation where they (some) beekeepers believe only the members of the Marketing Committee get to see what's happening and in effect get privileged marketing information to help their own business?

After having said "thank you for being so forthright", and realising that those thoughts could well reflect the opinions of a number of beekeepers (and I'm assured they do), I want to address them both.

The first issue - why so long?

Funds were not available until March 1993 (15 months ago). Then, as I explained in last month's Beekeeper article, we would not make a commitment to spending money until we felt the time was right. The Massey MBA student research exercise was being done for free, and we wanted to get the results of that.

The manuka exercise, which I had *nothing* to do with creating, but came along nicely to be able to tweak a bit of publicity out of, should have been allowed to run its course to get the maximum shift in the public perception of honeys, before we undertook market research.

Those first two factors were completed in 1994. We have just spent approximately \$30,000 on the industry's first formal, professional market research exercise. We will now be in a position to build from a very secure and sound information base.

Secrecy?

This second point surprised me. The Marketing Committee from my perspective, is made up of a group of industry people that represent the whole of New Zealand.

The members between them (can) represent all shades of opinion on key industry issues.

Collectively they are a tremendous resource for me to be able to work with.

On the question of confidentiality, nothing that the Marketing Committee does, nothing that I do, is to be kept secret from a levy-paying beekeeper. Every beekeeper who is paying his hive levy is

to me a shareholder in the industry, and entitled to all the information I have.

As a result of those comments being made however, I will in next month's Beekeeper column, and thereafter, include an updated list of what information we have; and make it available to any beekeeper wanting the same.

Now because the sheer cost of disseminating that information could use up our entire marketing budget, and some may make more use of the service than others, there will be a cost (which will be the photocopy cost and postage only).

I will also be making copies of all major reports available in full to the branches and to the NBA Library so that beekeeping members can get access to those reports through their branch secretaries.

Branches have already received copies of The NBA Marketing Plan.

School Education Kits

The Marketing Committee is assisting to fund the development of a School Resource Kit for the primary schools' science curriculum.

This action is a direct result of our market research, where a number of people commented on the appropriateness of their children learning about beekeeping and honey, in schools.

We've contracted with a company to develop a kit which will be sold to schools for \$29.00 each.

The Christchurch company, Canterbury Visuals, specialises in producing school resource kits. They expect at least 50% of the primary schools in New Zealand to purchase a kit; that's 1,000 schools, plus.

We will be encouraging any beekeepers or honey packers who want to purchase a kit themselves, to donate to their local schools, to do so.

Before we made this commitment to help finance the kit, I discussed the concept in full with the Science Curriculum Advisor at the Ministry of Education, and others in the education system. The Ministry is very pleased that the beekeeping industry is taking this initiative; it is totally in keeping with the type of business/school learning relationship that the Ministry of Education in fact wants to foster.

We are fortunate that when the Ministry of Education developed the current science curriculum, they identified both 'beekeeping' and 'social insects' as topics which were of value to children in creating what are known as 'contextual learning strands.'

The long term advantages to the honey industry are considerable. From our market research we know that the community at large has a very positive attitude towards bees, beekeepers and honey. By introducing our beekeeping and honey bee topics into the school science curriculum, we are building on that positive relationship.

And that's it for this month, I look forward to meeting with many of you at the conference. I am impressed with the format of the conference; Tauranga branch has put a lot of work into it and it promises to be a very rewarding week for members of the industry.

Regards

Bill Floyd
Honey Marketing Committee



What is believed to be New Zealand's first honey sensory evaluation exercise (honey and S.E.X.?) taking place in upmarket Paysanne Restaurant in Blenheim a few weeks ago.

From left: Sandee Floyd (Floyd Marketing), Tony Inglis (Marlborough Beekeepers' Association), Bill Floyd (Floyd Marketing), Claire Appleby (Paysanne's Chef), Sam Weaver (Wine writer and winemaking consultant), Oliver Vercoe (Marlborough Beekeeper), Sue Jenkins (Food writer and beekeeper) and Henry Jenkins, who came along for the taste with samples of the honey types.

Fuel Economy

How far can a worker bee fly on a tankful of honey? Studies done on swarming Africanised bees show that on a stomachful of honey (about 30 milligrams), a worker can travel about 60km. That's an amazing 2,800,000km per litre, or if you work in old units 7,945,000 miles per gallon!

Bee EDPR at risk?

NBA members are probably now well aware that the Biosecurity Act will soon alter the way bee disease control is handled in New Zealand. We already know that a Pest Management Strategy (PMS) will need to be approved by the Minister of Agriculture if we want to carry on with any type of organised disease control programme for American foulbrood after 1996. And we also know that, as with the previous AFB control programme, the AFB PMS will have to be fully funded by the beekeeping industry itself.

But the Biosecurity Act also deals with animal diseases not currently found in New Zealand, and the same PMS requirements apply for emergency responses (EDPR), both in terms of training and preparedness, if and when these exotic diseases are found.

Recently in *Sentinel*, a twice-monthly publication put out by the MAF Regulatory Authority, the government announced that the Ministry of Agriculture and Fisheries will be developing national PMS's during the next 12 months for a number of animal pests and diseases, including the exotics foot and mouth disease and fruit-fly, which make up a large part of MAF's current EDPR programme. And what's interesting is that the government will be funding the development of these PMS's directly from taxpayers' funds.

The rationale given for taxpayer support is the fact that the organisms are considered by the Minister to have a "national impact on agriculture" and need to be converted from "existing national control programmes into the pest management strategy framework".

Interestingly however, exotic bee diseases do not appear on that list, even though they also have existing national control programmes and are included in the current MAF EDPR system.

The article makes the statement that a number of other organisms not present in New Zealand also would have a significant national impact on agriculture, but "because of the low probability of the organisms being introduced or the control methods which would be used, this could be managed under the small scale management provision in the Biosecurity Act."

It is quite possible that exotic bee diseases fall into this category, although from the article it is unclear just who would fund such 'small scale management' responses and whether in fact MAF would continue to maintain a training preparedness for bee disease EDPR.

Fortunately, however, Dr Barry O'Neil, MAF RA's new Chief Veterinary Officer, has agreed to attend this month's NBA Annual Conference, and on Friday, July 22, he will speak on 'Exotic Bee Diseases and the Biosecurity Act'. So hopefully we will be able to clarify just what the government's policy now is on this important safeguard for what is without doubt one of the most disease-free beekeeping industries in the world.

Source: *Sentinel*, 15 June 1994.

Aussies find African Bees

If you think the problems now being faced by our North American beekeeping brethren in relation to Africanised bees are too far away to really be concerned about, think again. In early February, the Western Australian Quarantine and Inspection Service detected a bee colony in a shipping container at the port of Fremantle. The container, which contained wattle extract for an adhesive manufacturer in Sydney, had arrived just over a week earlier from Durban, South Africa on board a Russian cargo ship.

The bees were destroyed and samples of both the bees and comb were examined at a WA Department of Agriculture lab. Following detailed measurements of cell diameter and bee parts, the bees were preliminarily identified as *Apis mellifera scutelata*, the same race which started the spread of Africanised bees throughout the Americas in 1956.

Luckily for the Australians, the queen was identified among the dead bees. And there were no queen cells in the comb, indicating that it was unlikely that a new queen had left the hive since the colony had arrived in Australia. The bees were also found to be free of both external and tracheal mites and European foulbrood. Western Australia is still officially free of this brood disease. Nevertheless, Australian officials mounted a full-scale surveillance programme involving the sweep-netting of flora within a 2km radius of the container depot and wharf as a precaution to ensure that no bees or diseases had escaped.

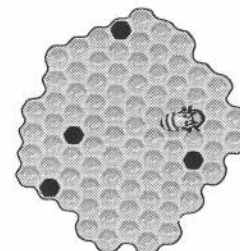
The incident points out just how vulnerable both Australia and New Zealand are to the introduction of this much-publicised race of honey bees (remember, the South American introduction was based on just 26 swarms). It also shows how important it is to have both a capability to identify Africanised honey bees and the means to deal with any introduction if and when it occurs. We understand that Dr Stephen Ogden of MAF Quality Management is currently undertaking a special programme to develop a morphometric database of New Zealand honey bees. The database is important because it will form the basis of body parts measurement comparisons when trying to identify suspect Africanised bee finds.

Source: *Bee Briefs*, NSW Department of Agriculture. Vol. 10, Nos. 3 & 4.



Determination

"The race is not always to the swift but to those who keep on running."



**EXECUTIVE'S ANNUAL REPORT
FOR THE YEAR ENDED
31 DECEMBER 1993**

OFFICE BEARERS

PRESIDENT Frances Trewby - Nelson
VICE PRESIDENT Richard Bensemam - Ashburton

MEMBERS OF THE EXECUTIVE

NORTH ISLAND
Graham Cammell - Auckland
Russell Berry - Waiotapu
Gerard Martin - Murupara

SOUTH ISLAND Mervyn Cloake - Timaru

**EXECUTIVE SECRETARY
ASSOCIATION'S ADDRESS**

Ron Rowe
Farming House
211 Market Street South
HASTINGS
PO Box 307
HASTINGS
Telephone: (06) 878 5385
Fax: (06) 878 6007

INTRODUCTION

1993 was a year of changes for our Association. Legislative changes, a change in the provision of administrative services, the new industry goal of eradication of AFB, the change in industry publications, and new export opportunities are just some of these.

Several major pieces of legislation which will have an impact on beekeeping in New Zealand were enacted in 1993. The Biosecurity Act became law in October 1993. This Act replaces much of the Apiaries Act and will necessitate the Association developing Pest Management Strategies to control pests and diseases of bees. The 1993 industry conference supported the goal of eradication of American Foulbrood by the year 2001. The Commodity Levies Amendment Act was passed in October 1993. This Act should make it easier for us to apply for an order under the Commodity Levies Act (which replaces the Hive Levy Act) to raise funds to continue the activities of our association.

MEMBERSHIP

Membership of the Association as at 31 December 1993, compared with 1992 was:

	ORDINARY under 50 hives		COMMERCIAL over 50 hives	
	1992	1993	1992	1993
Far North	-	2	-	12
Northland	(18)	15	(28)	22
Auckland	(48)	44	(29)	34
Waikato	(35)	30	(66)	76
Bay of Plenty	(26)	24	(58)	68
Poverty Bay	(9)	6	(13)	16
Hawke's Bay	(33)	35	(16)	18
Southern North Island	(103)	99	(49)	54
Nelson	(14)	11	(27)	29
Marlborough	(7)	9	(12)	13
West Coast	(9)	9	(10)	9
Canterbury	(37)	35	(71)	81
South Canterbury	(10)	8	(24)	25
North Otago	(2)	2	(23)	25
Otago	(27)	24	(41)	44
Southland	(11)	6	(34)	36

BEEKEEPER NUMBERS IN NEW ZEALAND

Changes in beekeeper numbers and hive numbers are as follows:

	1992	1993
beekeepers	5730	5622
apiaries	24957	25124
beehives	298982	304065

PRODUCTION

Comparative figures for honey production, taken from MAF statistics are:

1992/93	7086 tonne	(23.3 kg/hive)
1991/92	9560 tonne	(31.4 kg/hive)
1990/91	7290 tonne	(23.3 kg/hive)

The lower production covered all areas of the country.

EXECUTIVE

The three Executive members who retired by rotation during the year were:

Mr Dudley Ward	North Island (Dannevirke)
Mr Nick Wallingford	North Island (Tauranga)
Mr Michael Wraight	South Island (Nelson)

Four nominations were received for the two North Island seats. Mr Russell Berry (Waiotapu) and Mr Graham Cammell (Auckland) were elected. Two nominations were received for the one South Island seat. Mr Mervyn Cloake (Timaru) was elected, Mr Dudley Ward, who has served on the Executive for the past 7 years, and as President for the last three years, did not seek re-election. Mr Nick Wallingford has served on the Executive for the past four years and Mr Michael Wraight for the past two years. The Association extends its thanks to Dudley, Nick and Michael for their service to the industry. Former Executive members continue to take an active role in the affairs of the Association. Past President Ian Berry continues as industry representative on the Pesticides Board, and chaired the Disease Control Committee until July 1993. Ian was succeeded as chairman by former Executive member Terry Gavin. Past president Allen McCaw continues to chair the marketing committee and is secretary of the Apicultural Research Advisory Committee (ARAC). Keith Herron continues as co-ordinator of the monthly report to the International Honey Exporters Organisation (IHEO). Dudley Ward chaired the newly formed Export Certification Committee until December 1993. Nick Wallingford produced a booklet to assist branches in working with the news media, and continues to assist the Executive with submissions on 1080 and Australian honey imports.

The Executive met six times during the year, and held one telephone conference call. In addition individual Executive members served on sub committees preparing submissions to Government and on marketing and disease control committees, and represented the Association at allied organisations such as the Land User Forum. Branches were visited by members of the Executive where possible.

Dr Mark Goodwin, Murray Reid and Dr Stephen Ogden attended the March Executive meeting for discussions on the proposed importation of Australian honey. At the Annual General Meeting Miss Frances Trewby was elected President, unopposed, and Mr Richard Bensemann was elected Vice President.

EXECUTIVE OFFICER

The Association and the Executive continue to benefit from the appointment of Ted Roberts as Executive Officer. Our appreciation is extended to him for his assistance. The contract for Ted Roberts' services is to be extended for the first six months of 1994.

ANNUAL CONFERENCE

The annual conference was hosted by the Southland Branch at Gore, where attendance was 28 delegates representing 14 branches and approximately 73 members. It was pleasing to see such a good attendance, despite the poor season experienced by many beekeepers and the distance many had to travel.

The conference was addressed by Mrs Margaret Moir, MP for West Coast on behalf of Hon. Denis Marshall who was unable to attend. Mrs Moir is a member of the Agriculture Caucus Committee and the Primary Production Select Committee and has a good grasp of many of the issues facing our industry.

Mr Marshall's address (delivered by Mrs Moir) covered many of the current government actions affecting our industry—the Commodity Levies Amendment Bill, the Biosecurity Bill, proposed Australian Honey Imports. Mrs Moir commended us on our actions to oppose the importation of Australian honey and recommended lobbying MPs with a personal visit, rather than by mail.

Speakers and papers presented included

The President	Mr Dudley Ward
Dr Mark Goodwin	Horticulture and Food Research Unit
Dr Oliver Sutherland	Landcare Research
Mr Ian Berry	Disease Control Committee
Mr Allen McCaw	Marketing Committee
Mr Murray Reid	MAF Quality Management

Other reports tabled included

Mr John Heineman	Library Report
Mr Gavin McKenzie	Telford Report
Ms Louise Malone	Horticulture and Food Research Unit

Mr Murray Reid, National Manager, NABU reported on the AFB Disease Control Programme (1992/93) carried out by MAF under contract to the NBA. He also reported on the increased capability of MAF to meet an Exotic Disease and Pest Response, on the Honey Bee Exotic Disease Surveillance Programme and the training of further border protection staff in assessing risks to the beekeeping industry. A three year programme to improve the reliability of apiary location information had begun in the spring of 1992. This involved beekeepers identifying the location of their apiaries using the 260 map series. The split between responsibilities for policy (MAF RA) and delivery (MAF Qual) for export certification of live bees and bee products was also explained by Mr Reid.

One of the features of the conference was the poster session where researchers, special interest groups and others with an interest in our industry were asked to provide a poster which outlined aspects of their work. The authors answered questions relating to their work, and the posters remained on display for the duration of conference.

The conference of delegates considered some 30 remits on topics such as eradication of AFB by the year 2000, export certification, bee disease control, capitation, the marketing programme.

Executive convened a meeting of members to discuss export certification procedures at the conclusion of the conference.

APIARY REGISTRATION AND DISEASE SURVEILLANCE

The Disease Control Committee chaired by Ian Berry presented a series of recommendations for future AFB control to the Executive prior to the conference. The most important of the recommendations was undoubtedly that the industry should aim for the eradication of American Brood Disease in New Zealand by the year 2000. The conference gave its support to this recommendation.

A contract with MAF Quality Management to provide an AFB disease control programme for 1993-94 was signed on 13 September. Under the terms of the contract MAF will inspect 973 apiaries. Branches are responsible for 1522 apiary inspections – meeting the target of 10% of the 24,950 apiaries in New Zealand.

The Disease Control Committee continues its work to develop an AFB “pest management strategy” under the provisions of the Biosecurity Act. The Biosecurity Act, which became law in October 1993 replaces the Apiaries Act. It is hoped to have the draft strategy available to branches prior to Conference 1994 to enable discussion at the conference.

MARKETING

1993 was the first year that the Marketing Committee began to operate with funding of 50¢ per hive from the Hive Levy. Previous funding had been from general funds, through grants from the Industry Trust and by donations from members to the marketing fund.

The Committee produced a marketing plan which was approved by Executive in July. The main focus of the plan is honey. It is felt that improving the price paid for honey will be of direct benefit to most beekeepers and will improve returns to all through a flow on effect. The Marketing Committee is working to develop a set of New Zealand Honey Quality Standards, and on developing a “honeymark” that can be used to identify products that has been produced to those standards.

Work has continued on investigating the benefits of Manuka honey. Not all the funds raised in the 1993 year for marketing have been used – these will be carried over into 1994 and used as more of the long term projects get underway.

HIVE LEVY

The hive levy for 1994 is to remain at \$1.61 per hive, made up of 50¢ for disease control, 35¢ for the marketing programme and 76¢ for maintaining our organisation.

Many members took advantage of the provision for spread payments of their hive levy, offered for the first time in 1993. It is intended that this will be offered again in 1994 in a slightly amended form, to assist beekeepers with meeting payments.

SUB COMMITTEES

The Executive would like to record its thanks to those members of the Association who willingly give their time to serve on various industry sub committees, such as the Marketing Committee, Disease Control Committee, Apicultural Research Advisory Committee, Library Committee, Telford Polytechnic Apicultural Advisory Committee, and the newly formed Export Certification Committee. Their work is of great assistance to the Executive, and to our Association. Members of the committee are able to focus on one area of importance to our industry, and provide advice and information to the Executive to assist with decision making. Members of committees are chosen for their knowledge and background in particular areas, and for their divergent viewpoints. We all benefit from having a wider cross-section of beekeepers considering any issue.

INDUSTRY TRUSTS

The investments of the Honey Industry Trusts as at 31 December 1993, at cost, were:

Grants approved from Honey Industry Trusts for year ended 31.12.93:

Mr Russell Berry resigned from his position as one of the Trustees of the Honey Industry Trusts on his election to the Executive. Our Association extends its thanks to Mr Russell Berry for his efforts as a Trustee. The Executive appointed Mr Ian Berry as the new Trustee.

RESEARCH

We continue to maintain close liaison with Ruakura and with Invermay research centres.

As well as his usual research programme, Dr Mark Goodwin has been assisting Landcare Research to find a suitable bee repellent for inclusion in 1080 apple paste possum baits. Our thanks are extended to Mark for his willingness to assist the industry on scientific issues.

The Executive was very pleased to receive the research report from the five MBA students at the December Executive meeting. Many beekeepers had assisted the MBA students with their research project. A copy of the report is to be sent to our Marketing Committee, and another copy to be placed in the library.

LIBRARY

Mr John Heineman, the Honorary NBA Librarian reported that a modest use continues to be made of the library by a variety of borrowers. Spare copies of some early NZ Beekeeping magazines had been forwarded to IBRA— this provides a safeguard for these early publications. In return we have requested copies of a number of video tapes on beekeeping topics.

Our Association values the work done by John Heineman to maintain and promote the use of our library.

EDUCATION

Telford Rural Polytechnic continues to provide beekeeper education both for full time students and for students studying by correspondence. A full time curriculum development officer has been appointed to rewrite course modules to meet changes in learning needs.

PUBLICATIONS

At a special meeting at the beginning of October 1993 the Executive decided with reluctance to cease publication of the quarterly “*New Zealand Beekeeper*” following the November 1993 (summer) issue. An enlarged version of the monthly newsletter “*Buzzwords*” is to be produced from February 1994, and renamed the *New Zealand Beekeeper*. Thanks are extended to Michael and Elisabeth Burgess for their editorship of the *New Zealand Beekeeper* and to Cliff Van Eaton and Nick Wallingford for their editorship of *Buzzwords*. The industry has been well served by these publications and it is hoped the new publication will continue to fulfil the important role of industry communication and provision of information to members.

BEEKEEPER CO-OPERATION AND COMMUNICATION

A Special General Meeting of the Association was held at the time of the Annual Conference. The main purpose of the meeting was to ensure the validity of all rule changes passed at previous Annual General Meetings since 1979. A further series of amendments to the rules to provide consistency in numbering and labelling was also carried.

Suggestions were circulated to branches on how to make branch funds go further. Branches also received a useful booklet produced by Nick Wallingford on working with the news media. At the post conference meeting the Executive gave its approval for the Far North Branch to come out of recess. It was felt that this would better meet the needs of beekeepers in the area as travel times and distances have made it difficult for members to attend Northland Branch meetings.

CHANGE OF HEAD OFFICE

At 31 December 1993 the NBA ended a long association with the Pork Industry Board in Wellington who provided our administrative services for the past 20 years. The Association would like to express its thanks to staff at the Pork Industry Board for their efforts in ensuring the smooth running of our Association during that time. Members will recall the contributions of previous Executive Secretaries, Graham Beard, Len Jones and David Dobson to the NBA, Steuart Goodman, assisted by Olive Hebron has continued that high standard of service.

The position of Executive Secretary was advertised throughout New Zealand and 58 applications were received. Interviews were held in early December and Mr Ron Rowe from the Hawke’s Bay Agriculture and Commerce Centre Ltd was appointed. The HBACC provides administrative services to other farming organisations. We look forward to along association with the HBACC.

CONCLUSION

1993 has been a year of change for our Association – 1994 will have more challenges as we continue the process of applying for an order under the Commodity Levies Act to fund the activities of our organisation, and begin to develop pest management strategies. We must all now work to ensure that the changes are of benefit to our members. To achieve this co-operation and communication are vital.



Goals

“The only limit to how high we can go, is how far we can reach.”



NATIONAL BEEKEEPERS' ASSOCIATION OF NEW ZEALAND (INC)
INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED
31 DECEMBER 1993

ADMINISTRATION

1992	INCOME	1993
<u>\$</u>		<u>\$</u>
11424	Subscriptions	11164
144106	Hive Levy (Note 5)	135246
12851	Interest	13245
	Journal Income	
7155	- Advertising	10912
<u>2259</u>	- Subscriptions	<u>3055</u>
9414	Library	13967
898	Commission Received	1616
1577	Conference Surplus	-
352	Miscellaneous	126
250	Grant from Honey Industry Trust	-
15975	Donations to Marketing Fund	-
10355		
<u>207202</u>		<u>175878</u>
	LESS EXPENSES	
32500	Administration Fee	48500
2000	Audit Fee	2120
5270	Capitation to Branches	5178
	Conference Expenses:	
4030	- Accommodation)	4400
<u>2231</u>	- Travel)	<u>5231</u>
6261	Executive Support Officer	9631
15000	Executive Meetings:	15000
	Accommodation	5827
6398	Travel	20042
14593	Sundry	1054
<u>1254</u>	Grant - J. Bassett	26923
-	Journal:	444
	Printing	18684
18705	Editorial Fee and Sundry	<u>10852</u>
<u>9301</u>	Library	29536
932	Newsletter - Buzzwords	361
10235	Postage and Tolls	11664
13668	President's Honorarium	13505
2300	Printing and Stationery	2300
6974	Sundry (Note 2)	8520
3271	Depreciation	10279
146	Promotion and Publications	158
(51)	Other travel costs	-
1494	Executive Fees	-
-		450
<u>150251</u>		<u>184569</u>
	Excess expenditure on administration	
56951	to appropriation account	(8691)
<u> </u>	(1992 surplus)	<u> </u>

The notes on pages 17 and 18 form an integral part of these financial statements.

MARKETING

1992		1993
<u>\$</u>		<u>\$</u>
–	Hive Levy (Note 5)	110857
	Less expenditure	
–	Floyd Marketing	28607
8539	Committee expenses and administration	8070
–	Trade Mark	1205
–	MBA Student project	402
(8539)	Surplus/(Deficit) in Marketing to appropriation accounts	<u>38284</u> <u>72573</u>

DISEASE CONTROL

1992		1993
<u>\$</u>		<u>\$</u>
20919	Hive Levy (Note 5)	110857
	Disease Control Programme (Note 4)	
17500	1991/92	
50000	1992/93	70000
–	1993/94	40000
454	Committee Costs	<u>2352</u>
(47035)	Excess expenditure on disease control to appropriation account	<u>112352</u> <u>(1495)</u>

APPROPRIATION ACCOUNT

1992		1993
<u>\$</u>		<u>\$</u>
56951	Admin. excess expenditure	(8691)
(8539)	Marketing excess income	72573
(47035)	Disease control excess expenditure	(1495)
1377	Net surplus before appropriation	62387
2967	Provision for Taxation	3895
2123	Transferred to Educational and Technical Fund	2074
	Transferred to Library Fund	153
40	Transferred to Far North Branch	17
10355	Transferred to Marketing Fund	72573
	Transferred from Disease Control Fund	(1495) 77217
<u>(14108)</u>	Net deficit to Accumulated Funds	<u>(14830)</u>

The notes on pages 17 and 18 form an integral part of these financial statements.

NATIONAL BEEKEEPERS' ASSOCIATION OF NEW ZEALAND INC
BALANCE SHEET AS AT 31 DECEMBER 1993

1992	ACCUMULATED FUNDS	1993
\$		\$
862	Dormant Branches (Note 3)	879
824	Library Fund	977
704	Seminar Fund	704
11417	Educational and Technical Fund	13491
11045	Marketing Fund	83618
-	Disease Control Fund	(1495)
87006	General Fund at 1 January	72898
(14108)	Deficit for year	(14830)
72898		58068
<u>97750</u>		<u>156242</u>
	These are represented by:-	
3585	Cash in Hand and Bank - BNZ	1
60901	BNZ Autocall	147580
862	Short Term Investment - BNZ	-
1234	Trust Bank Otago	1256
16000	BNZ Finance Ltd	16000
60000	UDC Finance	30000
8780	UDC Finance	12128
1580	Sundry Debtors	4800
13840	GST Refund due	12582
3168	Withholding Tax Paid on interest received	3948
(2996)	Provision for tax	(3895)
<u>166954</u>		<u>224400</u>
	LESS:	
-	Bank of New Zealand	1675
68214	Sundry Creditors	66766
1236	Subscriptions in Advance	-
<u>69450</u>		<u>68441</u>
97504	Net Current Assets	155959
	Other Assets are:	
246	Library (at cost less depreciation)	283
<u>97750</u>		<u>156242</u>

Frances Trewby

President

Richard Bensemenn

Vice President

The notes on pages 17 and 18 form an integral part of these financial statements.

**STATEMENT OF CASH FLOWS FOR THE YEAR ENDED
31 DECEMBER 1993**

Cash Flows from Operating Activities.

	1993		1992
	\$		\$
	<u> </u>		<u> </u>
Cash was provided from:			
Receipts from	Hive Levy	354454	165024
“ “	Members Subs	10864	11484
“ “	Journal	11638	10063
“ “	Trustees	—	15975
“ “	Other Activities	3922	3371
“ “	G.S.T. (Net)	714	2126
“ “	Marketing		
	Donations	10	10356
		<u> </u>	<u> </u>
		381602	218399
Cash was dispersed to:			
Payments for	Pork Industry Bd	43500	32500
“ “	Journal	29532	28402
“ “	Other Suppliers	62564	54971
“ “	Executive	23618	21843
“ “	Capitation	5510	6278
“ “	G.S.T. (Net)	—	—
“ “	Taxes	(362)	2982
“ “	Executive Support	15000	10000
“ “	Disease Cont. Prg.	122806	17500
“ “	Marketing	<u>34706</u>	<u> </u>
		<u>336874</u>	<u>174476</u>
Net Cash from Operating Activities		44728	43923
Cash Flows from Investing Activities			
Cash was provided from:			
	Proceeds from Investments	263000	209500
	Proceeds from Interest	4035	12850
		<u> </u>	<u> </u>
		267035	222350
Cash was applied to:			
	Purchase of Investments	317000	263921
		<u> </u>	<u> </u>
Net cash used in investing activities		(49965)	(41571)
Net Increase (Decrease) in Cash Held		<u>(5237)</u>	<u>2352</u>
Add opening cash brought forward:			
	B.N.Z.	3585	1448
	Trust Bank	<u>1234</u>	<u>1019</u>
	Overdraft	4819	2467
		<u> </u>	<u> </u>
Ending Overdraft carried forward (1992 cash)		<u>(418)</u>	<u>4819</u>

The notes on pages 17 and 18 form an integral part of these financial statements.

NATIONAL BEEKEEPERS' ASSOCIATION OF NEW ZEALAND INC
NOTES TO FINANCIAL STATEMENTS

1. STATEMENT OF ACCOUNTING POLICIES

GENERAL ACCOUNTING POLICY:

In preparing the financial statements the going concern concept is adopted. The general accounting policies recommended by the New Zealand Society of Accountants for the measurement and reporting of results and financial position on a historical cost basis are followed in the preparation of these financial statements. The accrual basis of accounting is used to match revenue with expenses.

PARTICULAR ACCOUNTING POLICIES:

The following particular accounting policies which materially affect the measurement of earnings and financial position are applied.

LIBRARY:

Prior to the year ended 31 December 1982 this asset was written down to a nominal value of \$500. The asset is now being depreciated on the straight line basis at a rate of 20% per annum which is estimated to write off the cost of the asset over its natural life.

INVESTMENTS:

All investments are valued at cost.

SALEABLE PUBLICATIONS:

Saleable publications are valued at the lower of cost and net realisable value.

SUNDRY DEBTORS:

All doubtful items are eliminated in determining accounts receivable.

HIVE LEVY:

Hive levies are based on annual hive numbers returned by beekeepers. These levies are split between marketing, disease control and administration.

TAXATION

The association is assessed for taxation in line with Inland Revenue Department policy for other similar Associations and, as a consequence, an accrual is made in these financial statements.

The Association, as an incorporated society, is liable for taxation on income from dealings with non-members, and interest earned, which is calculated at 33¢ in the dollar after deduction of certain allowable expenses.

CHANGES IN ACCOUNTING POLICIES

As a consequence of the division of the hive levy into three distinct components, i.e. marketing, disease control and administration, the income and expenditure account has been arranged within those components. In other respects the accounting policies have not changed and have been applied on the same basis as last year.

2. SUNDRY EXPENSES

	1993	1992
	\$	\$
Legal & Collection Expenses	5351	1240
I.B.R.A.	99	
Bank Charges	59	47
Royal Institute of Horticulture	48	48
Miscellaneous	666	364
U.S.D.A. Subscription	96	97
Diseaseathons	-	275
MAF Organic Honey	-	1200
Appointment Executive Secretary	3960	-
	<u>10279</u>	<u>3271</u>

The notes on pages 17 and 18 form an integral part of these financial statements.

3. DORMANT BRANCHES

The sum of \$879 (1992 \$862) is held on account of the Far North Branch which went into recess during 1982. The branch came out of recess in 1993, but as yet the funds have not been uplifted.

4. DISEASE CONTROL PROGRAMME

The Association has entered into an agreement with MAF Quality Management for the provision of an American Foulbrood Disease Control Programme to be completed by 30 June 1994. The contract price is \$100,000 for the period 1 July 1993 to 30 June 1994, although provision is made in the Contract to abbreviate the service provided to a reduced contract price of \$90,000.

Included in the Disease Control account of the income and expenditure accounts to 31 December 1993 has been the sum of \$40,000 in respect of work carried out at that time. The Association agreed to pay \$70,000 for the disease control programme work completed by MAF Quality Management up until 30 June 1993 under a previous contract.

5. HIVE LEVY

		1993	1992
		\$	\$
Administration	61 cents	135246	144106
Marketing	50 cents	110857	
Disease Control	50 cents	110857	20919
		<hr/>	<hr/>
Total \$1.61		356960	165025
		<hr/> <hr/>	<hr/> <hr/>

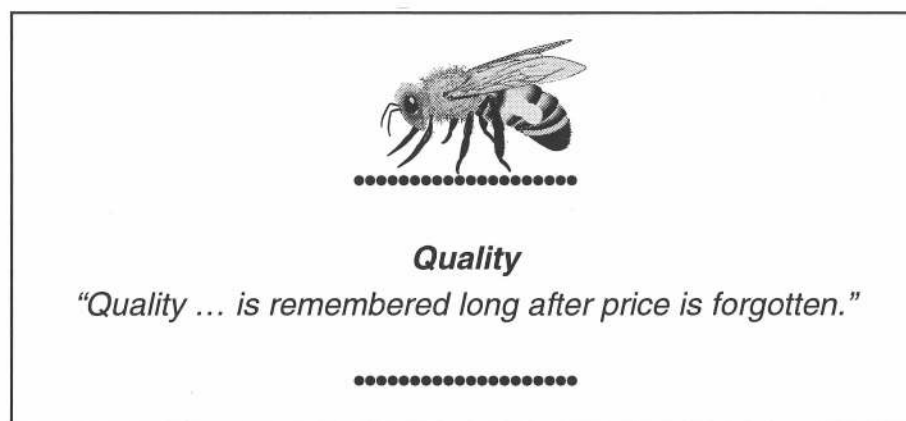
REPORT OF THE AUDITORS TO THE MEMBERS OF THE NATIONAL BEEKEEPERS' ASSOCIATION OF NEW ZEALAND INC.

We have audited the financial statements set out on pages 13 to 18 in accordance with accepted auditing standards, and have carried out such procedures as we considered necessary.

In our opinion the financial statements give under the historical cost convention, a true and fair view of the financial position of the Association at 31 December 1993 and of the results and cash flows for the year ended on that date.

Wellington, New Zealand

Coopers & Lybrand
CHARTERED ACCOUNTANTS



The notes on pages 17 and 18 form an integral part of these financial statements.

Notes for Beginners and others

August will soon be here and will bring some mild, calm days hopefully. Do yourself and the bees a favour: don't rush off to start opening up hives, taking out combs etc. A bit too early for that. But it will not be too early for having a quick check up to see that your colonies are ticking over and to make sure that food supplies are still adequate. Especially in the warmer areas patches of brood can again be found in the centre of the brood nest. Not too much of it please for when a cold spell comes along, as nearly always happens, the bees will contract again into a cluster or semi-cluster, unable to cover a large area of comb. Any brood which the clustering bees cannot keep at the correct temperature will become chilled.

From time to time one comes across a hive breeding away wholesale at the wrong time.

Such a strain is not desirable, they are uneconomic as they consume a lot of stores and often are the ones falling by the wayside, simply through starvation.

To make that check for sufficient stores take off the cover and crown board. By looking into the top between the combs it is not difficult to see if there are still a number of combs containing sealed stores. Also by placing one foot on the front of the bottom board and lifting the hive with one hand placed in the front hand grip, tilting the hive a little backward a fair indication of its weight can be gained. Practice makes for skill. At this point in time a full sized colony should have no less than the equivalent of four combs with honey (full depth).

Overwintered nucs and tops should receive some special attention early in the piece. They have unusually been wintered on limited stores, certainly in the case of 4 or 5 framed nucs. Tops have young queens in addition to being housed above a parent colony nucs receiving some under-floor heating. This implies earlier development of the brood nest and the need of ample tucker.

If feed is low some supplementary feeding must take place. Use either combs of honey from **disease free** hives or resort to the sugar bag. Make a strong syrup to avoid boosting colonies too early. (See March 1994 issue).

For different types of home-made syrup feeders refer to *New Zealand Beekeeper* No. 198, May 1988.

After being confined to the hive for some considerable time the bees will fly out on the very first fine day. Clean washing on the line may not be any longer but speckled with little spots. Healthy bees won't do it inside their living quarters. If they do and the outside of hives and the entrances and inside the combs are covered with tell-tale spots there is something wrong indeed. The colony suffers from dysentery. Bad news. Perhaps the result of feeding the wrong kind of stores before winter such as burnt honey or honey with a too high moisture content, darkened honey from the capping melter or the wrong trade or sugar used for making syrup. This kind of food contains too much indigestible

material and consequently causes the belly ache. And of course if the environment within the hive is also damp and cold the situation becomes worse. Prevention is better than curing. Autumn management is the basis for good spring development.

Now is a good time to assemble those new frames you have bought. In addition to nailing put a drop of glue (PVC) onto the joints. The next job is wiring. I think it is the most tedious and time consuming job in the making of hive equipment. But it must be done and properly. Good combs are the most important component of a hive. Slack wiring results in sagging combs with distorted cells. The wires must be taut and to achieve the correct tension use of a wiring board is essential. Make your own. A good plan and description for operating it is to be found in '*Practical Beekeeping in New Zealand*' 1984 ed., pages 43-4, is a good book to have by the way, or it can be borrowed from the NBA library.

A warning. Don't use those left over bits of old lead based paint when painting or repainting your supers. A while ago a well known New Zealand company trading in hive products had to recall propolis based products. Because of lead contamination. Very unfortunate for the manufacturer and not good for the beekeeping industry in general. The exact cause of the contamination is unknown to me but a likely scenario could well be lead based paint flakes and dust when scraping the propolis from equipment.

Envision Success The Entrepreneur's Five-Step Visualization Method

Whether or not laboratory experiments ever prove conclusively that the world responds in this way to our desires, there's no question that painting the picture of success in your mind prepares you to recognise and get what you want.

Step by Step to Success

The visualization process can be broken down into five steps:

1) *Be clear about what you want.* Begin by making a written list of everything you want and want to do. Then sift through the list several times, striking out the weaker, less insistent desires each time. As your list grows smaller, you will find that the value of the remaining desires has grown greater.

2) *Keep the flame of your desire alive.*

Make a habit of visualising— in graphic detail— the benefits of realizing your goals. Recognize that the essence of what you want can come to you in many different ways, some of them far superior to anything you could have consciously imagined or previously desired.

3) *Believe that what you visualize will happen.* You must affirm that what you have visualized will come to you. Get yourself a wristwatch that beeps at frequent, irregular intervals. Stop what you're doing, and then read or say aloud your affirmation each time you hear the beep. Feel yourself believing it.

4) *Be grateful.* Gratitude is an immensely powerful, cleansing emotion. It sweeps away the deadly toxins produced by fear, insecurity and anger. Make a list of your blessings. Feel gratification for each of them in your heart. As Sanaya Roman writes in her book *Living With Joy*, "Whatever you appreciate and give thanks for will increase your life."

5) *Be patient, and trust the outcome.* Always remember that trust is the link between the world of the mind and its physical manifestation. You must trust that everything will come in the perfect way at the perfect time. Invite and *allow* good things to come into your life.

With acknowledgement to Success Magazine.

Support from other Quarters

While we sometimes think that our industry stands alone when it comes to issues which affect it, two recent articles in important magazines show that New Zealand beekeepers have a number of supportive friends.

The first, on the issue of heat-treated honey imports from Australia, appeared in *New Zealand Kiwifruit*, the official journal of the Kiwifruit Marketing Board, which is distributed to all kiwifruit growers and packhouses throughout the country. The article is an excellent well-presented summary of the arguments surrounding this issue, and quotes Nick Wallingford, who helped make the NBA submission on the proposed import protocol to the MAF Regulatory Authority.

Nick says that while the Australians have offered a system of heat sterilisation which they say will kill European foulbrood in honey to be imported to New Zealand, the trials to test the process were not scientifically sound, and as honey varies greatly over a wide range of factors, there is no guarantee that the heat treatment would kill the disease in all types of honey.

According to Nick, there would be three possible effects to the kiwifruit industry if European foulbrood entered New Zealand, each of which would ultimately lead to an increase in the cost of pollination services. These include the feeding of antibiotics which would increase the cost of production of pollination units; a reduction in the number of hives suitable for use in pollination and the resulting competition by growers for the reduced number of hives; and a withdrawal of hives from pollination by beekeepers because of fears of spreading the disease.

The second article is really a letter to the editor, from Barrie Termeer, President of the Canadian Honey Council, the federal group representing Canadian provincial beekeepers' associations. The letter appeared in the May issue of the *American Bee Journal*, probably the world's foremost monthly beekeeping magazine, just at the time it was becoming obvious that the US Department of Agriculture would not be allowing New Zealand queen bees and packages to transit through Hawaii on the way to Canada this year.

Mr Termeer points out that while in the minds of many the US ban on transshipment is linked with the closure of the Canadian border to shipments of bees from the continental US, "it is important and fair to keep the border closure and transit ban issues separate." According to Mr Termeer, "recent internal reviews by the USDA apparently have been favourable regarding the health of New Zealand stock. However, a request by the Canadian Ambassador to the US for a waiver of the 1994 transit ban was rejected by the US Secretary of Agriculture."

Mr Termeer believes that the US decision was "regrettable and will hurt some beekeepers in New Zealand and Canada." He also offers to provide information from the Canadian beekeeping industry regarding its experience with New Zealand stock. He concludes by saying that "based on the science and disease data, (allowing New Zealand bees into the US) can be looked at as simply another option for the US beekeepers to use in their management. Demand as usual will be driven by price, supply and quality and beekeepers can best make these decisions."

Sources: *New Zealand Kiwifruit*, June-July 1994; *American Bee Journal*, May 1994.



Library News

Another video has arrived:

No. 18. **CONTROLLING HONEY BEE EMERGENCIES.**

Duration 30 min. USA. Aimed at people such as fire brigade members, police, local authorities and others including of course beekeepers who may have to deal with emergencies such as overturned vehicles carrying beehive, swarms or wild colonies. Instructive, well worth viewing, liaise with local emergency services.

Thanks to Mr. S. Weenink and the B.O.P. Kiwifruit Pollination Assn. for their co-operation with securing a copy of this tape.

Level Export Playing Field?

We all know that export certification costs money, and that the old days of government assistance for exports are gone. But it seems that in Australia things change a bit slower. According to *Good Fruit and Vegetables* magazine, an Australian magazine, over a hundred people a week are taking advantage of free inspection services being offered by the Australian Quarantine and Inspection Service (AQIS) to help exporters develop new markets.

To be fair, the free service extends only to inspection and documentation services related to commercial samples (not full consignments), but it does show that the Australian government is serious about helping facilitate agricultural exports to new markets.



Success

"The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will."

Auckland Branch Meeting

Next meeting of the Auckland Branch will be held at 7.30pm on Thursday 11th August at Anglican Church Hall, Coles Road, Papakura (opposite 3 Guys). Agenda will include a conference report and general business.

Our industry is going through a vital restructuring stage and we need YOUR help in making important decisions. Come and join us.

During remit discussion, time was spent in comparing the new and old *Beekeeper* and I feel I must pass on to you that all in attendance are enthusiastic and appreciative of your efforts in producing the type of magazine we needed. Very informative with up to date articles of interest to beekeepers. This is a personal view of this discussion and not a direction from the branch.

Jim Thompson, Secretary

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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Letter to the Editor

Politics

According to my dictionary the word politics means: 1. The science or art of government. 2. The activities or policies of those controlling or seeking to control a government. 3. The acts or practices of those who seek any position of power or advantage. It comes from the Greek word *polites* meaning citizen so basically where people come together you end up with politics as a consequence be it your local women's institute or the United Nations.

It would be difficult for me to write this article without being seen to be critical, yet constructive criticism can be a positive way to evaluate a situation without being personally negative.

A person is usually voted onto the NBA executive because people have a certain respect for them and are prepared to trust them to do what would be deemed as the 'right thing to do' under the circumstances, they are also elected if people feel they have certain skills or experience which would assist them in doing a good job.

The current executive seems to be styling itself upon the politics we've seen in New Zealand up until recent times whereby once elected they assume to make decisions based on how they feel personally rather than how the industry has indicated. The policy of majority decisions being made within the executive is also an aspect which must give cause for some concern.

The down side is people can lose respect for each other and instead of everyone in the industry working together

as a team, they withdraw into separate groups and work in an antagonistic way, whereby everyone loses. Perhaps the NBA will have to restructure the way its executive operates to keep up with an ever changing world.

Publications: My view on the *New Zealand Beekeeper* and *Buzzwords* is they don't effect the commercial reality of running my business and earning an income. *Buzzwords* was an excellent publication largely due to the input of the two people involved, who incidently are not commercial beekeepers. If the executive are concerned with cutting costs then 11 issues of the *Beekeeper* would seem rather extravagant.

Marketing: As it is the commercial honey producer who is paying for this it would be reasonable for them to expect to benefit in a financial way - in the short term. The reality is I need to get a better price for my bulk honey, and for me this should be seen as a priority in a marketing plan - after all I'm paying for it and if you want my continued support then this aspect should be addressed.

The way I see this industry is it needs to work together as a team, there is an enormous amount of work being done by different sub-committees and by individuals in many areas. It would seem a great loss if people become disaffected by the political nature of the way we communicate. The down side too is we get caught up in focusing upon faults or personality differences.

The progress of this industry will be entirely dependent upon the behaviour of its members.

Colin McLean - Napier.

West Coast branch news

On the evening of Wednesday, 22nd of June, the branch held a meeting at King's Motor Hotel, Greymouth.

A disappointing turn-out of members put something of a damper on the evening, but having a quorum we proceeded with the meeting.

After general business was dealt with conference remits were to be discussed. At this point the secretary realised neither the Chairman nor members had received copies of the remit schedule, so a hurried visit to the Hotel reception desk for photostating resulted before the meeting could continue. Once members had perused the list a discussion of each remit followed.

The general consensus of the meeting was:

- That the commodities levy must be kept as low as possible no matter how it is implemented.

- That rather than introduce change for the sake of change, improve the systems already in place. It was noted when changes are made it takes generally several years to iron out the problems involved. A case in point, the Disease Inspection programme. After the initial upheaval this now seems to be settling down and the results prove its effectiveness, in this apiary district at least. The branch commends the MAF for its performance and hopes the industry doesn't upset the programme by introducing a totally new system.

- It was considered the present '*Beekeeper*' magazine was fulfilling industry requirements.

At the completion of business and over supper, provided by the Hotel, members watched the video 'The Industrious Bee'.

It is hoped a better attendance will result next time.

Sandy Richardson.

What is the cost/value of a newsletter

Hawke's Bay branch is well served with an interesting and very informative newsletter titled the 'Buzz Sheet' which is produced skilfully by Jenny Dobson. The area has several commercial keepers, but a predominance of hobbyists. Some are active and many just receive the Buzz Sheet. It was considered that these passive keepers, who are not members of the NBA, were being carried financially. Thus at the AGM it was decided that all who receive the branch newsletter should pay \$10 per annum. Exceptions would be other branch editors who send their newsletters and news media representatives who may give us some publicity. At the same AGM it was decided that our editor deserved a modest honorarium. We do not have a branch subscription, but with all paying for the Buzz Sheet, we do not have to dip into capital to supplement our meetings' raffles.

Yours faithfully,

Ron Morison.

Classified Advertisements

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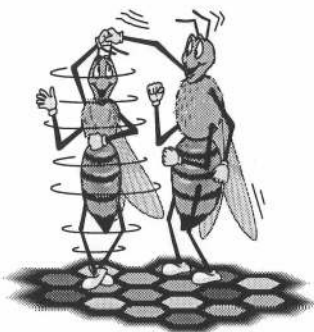
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Cooking and using Honey

With Sue Jenkins

Honey to enhance the flavours of vegetables

Vegetables are a good source of many essential nutrients - Vitamin C, Vitamin A, Floate, Dietary Fibre as well as being low in fat, sodium and food energy (kilojoules/calories). As well as providing these essential nutrients, vegetables assist in the prevention of some cancers.

Frequently we look for new and interesting ways of serving our vegetables - away from the uninteresting, boring, traditional three kiwi vege. These recipes, quick to prepare and cook, where any vegetable combination can be used, and are delicately flavoured, make a welcome and tasty change for serving vegetables. Both recipes use a light flavoured honey to delicately flavour the vegetables.

Green Vegetables in Honey Sauce

6 cups assorted green vegetables eg: sliced courgettes, leeks, celery, cabbage, broccoli, cauliflower, capsicum, green beans.

Honey sauce:

2 tablespoons honey, light flavoured eg: Vipers Bugloss, pastoral blend, clover.

2 tablespoons vinegar

1 tablespoon oil

1 teaspoon soy sauce

1 tablespoon finely chopped fresh ginger

Steam the vegetables for 5-8 minutes or until tender but still slightly crisp. Drain. Pour the hot dressing over the vegetables. (Serves 4).

To make sauce: Mix all ingredients together and gently heat in a saucepan until the honey is melted.

Steamed Broccoli and Carrot with Sunflower Seeds

1/4 cup sunflower seeds

1 tablespoon oil

2 carrots, diced

4 cups broccoli florets

1 tablespoon honey, delicate flavoured eg: Vipers Bugloss, pastoral blend, clover.

1 tablespoon lemon juice

1 tablespoon water

Heat a saucepan and add the sunflower seeds, stir gently and heat gently until the sunflower seeds are popping and golden brown. Remove from the pan. Add the oil and heat. Add the carrots and saute for two minutes. Add the broccoli, honey, lemon juice and water. Mix well and cover tightly, cook for two minutes, then remove the pan from the element. Let it sit another two minutes before removing the lid and stirring in the sunflower seeds. Serve hot. (Serve 4).



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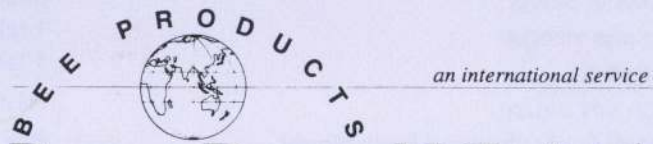
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BEESWAX- If you have beeswax to sell please note that we have satisfactory overseas outlets.

GENERAL MARKETING- If you have a marketing problem we have the marketing experience. Please do not hesitate to contact us by telephone, fax or letter.



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