

ISSN 09110-6325



The New Zealand BeeKeeper

APRIL 1996
VOL 3. No. 3

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.



NZ BEESWAX LTD...NZ BEESWAX LTD...NZ BEESWAX LTD

MANUFACTURERS of beeswax comb foundation, natural and coloured. BUYERS of all grades of beeswax. For current prices, Phone (03) 693-9189, Fax: (03) 693-9780, Write: R.D. 22, Geraldine 8751.

If undelivered please return to:

**National Beekeepers Association of New Zealand (Inc.)
211 Market Street Sth, Hastings, New Zealand.**

POSTAGE PAID
PERMIT No.
384
HASTINGS, NZ.

NATIONAL EXECUTIVE BEEKEEPERS' ASSOCIATION OF N.Z. (Inc.)

President:
Nick Wallingford,
55 Watling Street,
Tauranga.
Tel/Fax (07) 578-1422

Vice-President:
Richard Bensemann,
State Highway 77,
RD 6, Ashburton.
Tel/Fax (03) 308-8423

Executive:
Russell Berry,
Arataki Honey Ltd.,
Rotorua Division,
Waiotapu RD 3., Rotorua.
Tel. (07) 366-6111
Fax (07) 366- 6999

Terry Gavin, P.D.C., Titoki,
Private Bag,
Whangarei.
Tel/Fax (09) 433-1893

Warren Hantz,
Box 56, Doyleston,
Canterbury 8150.
Tel. (03) 324-3962
Fax (03) 324-3885

Keith Herron,
Greenvale Apiaries,
No 5 RD,
Gore.
Tel/Fax (03) 207-2738

Executive Secretary:
Harry Brown
National Beekeepers Assn of NZ,
P.O. Box 307, Hastings.
Tel. (06) 878-5385, Fax (06) 878-6007

Editor New Zealand Beekeeper:
Harry Brown
National Beekeepers Assn of NZ,
P.O. Box 307, Hastings.
Tel. (06) 878-5385, Fax (06) 878-6007

Hon. Librarian:
John Heineman
C/- NZ Post Shop, Milton, Otago.
Tel. (03) 417-7198 (bus)
(03) 417-7197 (home)

1996 Subscriptions: N.Z. \$38.00 (GST Incl). Overseas Airmail US \$38.00. Economy mail US \$31.00.



New Zealand Honey
Food & Ingredient Advisory Service
OF THE NATIONAL BEEKEEPERS ASSOCIATION OF N.Z. (INC.)

4A Scott St., P.O. Box 32,
Blenheim, New Zealand
Tel: 03-577 6103
Fax: 03-577 8429

BRANCHES

The first named person is the **President/Chairperson**.
The second is the **Secretary**.

FAR NORTH

Bob Banks
Taupo Bay, Northland
Tel. (09) 406-0692
Bruce Stevenson
Kemp Road, Kerikeri
Tel/Fax (09) 407-7190

NORTHLAND

John Gavin
PDC, Titoki, Private Bag, Whangarei
Tel/Fax (09) 433-1893
Mrs Edna Hoole
Sheddock Apiaries, R.D.1., Paparoa, Nth
Auckland
Tel/Fax (09) 431-7348

AUCKLAND

Brian Alexander
Woodhaugh Apiaries, R.D.3.,
Kaukapapa
Tel. (09) 420-5028
Shaun Cranfield, Bee Laboratories,
Clarks Beach Road, R.D. 4., Pukekohe
Tel. (09) 232-0153

WAIKATO

Bryan Clements
8 Short Street, Kihikihi
Tel. (07) 871-4709
Fax (07) 871-8885
Tony Lorimer
'Kahurangi-o-Papa', R.D. 3., Hamilton
Tel. (07) 856-9625
Fax (07) 856-9241

BAY OF PLENTY

Dale Gifford
P.O. Box 225, Te Puke
Tel. (07) 533-1419
Fax (07) 533-1118
Berndatte Cranshaw
876 Beach Road, Papamoa, Tauranga
Tel. (07) 542-1390
Fax (07) 575-9866

HAWKE'S BAY

Colin McLean,
36 Holyrood Street, Greenmeadows,
Napier.
Tel. (06) 836-7199
Ron Morison,
6 Totara Street, Taradale.
Tel (06) 844-9493

POVERTY BAY

Peter Burt,
27 Murphy Road, Wainui,
Gisborne.
Tel. (06) 868-4771
Barry Foster,
695 Aberdeen Road, Gisborne.
Tel. (06) 867-4591
Both on Fax (06) 867-4591

SOUTHERN NORTH ISLAND

Rob Johnson,
Wheelan Road, R.D. 1., Levin,
Tel/Fax (06) 368-1325
Frank Lindsay,
26 Cunliffe Street, Johnsonville,
Wellington 6004.
Tel/Fax (04) 478-3367

SOUTH ISLAND

NELSON
R.C.F. Lambie,
Anatoki Apiaries, Long Plain Road,
Takaka.
Tel (03) 525-8322
Ian Paterson,
Tapu Bay, R.D. 2., Motueka.
Tel. (03) 527-8070

MARLBOROUGH

Will Trollope,
Box 28, Tua Marina, Blenheim.
Tel (03) 570-5633
Jeff Hook,
Community Mail,
Box 2013, Blenheim.
Tel. (03) 578-2640

WEST COAST

John Glasson,
34 Shakespeare Road, Blackball,
Greymouth, Westland.
Tel/Fax (03) 768-4793
Sandy Richardson,
Napoleon St., Ahaura, Westland.
Tel. (03) 732-3724

CANTERBURY

Tony Tairaoa,
43 Princess St, Waikari, Canterbury.
Tel (03) 314-4569
Brian Lancaster,
Haldon Rd, R.D. 2, Darfield.
Tel/Fax (03) 318-0732

SOUTH CANTERBURY

Nigel Parish,
Goodwin Road, Hilton R.D. 25., Temuka.
Phone (03) 615-9261
Noel Trezise,
Woodbury Road, R.D. 21., Geraldine.
Tel. (03) 693-9771

OTAGO

Blair Dale,
P.O. Box 23,
Middlemarch, Otago.
Tel/Fax (03) 464-3796
Bill McKnight,
42 Parsonage Road, Lawrence, Otago.
Tel. (03) 485-9268

NORTH OTAGO

R.B. Rawson,
23 Aln Street, Oamaru.
Tel. (03) 434-5242
Algie Lawrence,
11 Main Street, Weston, Oamaru.
Tel/Fax (03) 434-5476

SOUTHLAND

Shaun Lawlor,
C/- 100 Kakapo Street, Gore.
Tel/Fax (03) 208-3422
Ross Ward,
P.O. Box 47, Gore.
Tel/Fax (03) 208-9787

**ADVERTISING RATES ON
REQUEST**

The New Zealand 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.

Notes from the President

Nick Wallingford

Vote "YES" so the National Beekeepers' Association can continue to represent you as a beekeeper!

For the NBA to be a viable industry organisation, you need to cast your vote in favour of a Commodity Levies order.

Who will pay the new levy?

We have tried to design a levy that is fair, simple and practical. We know that for beekeepers to truly support a compulsory levy such as this, they must have confidence that it will be applied fairly to all who should be paying.

We have identified who benefits most from the NBA's activities. While we believe that *all* beekeepers do benefit, we have agreed that the true hobbyist beekeeper should not be required to support the organisation.

If you have 10 hives or less, and keep them on 3 sites or fewer, you are not a 'potential levy payer' — you do not need to send in a voting paper.

If you have more than 10 hives or more than 3 apiary sites, you are a 'potential levy payer'. It doesn't matter what you do with your bees — honey production, queen rearing, bulk bee production, pollination services — you will be liable to pay the levy. We hope in designing this levy proposal we have worked through many of the inequities and loopholes that came with the old Hive Levy Act.

For those of you who have been paying a hive levy, I ask that you compare the two levies. With the change in structure from hives to apiaries, you may find that the levy you pay will actually decrease.

For new levy payers, I hope you will realise that your inclusion in the new levy is for overall equity. You are keeping bees for more than simply a hobby, and so should help to contribute to the industry's development.

If you're a hobbyist who won't be paying a levy, I'd ask you to consider joining the NBA to get access to the many advantages of NBA membership, including the chance to get the N.Z. BeeKeeper magazine!

What does the NBA do?

The NBA's activities can be thought of as three major areas: administration, marketing and disease control. Elsewhere in this magazine you'll find more details about each. I think you'll agree that the NBA works effectively to improve the conditions for *all* beekeepers.

Front cover...

Bryce Hooten working beehive and talking to branch members. Bryce is blind. Picture: Russell Berry

Administration - I hesitate to start listing all of the many and varied activities and projects the NBA is involved in, for fear of leaving out ones that *you* might consider important. From providing an office presence to dealing with the Ministry of Agriculture, from the magazine to representation on the Pesticides Board, the NBA really is a 'hive of activity'.

BeeKeeper Magazine - a magazine with a world-wide reputation.

Branch Structure - giving beekeepers the chance to meet, hold Field Days and generally keep up with local conditions and concerns.

Conference and Annual Meeting - a chance for beekeepers from around the country to get together to set national policies and directions for the industry.

National Executive - the opportunity to elect beekeepers to carry out the industry's directions, represent you on such things as national advisory committees, convey the feelings of beekeepers direct to elected officials and government departments. How can that affect you directly? Had it not been for the NBA's organised campaign to oppose the importation of Australian honey and the risks of importing European foulbrood disease, it would very likely have taken place!

Beekeepers Technical Library - One of the finest collections of bee books and magazines in the Southern Hemisphere, available to NBA members!

Honey Industry Trusts - The Executive appoints the Trustees of the Honey Industry Trusts to administer the funds remaining from the former Honey Marketing Authority, for the benefit of all beekeepers. The grants are used to support educational and research activities.

Marketing - In the last decade, producing industries that are forward thinking have realised that it isn't enough just to *produce* a product. We need to provide the opportunities and market awareness for our members to help them compete on the world markets. Elsewhere in this special issue you'll find much, much more about the work undertaken to increase market awareness, develop new products and increase the net return to the beekeepers' pockets.

Disease Control - The old days of 'government services' are well and truly gone in the beekeeping industry.

Over the last 10 years, the inspection service for American foulbrood was dismantled, leaving the industry to fund the programme from our own levy. Even more importantly, the Biosecurity Act is completely replacing the Apiaries Act, leaving us with no statutory protection or method of controlling AFB, unless we act to put a Pest Management Strategy into place. Again, you'll find more details of the NBA's work in this regard elsewhere in the magazine. Vote 'YES' to support the National Beekeepers' Association

I'm proud to be a member of the National Beekeepers' Association. It is a professional and effective voice for all beekeepers. It allows us to do the things collectively that we are not able to do as individuals.

In these days of changing government services, threats from bee pests and diseases from overseas and the need to ensure fair market access and a good price for honey, you NEED the NBA to work for you.

I hope you'll join with me in voting **YES** to help the NBA continue to do this valuable work!

STOP PRESS

With deep regret I wish to advise you all of the passing of Dudley Ward, Kintail Honey, Dannevirke on Thursday the 4th of April.

Our sincerest sympathies to his family.

(Details to follow in the next issue).

The New Zealand BeeKeeper THIS ISSUE

3	Notes from the President
4	For beginners and others
5	The BeeKeeper binder
7	Library News
10	Question Korner
15	Recipes
19	Marketing
26-28	Letters to the Editor
30	Coming Events
31	Important Dates for '96

For beginners and others

Especially for the hobbyist and part time beekeeper

I have been asked to write something about my feelings in connection with the next big change looming on the horizon: From Apiaries Act to Biosecurity Act; from Hive Levy Act to Commodity Levy Act and from 50 hives down to 10 as the criterion for hobbyist beekeepers and apiary numbers as the basis for a levy in place of hive numbers. This is another change in the long row of changes we have experienced over the past 10 to 15 years, "restructuring" is the key word.

Let me point out that I have been through all the stages, from the proud but very hesitant 15 year old owner of a straw skep housing a nasty black swarm (Holland), looking after an apiary at horticultural college, working for a commercial beekeeper (in NZ) and learning a good deal, to setting up our own outfit, first part time and growing so that we could make our living from it and now back to hobbyist status. So I guess I have the qualification to look at this issue from different angles.

One thing we beekeepers have in common: an interest in and love for those insects, that goes for all categories for if the interest and love is not present we would not be beekeepers, one could be a hive owner which is very different.

As a young hobbyist I joined very early in the piece the beekeepers association and later on when working for a commercial outfit became a member of the NBA (Gore branch) but did not have a single hive to my name, it was purely voluntary. Then later again hive levy had to be paid, something we did not begrudge. No matter which club, union, friendly society or association etc one belongs to, it always costs money. The show has to run and funds are needed.

Of course as a small beekeeper one can go it alone, why join an association of like minded, individuals? Where are the benefits? Just having that couple of hives at the back of the garden is enough. Is it really?

I for one am happy to be a NBA

member. Indeed a lot has been learned at field days, seminars and conferences and branch meetings, very often in an informal manner by just talking with others. It has produced some long lasting friendships, contacts and hospitality. Also practical help when it was needed. One belongs and that really means a great deal, far more than what is expressed in a basic sub.

TOGETHER WE CAN DO IT, on your own you fight a losing battle.

So what do think about these changes? The true hobbyist, the one with a few hives producing a bit of honey for own household or to give away to grandma, aunt or as a donation to the church fair is not directly affected at all. There is now provision that a hobby beekeeper does not need to keep all hives confined to the one apiary. The Executive has listened and done the right thing for the "wee fellow".

Now those who run up to 50 colonies are affected. They will have to pay a levy based on the number of apiaries they own where before they went scot-free. There may well be a few grumbles but don't expect any sympathy from me. They have had a free ride for far too long. This group of part timers are in it to make a few extra dollars. Good luck to them, but it is only fair they have to pay their share.

What do we get for our money? What makes it worthwhile to have an NBA at all?

Starting at the grass roots we have the branches where every member can have his or her say and participate in local events s.a. Field days, instruction meetings etc.

Local office bearers are democratically elected and policy on a national level is influenced by submitting remits to executive and supporting or otherwise the remits put forward by other branches. Through the branch delegate every NBA member really assists in making the annual conference a worthy event, much needed if we want to be part of an association looking after the interest of not only the majority but other factions too.

Then we have our executive members, all put there by us, an honest postal ballot. We need them to do the jobs we as individuals cannot do but they can on behalf of us for the minister or whoever realizes that they are the representatives of the beekeepers of this country. Let us be thankful to have people prepared to take on these responsibilities. But for a certain amount of satisfaction if a job is well done there is really no personal gain, it costs them. Oh yes our president receives a honorarium and great shakes it is. Of course there is plenty of criticism, sadly too often negative.

From time to time seminars are NBA organized, maybe at national or branch level. Disease education and inspection is organized which is also benefiting the small beekeeper. I think of the NBA input in the setting up of the courses at Telford Polytechnic for the Certificate in Beekeeping. Our journal, *The New Zealand BeeKeeper* which now comes to every NBA member and subscriber 11 times a year. A lot of work goes into that and it compares not so badly alongside other beekeeping magazines.

Then there is our library which is a fair sized collection by any standards and its material is available to NBA members in the first place but non-members, beekeepers, school pupils and others, are never refused a request.

Our association is not ideal and not perfect but few things are.

Its greatest shortcoming is, I think, that too many small beekeepers don't belong. If most or all of them joined up, the hobbyist vote would carry a lot of weight and the association would gain a lot of expertise and fresh ideas. It would truly become an organization representing the beekeepers of New Zealand, small, medium and large. We don't like people to be left out in the cold.

Now if you read this and are not a NBA member, give it some thought, it is good to belong. You will be made welcome I am sure. And..... don't you think that you perhaps have some moral obligation?

John Heineman

Demand for New Zealand honey

Beekeepers can expect a good trading year thanks to a worldwide shortage of honey and international publicity about New Zealand's unique and drugfree honeys, according to marketing consultant, Bill Floyd.

"From a supply perspective alone, the demand for New Zealand honeys is looking good but this demand has been accentuated by the international publicity for New Zealand's unique

manuka honeys, the drug free status of the New Zealand beekeeping industry and the high quality of our clover, caluna and honeydew honeys," says Floyd, a marketing consultant to the New Zealand honey industry.

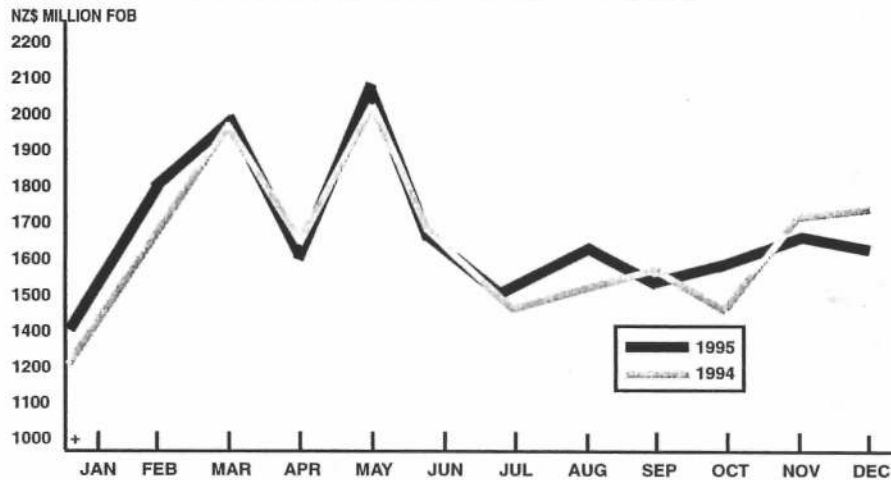
There has been a significant move away from exporting commodity honey in bulk drums to selling specific varietal honeys in added value

consumer packs. Floyd says prices for clover honey will increase to about \$2.50/kg FOB, \$3-\$6/kg FOB for thyme honey and \$5/kg FOB plus for manuka honey.

"The return on manuka honeys is dependent on the degree of sophisticated marketing being done by the exporter."

Export News

NEW ZEALAND'S EXPORTS BY MONTH



TOTAL TRADE BY MONTH

	IMPORTS \$NZm (CIF)			EXPORTS \$NZm (FOB)		
	1994	1995	% CHANGE	1994	1995	% CHANGE
JANUARY	1233.4	1420.8	15.19	1269.1	1417.6	11.70
FEBRUARY	1368.6	1583.5	15.71	1616.2	1800.9	11.42
MARCH	1593.4	1857.9	16.60	1947.3	1973.6	1.35
APRIL	1375.6	1529.0	11.15	1672.9	1643.4	-1.76
MAY	1699.1	2048.8	20.58	2014.3	2035.1	1.04
JUNE	1516.3	1628.2	7.38	1686.2	1715.8	1.76
JULY	1720.7	1789.7	4.01	1517.0	1540.2	1.53
AUGUST	1795.7	1951.0	8.65	1547.7	1645.6	6.33
SEPTEMBER	1800.2	1840.6	2.25	1590.4	1522.5	-4.27
OCTOBER	1917.7	1897.2	-1.07	1499.6	1608.0	7.23
NOVEMBER	2297.7	2003.9	-12.78	1712.5	1663.2	-2.88
DECEMBER	1662.2	1703.7	2.49	1746.2	1605.7	-8.05
TOTAL	19980.6	21254.6	6.38	19819.5	20171.5	1.78

Are you a Member?

One of the commonly asked questions to this office is am I a member of the NBA as I don't keep bees?

The answer is, if you pay a Hive Levy to the association, or you subscribe to *The New Zealand BeeKeeper Magazine* you are a member of the Association and you take advantage of the member benefits that are offered through your magazine.

Harry Brown

New Zealand BeeKeeper Binder

If we were to purchase a quantity of binders that you could put your 11 issues of the magazine in would you be interested?

We would have the spine printed *NZ BeeKeeper* etc and it would look very smart in your bookcase.

Cost? If we purchase 100, the cost would be about \$15.00 per binder. This would take the whole year's magazines in (you would not hole punch the magazine).

If we purchase 2000 the cost would be about \$8.00.

If you might be interested, (no obligation) please fax, ring, write, to me or tell your local secretary. All contact numbers and addresses on the inside front cover.



To all those contributors who supplied articles, my sincerest apologies I have not been able to fit them in to this issue. But I will use them.

Ed.

DON'T FORGET REMITS FOR CONFERENCE
Contact your local branch NOW!

Having trouble getting enough members to your branch meeting?
 Having a joint meeting with another branch may help.

All plants and animals have pests, predators and diseases that would eat and destroy them, given an opportunity. As a result, many living things have evolved systems to protect themselves against their enemies. Some animals merely flee, but others have developed chemical systems, especially odours that are repellent. Porcupines have painful quills they may inject; snakes, spiders and wasps have painful and sometimes toxic venoms they may inject into those who molest them. The list of protective mechanisms is long.

Plants cannot run from these enemies, so have evolved a wide range of chemical defence systems that include repellents, foul tastes and odours, emetics and poisons. From the beginning of recorded history humans have used several of the protective mechanisms that other plants and animals have developed. One of the best examples is the common antibiotic penicillin, which is

made by the *Penicillium* mould to protect itself against other microbes but which we have found will protect us, too.

There are several other examples to illustrate what evolution has brought about in the plant world that we have used. Morphine, a common painkiller, for example, is refined from the sap of opium poppies. Digitalis, extracted from a plant called foxglove, has been a common heart stimulant for decades. Belladonna, taken from a plant called deadly nightshade, has also been widely used in the treatment of asthma, colic, and hyperacidity. Caffeine, a popular human stimulant, is made by coffee plants, among others. I mention these four examples because they all have flowers that are attractive to honey-bees, and this has been well-documented in pharmacological test gardens where these plants are grown. However, I emphasize that these plants did not manufacture these substances so that

they could be used by you and me, but rather because they helped to protect these plants against their enemies, especially insects, but others as well.

But we are not the only animals that have used the products from plants in our fight to protect ourselves. Bees gather the gums and resins secreted from wounds on plants and use it to protect the beehive and its contents. We call this stuff propolis. These gums and resins came into being to protect plant wounds but they also give this same protection to the inside of a beehive. More important, we know that the protection these gums and resins give is not only physical but also chemical. Propolis dries, giving a hard, waterproof finish to the inside of a beehive. Propolis is used to fill cracks and crevices where microbes may hide and grow. Propolis provides no food for microbes but often contains chemicals that are toxic to them.

Acknowledgement Bee Culture

FOR SALE

**UP TO
500
BEEHIVES
AVAILABLE
ON SITE OR
FOR REMOVAL
SOUTH
CANTERBURY
AREA
PHONE
(03) 615-6030**

WANTED TO BUY

**RAW
PROPOLIS**

payment at the rate of
\$120.00 + G.S.T. kg
**for pure extract
content**

Contact:

**Les Gera A.S.A.P.
BEES-R-US Ltd**

P.O. Box 12194, Hamilton.

Phone (07) 855-1667

Fax (07) 855-9845

Propolis products

Propolis has been used in toothpastes, soaps, creams and a variety of products where protection against microbes is a problem. And, there is an abundance of testimony pointing to the effectiveness of these propolis products. In addition to the fact that honey-bees use these plant products, we are aware from the ancient literature that two plant resins from East Africa, frankincense and myrrh, have been used for centuries in human medicine and probably in animal medicine as well. They give the same protection to a human wound that they give to a tree wound.

At the same time, these resins, like most propolis, have pleasant odours and cover up the offensive odour of rotting flesh.

Beeswax is a white, colourless, odourless substance when secreted by honey-bees, but burning beeswax candles produces a pleasant aroma because of their contamination by pollen and propolis, mostly propolis.

Propolis

Ghisalberti (1979) and Marcucci (1995) have published excellent reviews of the many papers that have been written about propolis. Their reviews include long lists of experiments that show that propolis kills many bacteria and halts the growth of others. There is also a review of the many chemical compounds that have been isolated from propolis. Plant pigments are the most common compounds, but there is a great variety of others. These two papers also review the therapeutic use of propolis in human and animal medicine.

Do honey-bees add to or modify propolis?

One of the alleged values of propolis is that it is somehow modified or treated by honey-bees to improve its anti-microbial value. Ghisalberti (1979) writes, "Whether propolis is in any way altered by the bees remains a debatable point." Marcucci (1995) states that one of the values of propolis lies in its "secreted substances from bee metabolism." However, both authors fail to cite any papers that give positive proof that honey-bees add anything to propolis. In reading the world's literature on honey-bees, I can find many allegations suggesting that honey-bees add substances to propolis, but

I cannot find a single paper that proves that they do so.

So what's the problem?

The problem with collecting and using propolis as a human or animal antibiotic is the same problem we have with the collection and use of all natural products, and that is variability. Propolis collected from apiaries a mile apart is often different simply because the plants that are the sources of the propolis in the two areas are different. Obviously, apiaries in different states, or different countries, will show greater variation.

An even greater problem is that honey-bees often collect man-made products of the right consistency and use them in place of propolis. I have abandoned one of my apiary sites in Florida because the bees collect so much road tar in place of propolis as to make the hive interiors black and sticky. Honey-bees have been known to collect drying paint, caulking compound and other adhesives in place of propolis.

Honey-bee thinking

The fact that honey-bees will collect other materials in place of propolis gives us some clues about honey-bee thinking and behaviour. Honey-bees have brains, and they use them to make decisions. One of the best examples of honey-bee thinking that I know is that they can measure several qualities about a new nest site and determine if the site would make a good nest or not. However, honey-bees do not think fast. It takes an individual bee almost an hour of walking around a new home to decide if it is suitable or not. But, there is less thinking about things like propolis. For example, honey-bees cannot distinguish between a good source of propolis and caulking compound.

Conclusions

Honey-bees are successful animals and they are more adaptable than most. Very few animals on earth can survive an Alaskan winter and still live successfully on the equator. Honey-bees can tolerate variability, including that found in propolis. But we are more demanding. Propolis is a forgotten hive product. I think it should not be. What we need to do is to take propolis into the laboratory and take it apart chemically. We need to determine which components have antibacterial qualities. The next step is to take the best of these, build them synthetically

and eliminate the variability. We learn from honey-bees, but we live in a much more refined world. Good chemistry and its application is why many of us live so long. Natural products are very good for honey-bees but many of them are not good enough for us.

References:

Ghisalberti, E.L. *Propolis: a review Bee World* 60: 59-84. 1979.

Marcucci, M.C. *Propolis: chemical composition, biological properties and therapeutic activity. Apidologie* 26: 83-99. 1995.

Library News

Mr Chris Dawson, Rangiora presented the library with a copy of his book:

"Queen Rearing, using flexible Brood Nest method". 52pp, 1996.

This is a collection of lecture notes given at several seminars in 1984/85. There are many folios and diagrams alongside the text. It was a great idea to have all this together in book form so that we and those who come after us can benefit from Mr Dawson's experiences and wide knowledge of queen breeding and beekeeping in general.

A parcel arrived from Mr Stan McAuslan, Alexandra, with a number of books on beekeeping. The titles are already listed in the catalogue, it supplies us with extra copies which are always welcome. He also gave us two magnificent wall charts:

1. Life cycle of the Honey-Bee and

2. Bees (Hymenoptera): solitary bees, social bees, advanced social bees

These charts are great for educational purposes and will go well together with our 12 study prints and the education kit for schools.

Thanks a lot Chris and Stan on behalf of present and future beekeepers.

Kerikeri studies toxic spray alternatives

by Steve Sole

Growing concerns about the side-effects of toxic sprays had the Kerikeri Memorial Hall packed with over 300 horticulturists, farmers and other locals last month.

From that meeting, about 12 people formed a group to develop strategies that will ultimately make Kerikeri a toxic-free zone.

Toxic environment

In a sometimes toxic environment, representatives of the agri-chemical industry, growers, associated federation, health authorities, and anti-spray lobbyists spoke on their view of 'organic' versus 'chemical' alternatives.

After these speakers, an open forum gave others the chance to have their say.

Health Act

Dr Jonathan Jarman, Medical Health Officer for the Community Health Services, said there was only one piece of legislation they could act under. This comes from the 1956 Health Act. He pointed out, with liberal doses of diplomacy, the effects toxic sprays have on people, ranging from skin rashes to cancer.

Activist speaks

Environmental activist and Soil and Health Association president, Chris Wheeler, gave an emotional speech, minus the diplomacy. He claims chemical companies, some scientists and medical professionals are 'lying' when they deny links between sprays and cancer.

Agri-chemist

Meanwhile, Pat Clark, an agri-chemical consultant, said, "Some chemicals used are three or four times

less harmful than table salt."

This was met with a howl of disbelief.

Spray Drift

Spray drift concerned many at the meeting. People living opposite sprayed property said many sprayers did not let them know when they were going to spray. Worst offences seemed to be spray from helicopters. This technique could spread residue for kilometres, from the spray site.

There is concern that policing spray drift is at best, ineffective, and at worst, non-existent.

Organics

One of the organisers of the meeting, Martin Robinson, who has gone from using chemical sprays to organics, said the objective of the meeting was to raise an awareness of the alternatives open for horticulturists, farmers and others.

He thought the meeting was well balanced, well attended, but was particularly pleased to have a group formed to continue exploring alternatives.

Group's aims

One of the new group's first aims is to make submissions on the Far North District Council's Air Quality Management Plan.

Local grower

Local fruit grower, Peter Jurisich, summed up what most people felt by saying, "We don't like sprays and we don't want to use them, but we have to make a living."

Outcomes

A successful outcome of this dilemma, for an industry that pumps \$30 million annually into Kerikeri, is what the new group hopes to achieve.

Pest Management Strategy Report (PMS)

The National Pest Management Strategy for the Elimination of American Foulbrood is in the Minister's hands and he advises that he has handed the document to his officials for their analysis. When this is completed we expect the Minister to notify the strategy as required by the Biosecurity Act. At this stage beekeepers can make submissions. As there seems to be some apprehension about the strategy, I wish to advise that the Disease Control Committee was commissioned by NBA Executive to develop Pest Management Strategy using the Biosecurity Act with the view to eliminating American Foulbrood. Most of the compulsory requirements are from the Apiaries Act with the rest being the wishes of the industry as expressed at Conference. The Committee has fulfilled its responsibilities with honesty and integrity and have given many hours of their time freely and at considerable financial cost to themselves.

Paper Wasps are they beneficial?

I had a call from a Hawke's Bay person who had Asian Paper Wasps in their garden, and they had noticed a reduction in the aphid numbers, were they connected?

A call to Jocelyn Tilley, Landcare Research Nelson, confirmed that the Paper Wasp will eat aphids, they are very partial to live insects, trouble is they don't distinguish between what we want in our gardens and what we don't want.

(Thank you Jocelyn)

An employer's Association representative was in town this week giving advice on how to avoid OOS, or "occupational overuse syndrome".

He said that while taking regular breaks was recognised as a way of combating the onset of OOS, specialists now considered that "micropauses" taken every few minutes were more effective.

At one workplace he visited, he said, a woman told him that she had heard the best way to avoid OOS was to "have a menopause every 10 minutes"!

INTERNATIONAL BEE RESEARCH ASSOCIATION

PRESS RELEASE

PRESS RELEASE

The Chairman and Council of the International Bee Research Association (IBRA) are pleased to announce that Richard Jones has been appointed, and has taken up his duties as the Association's Director.

Report on market conditions

Prepared by Keith Herron on 31 March, 1996 at the request of the Executive, National Beekeepers' Association March meeting.

International Honey Exporters Organisation (IHEO)

The monthly reports from contributing countries indicate enough supplies for their own domestic requirements. Many member countries advise they have little or no honey for export and are waiting for the next production season.

The honey prices reported indicate increasing prices over the past 12 months with the present prices being the highest prices to date. Several countries have reported an increased selling price of US\$500 per tonne over the past 12-14 months.

New Zealand honey exporters and beekeepers are also benefiting from increased export prices, especially in the last two months.

Statistics New Zealand

Statistics New Zealand record the export of honey from New Zealand. During 1995:

1657 tonnes bulk honey exported

492 tonnes honey in retail packs exported

169 tonnes comb honey exported

202 tonnes honey dew exported

Over 2500 tonnes of honey was sent to

international markets

National Honey Market News, United States Department of Agriculture

National Honey Market News reports the trading price of honey within the United States, in volumes of 10,000 lbs (approx. 4.5 tonne) or greater.

Jan 1994

Top 52-56¢ per lb low 45-47¢ per lb

Jan 1995

prices changed a few ¢ per lb

Top 54-57¢ per lb low 46-50¢ per lb

Feb 1996

(the latest figures available to me)

Top 77-80¢ per lb low 65-68¢ per lb

This represents a significant increase in the past 12 months.

Note that the 1994/95/96 honey market news prices are quoted in US\$ and ¢ per pound.

America is important when setting prices on the international honey market. They have been setting the price trends over the past months, forcing the European buyers to equal the new US buying price. It must be noted that in the USA the effects of the Africanised bee and the varroa mite are adding to the cost of honey production.

New Zealand Honey Packers Association Information received from the New Zealand Honey Packers Assn. suggests

the New Zealand honey production in the last season looks to be just above average, but lower than the 1995 production.

The present prices being received for export honey are the best we have seen for some time. The domestic market price is increasing now in line with export returns.

There is little evidence of stock piles of honey anywhere in the world. Two years ago there was a lot of honey surplus to world market requirements.

Things to watch which may affect New Zealand honey prices

- 1 The quantity of honey produced in the Northern Hemisphere in June/July 1996.
- 2 The New Zealand exchange rate.
- 3 Any country that may have a large stockpile of honey that we do not know about.

I think supply (being production) and demand (being consumption) will be the big influences in the international honey marketplace in the next two years, as price support in some countries and stockpiles in other countries appear to be removed from the equation at present. If this proves to be so, your honey should achieve its true value.

Keith Herron

MOUNTAIN BEECH APIARIES

The Home Of

“PEDIGREE” QUEEN BEES

QUEENS AVAILABLE FROM
OCTOBER TO APRIL

\$12.50 each

Including G.S.T. and Postage



VALUE FOR MONEY

Careful selection over a number of years has produced strains that are quiet to handle, but still outproduce most other strains available. Reports from throughout New Zealand and overseas confirm this. So if you haven't tried "Pedigree" Queens yet, talk to those who have. We are confident you will be persuaded to change.

Please order early to ensure a delivery date to suit you.

Gary Jeffery, P.O. Box 55, Westport

Phone (03)-789-6929 — probably best in the evenings or fax (03)-789-8869

Question Korner

How can I find out more about what goes on inside the NBA?

There are a number of ways to achieve this.

One, call your local executive member, or Branch Secretary, they are very good value and will help you.

Read a copy of the executive minutes, these are available from your local secretary or through the library. Usually about three weeks after a meeting. (The first draft goes to the Executive within one week of the meeting, and they send any changes back to me within one week, I then send the unconfirmed copy out within two days).

Or if you are in the area where the Executive meeting is being held, ask for an invitation to attend. Meeting dates and venues are in the back of *The BeeKeeper* magazine.

Your Executive and Branch contacts are on the inside of the front cover, or call me.

Kind regards, Harry Brown

BEE ACCESSORIES

THE BEST IN
Protective wear for
Beekeepers

Pollination full suit	\$99.00 +GST
Protector Top	\$70.00 +GST
Knit Singlet Top	\$48.00 +GST

SIZES

S	34"—36"
M	36"—38"
L	38"—40"
XL	40"—42"
XXL	42"—44"

Larger sizes made to order

2 PIECE POLLINATION SUITS AVAILABLE AGAIN

Worn throughout Australia, New Zealand and USA
Please contact

**Bee
Accessories**

133 Walmsley Rd, Mangere, Auckland
Phone (09) 275-6457

AND SELECTED BEEKEEPING STOCKISTS

Beekeepers Library

As this issue of *The New Zealand BeeKeeper* will reach so many beekeepers and other interested persons, it will be the right time to once again draw attention to this very valuable asset of the National Beekeepers Association.

The collection was started over 30 years ago with books and some funds donated by NBA members. It has since continuously expanded through further gifts and purchases and interchange with overseas publications. Besides some 350 books on beekeeping and related subjects there are numerous research papers and articles, volumes and volumes of beekeeping periodicals (New Zealand and overseas), slide collections, some 20 video tapes, study prints, educational kit for schools and bee diseases etc.

All this material is available to NBA members as well as non-members on certain conditions. NBA members have of course preference. There is a very modest loan fee: 50 ct. for books, 10 ct. for smaller items s.a. papers and articles, magazines etc., for video tapes, slides and some other items it varies from \$1 to \$5. The borrower also pays for the postage and is of course responsible to return material in good order and within a reasonable period.

A catalogue is available at cost price, \$3.75 at present. This can be kept up-to-date as new additions are announced under Library News in this magazine.

If you want to make use of the library may it be for education, info, plain good reading or viewing drop a line with your request to:

National Beekeepers Association — technical library, C/- Post Shop, MILTON and the librarian will do his best to oblige. IT IS ANOTHER NBA FUNCTION.

☆ CONFERENCE ☆

**Early warning... BOOK NOW!!!
NBA 1996 Conference, Wanganui.**

Hotel and Motel accommodation

Venue:

Avenue Motor Inn, 379 Victoria Ave,
Wanganui

Phone: (06) 345-0907, Fax: (06) 345-3250
P.O. Box 7000, Wanganui.

Start— Monday 15 July

Day one:-

Speciality Groups
Evening free.

Day Two:-

Tuesday — Seminar Day

See the cooking competition using honey
Evening — Presentations and sponsor's evening

Day Three:-

Wednesday — AGM and Conference
Evening — Social

Day Four:

Thursday — Conference and AGM
Evening — Conference dinner

Questions?

Call Frank or Mary-Ann on (04) 478-3367
(Fax same number)

New Zealand Beekeepers Technical Library

How it started and Foundation Life Members

By Chris Dawson

The year 1884 was of significant interest to beekeepers of New Zealand. It is recorded in Isaac Hopkins' book "Forty-two Years of Beekeeping in New Zealand", published by the author in 1916, that "A numerously attended meeting of beekeepers was held in Auckland on the 21st ulto (March 1884). The meeting was called for the purpose of forming a Beekeepers Association".

On August 7, at the "general meeting called to consider the rules drawn up" the rules were adopted and this was followed by the election of officers for the first year. Part of the business concerned the formation of a library. "It was suggested that a reference library of all the standard works on bee culture be formed and all the journals, American and English, be obtained, which was subsequently acted upon and a library was formed."

For such a small organisation, this was an ambitious aim but, had they attained it, there would have been available to the growing number of beekeepers, a valuable source of educational and reference material.

However, it seems that the scheme might not have been successfully launched. All enquiries up to now have failed to find any library books amongst the archives of the National Beekeepers' Association. Isaac Hopkins records that the association went into recess a few years later and through his efforts it was revived in 1888.

Its first big task was to recognise and attempt to control the scourge of American Brood Disease. There are messages here for our modern administrators.

Formation of New Zealand Beekeepers Technical Library

Had the library functioned in even a small way until the 1960's, what a wonderful collection of books would have been available for the start of the New Zealand Beekeepers Technical Library in 1962.

In that year, the South Canterbury Branch of the New Zealand Beekeepers Association established a committee consisting of Harry Cloake, Lon Lyttle and Chris Dawson to investigate the setting up of a Beekeepers library. Chris Dawson was appointed Honorary Librarian.

The New Zealand Beekeeper journal of May 1963 records that, at a meeting of the Executive of the New Zealand Beekeepers' Association held on March 19-21, 1963:

"NBA Library".

"Arising from a suggestion from the South Canterbury Branch, it was decided to establish a National Beekeepers' Library to be the property of the association and to be available for the use of members. Some books have already been offered for such a library and it is felt that in time a valuable collection could be built up. It was unanimously agreed that the offer of Mr Chris Dawson of Timaru, to act as Honorary Librarian should be gratefully accepted."

In the August, 1963, issue of the *New Zealand Beekeeper*, it is recorded that at the Annual Conference, "Mr H. Cloake reported on behalf of the Library Committee. A very good response had been received from beekeepers and the library was away to a good start. Mr Dawson outlined the procedure to be followed in operating the library and, as an indication of interest being shown, he read a list of 35 beekeepers who had already joined as Foundation Life Members."

In August 1963, the establishment of the Beekeepers' Technical Library was announced and a set of rules was published in the *New Zealand Beekeepers Journal*. Financing of the project would not have been possible without the subscriptions of Foundation Life members. These members paid a sum of five guineas (\$11) which entitled them to have their names engrossed on a book plate mounted inside the front cover of the books they gave. This beautiful bookplate was specially designed by an English artist who was known for her skill in depicting bee subjects. The life members were also entitled to borrow books from the library free of charge during their lifetime.

By the end of 1964 nearly one hundred books and 200 booklets and pamphlets had been donated or had been purchased. The success of the library was assured and good use was made of it from then on.

It is fitting that we should record our appreciation of those Foundation Life Members who are listed here. Their

names and addresses are recorded in the order in which they were received and by the details they gave to be engrossed on the bookplates.

Foundation Life Members:

1. Harry Cloake, Fairview, Timaru.
2. Kevin Ecroyd, Papanui, Christchurch.
3. Jack Watson, Geraldine (In memory of Walter Watson).
4. James Forster, Rosewill, Timaru.
5. Eric Hight, Tinwald, Ashburton.
6. Arthur Lennie, Invercargill.
7. T.S. Wheeler, Otorohanga.
8. Arthur Ecroyd, Papanui, Christchurch.
9. Jim Barber, Piopio, King Country.
10. Ralph Glasson, Blackball, West Coast.
11. Tom Pearson, Darfield, Canterbury.
12. Eldon O. Ball, Hook, Waimate.
13. Jim Fraser, Ryal Bush, Invercargill.
14. Ronald Henry Newton, Ashburton.
15. Norman Glass, Gore.
16. W.M. Herron, Balfour, Gore.
17. Stewart Spence, Wendonside, Gore.
18. Tom Holland, Greymouth.
19. Clarry Hill, Rangiora.
20. Ian K. Spence, Wendonside, Gore.
21. David F. Penrose, Southbridge, Gore.
22. Doug G. Hamilton, Waimate (In appreciation of Ivor Forster).
23. Dudley L. Ward, Danevirke.
24. Terry Gavin, Whangarei.
25. John de Wit, Woodlands, Southland.
26. George Gumbrell, Orari, Geraldine.
27. Arnold H. Simpson, Geraldine.
28. Jack Rawson, Whangarei.
29. Allan Ward, Gore.
30. Jasper K. Bray, Leeston.
31. George Winslade, Oamaru.
32. Percy Berry, Havelock North.
33. W.J.C. Ashcroft, Havelock North.
34. Wm H. Adamson, Wedderburn, Central Otago.
35. Geo. F.R. Gordon, Hastings.
36. Bob W. Blair, Auckland.
37. Dudley Lorimer, Hillcrest.
38. Fred Hore, Oamaru.
39. Jack Glynn, Balfour.
40. John McFadzien, Havelock North.
41. Sandy McConnell, Claremont, Timaru.
42. Philip C. Muir, Auckland.
43. S.A. Bryant, Riversdale, Southland.

After having a share in establishing the Library in 1964 and acting as Librarian (honorary) for fifteen years, Chris Dawson handed over to John Heineman, who has capably managed it for seventeen years, during which time the shelves have expanded to hold nearly 500 books and over 1000 booklets and pamphlets, video tapes, education kits, photo albums, bound copies of magazines, sets of slides and a wealth of material useful for study and reference.

N.B.A. Member Benefits

Avis Rental Cars will give all N.B.A. Members 30% discount off your Rental Vehicle WORLD WIDE.

Contact the Executive Secretary for the necessary details.

Whitcoulls Office Products have agreed to give us a whopping 30% discount on all stationery.

Free Phone: 0800-806-429
FAST FREE DELIVERY

Clear Communications offer Member Benefits

As an Association member you can take advantage of CLEAR's Partnership Association Plan to automatically qualify for the following outstanding savings:

20% off National toll, fax and CLEAR Card calls

20% off Australian toll, fax and CLEAR Card calls

12% off International toll, fax and CLEAR Card calls

14% off Toll Free 0800 and 0508 calls

1% additional discount for Prompt Payment or 2% for direct Debit

CLEAR Toll Free on 0800-555-500, 24 hours a day, 7 days a week.

NBA MEMBER BENEFIT FOR APRIL

Motorola Cell Phone *\$99 plus GST
(Model S.P.C. 550)

- **FREE CONNECTION**
- **FREE CELL SECRETARY**
(Takes your calls while you are busy!)
- **Itemised Billing — Through Cellnet**

CALL:



Business Centre

NOW!

Your PANASONIC Specialist

Corner Manners and Taranaki Streets.

Telephone: (04) 385-6949 • Facsimile: (04) 385-6900 • P.O. Box 2179, Wellington.

MONTHLY MEMBER BENEFITS

To come from



Business Centre

Your PANASONIC Specialist

Why Palletise?

by Peter Berry

Did you see the crack about a beekeeper needing a strong back and a weak brain in the December *BeeKeeper*?

Well what qualities does a beekeeper need. A good beekeeper needs to be careful and courteous on the roads, on farms and with farmers. They need to be careful and deft with their bees. A really good beekeeper also needs to think all the time on how to get the best average result from the least effort. They also need to be hard working, calm tempered (but not with computers) and have a reasonable back.

All excellent reasons for putting your hives onto pallets. Pallets are faster to load and unload, they are much easier and safer to transport (they

the entrances facing different ways. It's a bit more awkward shifting the hives into place but it reduces stock damage by about a half. I can hear the protests forming, one of the entrances will always be on the shady side. My thoughts exactly when Dad suggested it years ago. Particularly in the spring you will often find a number of bees with loads of pollen caught out in the damp grass in front of the southern facing hive. But Brother Adam says entrance orientation makes no difference and I've worked thousands of hives for many years and when we changed I looked hard to see if it had an effect and it doesn't, not a jot.

Of course there are downsides to



Moving the pallets

start of honey flow is a reasonably achievable goal. Having them on pallets helps achieve this, particularly as you have to do the evening up whether you like it or not. I have worked all single hives for many years, a combination for many more years and almost totally square pallets in more recent times. They take a fair bit of getting used to and adapting your work habits, but squares are better, **profitably better**.

As an aside, should you be interested in two queen hives, you could easily stack a square pallet 8 or 10 high without it falling over. Maybe you could have three queen hives and take the honey off with a hydraladder.



Loading the pallets

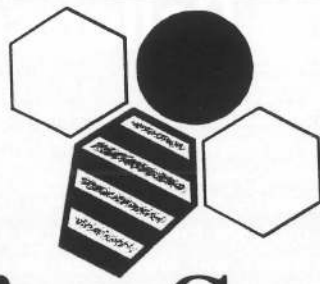
don't shift) and a machine lifts them, not your back. They don't look like as many hives in a yard, they don't need fencing (except in extreme circumstances) and stock damage is reduced to 10% or less that of single hives. Mouse damage is reduced by over three quarters, they winter better, produce more honey per hive, swarm less, have less drift and are closer to the truck because of their more compact spacing.

I am of course talking about commercial beekeeping. Pallets of hives are not really suited to small scale operations because of the cost of equipment needed to shift them. One thing you can do with single hives to reduce stock damage, is to place them in groups of four, with all

palletisation, particularly by the method we use. The biggest, in my opinion, is the cost — a pallet tanalised to ground retention is not cheap. However, if your floors and lids are a bunch of old rubbish and you need new gear anyway, they may well be cheaper than four single floors. You also need a paragon plant big enough to dip the pallet in, both when it is new to keep the bees off the tanalising, and for foul brood treatment. The other obvious downside is that all hives need to be the same height. I am sure this puts many people off our type of pallet. However, while it might seem a major demerit, we have turned it into a major plus. On a large scale, 24 out of 25 hives in good nick by the



Facing different directions



BeeLine Supplies

Suppliers to the Beekeeping Industry

5 Donald Street, Kaikoria Valley, Dunedin.

Telephone Warehouse (03) 488-0151.

Warehouse Winter Hours:

Monday, Wednesday & Friday 10.00am to 4.00pm.

After Hours Telephone Brian (03) 487-9898.

We Can Supply all of your Beekeeping Equipment.

Wired and Assembled or Kitset Frames.

A Full range of honey house equipment.

All your woodware requirements.

Gloves, suits, overalls, veils etc.

We also buy and sell beeswax.

(Coloured wax for sale).

A full wax conversion service is available.

All your foundation requirements.

South Island Agents for Ceracell Apiarists Supplies.

South Island Agents for Mahurangi Hiveware.

(New Zealand's best frames)

Contact:

Beelines Supplies for a competitive quote

Winter Hours for warehouse

Monday, Wednesday & Friday 10.00am to 4.00pm

or Phone after hours

Brian (03) 487-9898

Orange Chicken

- 6 chicken breast halves, (4 to 6oz each) skinned if desired
- ¼ cup (½ stick) butter or margarine, melted
- 1 can (6oz) frozen orange juice concentrate, thawed
- ¼ cup honey
(Suggestion: Try Kamahi Honey)
- ¾ cup fine bread crumbs
- ½ cup all-purpose flour
- 1 tsp paprika
- ¼ tsp thyme
- ½ tsp salt

Brush chicken breasts with butter. Combine undiluted orange juice and honey in shallow dish. Mix bread crumbs, flour, paprika, thyme and salt. Roll chicken in honey mixture, then in bread crumb mix. Place chicken in a large greased baking pan and drizzle with any remaining butter or honey mixture. Bake at 375°F for 45 to 50 minutes or until tender and no longer pink. Makes 6 servings.

Carrot Cake

A great cake to serve for birthdays. Oat flour is a nice addition: try 1½ cups whole wheat pastry flour and ½ cup oat flour.

- 2 large eggs
- ½ cup oil
- 1 cup honey
(Suggestion: Try either a strong honey, Rewarewa or a light smooth Honey such as Blue Borage)
- ½ cup low-fat yogurt
- 2 cups whole wheat pastry flour
- ¼ tsp salt
- 1½ tsp cinnamon
- 1 tsp baking soda
- 1 tsp ground ginger
- 2 cups grated carrot
Grated rind of 1 orange, using large-holed side of the grater

Preheat oven 350°F. Beat eggs in a large bowl. Add the oil, honey, and yoghurt and mix well. Add flour and mix well. Next, mix in the salt, soda, cinnamon, and ginger. Finally, stir in the grated carrots and orange rind. Butter and flour a 9-inch mould and pour in the batter. Bake for 30 minutes. When the cake is done, reverse mould onto a platter and gently tap the bottom until cake loosens. To make a sheet cake, double the recipe and use a 9 x 13-inch baking pan. Watch cooking time carefully. Cool and frost with *Lemon Icing*.

Lemon Icing

- 1 cube butter, softened
- ¼ cup honey
(Suggestion: Try pure Clover or Nodding Thistle Honey)
- 1 tsp vanilla
- ¾ cup skim milk powder, sifted
- ¼ cup lemon juice and grated rind of 1 lemon

For a more lemony flavour, add a few drops of lemon extract. Cream the butter, honey and vanilla together in a bowl until blended. Sift in the skim milk powder a bit at a time, stirring well after each addition. Alternate with the lemon juice until both ingredients are added. Stir in lemon rind and beat the icing until it is very smooth and creamy. If necessary, add more juice or milk to thin. Makes 1½ to 2 cups icing. Double the recipe for a two-layer cake.

Southern-style Chicken

- 1 (2½ to 3lbs) chicken, cut-up salt and pepper to taste
- 1 cup thinly sliced onions
- ¾ cup tomato sauce
- ¼ cup honey
(Suggestion: Try Honeydew or Rewarewa Honey, two completely different flavours)
- ¼ cup vinegar
- 2 Tbsp Worcestershire sauce
- 1 tsp paprika
- ¼ tsp bottled hot pepper sauce

Place chicken, skin side down, in a large baking dish. Sprinkle with salt and pepper. Combine remaining ingredients; mix well. Pour mixture over chicken. Bake, uncovered, at 375°F for 30 minutes. Turn pieces and bake 20 minutes longer or until chicken is glazed and no longer pink. Makes 4 servings.

Cappuccino Ice Cream

- 1 pkt plain gelatine
- ¼ cup cold water
- 2 cups whipping cream
- 2 cups half and half
- ½ cup of honey
(Suggestion: Try experimenting with Tawari, Clover, Rata or Vipers Bugloss Honey)
- ½ cup cold espresso coffee or strong coffee

The gelatine makes the texture smoother, but it can be omitted without changing the flavour, and the texture will still be creamy. Mix the gelatine in the cold water until dissolved and whirl with the rest of the ingredients in a blender. Pour mixture into the cream can of the ice-cream maker and process as directed. Freeze for two or more hours. Makes 2 litres. Have you a favourite recipe you would like to share? Send it through to the editor, handwritten recipes are okay.

For Sale

Metal containers with wing openers suitable for polish etc ...

Outside dimensions
32mm high x 110mm diameter.

Contains 170ml

Up to 100 units \$1.10 each

100-1000 units \$1.00 each

Over 1000 units \$.90c each

Please contact:

Jan van Hoof

Phone: (03) 693-9760

Thanks to Bill Floyd for the "Suggested" types of honey.



Ceracell Apiarists Supplies

HONEY COMB FOUNDATION MANUFACTURERS
SUPPLIERS OF QUALITY BEEKEEPING EQUIPMENT

24 ANDROMEDA CRESCENT, GREENMOUNT, AUCKLAND. P.O. BOX 58-114, EAST TAMAKI, AUCKLAND, NEW ZEALAND.
TELEPHONE (09) 274-7236, FAX (09) 274-0368.

TRADING TERMS

In general please send cash with order and include sufficient to cover freight/postage and GST. If you prefer we will bill you on order and despatch on receipt of payment. Add \$2.00 pack up charge on small orders (under \$15.00 incl. GST). All prices are subject to change without prior notice. All goods remain in the property of CERACELL APIARIST SUPPLIES UNTIL PAID IN FULL. Interest is charged on all overdue accounts at current overdraft rates. If selling or exchanging beeswax for foundation conversion or goods, we will require a TAX INVOICE from a GST registered person at the time the transaction takes place. Postal despatches are not insured and are at customer's risk. Other despatches are covered by "Limited Carrier Risk". For larger quantities of any item apply for price.

PRICE LIST APRIL 1996

BEESWAX COMB FOUNDATION	EX STOCK	CONVERSION	100+	each	8.75
MEDIUM BROOD FULL DEPTH	.69c per sheet		DRUMS — 220L	Food grade used	P.O.A.
17.5 shts/kg approx	11.80 per kg	2.85		Export grade	P.O.A.
422 x 200 mm	10.85 kg ctn lot	2.28	EXCLUDER	Plastic 1mm available on request	P.O.A.
	162.75 ctn 15kg			Metal 2mm wires welded	1-9 12.50
				with wooden frame	10-49 10.50
MEDIUM BROOD ¾ DEPTH	.58c per sheet			.....	50+ 9.65
23 Shts/kg approx	11.80 per kg	2.85	EMBEDDING	Bare wires available	P.O.A.
422 x 150mm	10.85 kg ctn lot	2.28		Heavy duty Threaded Excluders available	P.O.A.
	168.17 ctn 15.5kg			Electric transformer 6v/12v	each 89.00
				Spur type	10.50
HEAVY BROOD FULL DEPTH	.79c per sheet		4 FRAME NUCS	Electric Spur type	75.50
15 Shts/kg approx	11.66 per kg	2.44		Available October	
422 x 200mm	10.70 kg ctn lot	2.07	FRAME GRIP	.....	22.50
(7 sheet special)	176.55 ctn 16.5kg		FRAME WIRE	0.46mm Tinned	4.5kg 38.90
JUMBO BROOD	1.05 per sheet			.....	2.25kg 22.90
13 Shts/kg approx	13.98 per kg	2.85		.....	600g 9.50
422 x 260mm	13.10 ctn kg	2.28		.....	250g 5.25
	163.75 ctn 12.5kg			Wiring Board Includes Toggle Clamp	84.00
			FRAME WIRE EYELETS	Bag 5000	46.50
THIN SUPER FULL DEPTH	.53c per sheet			Eyelet Punch	8.50
26 Shts/kg approx	12.70 per kg	4.05	FRAME WIRE CRIMPER	Plastic	18.00
422 x 200mm	12.71 kg ctn lot	3.22		Heavy Duty Metal	59.00
	140.52 ctn 12kg		FUMAGILLIN ANTIBIOTIC	0.5g	P.O.A.
				9.5g	P.O.A.
THIN SUPER ¼ DEPTH	.44c per sheet		GLOVES	Imported American S:M:L:XL	49.00
37 Shts/kg approx	12.70 per kg	4.40		"A" brand Leather ventilated	
422 x 150mm	11.71 kg ctn lot	3.30		with Canvas Gauntlet	pair 44.00
	149.12 ctn 12.5kg			B" brand, Sm, Med, Lge;	
				suit short fingers	pair 39.00
THIN SUPER ½ DEPTH	.30c per sheet			Deer hide	pair 44.00
56 Shts/kg approx	14.10 per kg	5.90		Leather No Ventilator, Imported	pair 31.00
	13.05 kg ctn	4.20		Elastasize sleeves	pair 9.75
	156.48 ctn 12.kg			Rubber with cotton liners and	
				Canvas Gauntlet	pair 26.50
THIN SUPER CUT COMB	.35c per sheet		APISOL TREATMENT FOR GLOVES	Calms Angry Bees bottle	bottle 11.20
45 Shts/kg approx	14.10 per kg	5.90		Dadant Plastic	each 23.75
422 x 115mm	13.05 kg ctn lot	4.20		Wesco Pith	22.50
	137.02 ctn 10.5kg			.....	each 3.95
				.....	10 36.50
				.....	pair 28.75
			HIVE HOOKS	Stainless Non reverse 2-frame	320.00
			EXTRACTORS	Stainless Non reverse 2-frame	
				with Sieve & Honeytank	390.00
				Plastic 4-Frame, Non-Reverse	328.00
				With Metal Stand	371.00
				Stainless 3-frame Gearbox drive	
				on legs	435.00
				Stainless Steel 4-Frame, Non-	
				Reverse, Hand Driven	525.00
				Stainless 4-frame non reverse	
				Electric with speed control	1250.00
				Stainless 4-frame Reversible	
				with speed control	1800.00
				Larger Electric Models available	P.O.A.
				Tangential semi radial	
				Radial, parallel radiat 8 frame to 120	P.O.A.
				Electric conversion units available for small	
				manual extractor	P.O.A.
			HONEY GATES	Nickel Plated Brass	
				One 8 Half Inch each	47.00
				Two Inch	78.50

Nylon One & Half Inch	20.50
Two Inch	30.30
"Perfection" Gate	
"Two Inch	64.00
Perfection 1½" nylon	55.00
HONEY LABELS (Pure Honey)	
250 per Reel (sample on request)	20.00
Honey Packing machines - several types available	P.O.A.
Electronic and Pneumatic	
HONEY PUMP	
One and Quarter Inch - Gear Type	475.00
Cappings pump vane type	P.O.A.
Italian stainless body & flexible	
impeller bare pump 1¼"	610.00
1½"	780.00
2"	950.00
NOTE: Italian pumps are available with various	
motor-gearbox combinations & variable	
speeds	P.O.A.
HONEY STRAINERS	
Nybolt bags	
700m x 210 1250 micron	25.00
700m x 210 900 micron	25.00
700m x 210 600 micron	26.00
700m x 210 300 micron	31.00
Nybolt material on request	
Special sizes on request	
Poly pail sieves	
Round stainless double sieve	each 71.70
Round plastic with stainless mesh	
Course and medium	each 20.50
Fine	each 25.00
HIVE TOOLS	
Kelly Type 7 inch	10.30
Kelly Type 10 inch	12.90
"Maxant" 10 inch (with hook)	17.40
"Kiwi" with hook	9.80
Long 300mm with hook	15.75
Fuller, 10 inch	8.50
Curved handle, 10 inch	14.00
HIVE STRAPPERS	
Genuine "Emlock"	each 7.95
	10 73.10
	100 695.00
3.5m Galv Band	1.35
Galv Band/Reel approx 17kg	per kg 4.85
Cargo Restraint 2300kg	46.80
Cargo Restraint 3500kg	55.00
3500kg Bee-keepers "Special"	62.95
Overcentre buckle with nylon	
webbing	1-9 7.80
	10+ 7.00
HONEY HOUSE EQUIPMENT	
Aprons 900 x 1220	each 11.50
1000 x 1220	each 12.00
Tank Scraper long handle and	
Rubber blade	45.92
Thermometer, 150mm probe	
Digital -40 + 150	
1 5 sec sample time	73.00
HONEY CONTAINERS	
25g Breakfast/Sampler Pot	10 2.50
	100-1000 .19 each
	1001 + .17 each
500g	10 3.10
Per 100	27.00
1 kg	10 4.95
Per 100	45.00
2 kg	10 9.20
Per 100	85.10
6 kg	each 2.69
Per 100	240.00
Cut Comb Boxes	each 65
250 per carton	Carton 140.00
HONEY REFRACTOMETER	
Precision instrument with temperature	
compensation adjustments	390.00
HONEY TANKS	
Plastic with Lids	65 lt 63.70
	130 lt 77.50
Stainless with Honeygate	50kg 141.00
	100kg 198.00
METAL REBATES	
Per Pair	.98
Per 100	39.15
NAILS	
Flat Head Galvanised - 60x2.5	kg 5.85
	25kg 95.00
Flat Head Vincoat	1 kg 16.90
12 x 1	25kg 370.00
40 x 1.6	kg 9.60
	25kg 218.00
50 x 2.24	kg 4.20
	25kg 85.95
Less than 1kg lots plus 10%.	
OVERALLS	
Cotton Drill SIZES 4-12	47.30
2 Pairs or more	each 42.50
Pollination Suit with Zip Hood	99.00

Pollination Jacket	70.00
Pollination Half Jacket	48.00
PARADICHLORBENZENE (PDB)	
For Wax Moths	
500g	5.10
1 kg	9.35
4kg	32.00
20kg	127.50
25kg	Bag 143.75
PARAFFIN-WAX	
Carton - 28kg Carton	kg 2.95
Carton Lot	75.00
POLLEN TRAP	55.00
POLLEN AND PROTEIN SUPPLEMENT	
Bee Pro 15 kg bucket	71.50
POLY JARS	
140g Sampler jar	10 4.00
	100+ .37 each
200gm square polyjars	10 4.40
	per 100 40.00
500g Square and Hexagonal	10 5.80
	50-200 .50 each
	over 200 .47 each
1kg Hexagonal	1-19 .81 each
	20-100 .74 each
	over 100 .68 each
POLY PAILS	
20 litre	each 10.75
10+	each 9.75
5 litre	each 3.25
10+	each 2.90
PRICKER	
For breaking Gel of	160.00
Thixotropic Honey	
QUEEN AND DRONE TRAP	
Length 245mm	16.80
Length 370mm	29.85
QUEEN GRAFTING	
Probe with Mag Glass	each 23.50
Plain Probe	each 21.05
Brush	each 5.80
Automatic Grafting Tool	each 45.30
Replacement Tongue	each 3.00
Jelly Spoon	each 11.00
Swiss Grafting Tool	each 38.95
Swiss Cell Punch	each 10.80
Swiss Egg Punch	each 39.50
Eckhardt Cell Punch	each 25.95
Wood Handle Tool	each 16.00
Chinese grafting tool	7.50
QUEEN INTRODUCTION/MAILING CAGE	
Prolypropolene - Reuseable	each .35
X 1000	285.00
(Sample on Request)	
QUEEN MARKING KIT	
5 Colours and Glue	18.70
Marking Cage Plastic	5.80
Number Marking Kit, 1-99 5 colours	36.80
Temporary Holding Cage Clip	7.80
Kit with Metal Marking Cage	15.00
QUEEN REARING	
Nicot Queen Breeder Device	88.95
Cell Bar Fitting	each .53
	100 43.80
Cupholder	each .53
	100 43.80
Cell Cups	each .14
	100 10.50
Hatching/Protecting Cage	each .46
	100 39.80
Candy Plug	each .40
	100 33.80
Buzzco Universal cup holder adapts	
Nocot and Jenter cups to "OP" metal	
mounting bar	each .30
	100 25.00
Cell Cup Mould-Fitting Device	23.60
Buzzco cell cups 2 types available	each .15
Ask for our bulk user price	100 12.00
The metal "OP" cell cupmounting bar	each 1.50
Introductory Cage Nicot	each 3.95
	10+ 36.85
Queen Cell Incubators	
John and Jennys Carricel small 70 cells	320.00
John and Jennys Carricel Lge 144 cells	370.00
Foam tray small	20.00
Foam tray lge	25.33
80mm Galv	34.10
80mm Stainless with Guard	45.15
100mm Galv with Guard	40.00
100mm Stainless with Guard	48.00
100mm Stainless with Guard &	
Dadant Bellows	65.50
100mm Tinplate Dadant	48.35
100mm Stainless Dadant	67.50
100mm Stainless Steel with	
Guard-Tail	74.00
Spare Bellows - Imported	22.50

Continued on page 18

The Tapu Mystery Packs

This all happened years ago, pre kiwifruit even, for those of you whose memories stretch back that far. I was staying with my brother John at Netherton, near Paeroa, helping with the pre Christmas rush to get the honey off before the closed season. This day however we were rushing for different reasons. One, it was nearly Christmas and we still had two loads to take off the Coromandel side of the Peninsula, and two we had a fishing trip organized for the afternoon.

Those of you who don't know the area may be wondering about the need to have the honey on the Coromandel side off by Christmas. It's a safety issue! The Coromandel Road is a narrow winding goat track, tarsealed but, particularly along the coast, only 1½ lanes wide. Rocky banks on one side and a drop into the Hauraki Gulf on the other. Come Christmas the stir crazy inmates of Auckland are let out on parole for a couple of weeks and they all descend on this one small sleepy corner of the country. Overnight they appear in their thousands,

each dragging with them a boat or caravan and also it seems, a desire to spread the driving habits they've acquired on the motorways of Auckland into the more pedestrian rural areas. This was the last day of grace before the onset of the annual carnage. I'm not sure but I think they don't even record the fatalities on this stretch of road. The way they drive it's a foregone conclusion that half of them will get killed and it might put people off holidaying in the area.

Anyway we drove through Tapu, manfully resisting the urge to stop off and buy a pie, because we were in a hurry to get home early and go fishing. Then on through Mania and up to the top of the hill where we pulled in and started to take off honey. It was extremely hot for that time of the morning and we were congratulating ourselves on getting going early. The hives were in fours and fives and chocka block. It's hard work taking off full boxes of honey on a warm day, but it's a good feeling. All the rest of the years work I could take or leave, but

taking off full boxes of honey on a warm day, magic. We only had to do a couple of yards to get our load and were soon heading homewards. It's a good feeling knowing you have beaten the worst of the heat, will be home just after lunch and all those fish are in the river just waiting to be caught. They're usually still waiting to be caught after we've been fishing but anticipation is always more rewarding than reflection.

Then we drove into Waikawau and there, parked on the side of the road, empty, was Tony and Bruce's truck. Beside it hunched over on the grass, were Tony and Bruce, dry retching in unison. Yielding to the inevitable, we swapped trucks and headed off into the heat of the afternoon for our second load. Reflecting that not stopping for a pie at Tapu was a very good idea, one that Tony and Bruce should have thought of. Throwing up in a bee veil, is only funny if it's someone else doing it.

By Peter Berry

Continued from page 17

	Dadant	29.95
	Ceracell - Lge - "Typhoon"	29.50
	Fabi Spray	15.20
SUGAR	35kg Bags, Pallet Lots	
	Raw and White	P.O.A.
	Litre Maxi Drum Liquid Sugar	
SUGAR FEEDERS		
	Division type plastic	each 8.70
	..... 10+ each	8.20
	Miller type Top Feeder	
	Plastic liner suitable for	
	syrup or dry sugar	1-9 each 6.00
	..... 10-49 each	5.65
	..... 50-99 each	5.15
	..... 100+ each	4.65
SUMPS FOR EXTRACTORS		
	SS with Baffles and Water Jacket	632.00
	Larger Sizes to Order,	
	1200W Heater	120.00
STAINLESS UNCAPPING TANK		
	Holds 22 Frames	490.00
UNCAPPING KNIVES		
	Master with thermostat 630w	147.00
	Speed King with Thermostat 530w	141.00
	Steam Knife Stainless Steel 250mm	72.50
	Plain Knife Stainless Steel	29.00
	Plain Knife Stainless Steel Serrated edge	42.00
	Uncapping Planes - Electric	160.65
	Uncapping Unit Plastic 3 tubs and Honey Grate	165.50
	Mini Uncapper	12.00
	Guilfoyle auto uncapper 8 frames per min	2975.00
VEILS		
	Ceracell Round	14.50
	Beeman Round	15.80
WAXING TUBE		
	Copper	11.50
	Glass	3.85
WOOD PRESERVATIVE		
	Copper Nathanate 6%	1kg 11.85
	Dilute 1 to 5	2kg 22.20
	Turps or Kerosene	4kg 39.65
	..... 10kg	98.80
	(Discount on larger quantity)	
WOODWARE		
	Supers Half Check Corners commercial	
	12mm Rebate, Full Depth	1-9 10.95
	..... 10+	10.45
	Three Quarter Depth	1-9 9.45
	..... 10+	9.00
	Cut Comb and Half Depth	1-9 7.65
	..... 10+	6.95
	Frames-Hoffman Full Depth/ Three Quarter Depth, Cut Comb	
	Sections Frames and Half Depth -100/Carton	
	..... each .....	.95
	..... 100	71.50
	..... 1000	635.50

	Frame Parts Top Bars	each ..... .36
	..... 100	29.90
	Bottom Bars	each ..... .20
	..... 100	17.50
	End Bars	each ..... .20
	..... 100	17.50
	Hive Lid No Iron	11.20
	..... 10+	10.60
	Bottom Board Reversible	each 11.00
	Commercial	each 11.60
	Sections with Slit	each ..... .28
	..... 100	26.90
	Sections no Slit	each ..... .27
	..... 100	24.90
	Section Dividers - Metal	each ..... .65
	Tin plate lids 100mm deep	9.20
	Galv Iron 710mm x 610mm	each 5.80
	..... 10 each	5.10
	Cover Sheet Galv Iron	
	2mm x 900mm	1 - 24 each 8.00
	..... 25 - 49 each	5.75
	..... 50+ each	3.75
BOOKS		
	ABC & XYZ on Bee Culture - Root	
	American Honey Plants - Dadant	33.10
	Beekeeping for Gardener	10.80
	Beekeeping Questions & Answers	29.75
	First Lesson in Beekeeping	10.85
	500 Answers in Beekeeping	6.50
	Hive and the Honeybee - Dadant	105.00
	(Latest Edition)	
	Honeybee Brood Diseases	18.80
	Honey Kitchen - Dadant	23.50
	How to Keep Bees and Sell Honey	6.75
	Practical Beekeeping in New Zealand	35.23
	Contemporary Queen Rearing	
	Honey in the Comb	23.75
	Queen Rearing Simplified	
	Nectar and Pollen Sources in New Zealand	3.50
	Queen Rearing - R Rutner	102.50
	Maxant Honey Life Cycle Wall Chart	22.50
	Honey Bee Study Prints	74.40
	The Complete Guide to Beekeeping	25.99
	The New Comb Honey Book	18.30
	Folk Medicine	8.11
	Arthritis and Folk Medicine	8.11
	How To Do It Book	23.38
	My Favourite Honey Recipes	
	- Ida T Kelly	3.25
	Wick Wax and Talk 2nd Time Around	4.10

**NEW TITLES ARE BEING BROUGHT INTO STOCK AT ALL TIMES
ASK FOR OUR CURRENT LIST.**

ALL PRICES GST EXCLUSIVE

Marketing honey... The why's and therefore

New Zealanders are the world's greatest lovers of honey.

Yes it is true.

As part of developing the New Zealand Honey Marketing Plan we commissioned a major research of the New Zealand marketplace and the results were quite phenomenal:

New Zealanders eat more honey per head of population than any other country in the world:

77% believe that honey is one of the most natural of foods:

85% of New Zealanders eat honey:

and 71% of New Zealanders believe honey is better for them than sugar.

But honey prices have stayed very static. That is the prices paid to the beekeeper.

So the big question was then, how can we improve the (financial) lot of the beekeeper in a market where there doesn't seem to be much room for growth anyway.

In 1993 the industry commissioned Floyd Marketing Ltd to work with a representative group (now the Marketing Committee) to develop a Marketing Plan for the industry.

The first thing that the group had to do was address the question "Why spend money on Marketing?"

The answer was to create an environment where beekeepers could achieve better returns from beekeeping. There are other specific objectives as well and the marketing mission is set out in full in this magazine, but our prime purpose in life is to actually create an environment where beekeepers can do better.

Note the words "could achieve" and "can do better". There are no guarantees of course because you can't make everyone successful. It's a free market and people are free to make good or bad choices in any business.

So have we created the right climate with our work to date?

We have only been active for three and a half years but there is very good evidence that our strategies are working.

In 1994/1995 there was a record honey crop of just under 12,000 tonnes. Traditionally such a crop could mean that prices plummet. But the price did not drop because the industry at large was very positive about what was happening with honey marketing and honey research in New Zealand.

This year prices are increasing: over the last few months quite dramatically. That's not only because of the international shortage, but also because New Zealand's honeys do have unique values; and these are now being marketed both nationally and internationally.

The beekeeping honey marketing industries are in good health. Not just because of our marketing activities but because marketing, combined with pest management and a more positive beekeeper network, (represented and co-ordinated by the NBA) is making that possible.

Honey right now is becoming a fashion food. It is being talked about on radio, filmed on television: it's being written about in magazine and newspaper articles: it's appearing in sophisticated recipes and upmarket restaurants: it's being used more and more in other foods that you can buy on the supermarket shelf.

New Zealand honeys are becoming a high profile, added-value ingredient that a lot of people are happy to be associated with.

Those things are not happening by accident. They are a result of the work that has been initiated by the Marketing Committee over the last three and a half years and carried out by Floyd Marketing.

That work is benefiting all beekeepers, not just the major marketers, but also the small beekeepers, the hobbyists, the boutique honey suppliers: because the marketing strategies are broadening the opportunities to sell honey. They are "de-commoditising the product" and giving new niches for small and large companies to explore.

The honey research work now being done at Waikato University is providing exceptional value to the

industry. Not only in terms of improving the potential return to beekeepers but also in creating an environment where beekeepers, for many of whom beekeeping is a family tradition and a way of life, to have good reason to be increasingly proud of the industry that they are in.

We are getting a renewal of interest in beekeeping as a hobby, a career and a business. And that benefits all of us.

A full detailed explanation of the Marketing Plan for 1996 is set out in this magazine. You will see that there are some exciting opportunities that are being created from our work.

Photographs of some activities over the last few years and a general comment on our main strategies are also included in this issue to allow first-time readers of *The BeeKeeper* magazine to catch up with our work. Marketing is not just a buzz word, although in our industry that is possibly an apt term. Marketing is a means by which every member of the beekeeping industry can enjoy their work more and can profit from that.

One last comment on the effectiveness of New Zealand's marketing is perhaps best left to the Australians.

In the February 1996 issue of the Australian Beekeeper a beekeeper bemoans the poor performance of the Australian honey industry and draws a comparison with New Zealand beekeepers who are doing far better. The writer's conclusion is that Australian prices are being held down by excessive costs in the packing plants and also poor marketing decisions by leading packers (and the industry at large).

The New Zealand honey industry seems to be developing the right balance between a free market approach to innovation and business; plus the advantages of an industry approach to core activities such as generic marketing.

We need to continue this work into the future and look forward with confidence to future support from our progressive beekeepers in a dynamic honey industry.

**Allen McCaw Chairman
NBA Marketing Committee**

Some highlights from Honey Marketing File



NZ honey and children

Back in 1994 Canterbury beekeepers put together a Honey Week at Linwood Mall. It was phenomenally successful. Thousands of children visited the Mall as a result. The Marketing Committee was also impressed and as a result developed the industry's own Education Kit for schools. This kit is available for beekeepers to purchase and donate to schools and for teachers to purchase in their own right. With the new science and technology curriculums in schools, our education kit is proving a real boom to teachers and providing enjoyment and learning experiences for children.



Linwood School pupils with honey and honey bears enjoying the Canterbury Beekeepers Honey Week



Honey goes on display

The industry has invested in a very sophisticated portable display unit. The unit is ideal for major trade exhibitions, shopping mall exhibitions and the like. It is available free to NBA Branches to use, and is available at a reasonable charge to honey businesses to use in their own right.

The display features the HoneyQual logo of the NBA and places a lot of emphasis on the exciting use of honey in cooking and photos of the main New Zealand varietal honeys. It also emphasises that all honeys can taste different and that is part of the appeal of honey.



Honey magic with food

One of the major strategies of our Honey Marketing Plan is to encourage chefs to appreciate honey's values. In so doing, they will then be including honey in their menus, but not just honey per se, but will start to promote the types of honey they use by variety, for example: Rewarewa Honey Glazed Chicken, or by region, for example: Molesworth Honey Marinated Malborough Mussels.

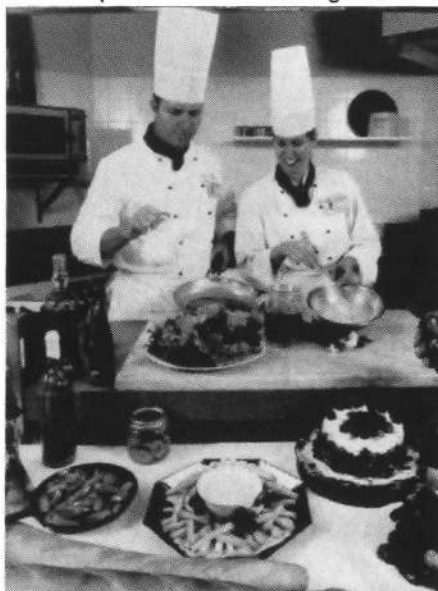
This strategy creates exciting opportunities for all beekeepers to market their honeys for their unique flavours and values. The Christchurch Polytechnic Chef Training Unit has been very innovative in taking up the concept and has been working with our Honey Marketing Consultant, Bill Floyd in teaching honey uses to chefs.

The Christchurch Polytechnic is developing a reputation for its innovative uses of honey in various ingredients. Dennis Taylor is helping to organise a Polytechnic Honey and Pork Cooking Competition between Polytechnic Chef training students in the lower North Island. That competition will take place at the NBA's 1996 Conference in Wanganui. Alongside our work with chefs, we are also providing information on honeys to New Zealand's foodwriters so that they in turn are able to write meaningfully about honey as an exciting ingredient in food recipes.



Honey, Science & Good Health

New Zealand honeys have some unique nutraceutical values and the work of one man in particular has brought those



Head of Christchurch Polytechnic Cookery Unit, Dennis Taylor and co-tutor Emily Cross with a selection of foods containing honey

values to the international marketplace. In 1995 the NBA submitted Dr Peter Nolan's name to the Crown for consideration for a Queen's Birthday Honour. As a result of his work, Peter was awarded the MBE welcome recognition for his pioneering work with honey.

Dr Molan and Professor Alister Wilkins at Waikato University, have, with your Marketing Committee, established what we believe to be a world first! A University based Honey Research Unit. Funded from the Marketing Budget and from the NZ Honey Trust, this unit is carrying out exciting research into the properties of many New Zealand honeys.

Initial research has focused on manuka with incredible results for manuka producers, but the unit is now looking at other honey varieties as well.

Dr Molan's intuitive assessment is that there are values in other New Zealand honeys which could lead to exciting opportunities for the beekeepers with those varieties.

German scientist visits NZ

The Marketing Committee funded the visit to New Zealand of Dr Gudrun Beckh from the prestigious Institute fur Honiganalytik in Bremen. This laboratory monitors the importation into Germany and most of Europe of one quarter of the world's internationally traded honey.

Dr Beckh was shown a number of beekeeping operations and introduced to many of New Zealand's honey varieties and the work being carried out by Dr Peter Molan. Dr Beckh was very impressed with what she found on her visit and in answer to a specific question, ie "what is the single biggest thing New Zealand has going for it?", she said, "that you do not feed drugs to your bees and as a result your honey and your comb honey is of a very superior standard and drug free".

The Marketing Committee is focusing on Dr Beckh's comments and ensuring that members are able to benefit from this unique aspect of our industry.



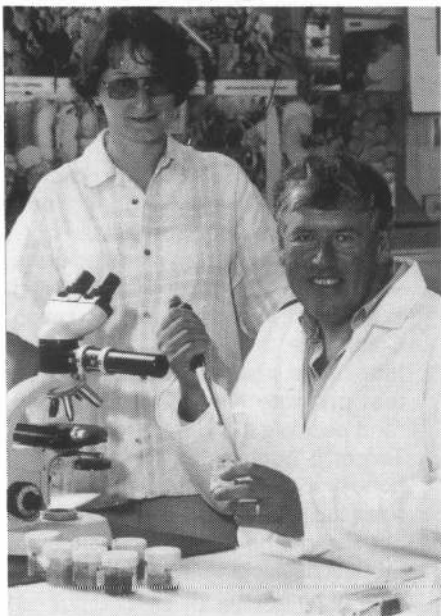
Honey adds value to foods, beverages and cosmetics

Honey has been renowned for thousands of years for its food value, skin care value, its antibacterial wound healing properties. Many New Zealand manufacturers are now looking at developing products that include New Zealand honey. Because Bill Floyd as the NZ Honey Food and Ingredient Advisory Service Marketing Consultant is now working with many of those companies, we know that it is as a result of the publicity created by our own strategies.

That is tremendous value for beekeepers because it not only provides another market for honey, but these companies in turn, heavily promote honey as part of their own marketing.

In 1994 we launched the NZ Honey Innovation Awards. Each year we now recognise companies who are using honey in innovative ways. The Awards are announced at the annual NBA Conference.

Continued on page 21



German Honey Scientist Dr Gudrun Beckh, with internationally renowned honey scientist Dr Peter Molan, MBE, of Waikato University discuss the unique antibacterial values in New Zealand honeys

Honey industry marketing strategies and objectives for 1996 Background

A review of the Marketing Committee's 1995 activities and costs was presented to the Executive dated December 1995. The information on the attached further details the strategic areas of operation set for 1996; giving specific activity goals within each of those 10 areas.

These operational areas have been costed and quantified for two reasons:

- 1 To give a target/focus for our marketing endeavours
- 2 To allow the Executive and the industry at large to assess the marketing facilitator's performance qualitatively and quantitatively.

But, as in previous years, the Marketing Committee and its facilitator need flexibility to respond to "window of opportunities" as they arise. This can mean a dramatic revision of budget allocations; at all times however the total budget will not be exceeded.

The Executive will be kept advised of any such budget allocation transfers from one Operational Area to another, with reasons why.

A mid year review of the strategies (outputs/outcomes) will take place at the Marketing Committee's Conference meeting; with a final review at the Marketing Committee's Strategic Planning meeting in November 1996.

Marketing budget

The Marketing activities are based on a total budget of \$105,500 (plus GST).

Overall strategic objectives

The Mission Statement developed for the beekeeping industry's Marketing Plan in 1994 still sums up the overriding ambition for all of our Marketing activities — it remains the basis for our 1996 activities.

The ten strategic areas of marketing operations:

I Honey (and hive products) and scientifically-based consumer credibility/research product opportunities

(The Honey Research Unit (HRU) at the University of Waikato has been established. The Marketing Committee Facilitator is the manager of that Unit. An HRU Liaison Sub-Committee has been established).

Operational objectives

To have honey used in, and promoted with other foods, beverages and nutraceuticals; creating markets for honey sales and promotion of honey values by third parties.

Overall strategy:

The HRU will identify suitable honey or hive-based research projects for exploration — act as a "magnet" for funding to explore those projects — initiate research as appropriate — promote the findings of the research connects commercially findings to appropriate food/beverage/ingredient manufacturers or marketers.

Planned outputs

- 1 Coordinate and complete Stage II manuka research and promote at commencement of, during, and at conclusion.
- 2 Identify at least two sound concepts for research and initiate projects on them with appropriate students/ University staff.
- 3 Identify options/supplementary funding mechanisms for the research projects and apply for those funds.
- 4 Promote the work of the HRU with a minimum of three media releases during the year.
- 5 Identify suitable manufacturers to match to the projects: present proposals to minimum of three manufacturers, offering them the opportunity to be actively involved in the project.
- 6 Manage the HRU: specifically
 - twice yearly meeting of HRU Liaison Committee.
 - Monthly tele-conference call HRU manager and Waikato faculty staff.
 - prepare and present annual report far NZ Honey Trust.

Desired outcomes

Manuka research confirms that certain manuka honeys can ameliorate stomach ulcer conditions. Value of manuka honey increases (again).

Research projects gain publicity in their own right; and at least two concepts are proven commercially.

Two manufacturers develop project partnerships with HRU researchers and go on to champion those as consumer products.

The HRU develops pharmaceutical uses for honeys with high hydrogen peroxide value (as opposed to the Manuka 'active' factor). This creates opportunities for most

'non-active' manuka producers.

Budget for Area I:

Item #1	\$8000.00
Items #2	\$10,000.00
	\$18,000.00

II Honey as a food

Operational objectives

- 1 Utilise the skills and interest of food writers and members of food service (catering and hospitality) to:
 - a Increase awareness of various honey values/features of mono floral and name blends
 - b Create market opportunities within the food service group.
- 2 Create an environment where the food retail industry appreciates the potential for differentiated honey products; is less price/discount focused across the range of honey products.

Specific Strategic Plan for Foodwriters Planned Outputs

Information releases to foodwriters

- a Three general media releases during year.
- b Monitor foodwriter articles/publications and communicate one-to-one with major foodwriters where they aren't taking on board the varietal honey concept. keep 'log' of contacts and show in monthly marketing report to Chairman.
- c Make representations to New Zealand Foodwriters Guild to attend 1996 Foodwriters' Conference and present paper on Honey.

Desired Outcomes:

Secure articles on New Zealand honeys in three national or major regional media publications.

Present Paper on New Zealand Honeys at 1996 Foodwriters Conference.



New Zealand Honey Co-marketing consultant. Sandee Floyd, with products nominated for the inaugural honey awards

Specific Strategic Plan for Food Service

Planned Outputs

- 1 Identify and contact all major food chef training institutions in New Zealand.
 - Provide with general information on New Zealand honeys.

Continued on page 22

Continued from page 21

- Prioritise those institutions in terms of national importance and, subject to funding/costs offer to provide training module in honey cooking.
- 2 Regular media releases on honey/food service topics sent to appropriate media (Food Businesses. Hospitality magazines etc): minimum three releases during year.

Desired outcomes

- 1 Secure three chef training class presentations.
- 2 Secure three articles in targeted national publications.
- 3 Noticeable development of use of honey varieties names in menus.

Specific Strategic Plan for Retail

Planned outputs

Present Honey Tasting exercise at NARGON 1996

Two media releases on honey-related topics to retailers in-house publications.

Desired outcomes:

Retail markets allow increased space for innovative honey products.

Retailers allow for increased pricing structure/profit margins for honey marketers with innovative/non-commodity products.

Budget:

Foodwriters	
Food service	
Food retail	\$10,000.00

III HoneyQual

Operational objectives

Have a trademark device available for honey/hive product marketers that can be used to:

- 1 Differentiate and reward marketers' products.
- 2 Confer confidence/label integrity in products marketed with the trademark.
- 3 Create a funding base for marketing strategies centred on the trademark.

Planned outputs

- 1 A draft set of standards prepared and circulated to Honey MIG members by Friday 29 March.
- 2 MIG approved draft then published in draft form in May *BeeKeeper* and submissions by industry members invited.
- 3 Final Standards-draft prepared from submissions and presented to NBA industry/members at Conference 1996.
- 4 Standards then promoted through national Media Release.
- 5 HoneyQual Trademark usage information leaflet developed for all potential users; distributed to key Centres of Influence.

Desired outcomes

- 1 Standards endorsed by industry at Conference.
- 2 Media Release and consequent publicity encourages the start of demand for HoneyQual endorsed products by:
 - i New Zealand retailers.

- ii Export buyers.
- iii Consumers.

- 3 HoneyQual Information Pack distributed to key users groups/key centres of influence.
- 4 Honey marketers incorporate HoneyQual mark onto packaging.
- 5 Income from use of Mark creates funds for promotion of the Mark.

Budget \$9500.00

IV Honey/manufacturing ingredient

Operational objective

Have New Zealand manufacturers incorporating honey (hive products) into their products and then promoting the honey benefits within their own promotional strategies: also perhaps promoting the New Zealand HoneyQual device (depending on outcomes of HoneyQual strategies).

Specific strategies

- 1 Secure and maintain an up to date database of product development concepts with honey application potential.
- 2 Influence future product development decision makers through lectures at appropriate tertiary institutions.

Planned outputs

- 1 Liaise with American Honey Board on regular basis (quarterly).
- 2 Repeat the Honey Innovation Awards at Conference 1996.
- 3 Provide information to industry-at-large through using media release material from other groups, eg Foodwriters in publications that target this group: three planned for this year.
- 4 Send selected information to specific manufacturers (in some cases utilising HRU research data). 12 manufacturers to be contacted during year.
- 5 Promote the NZ Honey Food & Ingredient Advisory Service through securing listing in appropriate manufacturing industry data bases and through paid and active membership in the NZ Institute Food

Service & Technology.

- 6 Attend 1996 NZIFST Conference.
- 7 Request permission to present paper on honey at 1996 NZIFST Conference.

Desired outcomes

- 1 A "technology credible" and readily available manufacturing recipe database at the NZ Honey Food Ingredient Advisory Service.
- 2 Regular inquiries from manufacturers — these to be recorded and detailed in a monthly report to the Marketing Committee.
- 3 Innovative new products launched that promote New Zealand honey (and possibly the HoneyQual mark). Target 5 companies to start on a honey-inclusive project — final market releases/promotion of such products not likely to be in 1996; depends on product development complexity/lead time requirement.
- 4 Present paper on Honey & Ingredient Applications to 1996 NZIFST Conference.

Budget \$16,000.00

V General public relations

Education — Tradenz — Financial Institutions — Regulatory Authorities — Ministry of Health — General Media — Other.

Operational objective

Through the New Zealand Honey FIAS provide a conduit for any of the above entities to get information on New Zealand honeys/the honey industry.

Create a positive perspective of the New Zealand honey industry/NBA members with all relevant and necessary "publics".

Specific outputs

- 1 Have an identified/available office base to field regular general inquiries to the NZHFAS from all groups.
 - these to be logged and listed in a monthly report to the Marketing Committee Chairman.
- 2 Develop a paper on benefits of a

Continued on page 23



Honey Marketing Consultant Bill Floyd with the New Zealand Honey display unit

Continued from page 22

Honey J.A.G. with Tradenz for New Zealand honey exporters: provide this paper to Honey Exporters Assoc for dissemination to members.

- 3 Collate data on honey and health/nutraceutical issues and present, as necessary/appropriate to Regulatory authorities/general media.
- 4 Promote availability of Honey education kit to educational groups.
- 5 Monitor Education Department Strategies re Technology programmes to allow Honey industry greater profile within school curriculum activities if opportunity arises.

Desired outcomes

- 1 Honey Tradenz J.A.G. paper presented to Honey Exporters Group at Conference 1996.
- 2 Acceptance of current H.R.U. research on honey values by Ministry of Health. Get agreement from ministry to change food regulations in relationship to comparative packaging claims for honey versus sugar.
- 3 Good relationship created with Ministry of Education Technology curriculum providers: use of honey as topic in educational institution learning modules.

Budget \$8000.00

VI NBA Members/advisory and liaison

Operational objectives

- 1 To have all members of the NBA (the operation's shareholders) fully informed of the Marketing objectives and activities of the organisation.
- 2 Enable members of the NBA to get advice from the NZHFAS on a subgroup or individual basis for application to their own business.
Such information has to be of a generic nature and must also be freely available to competitor NBA members.

Planned outputs

- 1 Review on monthly basis national and international industry information — select out material appropriate for/of interest to New Zealand members for dissemination.
- 2 Provide regular monthly column for New Zealand Beekeepers.
- 3 Present summary of activities twice yearly
 - i at July Conference
 - ii in end of year report to Executive (to be published in *The New Zealand BeeKeeper*).

Desired outcomes

- 1 The Marketing column in *The New Zealand BeeKeeper* to be considered of interest and of value to NBA members.
 - A return questionnaire survey to be carried out at Conference 1996 to evaluate this.
- 2 The NZHFAS to be actively used by members -
 - Floyd Marketing to keep a log of inquiries and include in monthly

report.
(topics generalised where necessary to avoid any breach of confidentiality).

Budget \$12,500.00

VII Marketing information system

Operational objectives

To be able to make marketing strategy decisions based on sound market data. To provide beekeepers with accurate data on international/national supply and price issues that lets them make informed decisions for their own operations.

Planned outputs

- 1 Purchase a 12 monthly "Window of the New Zealand domestic market". Nielsen Scandata/calendar year 1 January to 31 December.
- 2 Collate monthly IHEO New Zealand Stats/USA data and include in a bi-monthly report to the industry through *The New Zealand BeeKeeper*.
- 3 Carry out questionnaire based research at 96 Conference on values of information.

Desired outcomes

- 1 Beekeepers positive about and use the information —
This degree of industry confidence to be measured by questionnaire at Conference.
- 2 Marketing Committee able to measure "bottom line" effect of its marketing strategies, ie by recording and analysing retail market values/volumes/market shares with other spreads etc.

Budget \$8500.00

VIII Generic promotional material

Operational objectives

Have a set of resource material that is available to the NZHFAS and NBA members to assist in achieving the marketing objectives.

Planned outputs

- 1 Have the industry's collapsible/photographic display unit in good order and have available to Branches/members for use.
- 2 maintain a supply of:
 - i New Zealand Honey FIAS Customer Kits
 - ii Education kits, and
 - iii 6 pack taste sets of New Zealand honeys for use as required.
- 3 Maintain a set of appropriate office stationery for the New Zealand Honey



Chas and Pam Reade with the 1995 Innovation Awards Trophy

FIAS and its activities.

- 4 Develop honey industry promotional pamphlet (eg Story of Bees and Honey). Note: this Output very dependant on funding being available through savings in other activities.

Desired outcomes

- 1 Display Unit used at least 5 times per year.
- 2 Have the NZ Honey Industry perceived as credible and professional through the presentation of information in well-designed and user-friendly material.

Budget \$9000.00

IX Corporate Planning/Mig Services Reviews

Operational Objectives

Utilise Marketing budget in a planned manner to get best value/most success in meeting the Mission Statement.

Ensure accountability of facilitator through regular communications with Marketing Committee/Chairman.

Planned outputs

- 1 monthly tele-conference call with MCC
- 2 Complete review of marketing activities twice yearly: presented to Marketing Committee and Executive in July and November.
- 3 Preparation of Annual Marketing Plan Update/Strategies
- 4 Management of the Market in Budget, detailed activities with monthly accounts.
- 5 Provision for addressing general issues as necessary in the interests of the NBA's members.

Budget \$6500.00

X Marketing Committee

Operational objectives

Ensure that appointed marketing Committee members meet sufficiently often to ensure that the marketing Plan is relevant and that marketing activities are appropriate and monitored. That Committee members have their own travel and communications pre-agreed costs recompensed when on approved marketing Committee activities.

Planned outputs

Meet together bi-annually (1 x Conference: 1 x November in Christchurch). Telephone Conferences Minimum — twice yearly.

Budget \$6500.00

General note re media release output targets

The target of 14 media releases during the year is quite ambitious. We have no problem generating them; but we need to do so with some confidence that they will be used by at least some of the targeted media. In some instances one media release may be engineered to achieve the objectives of two or more separate planned releases. (This will be noted in our monthly report to the Chairman).

Bill Floyd Marketing Consultant to The NZ Honey Industry

Mission Statement

The Marketing Efforts of the National Beekeepers Association shall be directed to creating an environment that will:

Allow consumers to enjoy honey as a food that is available in a variety of types, each giving different sensory satisfactions.

Allow consumers to appreciate that different honeys may have nutritional, therapeutic or even medicinal attributes that can enhance their own standard of living and health, and be able to enjoy those values with confidence.

Allow individual members of the NBA to be rewarded for innovation and for a commitment to quality.

For those members to be aware of all the opportunities available to them apropos of Product Mix and Product Development, Pricing and Promotional Issues; with particular emphasis on the potential for mono-floral honeys.

To let members of the NBA be part of an industry recognised collectively for its commitment to quality.

To create a commercial environment that is healthy and competitive, where individual members of the honey industry succeed or fail by their own effort.

To allow for the industry as a whole to be perceived as:

An established, traditional, financially sound rural activity that is committed to quality in all matters

Producing a range of products to the highest international standards

That have unique competitive advantages in the New Zealand and international marketplaces.

March 1995

Honey tasting

Two years ago we developed what is known as a Sensory Profile for New Zealand's major honey types. A foodwriter, wine writer, chef, and small group of beekeepers, tasted a range of New Zealand honeys and discussed their values as if they were talking about an exciting wine.

The results made tantalising reading. We appreciate that there are differences in honeys of course because of regional and seasonal factors, but overall, the descriptions give a good understanding of the differences between our New Zealand honey types.

These descriptions have been well received by

chefs and foodwriters and they help to explain that there are some marvellous differences between honeys created in New Zealand.

Try comparing your own honey types to the descriptions that we have created. We'd be keen to hear from you if you strongly agree or disagree. At the end of the day this type of exercise is good for the industry at large because it is adding interest and fun to the honey product and in turn creating commercial opportunities for all members of the industry.

Bill Floyd

South Canterbury News

In December, South Canterbury beekeepers were in a very optimistic mood for a cracker season. Excellent rainfalls had been recorded, the countryside was white with clover, and hive bee strengths had not been knocked by Nor-west winds, so were in good condition.

All we needed was normal January weather. Unfortunately January was wet and overcast for the first three weeks, so by the time some summer arrived hive strengths, particularly along the coast had deteriorated along with the crop prospects. However, average honey crops were gathered, while the high country produced an excellent crop. In mid-March we held an EDPR exercise in

conjunction with the MAF. For two days eight teams comprising of a MAF team leader, and two or three beekeepers travelled throughout South Canterbury, inspecting hives for AFB.

It was an excellent opportunity for beekeepers to acquaint themselves with the disease response procedure, to meet other beekeepers and have a day out with a few drinks afterwards.

Many thanks to all those who helped out, particularly the Canterbury branch members who travelled some distance and gave freely of their time, making the exercise a great success.

Peter Smyth

Auckland Branch report

How has our season gone?

The best honey crop for some years though there is a lack of bush honeys. Pasture honey yields were outstanding. Kiwifruit pollination has been good this year and combined with the exceptional growing season crop prospects look excellent. All up, a year that pays the costs for the last few poor seasons.

Hives are still holding much of this year's production as the volume of honey is causing

some processing difficulties. Hives will go into winter with ample stores; with the bee export season just around the corner, hives are holding their numbers well and should produce the icing for this year's cake.

Fingers crossed that this is the first of the seven good years cycle (we've certainly had seven unremarkable seasons).

Shaun Cranfield, Secretary

ReidPaints LIMITED



PROUD TO HAVE PARTICIPATED IN THE MINISTRY FOR THE ENVIRONMENT'S CLEANER PRODUCTION DEMONSTRATION PROJECT. REIDPAINTS LTD CONSERVATION AND ENERGY AWARE.

REIDPAINTS LTD can offer you the following services:

- ◆ INSPECTION AND WRITTEN REPORTS ON HOUSE AND COMMERCIAL DWELLINGS.
- ◆ COATING SPECIFICATIONS.
- ◆ ESTIMATES ON QUANTITIES AND COSTINGS.
- ◆ ON SITE ASSISTANCE WHERE REQUIRED (IN AREAS WHERE BRANCH IS ESTABLISHED).
- ◆ PROFESSIONAL ADVICE ON DECORATIVE COATINGS, TEXTURE COATS, WATERPROOFING, INDUSTRIAL COATING ETC.
- ◆ PAINT AT FACTORY WHOLESALE DIRECT PRICES.

PARAPARAUMU Cnr Kapiti Rd/Te Roto Dr Ph: (04) 297-3280	LOWER HUTT 219 High Street Ph: (04) 569-1284	CHRISTCHURCH 335 Moorhouse Ave Ph: (03) 365-6315	INVERCARGILL 294 Dee Street Ph: (03) 214-0513	NELSON 56 Waimea Rd Ph: (03) 545-6210	HEAD OFFICE 15 Riverbank Rd OTAKI Ph: (06) 364-8083
WELLINGTON 265 Wakefield St Ph: (04) 385-2571	LEVIN 258 Oxford St Ph: (06) 368-7628	DUNEDIN 90 Crawford St Ph: (03) 479-2711	GORE 41 Irk Street Ph: (03) 208-7044	BLenheim 32 Grove Rd Ph: (03) 577-9401	FREEPHONE 0800-80-PAINT-72468

Why two copies?

Many beekeepers (those who are already NBA members) will have received two copies of this issue of *The New Zealand Beekeeper* magazine. No, that wasn't a mistake, but a necessary part of running a fair referendum to gauge support for our proposed levy.

Categories of Beekeepers

The NBA's membership list contains all beekeepers who have 50 hives or more, as well as a number of individuals, libraries and other organisations that pay an ordinary subscription.

In order to make sure that all potential levy payers for the new levy system get the chance to vote, we have been allowed to distribute the voting paper (and the accompanying magazine) to all registered beekeepers in New Zealand.

In round numbers, there are about 500 beekeepers who have more than 50 hives, and nearly another 500 people/organisations who pay an ordinary subscription. We estimate there to be about 800 beekeepers in the 11-50 hive category who will be 'new' members of the NBA. In order to make sure that this group has the chance to participate in the ballot, we are sending the ballot out to 'all beekeepers'.

Many beekeepers receiving this magazine and voting paper (those who have 10 hives or less on 3 apiary sites or

less) will not be affected by the proposed levy. If you are in this category, I urge you to read this magazine and consider becoming an ordinary member of the NBA! The information source and the other opportunities that come with NBA membership would make it a valuable part of your beekeeping experience!

Privacy Act considerations

The 'owner' of the list of registered beekeepers, the Ministry of Agriculture, has worked closely with the NBA to ensure that the use of the apiary register is entirely consistent with Privacy Act provisions.

MAF did not provide the labels used to post the ballot and magazine directly to the NBA. Rather, the labels were delivered under bond (a signed contract/agreement) to the printers of the magazine, ensuring non-disclosure of your details. The information that MAF holds as part of the apiary register has not been divulged to the NBA.

So why two magazines? You would think that sending it to 'all registered beekeepers' would be enough. Had we done only that, all of our ordinary subscribers would have missed out. As well, you will see that a nomination form for the Executive elections has been included in the magazine you receive using the NBA's own mailing labels.

Southern North Island Branch Field Day

Ron Morrison, my wife Janice, and Jan van Hoof from Geraldine wandered over on Saturday to Levin to see what we could learn from our cuzzies.

A great reception with scones and a cup of tea to greet us.

Mary-Ann let Ron and Jan in as my two sons, so a family ticket was in order for us.

Cuppa over we wandered over to see a demonstration on autumn queening and a briefing on whether it was right for our operation or not. We also had Merv Farrington show us how to brush bees off for the safe removal of honey (the only safe way for me is to get someone else to do it). The bees were not too impressed with this and gave yours truly a couple of good wacks; the left eye is still swollen though you can't blame them as it was fairly cool at this part of the day, but we ended up getting sunburnt later.

We also saw a demonstration on wax dipping from Rob Johnson, our host for the day, followed by a demonstration of painting the hot freshly waxed box by Reid Paints Rep. Well done guys (I will be chasing Reid Paints for a member's benefit deal on this paint, good price and works well).

After lunch we had an update from James Driscoll, MAF on the bee industry in Samoa (there currently is none, only wild bees that have escaped, though it looks

like the industry will get under way again with MAF and James assistance). James said they could find no signs of disease, including AFB. The Executive Secretary of the NBA gave an update on the NBA and the PMS etc. Plus we had an accountant tell us about the industry and how the Inland Revenue see us for taxing, provisional tax etc. (I will follow up on these issues for the BeeKeeper magazine, ie depreciation etc.)

Sue Walker, HoneyLand updated us on propolis and her work in Japan (save that propolis was the call, it could be worth up to \$100 per kilo depending on purity). Need some help? Talk to Sue, not this week as she is off to Japan.

Ted Roberts had planned to talk to us but a tummy bug beat him. Get well soon Ted. Special thanks must go to the over 70 people there for making it such a great day, plus Rob Johnson and team a great effort. Well done to you all. Also let's not forget a special thanks to Ken and Lyn Perkinson who came all the way from Mahurangi, (north of Auckland), to meet the SNI people and donate a large box of their excellent hivesware for the raffle. Also Rob who gave five top queens to the club to auction for the club funds. As I said earlier, a great day and a great reception.

Thanks SNI team.

Harry Brown

Tough regulations?

The threat of tough regulations hangs over farmers.

That's if they don't come to the party on the sustainable management of their land.

Environment Minister Simon Upton told a Bay of Plenty Federated Farmers field day that though farmers' perceptions and attitudes had changed for the better over the last 30 years, they had more work to do.

If they ignore the winds of the change, they will be forced to comply.

"Unless real progress is demonstrated over the next 10 years we could see pressure for more heavy-handed regulations."

He warned of the regulations already part of farmers' lives in Europe and parts of the United States.

To avoid the dreaded regulations, farmers will have to do their homework, learn about land management practices which affect their land and soil resources, and practices which ease water pollution caused by farming.

Mr Upton said farmers must be guided along this path with incentives, such as market driven incentives through premium prices for environmentally certified products and through education and awareness programmes.

They may even have to be forced, with the threat of regulation in future years if water quality does not improve in the worst offending agricultural areas.

New Zealand's land is under siege, because of past neglect or ignorance. It was time to clean up.

"Agriculture, forestry and horticultural products make up 69 percent of our exports — worth over \$13 billion a year.

"To build on this base we must recognise that our reputation for quality products from a quality environment depends on environmentally sustainable practices."

Two key Government initiatives are in the pipeline right now; one which aims to make sure research and science are better aimed at achieving sustainable land management, by getting boffins talking better with farmers. The other initiative is the development of a sustainable land management strategy by the Environment Ministry.

This will ultimately lay down for central and local governments, community groups and farmers who should do what and when to achieve sustainability and improved water quality.

The draft of this strategy is expected to be ready by the end of June this year.

Acknowledgement Straight Furrow

Letters to the Editor

Any letter I receive for publication that I consider could be contentious and requires an answer, I will contact the person mentioned in the letter for a reply before the article goes to press.

Harry Brown

Roy Paterson Scholarship Trust

Members may recall that information has appeared in the *New Zealand BeeKeeper* on the establishment of the Roy Paterson Scholarship Trust.

The objective is twofold.

First to acknowledge the contribution the late Roy Paterson made to the beekeeping industry and secondly to financially assist students desirous of taking the Apicultural Course at Telford Training Establishment.

It is worthy of note that funds allocated have been reduced by some \$500.00 which could result in applicants not being able to afford the high costs of the course without some financial assistance.

Your Dominion Executive has endorsed this worthy endeavour, appreciating that the beekeeping industry stands to benefit from well trained and competent personnel.

Branch presidents are urged to accept the responsibility of fundraising by seeking voluntary donations and if necessary a grant from branch funds. Local bee clubs and interested people can be approached for financial help.

As convener of this fundraising effort I trust the appeal will be successful, I heartily commend it.

For and on behalf of the Fundraising Committee.

Dudley Lorimer
Life Member

Dear Editor,

You kindly published my letter late last year announcing the forthcoming publication of my book *The Immigrant Bees 1788 to 1898, A Cyclopaedia on the Introduction of European Honeybees into Australia and New Zealand*. The first edition became available in December and some 21 copies have been sent to subscribers in your country. I am now working on a second edition as well as an article on William Charles Cotton. I hope to submit this story for publication in your journal.

New facts have come to light regarding Cotton's apicultural activities in the North Island between 1842 and 1847. I believe I've answered the question regarding his success or otherwise in introducing bees on his arrival in 1842. As well, I've discovered that he sponsored the importation of bees from New South Wales in 1843.

Richard Taylor's 1868 comment on Cotton "**...from his hive both islands are now well stocked.**" appears to have been accurate for swarms from the original hive, named "The Queen" were distributed. For example, the hive named "Prince George" went to Whangarei, "Prince Frederick" to Auckland and "Prince Henry" to Pa Karaka. Others remained at Waitangi and Paihia. "Princess Alice" escaped into the bush after an amusing chase by Reverend gentlemen that ended unsuccessfully in a knee deep swamp.

Many more of his captivating adventures are waiting to be retold, such as his moonlight migratory beekeeping activities. Also identified is a band of 1840s beekeepers from the Bay of Islands whose names have never before been associated with the gentle craft.

As part of my research, I seek your assistance. I have a fragment (a strip of about 5 inches) of an article by, I believe, Karl Showier, titled "William Charles Cotton and the First Bees in New Zealand", published in the *New Zealand BeeKeeper* of June 1978. I only have the last paragraph and part of the second last paragraph. Karl showed, from the few words I have of his, that he had a good investigative style. I am keen to know the full contents of his contribution. If you have access to the June 1978 edition, I would appreciate a copy of Karl's article.

Peter Barrett

Can anyone **HELP?**

Editor

To the Editor,

Where does the NBA budget stand?

The proposed costings for the AFB PMS stands at \$156,330 plus the \$10,000.00 to be added to administration budget to cover the data base to replace the apiary register.

This would add approx \$65,000.00 to this year's budget. If we had a balanced budget last year where is the extra \$65,000.00 coming from.

1 An increase in the levy?

2 Depletion of reserves?

3 Trust funds?

Trust funds are for research and education and should not be used for the day to day running of the NBA.

Reserves can be depleted but what about next year?

How much more can be added to the levy????

Yes we need a PMS but do we need one that puts 60-70% into paperwork, (bureaucracy) that would give outside contractors a much better return than most beekeepers.

Get a copy of the new PMS and read it well, especially the budget page. Where in the new PMS does export certification stand. There seems to be no mention of it at all.

Graham Cammell

The Disease Committee Chairman's reply:

The PMS for the elimination of AFB needs to be read carefully and judged in its entirety. A copy is available from the Executive Secretary.

The Disease Control Committee has spent two and a half years of effort in drafting the PMS with six versions being circulated for discussion and input. Most of the present objections have been discussed by the committee in the past and rejected.

While the budget for AFB elimination is higher than the present AFB control there are important economic differences. A major part of the MAFQual AFB contract is for inspecting hives which are not inspected by the owners **but under the PMS this cost will be recoverable from the owner.**

There will be no diseasesathons. In the past, a lot of beekeepers have done many hours of voluntary inspection work while others sat on their hands and did nothing. This was unfair so the committee decided that all beekeepers doing inspection work would be paid.

Successful businesses depend on paperwork to assess how their operational programme is working. The committee does not intend that 60-70% of the PMS budget be spent on paperwork but we must have records to prove we have done what we have said we have done. (This may be computer records with minimal paperwork).

The cost of the administration share of the apiary database is the estimated cost of information from the present apiary register in relation to the Commodities Levy.

Letter to the Editor

By Stephen Lee

**Do you support the PMS?
Of course! Have you read it? No**

What kind of nonsense is that! Yet that is the kind of thing being said right across our industry! To put it another way: **Do you support something you know very little, or nothing about?** Ah well, 'ignorance is bliss'. Well, not for me it's not!!! I find the strategy intrusive, dictatorial and enslaving. Slavery, strong word, but so disturbed am I by the power that outsiders will be able to bring to bear upon me that there seems to be no other word that fits the enormity of the situation. This strategy is not about disease management, it's about who controls our industry. It's about beekeepers willingly paying others to be their masters. I don't understand what the industry is putting its confidence in? If it's not knowledge of the document then what is it? Interestingly, since the Journal published my letter protesting the chairman's account of the submissions on the PMS only two people have mentioned this to me, neither are NZ born, both European. This is in fact consistent with what I think is a disturbing aspect of the NZ psyche: 'Don't rock the boat, don't take a stand, and (even though you disagree) don't do it openly in case you are noticed, ostracised, or in some other way censored!' There is no environment more open or willing to be manipulated than a group of silent (even if disagreeing) individuals.

Of all the things that can and will be said about me, Cliff van Eaton and Mark Goodwin can at least bear witness to my consistency for I have been opposed to the PMS on the grounds of its intrusive nature since the "road show" last year. It is in my nature to question everything, even (and sometimes especially), my own conclusions, but as I read and reread this final draft, the concerns I held at the beginning have not gone away but are simply becoming more focused. So what are those concerns?

Domination, by a third party, as I have already said is the main issue, but if that is not bad enough, let's look at why (the reason) this strategy is being put in place; it is an attempt to bring about a theory — a good idea!

I want to quote Dr Mark Goodwin from the final paragraph of Appendix I of the strategy. It is entitled; Synopsis of Technical Information Obtained under the heading Disease Eradication.

"Eradication of American Foulbrood has never been attempted on a national scale. It is, however, theoretically

possible, especially in a geographic area such as New Zealand which is not subject to natural migrations of honeybees from outside the eradication zone". [Emphasis are mine]. Because it's never been attempted does that mean we shouldn't try? No, perhaps we should. Does describing an undertaking as "theoretically possible" make it a done thing? No it does not. In fact "theoretically possible" demands also the converse **"theoretically impossible"**! My first point is this: Take the fact that this undertaking has never been attempted before, place that alongside the "theoretically possible/impossible" scenario and you have a HIGH RISK VENTURE! It is one thing for an individual to undertake a high risk venture and pay the price or receive the reward (mountaineers do it all the time), it is quite another thing to try to force/coerce a whole group to do it where obviously there will be some who **do not want to!** That is where you get into the area of violating the individual's rights. This strategy violates My Rights! I do not want to go down this track, I love my freedom too much. My second point is; All high risk ventures demand safety nets!

Question: **Where are the nets?**

What are the risks?

It would be arrogant indeed for us to assume that our knowledge is so complete that we have all eventualities covered! Here are two possible risk/safety net scenarios:

Risk: The cost will escalate and the funds will dry up?

Net: It's paid for by the NBA indirectly through the Commodities Levy! That means the life of the NBA and the life of the PMS are co-dependant! Think about that! That means that every vote for the commodity levy is a vote for the PMS! And if the costs increase so does the Levy!

Risk: Individual beekeepers (you and I), through the PMS will be dominated and controlled by one person without any recourse/mediation!

Net: None.

For those who haven't got a copy of the strategy to refer to, I quote; Last paragraph. 17.4 p58; "Under the rules of the strategy, the chief technical officer [himself/herself an appointee by the Director General MAF] **may rescind the appointment of such Authorised Persons at whatever time and for whatever reason deemed appropriate.**

Under these rules, all decisions are final, and are not subject to mediation by any party. [parenthesis are mine] No mediation! rescind for whatever reason **deemed** appropriate! all decisions final! Who cooked up this stuff? It is not friendly folks. As the saying goes "with friends like this who needs enemies".

In conclusion I want to stress what I have done before. Taking a theory and implementing it by Education and Law is the "approved method" used by all totalitarian groups. [refer 6.2 p5 paragraph 6. PMS] "The problem lies in designing a system where education ensures that suitable practices are carried out in a uniform manner for all beehives in New Zealand, and backing up the system with legal powers and easily applied penalties to ensure such uniformity." I have two problems with this: The goal is theoretical (possible/impossible) and non conformity will be easily punished. Secondly, uniformity (in my opinion) should never be a goal. To quote from my own submission to the PMS committee:

"The intrusion of this system into our beekeeping practices will take away our rights as individuals to enjoy autonomy within our own outfits. It will compel us to practice beekeeping in a uniform manner thereby killing innovation and experimentation which will hold back and eventually damage the industry itself. History has proven this; where individuals have their autonomy and individualism curtailed for the sake of uniformity, then progress, innovation and the spirit is destroyed."

Finally I urge you, get a copy of the document and **read it!** I am voting against the Commodity levy because I am so disquieted by the PMS I have also sent a copy of this article to the Minister of Agriculture. If I am out of step then so be it. At least I won't be doing a 'goose step'.

The Disease Committee Chairman's Reply

Stephen, thank you for your comments, the editor has asked me to reply.

I will attempt to cover each concern openly and honestly.

Comment: It is true to say, that there are a number of compulsory requirements of the proposed PMS, which will require all beekeepers to carry out legally prescribed activities, such as reporting AFB when it is found in hives, and

Continued on page 28

destroying those hives so that they do not act as a disease reservoir.

However, as far as these compulsory requirements are concerned, there is nothing in this PMS which isn't also in the current Apiaries Act, except for the mandatory requirement of provision of Certificates of Inspection from those who because of choice or lack of commitment to AFB control, are not Approved Beekeepers under the strategy. It should be noted that the idea of Certificates of Inspection was suggested in a remit from the Southland Branch to Conference in 1994. The remit was carried 14-0, and was included in the PMS on that basis.

As stated in the PMS document (6.3), the proposed PMS includes most of the compulsory requirements of beekeepers contained in the Apiaries Act because "the beekeeping industry is in general agreement that the Apiaries Act has been a significant factor in achieving a relatively low incidence of American Foulbrood during the period of modern beekeeping in New Zealand. The industry therefore does not want to see the provisions of the Act lost."

With the passage by Parliament of the Biosecurity Act in 1993, the remaining sections of the Apiaries Act pertaining to the control of American foulbrood are scheduled to expire on June 30, 1996. The only way these sections can be retained is by including them in a PMS approved under the Biosecurity Act.

Comment: As stated in section 4.1 of the PMS document, "the goal of eradication of American foulbrood from New Zealand was the unanimous recommendation of the Disease Control Committee of the NBA in its report to the Association Executive in March, 1993. The report was based on a discussion paper on AFB control which received full industry

consultation in 1992. The committee's recommendation regarding "eradication" of American foulbrood was carried as a motion at the Association's Annual Conference of Delegates in July 1993.

The chairman of the committee, Mr Ian Berry, stated at the time that he doubted if there were any beekeepers in New Zealand who didn't want to eliminate AFB from their own outfit. With this PMS, the NBA is simply adopting this objective as an industry-wide goal as well.

Comment: The costs identified in the proposed PMS budget were determined by the NBA Disease Control Committee. The committee identified the various expenditure areas, set a series of work specifications, and then asked potential service providers to determine the number of hours and other expenditures needed to meet those specifications. The costs are therefore comprehensive and as exact as possible.

The Biosecurity Act also requires the NBA to review this budget on an **annual basis, and make changes to the operational plan to ensure that both the objectives of the strategy are met, and that the budget is being adhered to.** The NBA executive, as the executive of the PMS management agency, has full control over this budget. The costs of the PMS are therefore directly in the hands of the NBA itself.

Comment: "The NBA and the PMS are not "co-dependent", The NBA can exist independently of the existence of the PMS. That is, if there is no PMS, there will still be an NBA. It should also be made clear that the Biosecurity Act does not specify who or what organisation can propose a PMS for any agricultural pest or disease. Organisations or groups independent of the NBA may also propose a PMS.

The same can be said for the current AFB control programme. Prior to the removal of government funding for AFB control, the NBA existed independently of this programme. Now that the programme is in place, the NBA funds that programme through a contract with MAF Quality Management. However, the existence of that contract does not affect the continued existence of the NBA.

Comment: The statement that individual beekeepers, through the PMS, will be dominated and controlled by one person is incorrect. The appointment of **Authorised Persons** (The Biosecurity Act name for **apiary inspectors**) and **Accredited Persons** (The Biosecurity Act name for **NBA volunteer inspectors**) is controlled by one person (the chief technical officer), as required by the NZ Parliament under section 103 of the Biosecurity Act. This is the same requirement for appointments for persons exercising statutory powers as is currently found in the Apiaries Act.

The rescinding of such appointments is also necessarily under the control of that same government person, and is provided to ensure that Inspectors under the Act do not use their powers in an arbitrary or illegal manner. The provision is there to specifically protect the rights of individuals.


Mediation does exist in the PMS for matters arising from loss of Approved Beekeeper Status, since this is a voluntary scheme which is under the control of the NBA. The mediation follows the normal rules of mediation currently followed in NZ, and will ensure that individual beekeeper's rights and privileges regarding this status are protected.

As for mediation regarding beekeeper's legal responsibilities under the PMS is concerned (the same legal responsibilities as under the Apiaries Act), the process would be the same as currently. Individuals in our society who believe they are wrongly treated as a result of an Act of Parliament have recourse to the courts to protect their individual rights.

If you would like a copy of the PMS contact the Executive Secretary.

MAD BEE DISEASE?

No, Stuart Ecroyd hasn't got Mad Bee Disease (MBD) yet. He just had a few sleepless nights and decided to put together an Advertising/Editorial Insert into this issue of The NZ BeeKeeper. If your insert is missing please let us know immediately (or at any later stage) and we'll put one in the mail to you pronto- no bull.



Ecroyd Beekeeping Supplies Ltd
Distributors, Exporters & Importers of Beekeeping Equipment
Distributors of Bee Healthy & Beeway Honey & Bee Products
P.O. Box 5056, Papanui, Phone: 64-3-358-7498 | 26B Sheffield Crescent,
Christchurch, New Zealand | Fax: 64-3-358-8789 | Burnside, Christchurch



MAHURANGI HIVEWARE

NEW ZEALAND

For the quality conscious customer who expects value for money

- A full range of beehive woodware
- Honey frames our speciality
- Buy direct from our factory
- Let us quote on your order
- Export enquiries welcome

“A commitment to research and development has earned us an undisputed reputation for producing quality products that provide better value for money. Our domestic and overseas customers know they can rely on the quality of our timber, the consistent precision with which our frames are manufactured and our dedication to service.”

Ken and Lynne Perkinson

Mahurangi Hiveware

Pukapuka Road, RD3, Warkworth, NZ
Telephone/Fax (09) 422 0890
New Zealand

Samples of Honey Urgently Required

I have been awarded research grants totalling \$30,000 by the Lotteries Commission and AGMARDT to carry out a screening of New Zealand honeys to find if there are any besides manuka which have marketable antimicrobial properties. However I am unable to proceed with this work as I have not been able to obtain many samples of honeys.

PLEASE COULD YOU HELP?

The samples need to be monofloral and authentic to avoid misleading results. This requires that they have come from sites where you know what was in flower at the time that the comb was filled. The honeys should not have been stored in a warm place or have been kept exposed to light (sunlight and fluorescent light particularly) as both may cause destruction of activity. A minimum of 10 grams is required, but 20 grams would allow the honey to be used as well for research developing the "fingerprinting" technique of identifying honey. A few hundred grams would allow follow-up research if any are found with an interesting antimicrobial activity.

For the results of the screening to be meaningful it will be necessary to obtain a fairly large number of samples from different sites for each floral type.

If you are willing and able to help, please could you supply the following information on the samples if you can:

- 1) major floral source
- 2) other plants in flower at the time, and an estimate of the proportion of nectar from those
- 3) month and year produced
- 4) location of production (e.g. Central Otago, Kaimai Ranges)
- 5) drum identification number if you have bulk amounts in stock, so that more can be obtained for further research if a sample is found to be very active.

I am keen to get hold of the following floral types :

Barberry	Vipers Bugloss ("Blue Borage')	Pohutukawa
Clover	Honeydew	Rata
Nodding Thistle	Thyme	Kamahi
Ling	Rewarewa	Five-finger
Tawari	Spanish Heath	

Kanuka of reliable identity (i.e. is definitely not from manuka and contains no manuka).

I will gladly reimburse postage/courier costs — just let me know how much.

Yours sincerely, Peter Molan

Post to Dr Peter Molan, PB 3105, Honey Research Unit, Hamilton,
or Courier to Waikato University Attention Dr. Peter Molan, Honey Research Unit, Hamilton

PIERCO

PLASTIC FANTASTIC

ONE PIECE FRAME AND FOUNDATION

These one piece frames have proved to be accepted by the bees and beekeepers in New Zealand.

Higher honey and wax prices make our frames even more valuable to you when replacing old combs or increasing comb numbers.

The depth can now be made to suit all sizes used in New Zealand from shallows 158mm, $\frac{3}{4}$ 176mm Std full depth, or jumbo 290mm.

End bars can be reduced to 33mm from the 35mm to suit New Zealand standards.

New for next season is the plastic foundation to fit wooden frames with grooved both bars. One size fits standard full depth frames or cut to fit $\frac{3}{4}$ depth.

A limited number of one piece frames are available, ex stock.

We are now accepting forward orders for the first container delivery in August 1996.

Phone or fax us on: (09) 408-2200
to order or discuss any queries you may have.

Haines Bee Breeders Ltd

IMPORTANT DATES FOR 1996

BRANCHES SEND YOUR MEETING DATES IN FOR 1996. NO CHARGE.

NBA EXECUTIVE ELECTIONS	Start	Finish
Send out nomination forms	16 April	Tuesday
Closing for nominations	15 May	Wednesday 5pm
Voting forms posted out	24 May	Friday
Closing date, return of votes	24 June	Monday 5pm
EXECUTIVE MEETINGS		
May Meeting	14 May	Tuesday to 15 May Wednesday
July (conference) Meeting	15 July	Monday
September Meeting	3 September	Tuesday to 4 September Wednesday
December Meeting	3 December	Tuesday to 4 December Wednesday
CONFERENCE		
Speciality Group Meetings	15 July	Monday
Seminar	16 July	Tuesday
Conference/AGM	17 July	Wednesday to 19 July Friday
Special Meeting (if required)	18 July	Thursday 8am
Last Date, remits in	2 June	Sunday 9am
Last Date, rule changes in	2 June	Sunday 9am
MAGAZINE		
Copy/advertising deadline	1st of month	

COMING EVENTS...

★ ★ ★ CLUBS... PUT YOUR MEETING DATE IN HERE... FREE ★ ★ ★

HAWKE'S BAY CLUB

Meets every second Monday of the month at 7.30pm.
Cruse Club, Taradale.
Phone: Ron (06) 844-9493

CHRISTCHURCH HOBBYIST CLUB

These are held on the 1st Saturday each month, August to May, except for January on which the 2nd Saturday is applicable.
The site is at 681 Cashmere Road, commencing at 1.30pm.

GENERAL MEETINGS

AUCKLAND BRANCH AGM

25th April at 6pm. Robbie Johnstone's property, Rumicman Road, Rama Rama. Phone: (09) 294-8320.
Followed by a discussion with David Yanke on Carniolans. What are they? What can they do for us? Why we may need them? And their possible effects.
Bring fingerfood and something for the barbeque.

CANTERBURY BRANCH AGM

30th April at 7.30pm
Merrivale Rugby Club
Woolridge Road
Phone Brian:
(03) 318-0732

HAWKE'S BAY BRANCH AGM

15th April at 7.30pm
Cruse Club, Taradale.
Phone: Ron (06) 844-9493
(Members are requested to bring something for supper)

9th International Palynologic Congress. Houston, Texas, USA. 22nd-29th June 1996

Contact: D J Nichols, US Geological Survey. Fax: (+1) 303 236 5690. E.mail: dnichols@greenwood.cr.usgs.gov

7th International Symposium on Pollination. Lethbridge, Canada. 24th-28th June 1996

Contact: Dr Ken Richards, Apiculture and Agri-Food Canada, Lethbridge Research Centre, Lethbridge, Alberta, Canada T1J 4B1. Fax: (+1) 403 382 3156. E.mail: richards@abrsle.agr.ca

The Sixth IBRA Conference on Tropical Bees: Management and Diversity. San Jose, Costa Rica. 12th-17th August 1996

The second announcement of this important IBRA conference is available from: Sixth IBRA Conference on Tropical Bees, IBRA, 18 North Road, Cardiff CF1 3DY, UK. Fax: (+44) 1222 665522. E.mail: ibra@cardiff.ac.uk

Pollination in the Tropics and with Tropical Bees. Habana, Cuba. 21st-24th August 1996

Make the most of your visit to Central America for IBRA's conference on tropical bees — travel on to Cuba afterwards for a specialist pollination meeting. For more information contact: Lic. Adolfo M. Perez Pineiro, Director Estacion Experimental Apicola, Min. Agricultura (EEA), El Cano, Arroyo Arenas Mun. Lisa, Ciudad de la Habana, Cuba. Fax (MINA-GRI): (+53) 7 335086. Fax (Empresa Cubana de Apicultura): (+53) 7 815428.

3rd Asian Apicultural Association Conference. Hanoi, Vietnam. 6th-10th October 1996

'Bees and beekeeping with sustainable agro-forestry development' is the theme of this meeting. For details of the conference, contact: Committee of the 3rd AAA Conference, Ms Nguyen Thu Hang, Bee Research and Development Centre, Lang Ha, Dong Ha, Hanoi, Vietnam. Fax: (+84) 4 352725.

The Bee Research Conference. January 11th-12th 1997, in Mexico.

Apimondia Conference.

September 1st-6th 1997 in Belgium. September 13th-21st 1999 in Vancouver. September ? 2001 in South Africa.

WANTED TO BUY BEESWAX

We are paying **CASH** for all grades of beeswax.

We are particularly interested in larger quantities and will buy beeswax anywhere in New Zealand.

If you want **IMMEDIATE PAYMENT** for your wax

Please phone for our current rates

Peter Lyttle

Phone: (03) 693-9189

Fax: (03) 693-9780

A/H: (03) 693-9080

NZ BEESWAX LTD