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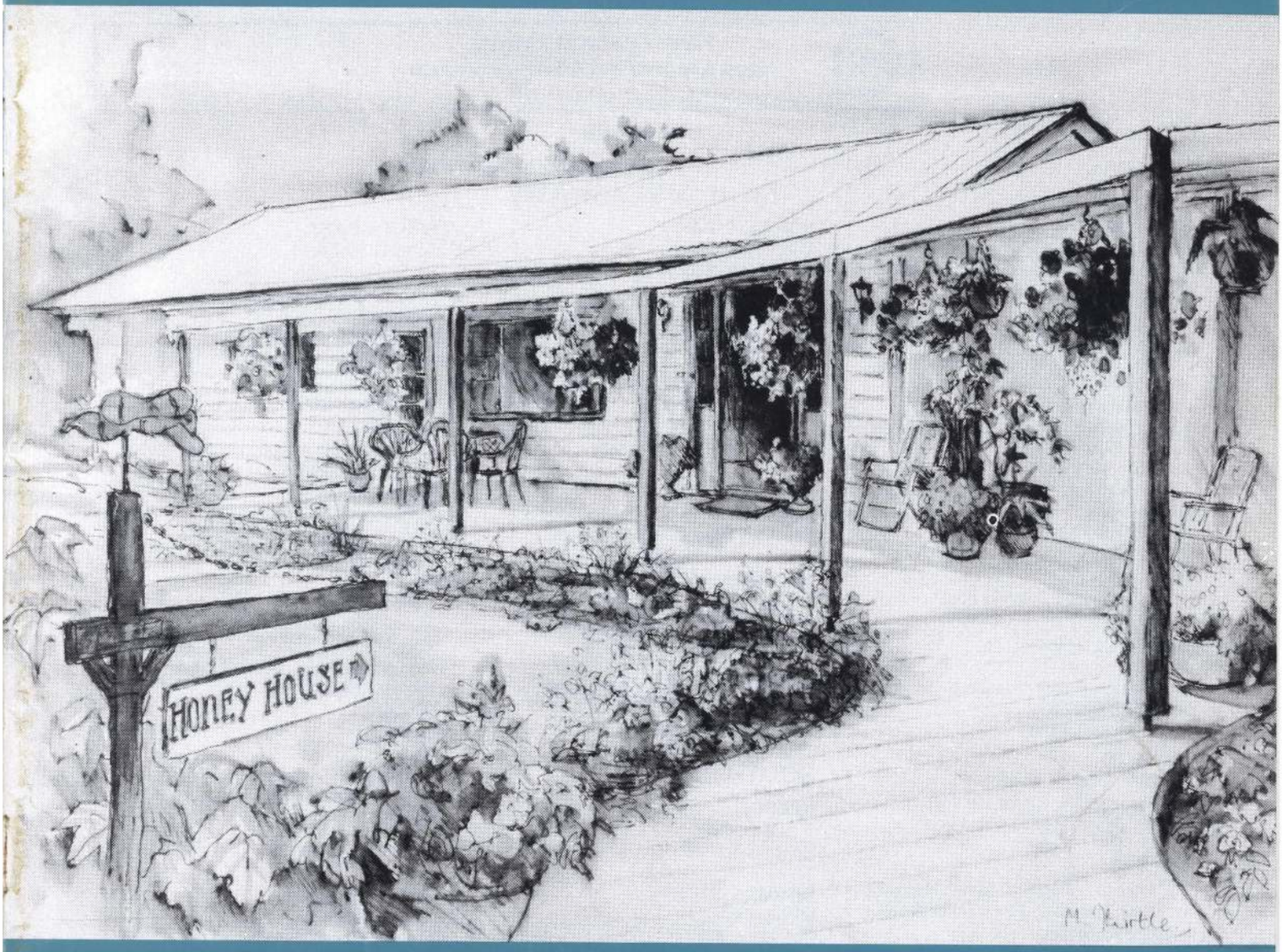

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The New Zealand BeeKeeper is published eleven times per annum; February to December. All copy should be with the Editor by the 1st day of the month of publication except for December when copy should be received by 20th November.

Nick Wallingford

The New Zealand beekeeping industry has a presence on the World Wide Web!

Information about the Internet is common in the media these days, with an increasing number of individuals and businesses to communicate and advertise themselves and their services. Many of you may already know of my interest in computers and communications, so my use of the internet should not be a real surprise.

Earlier this year, I used some of the NBA materials, particularly the Profile document, as a small project to demonstrate the conversion of materials from page to screen, trying to determine what 'works' and what doesn't, and how information can best be conveyed in an electronic form. With a generous donation from my own Internet Service Provider, Wave Services, the NBA now has our own pages on the 'Information Superhighway'!

I realise that most people don't currently use electronic mail or have access to the Internet. That isn't the point to me. What is important is that in years to come the Internet will take on a relevance to many people in the same way that other communications technologies have caught on – answering machines, mobile telephones and faxes do have a legitimate place in homes and businesses. In creating the New Zealand Beekeeping Home Pages, I am simply trying to anticipate something that I think will become more commonplace in years to come.

Approximately one quarter of New Zealand homes have a computer. With the rapid uptake of such technology by small businesses and beekeepers in particular, I would suggest that the percentage may well be even higher than that within our industry.

Recent articles in Bee Fax, MAF Qual's faxed newsletter, have described the use of the Internet by beekeepers, and a variety of articles in newspapers and magazines detail how to get connected to the new services. A computer, a modem, costing less than $200, and an account with a local Internet Service Provider (ISP) (similar to a telephone account) are all that it takes. Here in Tauranga, my connection to the Internet costs $30 per month, after the initial connection fee; for more casual users, there are even cheaper rates.

So far, the New Zealand Beekeeping Home Pages are fairly rudimentary. They contain the New Zealand Beekeeping Profile, some of the materials related to the Pest Management Strategy (the information brochures that were distributed in the magazine last year) and some of the information from the Marketing Committee about select sources of honey. I've included a few colour photos (not many, as most of my collection is still 35mm slides!). I am looking forward to developing the pages to promote New Zealand beekeepers and beekeeping.

Already, several hundred people from around the world have visited the pages, reading about the professionalism of New Zealand's beekeepers, the unique nature of our floral sources and our proposal to eliminate American foulbrood. The pages are helping to promote New Zealand and our beekeeping to a small but growing audience.

If you have access to the Internet, or know someone who does, go to the following address (yes, I know it looks cryptic!):

http://www.wave.co.nz/pages/nickw/nzbkpg.htm

See for yourself what New Zealand beekeeping on the Internet looks like. I hope you'll all be as proud of it as I am, and I hope we can experience many of the positive spin-offs that may eventuate. While you're at it, send me an email message to:

nickw@wave.co.nz

so I can know you've see the pages!

I have great hopes for the Internet as a communications medium. It won't ever be able to do the really important parts of beekeeping (opening the gates to get to the apiary, or putting the frames of honey in the extractor) but it can help us to communicate with each other, our customers and the other beekeepers of the world.

Course fees reduced at Telford Rural Polytechnic

Telford Rural Polytechnic has announced an immediate reduction in 1996 course fees for the Certificate in Apiculture by correspondence.

The fees have been reduced from $750 to $350 per annum and students already enrolled this year will receive a refund for the difference. Telford Principal, Mr Ian Lyttle, in announcing the reduction, said Telford is always mindful of the need to keep education and training accessible to as many people as possible.

"The beekeeping industry, through our course advisory committee, has indicated that more people would like to be involved in training. The review of fees is one way that Telford can help beekeepers take the opportunity to receive further education", says Mr Lyttle.

"The correspondence course has been well supported by the industry, with enrolments from people in many areas of apiculture – commercial beekeepers, employees of beekeepers, MAF officers, hobbyists and many other groups of people with an interest in bees".

"The option of doing the course by correspondence is very popular, because they can carry on with whatever job they have, and without the expenses of travel and accommodation costs which accompany the full time, year long course at Telford. The year course will continue to provide a very valuable role in training, because of its high practical content, but for people already working with their own hives, or their employer's hives, doing the course by correspondence is an attractive alternative", said Mr Lyttle.

In another effort to keep in touch with just what the industry requires, Telford is preparing a questionnaire to circulate to beekeepers, both commercial and hobbyist, and employees of beekeepers. It is hoped the issue of the questionnaire will be around the time of conference, to take advantage of the better opportunities for discussion.

Front cover...

The entrance to Jan and John Brandon's Honey House, Canaan Apiaries, Wanganui. Painted by Maureen Thirtle.

I need your stories!!!

Have you a story you would like printed? Send it through. No it doesn't matter if it is handwritten I will type it up no cost.

Have you got a gripe? Send it through — handwritten is okay.

Is there a member benefit I should be chasing for you? Please advise, I will pursue it for you and see what we can achieve.

The New Zealand **BeeKeeper**

THIS ISSUE

National Beekeeper's Association 1996 Conference AGM, Seminar and Conference of Delegates

WANGANUI 15 - 18 JULY

Activities

MONDAY 15 July: Speciality Groups

Registration Desk opens at 8.30am

10.00-11.00	Queen Bee Improvement
11.00-12.00	Honey Packers Association
1.00-2.30	Comb Honey Association
2.30-4.00	Honey Exporters Association
4.00-5.30	Pollination Association
7.00-8.30	Queen Bee Producers Association

TUESDAY 16 July: Seminar Chairman Mr E. Roberts

8.30-9.00	The basics that make small business buzz Speaker Mr Noel Gudsell, Business Advisory Group, Wanganui
9.15-9.45	Making a will and its pitfalls Speaker Mr Ron Sparrow Public Trust, Wanganui
10.30-11.00	A new era for international trade Speaker Mr Andrew Matheson National Adviser SPS (Animals) MAF Regulatory Authority
11.15-12.00	Current export and import issues Speaker Mr Jim Edwards National Manager International Animal Trade, MAF Regulatory Authority

SEMINAR Chairman Mr J Brandon

1.00-1.30	Clover research — Speaker Mr John van dem Bosch — Grasslands, Agresearch Palmerston North
1.45-2.15	Bees and 1080 "Science or politics" — Speaker Dr Mark Goodwin — Hort Research Ruakura Research Centre
2.30-3.00	Current research on Nosema Disease — Speaker Dr Louise Malone — Hort Research Mt Albert Research Centre
4.30-5.00	Honey research — Speaker Dr Peter Molan — University Of Waikato
5.30-6.00	Presentation of Culinary Awards — Bill Floyd, New Zealand Honey, Food & Ingredient Advisory Service
6.00-6.30	Honey Innovation Awards — Bill Floyd, New Zealand Honey, Food & Ingredient Advisory Service
7.30-8.30	Sponsors presentation approx 15 mins each at conclusion

HAPPY HOUR

NOTE. A Culinary Expose is being run in conjunction with the Conference sponsored by the Pork Board and the New Zealand Honey, Food & Ingredient Advisory Service (Honey Marketing Committee) held on the Seminar Day TUESDAY afternoon at the Wanganui Polytechnic.
Participants are students from the four polytechnics in our region New Plymouth, Wanganui, Palmerston North and Wellington.

WEDNESDAY 17 July

8.00-9.00	Export of bees and products — Facilitators Mr Andrew Matheson and Jim Edwards

CONFERENCE

9.00am	Official Opening and Commencement of AGM and Conference of Delegates.
10.00am	Partner's bus trip leaves the Motor Inn
4.00pm	Partner's bus trip returns to Motor Inn
7.00-7.30pm	Bus departs for Racecourse Complex
7.30pm	Social Evening
11.30-12.00am	Bus returns to Motor Inn

THURSDAY 18 July

9.00am	Continuation of Conference of Delegates and conclusion of AGM
10.00am	Conference Photo call
7.00pm	Conference Dinner at the Motor Inn

COSTS: Please include payment vith registration. Make cheques payable to SOUTHERN NORTH ISLAND NBA CONFERENCE (cross all cheques please)

Principal Registration includes:

Seminar:	$30 per person	(includes Lunch, morning and afternoon teas)
Conference:	$20 per person	(includes morning and afternoon teas)
Social Evening:	$20 per person	(includes light supper, Music by THEME "Down by the Riverside" Jazz band transport to and from venue) 1920 dress optional (Boaters etc)
Conference Dinner:	$30 per person	(Dinner and music)

Partner's Registration includes:

Seminar, Conference OR Bus trip, Social and Dinner. Partner's Bus Trip — Wednesday

This bus trip is for registered Partners ONLY of Conference participants. If you are not registered then to go on the trip you MUST register and pay $20.

REGISTRATIONS

PLEASE assist us by registering before 3rd July on the attached form. Early Bird registrations will be in for a prize.

VENUE: AVENUE MOTOR INN, 379 VICTORIA AVENUE, WANGANUI.

Phone: (06) 345 0907 Fax: (06) 345 3250 call now and book accommodation rates at Collegiate and Motor Inns.

	$ 80.00	Single
	$ 85.00	Twin/Double
*	$100.00	3 Persons Sharing
*	$120.00	4 Persons Sharing

* These multishare rooms are at the Collegiate Motor Inn. These rooms have a separate bedroom and cooking facilities.
$70.00 Budget Rooms at Avenue Motor Inn (per room) (2x Single beds in each room). Limited number available.

Bee Research Digest

by Edward E Southwick,
Department of Biological Sciences, State University of New York College at Brockport, New York 14420 Internet: eSouthwi@ACS.Brockport.edu, Fax: 716-395-2416.Bees and Me

Here you are reading my last contribution to the *Bee Research Digest*. By this time next month, or perhaps this very month, I'll be winging my way from this life into what awaits beyond. I am not going to dwell on it, but leave it that according to the Bible, I am trusting the Lord Jesus Christ and expect to obtain a new physical body that will be free of pain and sorrow and tears. The past several years have been quite a trial, but I do not want to detract from the focus of this magazine on the wonderful little animal, *Apis mellifera*. The honey-bee has held my attention for these three decades and there are never times of boredom or periods when I think all the questions have been answered. Each answer gleaned produces a myriad of new questions to explore. Perhaps deeper study of this small insect will not contribute to solving the riddles of cancer and other human diseases, or the human social conditions. Nevertheless, the honey-bee is one small living organism in nature that is certainly worthy of study.

Not only does it provide the sweetest natural food product with many variations in flavour, texture, colour and aroma, but it also provides pollination success in numerous agricultural crops central to our human diet. Of course, it provides hours, days and years of interesting research study and hobby time as well.

In June, I was fortunate enough to participate in the Maryland State Beekeepers Association annual meeting at Mount Saint Mary's College near Frederick. I dedicate this final column to that group of people from all parts of the state (and out of state) and from all walks of life who had at least one thing in common; they all kept bees. Some attendees were workers in the State Standards Office, some in Washington D.C. at the National Security Agency, some were farmers, and a few were commercial beekeepers. Most, however, were hobby beekeepers very interested in the behaviour and biology of the bees, as well as their products.

The beautiful little campus was a pleasure to walk through. I located Saint John's Well on a hillside which was fed by a natural spring. Honey-bees were taking water from this resource. During my visit, we investigated three topics; (1) how the honey-bees keep warm in the winter; (2) the proper use of ventilation in the hive; and (3) homing in honey-bees foraging for pollen, nectar and water.

All of these are favourite topics to me. Even though this is still only fall and winter is a ways off yet (I hope), the bees are busy hoarding away their winter stores. It is these honey stores that provide the fuel for the bee's phenomenal capacity to withstand cold temperatures. In fact, it would be a rare case when honey-bees succumb to low temperature because of that factor alone. We have tested large groups of honey-bees down to air temperatures well below -60° C (-75° F). Now that's cold ... much colder than anything the bees would experience around here. How do the bees in the winter cluster handle it? No problem! We have shown that the bees can individually burn enough fuel to keep the cluster warm at rates that are well below what they might expend in flight. The same muscles are used for flight as for shivering. Of course, their hairy little bodies packed neatly together help to prevent the escape of warm air as well. The major difficulty would likely be that the honey stores may be "out of reach" and so the bees could starve to death unless there is an adequate break in the weather to allow some of the bees to move over to the stores. Even Africanized honey-bees can tolerate quite cold temperatures if they are in a cluster. It appears, though, that the Africanized race requires more frequent good weather breaks in order to make it through long periods of winter weather.

The honey-bees are remarkable in that they are the only insect group that over winters by forming large clusters and keeping warm rather than going through the winter in a diapause stage as individuals.

In Maryland, the high humidity and warm temperatures are of much more concern to beekeepers. It is vital to provide adequate ventilation to allow for movement of air laden with carbon dioxide and moisture to escape. Beekeepers usually accommodate for this need by providing a ventilation hole at the top of the upper hive body as well as at the bottom of the lower hive body (throughout the year). The top vent can be done easily by lifting the inner cover and placing a stone over a corner of the inner cover, and replacing the outer cover. Many beekeepers put a large rock on the top to hold it down against the strong winds (and skunks in our area).

One kind gentleman described how he greatly improved the ventilation in all his hives by replacing the inner cover wooden piece (with the oblong hole) with hardware cloth small enough to prevent the bees from crawling through. This beekeeper builds little feet on the sides of the inner cover for adequate separation from the top bars and the inside of the outer cover. This provides plenty of ventilation from the open bottom under the lower super, up and out through the hardware cloth screen inside the outer cover. It has to be cleaned of propolis each year (or more often if the bees are heavy in the use of propolis). In the humid mountain area where he keeps bees, this seems to have done the trick for the past several years.

The third topic was related to bees being able to fly a "bee line" from the food source to their nest. To help explain orientation and homing, some researchers have suggested that individual foragers form cognitive maps in their brains and use compass directions according to such a map. This seemed a little far-fetched to me so we set out to study the foraging ranges and homing of honey-bees foragers, and the cues bees may exploit in nature. We used a magnetic mark-recapture tagging system first used by Norm Gary in the 1960s. Outbound foragers were captured, marked with metal tags glued to their thoraces, and transported to release sites. If the bees returned to their hive, they encountered a row of horseshoe magnets lined up across the entrance. They had to pass under these magnets to get into the hive. When they were close enough to the magnets, the magnetic force pulled them up onto the magnet. Most honey-bees worked themselves loose within a few minutes, but the coloured tags remained trapped on the magnets. Tags were collected hourly from the magnets.

Most bees released less than 1km from their nests returned successfully. As distances to the release sites increased, the fraction of successful returns decreased. Studies done at the base of mountains showed quite a difference from those done in flat terrain.

In flat terrain, bees successfully returned from a maximum distance of only about 5km (about 2 miles), whereas with a mountain background, bees returned from as far away as 9km (nearly 4 miles). Marked foragers released within 1km of their nests were often back within minutes. As the distance to the release site increased beyond 1km, the time for bees to return increased *geometrically*, with successful returns from the greatest distances requiring hours or even days.

Our results suggest that flight ranges of honey-bees foraging in natural ecosystems are strongly influenced by physiographic features, and that they probably utilize a visual image of the large-scale horizon when orienteering in new situations, or when returning home from great distances.

Acknowledgement American Bee Journal

Biological production enhances apples

Research into the understorey management of apple orchards has shown that grassing under trees enhances apple quality and may help prevent storage problems.

Apple trees are poor competitors for water and nutrients and in conventional orchards a two metre clear herbicide strip is usually left under trees. But HortResearch scientists have found that by planting clovers or ryegrass underneath trees in biological production systems the fruit quality is enhanced and harvest made easier.

Field trials using Fuji and Braeburn apples were carried out at Lincoln, Winchmore, and Clyde to compare conventionally-managed and biological or organic production orchards. Changes in nitrogen and phosphate levels have been observed with changes in understorey management.

"We put down clovers or ryegrass underneath the trees, creating a nutrient stress. We found that there is quite a nitrogen demand as well as a water demand from the understorey, but so far this has enhanced fruit quality, especially raising the redness of the Fuji apple," says scientist Ken Marsh.

In three out of four seasons, Fuji fruit from young trees with a mown understorey were more highly coloured earlier in the season than those with a normal herbicide strip, increasing the proportion reaching export standards and offsetting a decline in yield. Harvesting was easier and cheaper.

Varieties such as Braeburn, which are susceptible to calcium-related postharvest storage disorders like bitter pit and lenticel blotch, may also benefit from changes to understorey management. Changes in calcium levels correspond with changes in understorey management and the incidence of storage disorders was low in fruit from orchards under biological production systems.

Dr Marsh attributes the success of biological production systems to low inputs. "I think it is just a matter of the trees growing in a more balanced nutrient status. There isn't an excessive nitrogen input and excessive growth from fertilisers which may be associated with low fruit colour that you would see in a conventional orchard. All of these things can affect the calcium level of the fruit and we are not getting that kind of situation," he says.

Manipulation of nitrogen levels through changes in understorey management offers growers the opportunity to market their fruit under a biological production label, while reducing the economic and environmental costs of sprays and fertilisers.

For further information please contact: Dr Ken Marsh, HortResearch, Mt Albert Research Centre, Private Bag 92-169, Auckland. Phone (09) 849-3660 Fax (09) 815-4201.

New Zealand honey in demand

New Zealand honey is keenly sought overseas as a northern hemisphere shortage pushes prices up, the New Zealand Beekeepers' Association has reported.

Exporters are paying $90 more for a 300kg drum of light bulk honey than they did last season, Mr Ian Berry said.

About a quarter of New Zealand's honey crop is exported each year.

Letters to the Editor

If you write a letter to the Editor, or have an article you want printed as an article, can you clearly mark it as such.

Thanks, Ed

Dear Sir

Having read Stephen Lee's and Graham Cammell's comments in the last Beekeeper and having read and thought about the PMS, what it contained and how it was set out, I feel obliged to reply. I hate reading such papers but on the whole I found it well written and set out. And the contents, well it wasn't perfect, it put more weight than I would on some matters and less on others, and as Mr Lee suggests, it has an element of 'Big Brother.' I remember well 'Pig', my deputy headmaster at high school, trying to force me to get a haircut and how deeply I resented it. But while I defend my right to grow what little hair I have left to whatever length I want, I also defend the school's obligation back then to make me tie it up when in the school's workshop.

As I have said the PMS from my point of view is not perfect but it appears to me to be a good compromise, it boils down to a philosophical question between the right of personal freedom of action and the practical need for disease control. I am going to be slacked off at having to sit exams and work out disease conformity agreements when I feel I'm doing it better than most already but I'll do it with good grace because everyone else will be doing it too and I'm damn sure that a lot of other beekeepers need it. Who knows maybe I'm wrong and I do need more education, — come to think of it I'm not up to speed with the new testing procedures.

I don't hold with the belief that if you have nothing to hide you've got nothing to fear but I don't believe this PMS is all that scary and if someone does get unjustifiably dumped on. I believe they would have the support of other beekeepers. If beekeepers have got something to hide the more scared it makes them the better I like it.

So all in all I'm throwing my weight behind the PMS. Without it I can't stop your hives infecting my hives and you can't stop my hives infecting yours. The PMS is about working together to help each other and in the long run each of us will reap the benefits. So come on let's give it a go and maybe bonfires might once again only happen on Guy Fawkes night.

Peter Berry

Dear Sir

In our issue of July 1995, there appeared a letter written to me. Unfortunately an error appeared. May I correct that error?

In the opening of that letter, I drew attention to the fact that our magazine was described by five different names in the April issue and that the traditional name was, 'The New Zealand Beekeeper.' Then there appears this sentence "I would like the traditional name 'The New Zealand Bee Keeper' to be maintained. This, of course, makes nonsense of the opening of the letter.

I would like to see the magazine return to its traditional name of many years — 'The New Zealand Beekeeper.'

May I thank you in anticipation?

Chris Dawson

Thank you Chris. ***Ed***

Dear Sir

First let me congratulate you Harry for the high standard of the *New Zealand BeeKeeper*. Anyone who has read recent issues must be impressed by the content, the format and the lack of typographical errors. Keep up the good work.

Next, let me tell you that Stephen Lee is a great guy. As a stranger I was given the benefit of the warmth of his home hospitality. He is to be admired as a thinker who is prepared to speak out. He is to be congratulated for being nominated and accepting the position of Waikato's Branch president. He realises that the function of the NBA is changing. Does he realise that this change was forced on us by Government?

For years many groups have relied on government agencies to look after them. Much of this tax paid protection was right in the past but now many groups such as the beekeepers are being asked to grow up and manage their own affairs. This must involve some self policing for the benefit of us al.

Finally, a question for the fire blight fighters. They have a method for getting bees to transfer the bacterial baited pollen to the flowers. How are the bees discouraged from picking up this convenient pollen source for storing in their hive as they enter?

Ron Morison

Dear Sir

The National Beekeepers' Association had expressed concern to me that the legal framework for the control of American Foulbrood (AFB) would expire on 30 June 1996 unless a pest management strategy was in place for that disease. I wish to allay any concerns that this is the case.

The disease control provisions for the Apiaries Act 1969 that were saved under the Biosecurity Act 1993 were to expire at the end of June. However, the Government has made regulations which enable the existing AFB control provisions to continue until 30 September 1998 or until a pest management strategy for AFB comes into effect, whichever occurs first. The legal mechanisms for the existing AFB control programme therefore will expire once a pest management strategy for AFB is implemented provided this occurs before the end of September 1998.

The extension of the existing AFB control provisions does not affect the work done to date on the pest management strategy. A strategy may still be prepared, notified and approved in accordance with the Biosecurity Act. However, an amendment to the Act is required to fully enforce pest management strategies. A Bill containing these amendments is expected to be introduced into Parliament in June 1996.

Barry O'Neil, Chief Veterinary Officer

Dear Harry

Owing to a discrepancy in the Biosecurity Act and a lack of clarity in the Emergency Diseases and Pests Response situation, the Apiaries Act has been extended until October 1st 1998 or until a Pest Management Strategy is in place. This also applies to the Animal Health Board's PMS for the elimination of bovine TB.

Most beekeepers are aware of the provisions in the Apiaries Act and this does not need further comment. However, the EDPR procedures are not so well known so this article will endeavour to clarify the situation. Border Control at points of entry into New Zealand has had its budget cut over the years so that the people doing the work have been reduced substantially giving the greater possibility of unwanted organisms entering this country undetected.

The EDPR procedures are the system used should an exotic organism be detected. The present Mediterranean fruitfly problem in Auckland uses these procedures (rules) to endeavour to eliminate the problem. NBA Executive has made submissions to Ministry of Agriculture Regulatory Authority with the view to having the EDPR provisions maintained as at present and will continue to lobby for the continuation of the present system. The matter of the whole agricultural security system for New Zealand is in the melting pot at this stage with Government endeavouring to reduce spending in this matter. NBA executive will continue to monitor the situation. Your individual support will be required when the next round of talks are held on this matter.

The good news is that we still have AFB controlled by regulation and the MAF AFB surveillance will be negotiated again this year.

Terry Gavin

Question Korner

One of the most asked questions is,
Will honey continue to increase in price?

I, as a newcomer to the industry, and if you promise not to rush out and ask your bank manager for an increase in your overdraft, and you promise not to double the number of hives you have on my personal comments, I will tell you — Deal? — Okay then.

My personal thought, is that honey will continue to increase in price for the next two years.

Why?

I believe there are a number of reasons, the main reason is the climatic problems in many areas of the world, has caused this shortage. Whenever there is a shortage of anything the price will increase, whether it's cabbage, oil or honey.

The advantage I believe for our industry is the work that is going on behind the scenes with honey. Will mean that when a surplus of honey becomes a reality again the price will remain higher than what it has been in the past few years. The efforts the Marketing team have and are continuing to do, has increased the awareness of New Zealand honey as a quality product. The research Dr Molan and his team are doing, and I am sure the outcome of this work will also help our industry.

The added advantage is, the normal carry over stock of honey that we, and the rest of the world normally have will not exist for two or three years, maybe even longer. The manufacturers will increase their stock holding so they do not get caught again, (yes, over the years they will become complacent again, that is human nature).

One thing most people have not caught on to is, as the price of honey goes up because of its scarcity, it also drags up the price of other bee products ie, wax. The other plus I believe, as consumers become accustomed to paying higher prices for a commodity, we tend to accept the higher price. Sure we grumble the first, and maybe the second time we purchase something that has increased in price, after that we tend in general, to accept the increase, rightly or wrongly.

Don't forget my personal thoughts, and not a reason for you to rush out and celebrate.

Kind regards, Harry Brown

"Even the bees are excited about the higher honey prices."

Waikato's Autumn Field Day

To me the Waikato Branch has always represented itself with its strong commercial bias, and I believe that is one of its major attributes. A branch with around 50 commercial beekeepers, working about 40,000 beehives can do little else but reveal itself in this way. So it was with some surprise and delight that as we (the committee) began to plan this Field day, the theme began to take a bend away from the traditional commercial emphasis, didn't head down the track to the hobbyist camp, but instead made its way into that uncertain, misunderstood, but wonderful avenue of diversity. Diversity as seen in human behaviour and experience.

I suppose this was inevitable considering that the venue was Sue and Bryce Hooton's place at Matamata and Bryce is, as many of you know, blind. Never to have known beekeeping sighted, but wonderfully able within the limitations his disability inevitably imposes. Naturally, Sue plays a leading part in the enterprise; disease inspection, truck driving, queen raising and more recently — mum. Her role (though easily overlooked because of her unassuming nature) must have been vital in laying the foundation for success. But seeing Bryce move freely in his environment, extract honey and open a beehive, demonstrating and explaining how he inspects for stores, brood pattern and colony strength by feel, was a great experience shared by all of us. It is a tribute to Bryce that as he was showing us "his way", he was asking advice of us on how to better his beekeeping. I think one of the greatest compliments to Bryce's ability was paid by Dan Hansen who was full of praise for Bryce's achievements.

Dan, who at 77, is actively developing Wilderland Trust on the Coromandel Peninsula and is still pursuing his goals and the out-working of his philosophies, is of course no stranger to personal tragedy. Wheelchair bound for 56 years Dan's participation in the day was great and I'm sure all of us there were challenged by Dan and Bryce's example.

During the planning for this day we engaged Russell Berry to give a talk on budgeting. Now potentially this topic could have been dry and uninspiring but in my opinion Russell handled the topic with understanding. Instead of talking facts and figures he spoke of principles in decision making. Making the gathering of knowledge (historical and otherwise) a key to successful trading. Not speculating in hope, but with reasons and purpose based on evidence. To my way of thinking this was sound "stuff".

Gerrite Hyink from Bay Of Plenty gave us a talk on bumble-bees that was interesting and informative. Paul Cronin on mead making with humour. "A wicked little brew that sneaks up from behind and gives you a whack around the ear".

My own contribution was standard fare really. Revising the things learned at the last field day and trying to encourage participation in this one.

Sponsorship was very generous from Ceracell Apiarist Supplies, Ecroyd Beekeeping Supplies, Mahurangi Hiveware and Gera Propolmats. The branch thanks Trevor, Stuart, Lynn, Ken and Les.

Finally thanks to members of the branch for coming. Without you it doesn't happen. Thanks to Sue and Bryce for their hospitality and to their neighbours and friends who support them. To Jane and Tony Lorimer for their faithfulness and commitment. The final word belongs to Bryce, "A very positive day".

by Stephen Lee

Apologies this hasn't appeared sooner. Ed

Bee venom therapy

A service of Spectrum Medical Arts

Apitherapy, the medicinal use of honey-bee products, has been practised since ancient times. In the modern world honey-bee venom has found wide uses in treating arthritis and other inflammatory and degenerative diseases. The world scientific literature contains more than 1500 articles on bee venom. The French and Russian equivalents of the N.I.H. have been involved in clinical studies of honey-bee venom, and in the U.S. the Army has looked extensively at the chemical compounds in bee venom.

Honey-bee venom contains at least 18 active substances. Melittin, the most prevalent substance, is one of the most potent anti-inflammatory agents known (100 times more potent than hydrocortisol). Adolapin is another strong anti-inflammatory substance, and blocks calcium-dependent potassium channels, thus enhancing nerve transmission. Other substances, such ad Compound X, Hyaluronidase, Phospholipase A2, Histamine, and Mast Cell Degranulating Protein (MSDP), are involved in the inflammatory response of venom, with the softening of tissue and the facilitation of flow of the other substances. Finally, there are measurable amounts of the neurotransmitters Dopamine, Norepinephrine and Seratonin.

Bee venom therapy can be useful in a wide variety of medical situations. Charles Mraz, a beekeeper in Middlebury, Vermont who has popularized bee venom therapy for the pat 60 years, says that it is reasonable to try bee venom therapy in any clinical situation where nothing else works. However, there are four situation which are most frequent:

1. Arthritis and other systemic inflammations. Bee venom therapy can be useful in both rheumatoid and osteoarthritis, helping with both pain and swelling. In the case of rheumatoid arthritis, rheumatoid nodules can lessen in size. Other connective tissue diseases such as scleroderma have been (anecdotally) helped by BVT. Even systemic inflammations not related to joints, such as ulerative colitis or even asthma, may warrant a trial of bee venom. This is presumedly due to stimulation of endogenous cortisol through the hypothalamus-pituitary-adrenal axis.
2. Acute and chronic injuries. Bursitis, tendonitis and other areas of injury respond well to bee venom therapy. In this case, the effect is probably a local anti-inflammatory effect, involving the humoral and cellular immune responses to a foreign protein. Chronic back and neck pain may respond, as can other aches and pains.
3. Scar tissue. Keloids and other scar tissue are broken down and softened by the substances in the venom, and can flatten out and fade in colour. Internal scar tissue, such as adhesions from previous surgery, may respond to treatment over the area.
4. Multiple Sclerosis. This use of bee venom is poorly understood, and needs to be studied further. Recently, the MS Association of America awarded a grant to an immunologist, Dr John Santilli, to prepare the venom in extract form to study its effect on MS patients. Hundreds of patients with MS currently seek out bee venom therapists and beekeepers. The treatment is prolonged and not for the squeamish, but the common responses are increased stability, less fatigue and less spasm.

Bee venom therapy can be performed by a beekeeper, or by a patient or partner who is taught to use the bees. A bee is removed from a jar or hive with tweezers, held over an area of the body, which it then stings. The number, sites and frequency of the stings depend on the patient and the problem. A simple tendonitis might just take a few stings, perhaps 2-3 at a session for 2-5 sessions. A more chronic problem like arthritis can take 2-3 times per week, several stings at a time, for 1-3 months. Multiple Sclerosis takes months to respond, though sometimes patients feel more energetic after a few times. MS patients who use bee venom insist that one must keep it up 2-3 times per week for six months in order to give it a full trial.

There are physicians around who use bee venom therapy in their practices. This is done by obtaining the venom (in sterilized jars) and injecting it under the skin, sometimes mixed with a local anaesthetic. Some say that collecting the venom in vials loses some of its potency, but in many situations this is more realistic than finding a beekeeper or handling bees.

Side effects of bee venom therapy are generally limited, since the inflammation, swelling, itching, etc. are desired effects. However, the risk of an anaphylactic allergic reaction to bee venom is real, and it is always wise to have a bee sting allergy kit on hand. Fortunately, most "bee" sting allergic reactions are actually to yellow jackets or wasps. Honey-bee venom does not necessarily cross-react, and some studies show honey-bee stings to account for less than 5% of all adverse stinging insect reactions. In addition, many people who have had severe local reactions to bee stings, which an apitherapist would consider a positive effect, are incorrectly considered to have allergy to bees.

Finding a beekeeper who is willing to sting someone is a matter of calling local beekeepers and organisations. There is also the American Apitherapy Society, headquartered in Vermont. Charles Mraz of Middlebury Vermont is also a source of wisdom and information regarding apitherapy. Books of interest include *Bees Don't Get Arthritis* by Fred Malone (Academy Books) and *Bee in Balance* by Amber Rose (Starpoint Ltd).

Thanks to Comvita

For beginners and others

Mid winter, shortest days, hives all snuggled down for those cold raw days we are bound to experience for the next few months. Not to worry if they have plenty of tucker, are housed in gear in good repair and surrounded by a stock proof fence. If you have any fear of rodent damage place some poison under the hives. Floor boards should be clear of the ground, so there will be room for a bean tin on its side or a lid to hold the grain or pellets. Check after a week or so if the stuff has been consumed and renew if needed.

Now you should have some spare time to look through last season's hive records. Every beekeeper, hobbyist or commercial operator should keep those. You just may learn something from them, leading to an alteration of next season's management for your bees and your own benefit. It is amazing how often the same mistakes are made over and over again, not only from year to year but also from generation to generation. Records are valuable if used to their full potential. Planning for the future while learning from the past.

Planning is so all important if you want to use the given resources, time, finance and expertise, to full advantage.

A small or large beekeeping outfit, there is always maintenance and replacement, new equipment to replace written off gear or for expansion of hive numbers. Requeening (order queens for the spring now if you have not done so already). The bigger the outfit the longer the list of requirements. And please don't chew off more than what you can reasonably cope with. It does not make for good quality life. An allowance for interruptions and little set-backs is a wise precaution, these always happen. Good maintenance is sound practice for a stitch in time saves nine especially when seeing recent price lists of bee equipment. But draw a line when replacing will be more economical than repairing.

Perhaps one can save money by buying timber and do the cutting in lieu of buying pre-cut wooden ware. Well dried, good grade timber of the correct sizes is a must for good bee gear. Later shrinkage, resulting in ill fitting equipment makes for poor value all around. And of course one must have the use of a decent workshop and the necessary machinery and tools to be able to make a proper job.

Some years ago we laid our hands on a quantity of short ends dressed down to 33 or 35mm thickness (I forgot which), cheap, bought some more planks for bottom and top bars and it was all "go". We did have the saw bench, different blades and a buzzer. So that was alright and we did finish up with a good supply of self spacing frames. However we did not keep track of the time involved. And that is a major factor, it is not just the buzzing and cutting but with the number of different cuts required much time did go into the setting up and adjusting. On hind sight I doubt if we saved enough to make very meagre wages, that is less than the minimum set at that time. It certainly would not pay for a relative small number of frames. The manufacturers of this type of wooden ware are of course specially set up to make large quantities in every run and are much more efficient as a result. The Fofmann frames I have seen marketed here in New Zealand are of excellent design and generally of a top quality. Better consider all the angles before embarking on a very time consuming job.

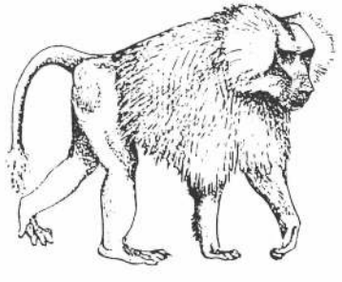
Frames are no doubt a most important part of a hive's furniture. Assembling can be done at any time but winter is probably the most suitable as outside activities are not so pressing. Do it well for a lot depends on them. They can be nailed or nailed plus glued or a larger outfit may use the staple gun and a jig. Done that job wiring has to follow. O.K. to do it in a warm room or workshop, very uncomfortable in the cold, also metal wire will expand when the temperature rises and may become slack. It has to be done properly, slack wires will result in sagging and distorted combs. Use a wiring board. Make one yourself, not difficult, good design in *"Practical Beekeeping in NZ" (Matheson)*, page 38-'93 ed., or you can buy a beauty made in metal from one of the equipment suppliers. As for embedding foundation be careful. Sheets of wax become very brittle at low temperature. Pre-warm the foundation before handling, do it in a heated room or wait with it till later on. It is not all that time consuming.

Once all this is done you are looking at the result of a relative large investment of money and time. But that is not the end of it, it is only the basis of a honeycomb. The bees have to do the drawing out. Young bees, a pretty large army of them will do this at the time when nectar and pollen are being gathered. They will produce the tiny flakes of wax from their glands, chew it, handle and rehandle it and finally put it into place. They even do some recycling of wax from other places in the hive. A lot if energy goes into comb building and that means large amounts of honey and pollen are consumed. With all this input of man and bees it pays to look after combs for they are a very essential part of any beekeeping operation. But more about this next month.

Now a question: Did you read Peter Berry's article "FOUL BROOD" in last month's *BeeKeeper*? If you did, fine, take it to heart. If you did not please catch up, it is on page 17. In my opinion 10 out of 10 for Peter's contribution. Good sense, professional and rational. They may have an incidence of less than 1 per 1000 hives, which is marvellous. But remember we are still aiming at zero by the turn of the century.

Oops... *Do Baboons attack Grapes?*

Some of you who read last month's article, on bees attacking grapes will have noticed we got our Mandrills (a large Baboon) mixed up with our Mandibles (jaw). So if you have some bees in your garden looking like a Baboon, give them a copy of the June Magazine to see, **we** got it wrong!



Thank you Cliff

Progress with Biological Control of Wasps

by B J Donovan, Canterbury Agriculture and Science Centre, Lincoln

Part Two

In the first instalment I reviewed progress with the established European subspecies of the wasp parasitoid, *Sphecophaga vesparum vesparum*. Also, I discussed the North American subspecies S. *v. burra*, which is still in quarantine but which, if all goes well, should be field-released in a few months.

Here I will look at some of the other insect enemies of wasps that occur in the home range of wasps in the Northern Hemisphere, and on which I have been gathering data for the last three years and more. A primary selection factor for insect enemies of wasps that could be considered for introduction to New Zealand, is that in their home range they should attack only wasps or very closely related insects. This has narrowed the field considerably, but nevertheless about a dozen wasp enemies have been identified. New information on these insects keeps turning up, that a priority listing for introduction sometimes changes.

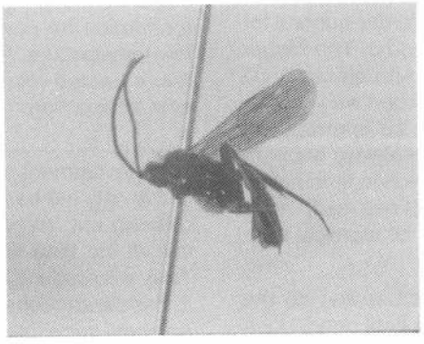
You may have noticed that included as part of the primary selection factor mentioned above is that an enemy should attack only wasps **or very closely-related insects**. Why very closely-related insects? Well, in biological control theory, it is thought that if a host and its enemy have been associated for a very long time, perhaps the two have reached an accommodation to the point that the parasitoid doesn't damage its host very much. After all, if the host was killed, then the enemy too would die. Perhaps a better approach might be to attempt to find an enemy from a closely related but slightly different host, so that when the enemy is introduced to the new host, the new host may have few if any defences against it and so be severely affected.

A classic example is the recent and ongoing destruction of honey-bee hives in Europe and North America by the mite *Varroa jacobsoni*. This mite was originally found only on the Eastern honey-bee *Apis cerana*, where only the drone brood is attacked. However because of differences in developmental time of worker brood of the European honey-bee *Apis mellifera*, the mite attacks the worker brood, which results in the death of the colony.

The Israeli *Sphecophaga*

Bearing the above in mind, and with the information available at the moment, another *Sphecophaga* type parasitoid that occurs in Israel seems to be the next most promising candidate for introduction (Fig 1). In Israel, Dr Abraham Havron has found that this parasitoid completely kills some nests of the oriental hornet. This hornet is very similar in habits to our wasps, in that it builds multi-comb nests in underground locations. Also, the German wasp is present in Israel, but whether it is attacked is as yet unknown. I have already imported a dozen cocoons of the parasitoid from Dr Havron, but many more are needed both for study to determine its relationship to the two subspecies we already have, and to start a breeding colony. Unfortunately and for unknown reasons none have been found in Israel in the last two years. There is every reason to believe that they will occur again, so with Dr Havron's generous help, I'm planning to import at least several hundred live stages later this year.

If all goes well, over the following several years the biology of the parasitoid will be studied to determine whether it appears to have potential for release in the field. If so, the aim will be to rear large numbers, so that establishment can be attempted in several areas of the country.



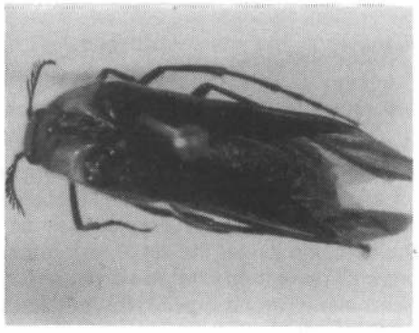
A female Israeli Sphecophaga

The European parasitoid beetle, *Metoecus paradoxus*

Another parasitoid, but one that is completely different to the three discussed so far, is a particular species of beetle found in Europe which attacks only wasps (Fig 2). In autumn female beetles lay hundreds of eggs on weathered wood where in the following year wasps are likely to mine fibres with which to build their nests. Small beetle larvae that hatch from the eggs sit about until a wasp comes by, then they seize hold of hairs on the wasp and hitch a ride back to the nest. In the nest they jump on to the comb, and enter a cell containing a large, growing wasp larva within a short time they begin feeding on the larva, and later instead of a wasp emerging from the cell, out comes a beetle.

Research at the Swiss station of the International Institute of Biological Control at Delemont, has found that the beetle occurs in 25% of nests of the German wasp, and 67% of nests of the common wasp collected in the surrounding countryside. The highest known number of attacked brood cells was 54, and the mean number of attacked cells per nest was 6.2. In Japan, 41.7% of the cells in a small wasp nest were destroyed. Nests in Switzerland were frequently attacked by *S. v. vesparum* as well as the beetle parasitoid.

I actually imported a few adults, pupae and larvae and 110 eggs of this wasp parasitoid in 1981-82, along with the first shipments of the European *S. v. vesparum*. The beetle occurred in the same combs that were infested with *S. v. vesparum*. Unfortunately my attempts to propagate the beetle on German wasp larvae (which was all there was as the common wasp had not then been recorded established in New Zealand) were unsuccessful.



A female Metoecus paradoxus from Europe

Other species of *Metoecus*

Three other species are known. *M. vespae* occurs in Japan, *M. satanus* in Tibet, and *M. javanus* in Java. I have examined museum specimens of the first two, and they are certainly distinctly different species.

Species of *Bareogonalos*

At least four and possibly five species of *Bareogonalos* are known. They are themselves a type of what entomologists call a wasp, but in appearance (Fig 3) and life cycle they are quite different to our two pestiferous wasp species. *Bareogonalos* wasps are in fact wasp parasitoids that attack only the kinds of wasps that we are trying to control. Their life cycle is quite complicated. Female *Bareogonalos* lay minute eggs into the leaves of trees and shrubs, where, if all goes well for the parasitoids, a caterpillar will then eat the leaf material. Inside the caterpillar the eggs are not digested; instead they become encapsulated within caterpillar tissue. The next step is that a wasp must then kill the caterpillar and carry pieces to its nest, where the caterpillar tissue will be fed to wasp larvae. Within the gut of a wasp larva the *Bareogonalos* finally hatches, its larva feeds upon and kills the wasp larva, and eventually a new *Bareogonalos* emerges from the cell.

At least four and possibly five different species of *Bareogonalos* are known, of

Continued on page 13

Continued from page 12

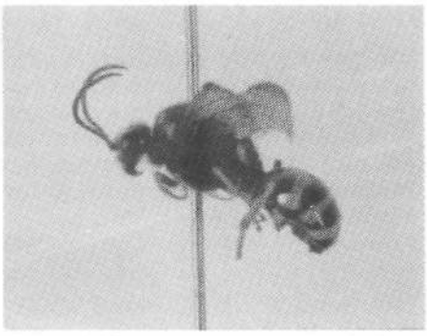
which I have examined specimens of two. *B. canadenis* occurs in western North America, *B. scutellaris* in Mexico, *B. huisuni* in Taiwan, and *B. jezoensis* in Siberia, Japan and Java. This last-mentioned species is particularly interesting, because it is thought that it may have been accidentally imported into Java from Japan as eggs in leaves of imported plants. If so, this shows that the species has the capability to establish in a new area.

Larvae of *Bareogonalos* attack only wasps, but what of the effect of encapsulated eggs on, caterpillars? All the evidence suggests that if a caterpillar with encapsulated eggs is not eaten by a wasp (or anything else), the development to the adult moth or butterfly proceeds normally and the adults are fertile. However before *Bareogonalos* could be released in New Zealand, some of our native caterpillars would have to be tested for their reactions to eggs. Another viewpoint is that even if some of our native caterpillars were adversely affected by *Bareogonalos* eggs, these effects might be more than compensated for by the reduction in predation by wasps that should result from the establishment of a new wasp enemy.

Also, what effects do *Bareogonalos* eggs have on leaves? A female can have about 11,000 eggs in her ovaries just before she begins laying, so it is obvious that the eggs are extremely small. No adverse effects of eggs on leaves have been reported. The high number of eggs that a female can produce shows that the reproductive potential from one generation to the following generation is very great.

Other enemies

There are several hundred other enemies of wasps in the Northern Hemisphere, but if introduced to New Zealand, there would more than likely be adverse interactions with some native and/or introduced, beneficial organisms. One example is parasitic insects called strepsipterans. There are at least two species in Britain and one in Japan which attack adult wasps, but there is a possibility that native New Zealand bees and perhaps bumble-bees could be attacked. Much basic research on the parasitoids' life cycle would need to be undertaken before they could be seriously considered as candidates for introduction.



A female Bareogonalos canadensis from western North America

What should be done?

As I mentioned in the first instalment of this article, there is the possibility of reducing our wasps numbers if we could import and establish as many as possible of the enemies mentioned here. Importing any new organism is now often a lengthy process because of the steps that by law must be complied with to protect our environment and industries etc., which means that a substantial amount of funding must be available. Further, sufficient live stages of the new insects, such as adults and/or eggs, must be obtainable for importation. If little is known of the life cycle, much experimentation in quarantine might be required before the species can be propagated under controlled conditions.

The first step then, in my opinion, would be to send a team of two experienced entomologists to each of the areas where the wasp enemies mentioned above are known to occur. Their task would be to dissect wasp nests to obtain as many wasp enemies as possible, that would be shipped immediately to quarantine in New Zealand, and to gain information about the environmental conditions that foster the wasp enemies in their home range. In New Zealand, entomologists would attempt to develop methods to mass-rear the wasp enemies, and would gather data that could be used to judge whether the species should be field-released.

Lack of funding

Through the Public Good Science Fund, the Government provides money for research on a competitive bidding basis. Bidding 'rounds' have been held annually, and the latest has just concluded. Each year for the last three years I and several other scientists have applied for increased funding so that we could undertake the importation of new enemies at an accelerated rate. Unfortunately, none of our attempts has been successful — they were deemed to be 'high risk'. Also, we had to bid into the same pool of funding contested by possum bids (and others). Perhaps the concerns over destruction of native forests and TB transmission outweighed problems caused by wasps?

The only funding available to me — which for the next two years will be somewhat less than I have had for the last three years — is scarcely enough to attempt to import the Israeli *Sphecophaga*. As it is, I will have to rely on the good will of Dr Abraham Havron of Israel for a supply of the parasitoid. From now on bidding rounds will be held only every two years, so prospects for me to introduce species of *Metoecus* and *Bareogonalos* look bleak for the foreseeable future.

Until and if ever new funding becomes available, attempts to control wasps with their insect enemies will have to rest on the established *S. v. vesparum*, the soon-to-be-released *S. v. burra*, and the hoped-for Israeli parasitoid.

Playing up to bees' likes

Breeding plants to suit the tastes of honey-bees should be considered in New Zealand, according to a visiting American authority on bees.

In the past the emphasis has been on selecting bees to suit various plants, the expert, Mr Elbert Jaycox, said while in Christchurch.

Experiments in the United States during the past three years had proved the opposite could be more easily achieved, he said.

It could be possible to select breed strains of kiwifruit which would be acceptable to bees and increase pollination efficiency.

Bees have pollen and nectar preferences, and tend to be selective toward flowers.

Trials on lucerne and cotton plants had shown that bees were very selective in their choice of which strains they pollinated, Mr Jaycox said.

Plant tissue cultures of a desired strain could be multiplied up more quickly than a particular bee strain could be bred, Mr Jaycox said.

Bees would have to be artificially inseminated and hives re-queened regularly to maintain the strain.

Controlled breeding programmes for bees placed increased costs on bee breeders.

"The masked man? He's the Loan Arranger."

The introduction of bees

Sir, I was not a little surprised (I may add and amused!) in reading in your paper of the 7th instant a letter written from England to you, purposely and fully stating that "Bees were introduced into New Zealand in 1845!" and that there is a silver medal extant attesting it, of which a photograph was also sent to you. I am sorry (in a certain sense) to have to upset the pretty picture you, and your English correspondent have given us, but now for the plain dry facts, without alas the embellishments of a silver medal, or of a photograph, or of "a deserved recognition." Our Scotch friends may say: "Facts are chiels that winna ding, an' cana be disputed."

(1) When I came to Hawke's Bay, on my second visit, to reside in 1844, I brought my hive of bees with me.

(2) That special hive was made in the Bay of Islands for me, containing a swarm from the bees of my esteemed friend Mr James Busby, of Waitangi, (for many years British Resident there down to the time of the signing of the Treaty of Waitangi), Mr Busby having introduced bees into New Zealand a few years before.

(3) I may add that Mr Busby had reared several hives of bees, and with many others. I had gone from the Paihia Mission Station (near by) to Waitangi, to see the bees at work; as Mr Busby had also the new addition to the old-fashioned box hives, of a glass vase, or room, fixed on the top. And I had also partaken of the new honey in its comb made there, and kindly distributed by Mr Busby to his friends as a novelty.

(4) The Rev W.C. Cotton, (mentioned in the English letter to you, and who arrived in the Bay of Islands with Bishop Selwyn, in 1843), was a great bee lover, and had written a nicely illustrated book on beekeeping. He had a hive of bees at Waimate, from Mr Busby's, in 1840-8.

(5) There being no flowering plants producing honey around me at Waitangi in those early days, and I getting tired of artificially feeding my bees, and fearing to lose them all if I let them go, there being no shelter, and the fierce westerly winds very strong, I sent them by special messengers to the "Big Bush," (then standing between the modern towns of Hastings and Clive), and they were liberated there; they did well; and from them I believe all the bees of this provincial district, and further, are descended.

(6) Moreover, I think there were bees at the old Church Mission Station at Poverty Bay prior to 1844, also a swarm from Mr Busby's hives. The present Bishop of Waiapu, or his brother, Mr J. N. Williams, of Frimley, could no doubt satisfy you on this head.

(7) Such a medal with its pseudo inscription would be sure to evoke much controversy in "days to come," if not now so clearly explained and shown to be untrue. But, in my saying this, I mean only in the one primary sense, of the *first* introduction of bees into New Zealand, and without any reference to the sending them hither direct from England.

Thinking over this whole subject brings to mind several somewhat similar matters of hoary antiquity; aye, and of modern times, too; in which men and manners, sets and dates, sculptures, inscriptions, writings and medals, have been handed down to posterity, causing no little research and controversy. And then, as to the "honour" — well (without quoting Shakespeare), at such times a quality district from Goethe's *Faust*, where, in the inimitable scene on the Brocken (blasted mountain top), in the Waipurgianight, Mephistopheles acosts one of the old witches riding on a sow, saying —

Honour to whom honour is due:

Here, Mother Baubo, is honour to you.

I am, &c.,

W. Colenso
Napier, dated December 9th, 1895

Please could you help?

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 (ie is definitely not from manuka and contains no manuka).

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 (eg 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 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.

Selling your hives for a profit

The prospect of wanting to sell your hives may seem to lie in the distant future, but you may wreck your back tomorrow, or worse still from a selling point of view, you may get killed in a road accident or kark it some other way. If you are a solo operator you may well leave a wife and kids behind with a rapidly depreciating asset which they don't know how to run and in many cases won't even know where the hives are.

So what would I look for if I wanted to buy some hives. I'd look for some sucker with a whole lot of near new gear who has neglected his hives for a while so that a fair number are dead, but quite a few will have a couple of boxes of honey on. I'd check them for FOULBROOD then make a ludicrously low offer, get them for a song, divide and requeen, use the honey for feed (granulated honey plays merry hell with the centrifuge) and hopefully get a crop off them later in the year. Don't laugh it happens all the time, a fair number of you will have done it and rightfully so, neglected hives are worth what the market will stand e.g. stuff all. The trick is to make sure that it doesn't happen to you.

Really the question should be what would make me, or anyone else for that matter, cough up top dollar for a yard of bees or an entire beekeeping outfit? Well, the hives would need to be well maintained, both the hardware and the software. Not perfect gear mind you, an old box holds just as much honey as a new box, but if it isn't kept repaired and parafinned, a rotten box results. A box of honey will buy more and better firewood without the nails. The gear would also need to be standard. OK, you can do all sorts of things with ½ or ¾ depth boxes in the way of comb honey production and they're lighter but is there anything you can do with them that you can't do with a full depth box? In the cold light of day if your back can hack the first round in the spring, it can hack taking off honey in full depth boxes when at least it doesn't have to bend. It costs just as much to extract a half as a full depth box the frames and boxes cost nearly as much and you can't interchange them. The same goes for floors and to a lesser extent, lids. They should if possible be of similar design and at the very least have the same size entrance on the floors (for wasp blocks) and be easily portable, stacking evenly on the truck deck. Inside the hives the frames should be in reasonable nick with old heavy black combs thrown out along with broken frames and frames with large patches of drone brood.

The software, or bees (isn't it amazing the way computer speak rolls off the tongue despite a total lack of computer literacy) should be yellow quiet, recently requeened (e.g. half every year) and free of foulbrood as well as being largely free of chalk brood. I can remember having to put my veil on at the paddock gate and such bees have little if anything to recommend them especially now that we have chalk brood which just decimates your black and hybrid mongrels particularly in a damp spring.

Right, so you've got all your bees and boxes in shape which is just good practical beekeeping anyway, so what else do I want to look at. I want to look at your records. If you've just pegged out and I'm buying the business off your wife it's going to be a huge benefit to me and therefore to her if you have accurate up to date records of what hives are where, the names and phone numbers of the landowners, what type of honey they like for site honey and if there is a locked gate which one of the 50 odd keys opens. Maybe a map of the site showing damp patches in the paddock etc.

I'd want to know who your pollination customers are, how much you charged, the dates hives went in and out over the last 10 years or so etc. All the things you know intuitively, or because you've been doing it for years, that a stranger wouldn't know. I would also want to see your records for each yard going back as long as possible for things like foulbrood, honey production, how much feed used, type of honey produced, when and where they were shifted each year and why. And if I'm interested in buying your house I would be much more impressed if everything was tidy and in its place, it looks better, is safer (and in my case I'm afraid it's unlikely). I'm going to work on it next week.

by Peter Berry

Marketing

A beekeeper said to me recently that the marketing strategies have been good for some in the industry but not for the "average beekeeper".

It was a comment that both surprised and disappointed me, because it's very important for us (the Marketing Committee) that the work we do creates an opportunity for beekeepers per se to be able to do better.

In the Marketing Plan it was decided from day one that you can't guarantee that every person will do better but you have to create an environment where beekeepers can pick up on opportunities **if they want;** and if they have the skills to do so.

Success in business is normally measured by the financial return on both the person's physical effort and the capital they have invested themselves.

With honey we normally look to the average price being paid to the beekeeper to define success.

Unfortunately there are a whole number of factors that affect the final price paid, it could be that the Marketing Committee had the most exceptional strategies and that it was applauded by one and all as doing a great job; but because of a world glut or some other factor the price of honey did not increase.

Conversely the Marketing Plan could be mediocre and quite bluntly a waste of money and yet the price of honey still go up because for example there was an international shortage.

Although that's a simplistic summation it's something that we have to be aware of.

So how will our Honey Marketing Plan benefit the average beekeeper . . . bearing in mind that the beekeeper I was talking to thought that the Marketing Plan was helping the major players but not the small ones.

I'm pleased he raised the issue, because it's one we all need to understand and agree on.

If honey is seen as just honey it all ends up being compared on price alone, and only the BIG companies will succeed . . . because they can afford to offer discounts to make sales, to use their size to dominate.

So, if honey is just a commodity, then eventually only the 'big' companies survive, or prosper . . . the small beekeeping companies survive at subsistence levels, if at all.

And so our Marketing Strategies are geared to decommoditising honey . . . to having consumers looking for different honeys for different reasons, and being prepared to pay different prices for them.

AND THAT creates opportunities for small sized operations: for our 'average beekeeper'.

It allows a Waikato packer, for example, to create a range of attractive pots of honeys from that region and sell them in other parts of New Zealand at premium prices . . . it allows Otago Clover to sell for different prices than Auckland clover . . . it allows honeys that were once considered 'not as good as clover' to be appreciated in their own right for their unique flavours, for example, Kamahi (still one of my favourites).

The New Zealand beekeeping industry has a golden opportunity over perhaps the next 2-4 years, because of the international shortage, to get its Marketing Strategies cemented in so that when the next international glut arrives New Zealand beekeepers are less at the knee jerk whim of the international commodity price of honey.

So we believe it's a unique opportunity for New Zealand beekeepers. But to come back to the original comment. Has the average beekeeper benefited in the last year or so.

The answer is . . . if they have wanted to.

The Marketing Committee cannot set prices, and in fact there would be severe punitive action from regulatory authorities if we tried to.

We believe that every beekeeper has a right to determine their own pricing policies and if someone wants to heavily discount their own honey and that discounting affects the value that other beekeepers can get then that's the "free market" at work.

If the first beekeeper sells cheaply, once that honey is out of the market others will reap the benefit of being able to sell on their own terms.

The Marketing Committee is concerned however that beekeepers need to be aware of what is happening in the international marketplace and in New Zealand.

I know that beekeepers need a good stable ongoing relationship with their buyers, but they have to balance that with ensuring that their packers are proactive in obtaining the best available prices and that the packers pass on some of that price movement to their beekeepers.

It is a fact that earlier this year one major beekeeper/packer increased the price that they were prepared to pay for honey by **20% plus.** That packer's prices have since been matched by other packers.

These packers are paying that increased price for honey, in the tank. In other words it doesn't cost the beekeeper to sell out of their region. If beekeepers are still getting last years price that's over to them BUT they could have been better off if they wanted!

And I have to reply to the comment that "the marketing plan is benefiting the big companies". Some of those big companies have given us incredible support over the last four years . . . in some cases their advice made it possible for me to help the industry at large, at the expense of those same companies, but they have accepted that as part of the price of the industry developing out of the commodity marketing.

And so on to more positive things:

I had two great days in Nelson last month. Firstly talking with Allan Cook from the Cawthron Institute on honey research matters, and then by attending the Nelson NBA Branch meeting. I was a guest of the Wraights overnight, and as a result had a very enjoyable evening after the meeting talking honey matters with Michael and Anna.

One of the highlights of my visit was a tasting of the Wraight's Blue Valley honeys. Their Rata Kanuka blend is a superbly moorish honey, good complex flavours balance the sweetness . . . a delicious honey on warm date scones. But what particularly impressed me was their beech honeydew. It had the colour of a beautiful Tawari, but still with that unique Christmas-cake treacley flavour of a good honeydew.

Michael served our porridge at breakfast with the honeydew folded in and I must confess I've been having the same at home since.

The other Nelson honey that I have been thoroughly enjoying since then is Fred's blackberry honey. Fred slipped me a very large, complimentary preserving jar of it. Fred's creaming process has the honey a delightful light texture and it has 'apricoty'-citrus flavours (just a hint of) that makes it a lovely honey spread on a good bread . . . Blackberry honey on toasted baguette is the current order of the day in our house . . . along with an espresso coffee.

So right now in the Floyd household it's Nelson honeys to the fore and we are thoroughly enjoying them.

Many of the Nelson honeys that I enjoyed are blends, and are successful! Proof again to me that where beekeepers can't produce single mono-floral honeys they can successfully market blends based on regional distinctions.

Wanganui Conference

Rob Johnson and his team are putting together a great package, but for me one of the highlights is going to be the Inter-Polytechnic Pork and Honey Culinary

Continued on page 17

Continued from page 16

Competition. Four Polytechnics competing to produce magical dishes with New Zealand honey and pork.

Dennis Taylor, the Head of Chef Tutoring at Christchurch Polytechnic, and I have been working with Rob and his team on this. Dennis worked with me in developing the first Honey-Chef Cooking Classes in Christchurch. Getting chefs to think of honey as many different flavours is part of our overall de-commoditisation strategy (and reinforce what I wrote at the start of this article).

Peter Molan will also be talking at conference and delegates attending will be amazed at the range of topics Peter and his team at Waikato University Honey Research Unit are engaged in.

Manuka Honey

As everyone is aware, for a couple of years now we have had quite a strong focus on manuka honey.

The results and the phenomenal increases in price for Manuka Honey have now created a situation where some people are starting to question whether what they are buying is in fact manuka honey.

An article in the American Bee Journal, February 1996 voices concerns: Quote "Non manuka honey is being sold as pure manuka honey in an effort to cash in on the higher price." Apparently in America they have a Sourwood honey which commands high prices and the Americans have experienced similar problems with some beekeepers having a fairly loose definition of Sourwood honey.

Tasmania's Leatherwood honey commands high prices and the honey industry there is also grappling with the issues of defining Leatherwood honey.

I've been talking with members of the Tasmanian industry and they are keen to see how New Zealand tackles the Manuka identity problem.

In our Marketing Plan we set out to introduce a set of honey quality standards. Initially we are focussing on producing a manuka honey standard.

The reason for choosing manuka is that this honey is now commanding very high prices and the credibility of all beekeepers is affected if non-manuka honey is sold as manuka.

We will be submitting a remit to conference to ask that the NBA endorses the Marketing Committee's intention to introduce a standard for Manuka. We look forward to an interesting discussion on this subject.

It's important to realise that there will not be any compulsion in this area. We will create a standard and quality promotional logo that will be available to beekeepers. It will be backed by on-going promotion through the marketing effort.

It's also our intention that this manuka standard would be self-funding.

We believe in effect that Manuka has now "come of age". The industry's generic marketing funds have helped manuka to gain the higher price. It's now time for manuka honey to carry its own marketing costs.

Beekeepers who use the Manuka HoneyQual standard would pay a fee for doing so and that money can then go back into the Marketing Pool to be used for honey promotional work.

In effect manuka has "ceased being a teenager, and is off to work and is now going to pay its own board".

There has already been talk amongst some producers about forming a manuka producers association. We look forward to seeing if that evolves at conference. The Manuka standards and HoneyQual mark could provide a focus for that group to work on.

Honey Innovation Awards

By the time you read this it is **almost** too late to get any applications in for the Honey Innovation Awards but if you have someone who has an outstanding product that uses your honey, please contact us urgently. If they qualify and we can get them in we will do so.

And that's it for now. I look forward to seeing you at conference or at branch meetings as we co-ordinate some of our activities around New Zealand during the year.

Bill Floyd, Marketing Committee

The Honey Industry Postwar

The beekeeping industry during and after the War was always a struggle between the functions of an industry tied as it was to government control and policy.

The Honey Marketing Committee was at time the agent — operating as much under the Internal Marketing Department. (IMD) The I.M.D. itself was not the most favoured government department mainly because it was a powerful body where operations affected many primary industries under policies that had been enacted because of the War.

The I.M.D. through the honey marketing industry was the body that bought honey in bulk, blended it and on sold it to local markets and, as the sole exporter, also sold to export. The honey was sold to the UK in bulk, the industry brand being 'Imperial Bee'.

The balancing act for the I.M.D. and its marketing committee was to export a quantity that was deemed to be surplus to the local market need. It was really a system of market management. The industrial beekeeper could sell his own honey crop if he wished, and buy a 'Sub' levy. He could also sell to the I.M.D. such quantity as he thought fit. The Subs levy was always a bone of contention (with some fat left on it) to provide all and sundry with a bone to chew on.

The postwar period gradually saw a lot of marketing changes taking place in the primary industry sector and the honey industry was no exception. The government out of controlled marketing had some very real consequences for producers as there remained a significant number who could remember only too well the depression days when beekeepers had had to take what the UK merchants offered. The greatest obstacles to any industry marketing scheme was financial and it was here that the I.M.D. was most useful.

There was too at this time the start of forming opinion to build a strong private sector; beekeepers had strong history of individualism and it was this spirit that underlined the move in this direction. MAF wanted an industry operation through a marketing board to act as a back stop and a financial underwriter. It would be that the industry with a widely spread membership could and should develop better on an individual commercial basis.

In looking back 40-50 years the marketing control system that were used and the involvement of politicians in the marketing systems was not an ideal basis for an industry to develop in peace time. It was not a sound system to have politicians who didn't (or as they felt they did) know marketing continually interfering in the setting of prices.

The farming groups who have succeeded best under single marketing selling have showed in practice they are following industry policies are by far the best for their producer. The dairy industry and also the Apple and Pear industry are two first class examples.

An industry that cannot get this approach from its producers then should accept that fact and develop a style that will serve it best. A primary industry such as beekeeping should always ensure that there is available to it an ongoing research programme to guide to maximum efficiency in both production and marketing.

The honey industry has been through the cycle of ups and downs but whatever, the economic position of beekeepers remains paramount. It is in 1996 a much stronger industry for showing the many good things that can (and do) be thought about by the application of individual commercial enterprise.

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MAF struggling to protect borders

by Andrea Molloy

The recent fruitfly scare has been described as just the tip of the iceberg, with MAF resources stretched to the limit.

Low staffing levels have been blamed for the scare, with the introduction of unwanted pests being labelled "an accident waiting to happen."

Auckland PSA organiser Ian Baldick told Straight Furrow, "MAF border protection and quarantine services have quite deservedly been praised for their response to the crisis, but staffing at the country's ports and airports is spread so thinly that entry by unwelcome pests was "an accident waiting to happen."

Management had agreed for two years that Auckland airport has been understaffed.

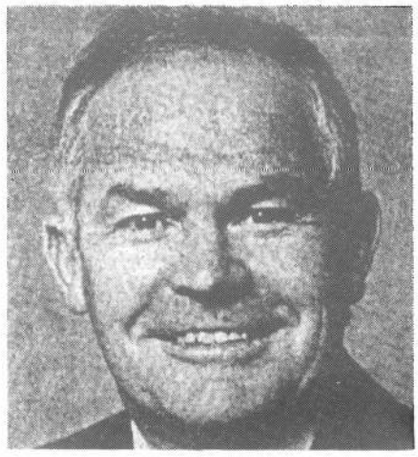
A new agreement for Auckland airport staff signed at the end of March, extended hours of work so that staff could cover flights now coming into Mangere around the clock. The agreement, however, did not come into effect until six weeks later, because the department did not have enough money to hire six new employees.

"Two shifts of 19 staff now search passengers, but the new shifts need 22 staff — six more in total. The department has saved six salaries, but put in peril a $1.4 billion industry," Mr Baldick said.

Not only are more people coming through the airport, but they are also more likely to be classified "high risk" by MAF. Many new flights are from Asian nations where English is not the first language and where there is a greater chance of travellers carrying fresh produce.

Staff morale is low, says Mr Baldick. Spending is tightly controlled and while there is talk of new x-ray machines and sniffer dogs, there's not enough staff to work the rosters, he said.

"Although MAF has put on extra quarantine assistants, they can only do paperwork and are not qualified to do



Rab McDowell

inspections. An inspecting officer must have a diploma in horticulture or agriculture."

Similarly many ports are stretched to the limit. On the Auckland waterfront, the number of imported used vehicles to be inspected has grown from 800 to 1000 a week in the past two years, yet MAF quarantine is understaffed by four at the port.

The situation is not an Auckland only experience. In Napier, quarantine staff work 24 hour shifts and are unable to take leave. In Tauranga too, staff can't take leave and in Invercargill, there is just one quarantine officer to provide around the clock cover, said Mr Baldick.

The continued reduction of funding for the border protection services clearly opened the way for the introduction of the Mediterranean fruitfly, says Alliance Agriculture spokesperson Jeanette Fitzsimons.

Although the service experienced an increase in funding in 1995 from $13,732 million to $14,962 million, it was downsized this year to $14,548 million. In 1990, a total of $15,273 million was spent on border protection services.

The fruitfly scare has highlighted the importance of maintaining good border control at all times.

Veterinary Association executive director Bob Duckworth says, "Border control is our front line defence against the introduction of exotic diseases, and short term cost saving expediencies should not even be considered in this area.

"The present thrust to downsize government departments like MAFQual could have major implications in the future."

The Government simply must devote more resources to border protection work, says New Zealand Vegetable and Potato Growers Federation president Max Lilley. A rigorous border protection service should remain in place at all entry points, he said.

Agriculture Minister Lockwood Smith has called for a business plan from MAF for the early introduction of high-tech x-ray equipment which can detect fruit in passenger luggage. He has also asked MAF and Customs officials to examine warnings in a wide variety of languages in customs halls.

Industry sources suggest that the fruitfly scare is only the tip of the iceberg for border control. The lack of resources ultimately means more hard drugs are going to be entering the country undetected.

Last month, Australian border controls detected a bunt fungal disease that entered the country on imported second-hand machinery.

Although not yet found in New Zealand, border control services have to be vigilant to ensure it does not enter, says Federated Farmers arable section chairman Rab McDowell. The fruitfly scare concerns the arable section to the extent that the risk of pest introduction is always there.

A bee line that became a curve

In the early 1950's a popular thought amongst beekeepers was the manufacture and marketing potential of honey mead.

At the time the MAF research officer was Mr Palmer-Jones who had indicated to the honey marketing committee (HMC) he was confident he could utilise some of the poorer honeys in the production of honey mead. The honey marketing committee gave its support to research of the proposition.

Thereupon Mr Palmer-Jones — always a thoughtful and courteous man — set up a very modest research trial to manufacture an experimental lot of mead made up from a number of various poorer quality honeys.

In due course there came a day when Mr Palmer-Jones laid upon the HMC board table a case of a dozen or so bottles of mead, bright labels and all. This clash between honey mead and committee members took place in the HMC boardroom in Nelson Street, Auckland. The time set down to pull corks and sample the fruits of research was late mid-afternoon.

With due flourish the meeting was adjourned to 9am the next day and so the 'clash' got under way.

It was a pleasant experience to say the least — truly every bottle was sampled and body beekeepers warmed to the task - and so an hour or so passed. It became 5pm more or less and the path to the hotel was but two blocks away.

Between the board table and the hotel a half dozen beekeepers found that a bee line was rather a curve with many in's and out's. Nothing to do with lunch, after all it was just friendly honey mead.

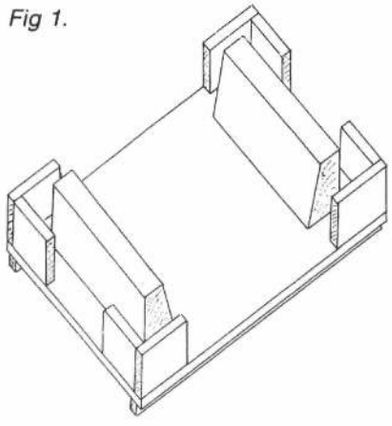
The Denes-Honeycomb-Servant" — A useful tool for the harvest of honey

by Klaus Nowottnick, Hauptstrasse 1, D-98593 Kleinschmalkalden, Germany
Phone & Fax: 011 49 36849 - 20003
E-mail: lmker@msn.com

Always when I am visiting beekeepers I look around in the business and often I have found a new idea or even an invention. Such points of view I try to procure other beekeepers for their own use.

In the March of 1996 I made a journey across Florida again, like last year. But at this time I have had the good luck to meet Alexander Denes, who is a Hungarian, who has lived in Romania for many years. His beekeeping operation is

Fig 1.

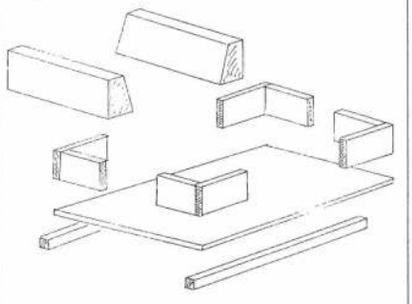


The three-dimensional drawing shows the complete solution of the "Denes-Honeycomb-Servant."

one of the finest I have ever seen. Most of his tools and equipment are self made and of filigree style. It's plain to see this man is not only an excellent beekeeper but a skilful craftsman too. He has had a very good education as a joiner and has gathered all the good experiences of his life.

Besides the fine and precisely constructed hive boxes I saw a lot of other equipment, which was of similar fantastic quality. During his honey extraction work I noted a simple device which eased the work extremely. I immediately called it the "Denes-Honeycomb-Servant".

Fig 2.

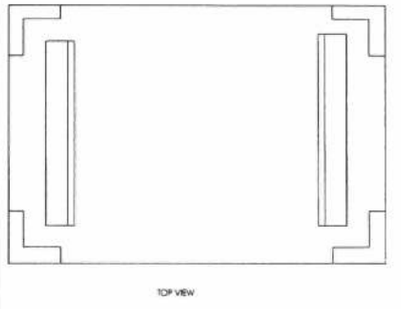


The single parts of the "Denes-Honeycomb-Servant."

Utilization and construction

This equipment serves an easier way to remove the combs from the supers. Mostly the comb frames are fastened on the box by propolis and wax. The removing of each comb with the hive tool takes much time. With the "Denes-

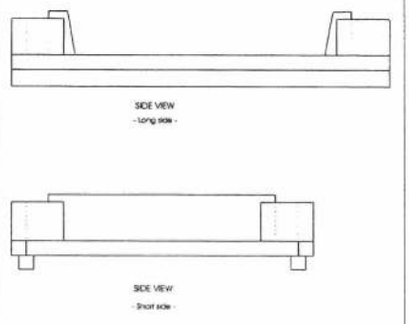
Fig 3.



Top view of the device.

Honeycomb-Servant" the removal of honeycombs is a piece of cake. The supers, filled by full honeycombs is placed on the top of the "Servant" and pressed down after. By the two wooden blocks at the bottom the combs are detached from the super and out here look on the top. Now every comb can be removed easily for uncapping. This tool has on each corner a strong angle construction to adjust to the pressed down super. The space between the angles and the wooden block should give enough space

Fig 4.



Side views of the long and short side of the "Denes-Honeycomb-Servant."

for the wall thickness of the super and a little more. The whole tool is made by pine wooded planks and squared timbers. The bottom is about 25mm or something more thick. At both sides of the underside of the bottom he has fitted two bars.

I like the "Denes-Honeycomb-Servant" and I think this tool should be an indispensable part of every beekeeping operation.

I have tried to explain how to make it from drawings and I hope it is easy enough for all of you. Ever conscious I have avoided using measurements because every beekeeper can use his own ones, dependant from his super measurements.

Gate stumps postie so no letter

London

An English couple received no mail for a month — because their postman could not open their front gate.

Martin and Alex Squance, both 28, who live in Farndon, near Newark, changed the gate to open outward rather than inward when they put up a new garden fence.

When the couple complained to the Royal Mail that they were not getting any letters they learned the postman could not open the gate, and several of their letters had been incinerated.

"The sorting office said the postman had tried to get into our garden every day for a month but was unable to push open our gate," Mr Squance said.

"So he took our letters back to the office. They said they would have been either returned to sender or incinerated if they did not contain the sender's address. We were absolutely horrified."

A Royal Mail spokesman said: "Though it is our duty to make every effort to deliver mail, customers are responsible for allowing us access to their letter boxes."

Book Review

The Immigrant Bees, 1788 to 1898 — Peter Barrett (1995)

A Cyclopedia of European Honey-bees into Australia and New Zealand. Published by the author, 1 Banjo Place, Springwood 2777, N.S.W., Australia. Available in New Zealand through Bruce Stevenson, Kemp Rd, Kerikeri.

To begin, a confession. When Bruce Stevenson first asked me to consider reviewing this book for the *New Zealand BeeKeeper* I'm afraid I tried to "beg off". After all, there are any number of NBA members who are better students of beekeeping history than I am. And I'm not even qualified to make much comment on New Zealand history in general, being an immigrant to this country of only 13 years standing.

Bruce is a persistent person however. And so I took on the job, reading Peter Barrett's book as simply an interested observer. Now that I have finished, I can say that I'm certainly glad I did. Because this book is (to use a 19th century Australasian phrase) "a rollicking read".

In making this statement, I must warn potential readers that *The Immigrant Bees* isn't what you might expect from a history book. To begin with, Peter Barrett isn't a professional historian. He's instead a beekeeper with a strong curiosity about who brought the first honey-bees to Australia and New Zealand, and when and how.

We've probably all thought about those things, from time to time, and supposed that somebody whose business it was had already figured it all out. Peter, on the other hand, decided to try to find the answers for himself. And so the book is in many respects a story of his quest, a tale of the investigation where there are lots of interesting clues, but not as many certainties as you might think.

The problem, as beekeeping historians as far back as New Zealand's Isaac Hopkins have realised, is that it's very difficult to determine historical "truth" on this subject because of what appears to be a lack of public records and source material.

For historical sleuths, however, I'm sure the search is also a big part of the fun. And Peter has delved through lots of historical records, in public libraries and museums, both in Australia and New Zealand, trying to "add one more cryptic piece to the puzzle". He has also had some valuable help from a number of interesting beekeepers, including in this country. Chris Dawson (who was for many years a queen producer in Timaru), and Bruce Stevenson of Kerikeri. Chris has spent over 30 years collecting information on the introduction of honey-bees to New Zealand, and graciously made his records available to Peter. Bruce of course, lives right in the middle of one of the most historical areas of European settlement in New Zealand, and has taken a keen interest in both New Zealand's first beekeeper, Mary Bumby, and new information regarding beekeeping by Catholic missionaries centred around Pompallier House in present day Russell (see last month's *New Zealand BeeKeeper).*

The winding trail Peter takes the reader down in *The Immigrant Bees* includes conflicting evidence on the introduction of honey-bees to New South Wales, Tasmania and New Zealand. He concludes that it was Captain John Wallis who made the first successful importation of the European Dark honey-bee into Australia, in New South Wales in 1822. Interestingly, however, Samuel Marsden may have attempted an earlier introduction, in 1810, with the bees supposedly purchased from Rio de Janeiro in South America. The question which still remains to be answered, however, is were Marsden's bees *Apis mellifera,* or the stingless Meliponins native to South America?

A Scottish naval surgeon on one of the convict ships, Dr. Thomas Wilson, brought the first honey-bees (also European Darks) to Tasmania in 1831, but from England, rather than from New South Wales, as some historians have believed.

And then of course there's New Zealand's mother of beekeeping, Mary Anna Bumby, who brought one hive to the mission at Mangunga, in the Hokianga, when she arrived there as housekeeper to her brother, the Reverend James Bumby. It turns out, however, that the bees may not have made it onto dry land on March 13, 1839, as is commonly supposed. And the other question, which is very interesting is, where the honey-bees may actually have come from. It has always been stated that they came from England, but the good ship 'James', which carried the bees and the Bumbys, spent 36 days in Hobart before carrying on to New Zealand. Honey-bee colonies were already in Hobart, and were being propagated through swarms at the time, and I couldn't help wondering if what the Bumbys put back on board was their original skep, or another, stronger colony obtained from the supplies of Dr Wilson or some other local enthusiast.

Peter Barrett also provides some fascinating research regarding how the honey-bee colonies were transported on board ship. The ingenious (but perhaps unsuccessful) methods devised by William Cotton in 1842 (including a 4 skep design inside a massive wine barrel, complete with cooling ice) are quite a wonder, but so is the fact that at least for the early introductions, we actually know very little about the methods used. Barrett believes the owners (or at least guardians) of the colonies may actually have allowed the bees to fly during the journey, which could last for over four months.

I also enjoyed the investigations into later introductions, for which better records are available. Believe it or not, Italian bees were first introduced to Australia at about the same time as the first large scale introduction to the U.S. (late 1860's). New Zealand began receiving Italian stocks in the 1880's, with stocks coming from both the US and Italy itself. The world's first commercial queen producer, G.M. Doolittle from the U.S., was also a regular shipper of queens to New Zealand, and reported that queens in his shipping cages had survived a bungled journey to Australia which took 64 days (the normal journey via steamship was 35-40).

The Immigrant Bees is very much a work in progress. Peter Barrett is the first to admit that there are plenty of questions to be answered and lots of gaps to be filled. One can only hope that the sort of curiosity which drove him to write this first edition, and publish it himself, will remain unabated for long enough so that we will see a further, revised edition (or two) sometime in the future. For that to happen, though, Peter will need more than just a bit of our moral support.

So my recommendation to beekeepers in New Zealand is that they purchase a copy of *The Immigrant Bees* (first edition), both for the "rollicking read" and to help Peter on his way. I know I will, if for no other reason than the hope that he will be able to find out more about the fascinating *Apis aenigmatica* (it even has a mysterious name!), which supposedly existed in parts of eastern Australia before the turn of the century, but has since disappeared. It was a true Apis species, a comb-building, stinging colony bee a bit bigger than the *Apis florea* of India, but smaller than the *Apis cerana* of South-east Asia. Peter, my cheque is in the mail!

Cliff Van Eaton

Sharing

Buzz says the bee
Way up in the tree
Up in his little house
That he shares with a mouse

Naomi Dalby, Age 13, England

Kerry Fountain... life wouldn't be the same without bees

Kerry Fountain started his first hive when he was seven. He lived in suburban Pukekohe where his bees caused a lot of trouble with the neighbours.

"I was always fascinated with insects. I ran the hive myself. My father bought me the necessary bits of equipment.

"Once you become a beekeeper you tend to stay in it. Bees have a certain power, a fascination. I'll never be without bees, all my life." He did give them up, though, when he was a teenager and when he left school to work as a motor mechanic. Then he married Wilma and they bought 20 hives which they looked after part-time.

Eight years later — when their hives had increased to 200 — Kerry Fountain gave up his mechanic's job and now they have 500 hives scattered from Mahurangi to Pukekohe.

Three years ago they set up the Mahurangi Honey Centre as a marketing and processing base for the 15 to 20 tonnes of honey their hives produce a year.

The centre encourages education about bees and has glass-fronted hives so people can study the bee's life-cycle.

The importance of bees extends far beyond the hives and the first colonists described the difficulties they had getting the seeds of plants they brought with them to set. The flowers of these exotic plants were not to the liking of the native bees, which are only about the size of house flies. They nest in holes in the ground and play a relatively minor role in the pollination of native plants which are fertilised by other insects, birds, or by wind.

European bees were first brought here by an Englishwoman called Miss Bumby, who arrived at the Methodist Mission on the Hokianga Harbour in 1839. In a book published in 1842 William Cotton — who was Bishop Selwyn's chaplain for six years — described how he planned to bring a barrel-load of the creatures with him.

He lowered the temperature of the bees by placing them in a barrel lined with felt for insulation and half-filled with ice. A tap drained water from the melting ice and pipes ensured fresh air. As a back-up, Cotton devised a system using evaporation to keep his bees cool and asleep.

Fountain has noticed lots of quirks in bees' behaviour. One is a dislike of black colours. "Beekeepers traditionally wear white and if you put on black gumboots they will attack them."

He can stand draped in bees and not be stung. "You have to be very relaxed, not uptight. If you're afraid, they sense it. Bees are very placid. It's people who upset them."

Acknowledgement
New Zealand Herald

Ruling on chattels causes confusion

by Brent Gilchrist

Tax Talk

A recent Taxation Review Authority decision has caused confusion in tax, real estate and valuation circles, and the affected industries are now looking to the Inland Revenue department for clarification.

The case related to what constitutes a chattel for stamp duty purposes.

The transfer of a commercial property costs about .2 percent of the purchase price in stamp duty. The duty is paid on the value of land and buildings, excluding the value of chattels.

It had become common practice for chattels to be separately identified in the sale and purchase agreement. The tax benefit of doing so was that it quantified the stamp duty exemption and income tax depreciation amount to be applied to chattels. In many cases a professional valuer was called in to determine the value of chattels.

In the past, the Inland Revenue Department accepted the amount attributed to chattels by an independent seller and purchaser, or by an independent valuer where the seller and purchaser were associated parties. Now, the department is applying its own rules as to what constitutes a chattel.

In the case referred to, the Taxation Review Authority ruled that items such as electric light fittings, vinyl floor coverings, suspended ceilings, and even door closers, were not chattels but were part of the building.

Judge Tony Willy reviewed various case law precedents and concluded: "These cases illustrate that at the end of the day what counts is the express or implied intention of the parties, construed against the fashions of the day, and having regard to the circumstances pertaining to the particular building."

Read from the above that the decision is not a precedent for future cases as each case must be considered separately. But such uncertainty is unacceptable.

Before the department's challenge to chattels value allocations, the approach was certain and simple. If the parties were independent, the department would accept the allocation by the parties, unless it was clearly contrived for tax purposes, in which case an independent valuer's opinion would be accepted. Where the parties were associated, an independent valuation was accepted.

The position now is that the department is unlikely to accept an independent valuer's view of what is a chattel and will make its own decision. But, if as Judge Willy states, each case will be considered on its merits, how can taxpayers be given any certainly over what will be accepted?

The department will not issue the transfer documents till the stamp duty matter is completed, as buyers may be forced into accepting the department's position on chattels if they want to register a commercial property transfer.

Tony Pratt, a senior valuer with Rolle Associates, confirms that the hard line taken by the department is causing confusion in the market. In the interests of attempting to provide some certainty, Mr Pratt offers the following lists as a guideline, which is based on the latest case and other cases considered by the department.

Fixtures (dutiable): Electric light fittings, vinyl floor coverings, built-in furniture, suspended ceilings, door closes, security system, roller door, card access system, hand rails.

Chattels (exempt): Carpet, curtains and blinds, demountable partitions, fire extinguishers, loose furniture, domestic appliances, over-sink water boilers, mirrors, television aerials, cleaner cradles, electric hand driers.

The department needs to produce its own lists so that its own staff have guidance as to what should be accepted as chattels. But this should be done in conjunction with the valuations of chattels to ensure that the allocation is not being over-stated. There needs to be consistency between the department and the valuation industry over what is a chattel.

Better still, the confusion should be advanced as a further reason for the repeal of stamp duty. Finance Minister Bill Birch is on record agreeing that there is a strong argument for repealing stamp duty because it is distortionary and a disincentive to investment, and that abolition would be considered "once debt is lower and other government objectives have been met" (April 1995).

Stamp duty is selective in that farm land and commercial land is levied but residential land is exempt. The sale by a commercial landlord is levied but the sale of flats by a residential landlord is not levied. The sale of company land is levied, but sell the shares of the company the only asset of which is land and no stamp duty is payable.

My view is that New Zealand has grown out of this form of tax, which can be traced back to the 1765 Stamp Act of Britain, which required the adhering of a stamp to legal documents before they could be given legal status. The Government owned the stamps, so collected the tax on each stamp sale.

But, if this archaic tax is to be retained till "other Government objectives have been met", then it should be made certain and simple.

The department can help by producing a practical guideline of what it will accept in most cases as being a chattel.

Brent Gilchrist is managing partner of consultancy Gilchrist Taxation. His fortnightly column alternates with Peter Cullen's Employment Matters.

Baking soda can help with mildew

Two years ago this article on baking soda was printed. As there has been many inquiries from interested gardeners we have reprinted the information.

It seems that scientists have caught up with some organic gardeners and growers who have been using baking soda, sodium bicarbonate, to control powdery mildew on plants for some time.

Massey University plant scientist Peter Long has found baking soda effective in knocking back powdery mildew on squash, roses and cucumbers.

Dr Long says that when used with additives it could protect pipfruit, grapes, glasshouse roses and other cucurbits. All these crops are susceptible to powdery mildew, especially as summer wanes and the weather conditions become favourable.

The university scientists are working with Hastings HortResearch scientists to control mildew on grape vines. As part of a winegrowers of New Zealand funded project, they have tried combining the baking soda with several additives, including grapefruit seed extract, canola oil and commercially available agents. Preliminary results from the trial appear promising. Some mixtures put on diseased leaves outperformed the current standard fungicide spray programme. Other results had been comparable to standard fungicides.

The research over two years found both the baking soda and the additives, from oil to dishwashing detergent, on their own were relatively ineffective as fungicides, but when used in combination they had a synergistic effect. Potassium bicarbonate was also tested, as well as the sodium bicarbonate. And, as with other sprays and fertilisers, more is not necessarily better. One teaspoonful a litre seemed to be about the optimum dilution. I suggest that gardeners add a drop of Raingard to each litre of baking soda and water mix. (One teaspoon of baking soda to a litre of water).

A little bit of time for rest and recreation

This story only bears a very tenuous relationship to beekeeping but here goes anyway. We had a load of wets to get rid of and rather than unload them to be robbed out in a yard, we thought we'd park the truck up for 2½ days in a yard up by the bush. It isn't long enough for the bees to lose interest in them but they certainly get the most of the honey. That was the tenuously related bit to beekeeping.

The stags had been roaring on the farmland for a couple of weeks so what to do with our 2½ days off didn't really present much of a problem. I headed off up one spur while John headed up the side of it. I'm never going up there again, it was steep, overgrown like cornflakes to walk on and there was no sign anywhere. Nearing dark I decided I would stop at the first reasonably level spot I could lie my sleeping bag down on. An hour later after crawling uphill on hands and knees in the pitch black I finally emerged into the open and gratefully spread my mat and sleeping bag down on the ground and lay back looking at the stars spread like diamond dust across the sky. I didn't even bother putting up my fly, so of course it rained later.

Come morning I followed an old half existing track for three hours up onto the top where I realised I'd lost my belt and pouch with compass and first aid kit and knife! I'd like to think it got ripped off in the scrub but knowing me I probably put it down and didn't pick it up again. This loss caused me to change my plans from hunting the tops so I headed down through some beautiful clear beech forest towards Dead Dog Hut. The deer sign got fresher and fresher until it was so fresh I heard one running away (must be BO). I continued on to the hut for the night (walking past it twice) where I was entertained by the local rodent population tap-dancing on the ceiling until the wee small hours.

In the morning complete with newly sharpened can opener out of the hut I sallied forth back up the hill to deal some damage to the local deer herd. No such luck, somehow I got mislaid and ended up crossing a couple of real hairy shingle slides emerging finally into some nice bush where I called a tomtit and a rifleman to within two feet of me. Then I heard a roar way off down below me, so I roared back and headed down. No reply so I just kept on heading down as I was pretty worn out anyway, roaring a couple of times till eventually I got to just above the stream. Sitting down to eat my lunch I let off a roar for the hell of it and sat eating quietly when I heard a twig snap. Looking up I saw a stag across the gully from me heading purposefully in my direction to sort me out. I'll spare you the gory details but have you ever tried to gut a stag with a can opener? I went on down to the hut to get the axe but fortunately John was there so we both went up and got the meat in a more civilized manner. Another hour back to the hut with 14kg of venison each then we put on the rest of our gear on top and another three hours back to the truck, past three goats John had shot. A hind barked at us 15 minutes from the farmland but we couldn't care less.

The next day I had off because I was so stiff and sore. I'm quite looking forward to getting back to work for a bit of rest and relaxation. And for those of you who are into trophies — alas I've seen better timber on a pot plant but the venison pie we had for tea was delicious.

Peter Berry

Employment matters...

Ruling stresses need for caution in restructuring

A recent decision of the Chief Judge of the Employment Court, involving the New Zealand Fishing Industry Board, contains several lessons for employers who restructure.

The board provides administrative and other services to several advisory councils within the fishing industry.

Jean Phipps rejoined the board staff in 1988 as a public affairs adviser. She was well thought of by her employer.

Her redundancy was announced with great suddenness on July 5 1993, without any prior discussion or warning of the administrative motives or commercial imperatives for it.

The Employment Tribunal decided that the board had genuine reasons for redundancy, but that in the process it adopted it treated Ms Phipps unfairly.

The court rejected the finding that the dismissal was effected for genuine reasons of redundancy.

The dismissal was unjustified because the employee was not consulted and because no genuine endeavour was made to avoid or minimise the consequences of redundancy to her.

No genuine reasons can be formed about redundancy in the absence of input from the employee concerned, or at least a reasonable opportunity. The court also placed some reliance on the evidence of an expert witness.

He was critical of the restructuring process. The court held there was ample impressive evidence available tending to show that the appellant's job junctions had not disappeared, but were distributed to others not long before she was dismissed.

The court observed that having put others in her place in advance, the company was able, when dismissing her blandly, to say it had no alternative employment to offer her.

Six months, or even four months, earlier the position may well have been otherwise.

No reason was advanced by the employer for the failure to foresee, Ms Phipps was given no chance to apply for the new jobs. These matters go to the genuineness of the redundancy. The court found, particularly because of the failure to consult with Ms Phipps, that the redundancy could not be held to be genuine.

It increased the payments that were made to her. A very interesting award was made of $10,000 for her job loss including the loss of opportunity to secure other employment.

This was awarded as a result of the board failing to disclose at the proper time to the grievant that her position was under threat.

She also received a payment for humiliation, loss of dignity and injury to her feelings and lost wages.

She was earlier paid redundancy pay by the board. Of course, if a redundancy were held to be genuine then it is hard to see how a claim for future lost wages could succeed.

That claim is left open where the court finds that the redundancy is not genuine.

The decision is an extremely interesting one, raising several issues, and should be carefully studied by people involved in the restructuring process. It provides some protection for employees from long-range decision making from which they have been excluded and which may ultimately lead to the loss of their job through restructuring.

Peter Cullen is a Wellington lawyer specialising in employment law.

Travellers keep their cool

It is likely that the first European bees to arrive in New Zealand were transported in a subdued state by being kept cool. Temperature is crucial to bees which, when confined, can quickly generate enough heat to kill themselves.

In the export of bees from New Zealand to Canada and Korea the failure to observe a simple sequence in the procedure — switching on the air-conditioning before shutting the doors of an aircraft hold — can cause thousands of deaths.

"Exporting bees is a high risk business," says Russell Berry, the managing director of the Rotorua division of Arataki Honey. "Bees can die in two minutes because of a temperature increase."

Last year Arataki exported nearly 5000 packages of bees. Each package contains between 8000 and 9000 bees and includes one queen — sufficient to start one new hive. A package weighs 1kg: bees are weighed rather than counted and their weight can vary by up to a third according to how busy they have been collecting nectar.

Each package is designed to allow adequate ventilation. Before the packages are loaded the bees are cooled to 5deg C. The planes must have sufficient airflow in the hold. "Every plane is different," Berry says. Before embarking on the export of large quantities of bees 10 years ago, the operation was carefully designed, with experts carefully checking airflow.

The fragile creatures are met in Hawaii by the person who will look after them while they are in transit.When they arrive in Vancouver they are loaded into a special truck with facilities to adjust the airflow.

The largest numbers are sent to Canada, where cold winters make it hard for beekeepers to over-winter their stocks. Smaller numbers are sent to Korea, where honey is very expensive; queen bees are exported to Britain and Tahiti.

The bees move from a New Zealand autumn to a Northern Hemisphere spring where there is a huge nectar source from plants that flower at the same time — in contrast to our more temperate climate in which plants are flowering almost all year round. Such a change doesn't upset the bees too much because, Berry says, they have a comparatively long life-span of about six months, as compared with little more than six weeks in New Zealand.

"I think it works out very well because bees age as much from time as from the activities they're engaged in — like feeding larvae, making wax and gathering nectar. In the autumn they're not doing these things.

Queen bees are also exported separately. They travel in "queen cages" - small plastic boxes 5cm long - with eight attendants. Queens are perhaps the most valuable product of a hive, bringing between $12 and $15 each; but producing them in any number is highly technical and labour intensive.

At Arataki 20 staff members work on the process. The larvae which are selected to become queens are transferred to queen cells and put in with queenless bees which feed the larvae royal jelly. This is the determining factor in the transformation of a larva into a queen rather than a worker.

"We're just like any farmers," Berry says. "We select our breeding stock, we use artificial insemination, and we have to watch out for in-breeding."

Acknowledgement New Zealand Herald.

Patient has rights to medical file

by Bruce Slane

"My doctor has just refused to give me my medical records. But they're mine, I own them!"

This is a common complaint to my inquiries officers. Someone may have tried to get their medical records because they're changing doctors or because they are dissatisfied with their health professional.

Maybe they want to check the information in their records is correct or complete. Or they just want to know what has been written down about their illness so they can try to understand their treatment. But you don't have to have a special reason.

Access to health information is not about who owns the pieces of paper. Nor is it about possession of the records themselves. It is about being able to know what has been written or see the results of the test or getting copies to keep. It's the information that's important.

Some health professionals offer to be present to explain the jargon. That's good.

If I can see the health information I can check if it's correct. It may be my age is wrongly entered or there may be something which has been misunderstood by the health professional. Seeing the record gives me a chance to point out the error.

The Privacy Act and the Health Information Privacy Code gives me the right to correct it if it is wrong. Sometimes it isn't sensible to correct the record even if it has some things inaccurate.

So the Act says I can put on the record the way I think it ought to have been corrected.

These access and correction rights don't apply only to health information. The Privacy Act allows people to "audit" other records held about them. Getting things put right makes sense.

Factsheets, case notes and other materials from my office are available on the World Wide Web at http://www.kete.co.nz/privacy/welcome.htm or you can email to privacy@iprolink.co.nz or phone toll free 0800-803-909.

Library news

Together with the report to DOC by Ms Butz Huryn and Mr Moller received last month were a large amount of copies of articles used in the research. Many of these are additions to our collection.

Barker W.E. ..... *The flora of NZ in relation to bees. 1915, 2pp, NZ.*
Berry I. ..... *The honey flow. 1978, 2pp, NZ.*
Bryant T.G. ..... *Spring pollen feeding. 1982, 2pp, NZ.*
Bryant T.G. ..... *Thyme Honey, liquid gold. 1977, 2pp, NZ.*
Cockayne A.H. ..... *Present and future sources of honey in NZ. 1916, 9pp, NZ.*
Cook V.A. ..... *Trees for bees. 1969, 2pp, NZ.*
Cook V.A. ..... *Potential for honey production. 1973, 2pp, NZ.*
Cawthron Inst. ..... *Honey research at the Cawthron Institute. 1936, 2pp, NZ.*
Day S. & Beyer R. *Highlands in Canterbury. 1990, 8pp, NZ.*
Dobson H.F. ..... *Nectar secretion and pollen supply. 1939, 4pp, NZ.*
Fix W.J. ..... *Honey producing flora in Canterbury. 1939, 2pp, NZ.*
Gibb R. ..... *Honey flora — Native trees and plants of NZ. 1932*
Goddard R. ..... *Beekeeping in Tauranga Country. 1952, 4pp, NZ.*
Hall A. & Cook V. .. *New look at sweet clover. 1974, 4pp, NZ.*
Hanson A. ..... *Honey producing flora in the far North. 1930, 3pp, NZ.*
Harris W.F. &
Filmer D.W. ..... *Pollen in honey and bee loads. 1947, 10pp, NZ.*
Holmes N. ..... *Honey Dew, an export item that comes from the bush. 1980, 2pp, NZ.*
Holmes N. ..... *Scientists forge ahead with artificial kiwifruit pollination. 1982, 3pp, NZ.*
Holmes N. ..... *Bee forage trees, a valuable alternative. 1982, 2pp, NZ.*
Hortic. Div. ..... *Pollen and nectar bearing trees. 1950, 3pp, NZ.*
Jeffery G.L. ..... *Intensive beekeeping could be the means of saving West Coast forests. 1978, 3pp, NZ.*
Johnson L.H. ..... *Beekeeping in Taranaki. 1950, 4pp, NZ*

To be completed next month

Employee allowances can save tax

by Brent Gilchrist, Managing Director, Gilchrist Taxation Limited

It has been many years since employee in New Zealand could deduct expenses against employment income.

But there is nothing to stop an employer reimbursing employees for employment-related expenses and reducing the salary or wage by the equivalent amount.

The tax saving arises through the employee not having to pay tax on the expense reimbursement. The employer can still deduct the cost — as employee expenses instead of wages. To simplify administration employers can pay standardised allowances to cover employee expenditure. Inland Revenue prior approval is not required, although it is important to ensure the level does not exceed reasonable reimbursement, or otherwise the employer is up for PAYE on the excessive amount.

Although Inland Revenue approval is not required, it may be appropriate to gain approval so that an employer can be certain that the payments will not be treated as employee income under an IRD audit. This certainly can be gained by applying for a binding ruling.

Examples of possible expense allowances include: Entertainment allowance, meal allowance for shift workers, out-of-town expense allowance, telephone rental allowance, newspaper allowance, private motor vehicle allowance, protective clothing allowance, home office allowance, etc. One allowance that can produce substantial savings for some employees is the home to work travel allowance.

The law specifically allows such an allowance to be tax free if certain factors exist. For example, an employer can pay a tax free allowance to an employee who uses their private car to carry work related tools to and from work.

The same applies to employees required to work odd hours, or employees who live in an area not serviced by public transport. Employers who take an active approach to staff remuneration options can save tax for employees.

Organics in favour

"Grow Organic", Wattie Frozen Foods Ltd's newsletter, reports the market for organic products in the USA reached US$2.31bn by the end of 1994.

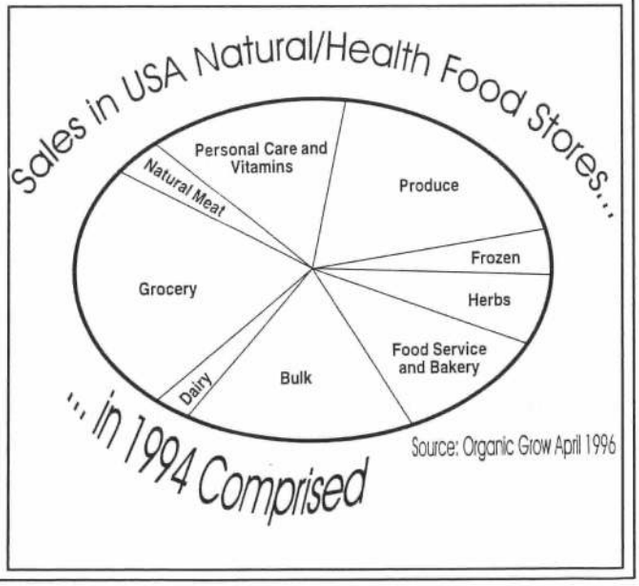
The newsletter says the growth reflects a general trend in the change of eating habits of North American consumers.

"One highly publicised event that may have stimulated demand was the introduction of growth hormone into commercial dairy herds. There was a 125 percent increase in organic dairy sales from US$11m in 1993 to nearly US$24m in 1994."

Another significant factor in the growth rate was the large increase in supermarket- format stores which specialise in natural product sales, where sales increased 98 percent from US $94m to US$186m. In addition there are increased sales in mainstream supermarkets, especially with produce sales.

Organic exports grew by 80 percent to US$203m in 1994, a significant volume going to Japan to service an extremely strong market.

Acknowledgement Export News



Correct costing essential

Costing your products correctly is critical for the financial viability and profitability of your business. In this article Peter Johnston of Coopers & Lybrand, Christchurch explains the requirement to undertake this exercise for export is no different.

Relevant to the costing exercise will be your strategy related to the positioning of the product in respect to competitors prices; the margins at each level of distribution and what the market will bear.

The costing exercise for export should commence with the normal costing employed by your business. There are several different methods of costing that may be employed. We will not go into this here, but rather focus on the essential aspects to be included.

Armed with your established costing for your domestic production, you will now need to recost your proposed export product(s), taking into account the following adjustments:—

■ Delete

- Important duty on any imported raw materials or components. (Note: A duty draw-back may be applied for, at the time of export, with your export entry documents).
- Inner and outer packaging if it needs to be redesigned and packaged, especially for the proposed export market.
- Freight allowance.
- Variable overhead recoveries for domestic sales and distribution costs.
- Finance costs for domestic warehousing of finished product.

■ Add

- Export packaging (inner and outer).
- Export brochures, etc.
- Budgeted export expenses including travel, advertising and promotion, salaries, offices expenses, etc.

Next recost the proposed export product(s) with the estimated export production runs, spreading the fixed costs over a larger number of units and adjust for the above. You now have you ex-factory unit cost for export.

Next, take the ex-factory unit cost and add it to a profit magin you expect to achieve. This will give you the ex-factory price for export. Now add the indentified costs specific to the particular quotation you are preparing.

This may be carried out with the assistance of the 'Export Costing Sheet' and may include the following items depending on whether the quotation is based upon 'free on board' (FOB), 'cost and freight' (C&F) or 'cost insurance and freight' (CIF):—

* special shipping, packing and handling documentation
* domestic freight and port handling charges
* marine insurance if applicable
* trade idemnity insurance if applicable
* bank charges
* foreign exchange cover costs
* freight
* contingencies.

If the quotation is based upon free into store (FIS) terms, costs at the destination may need to be included as follows:

* landing charges
* customs duty
* clearance chages
* port charges
* sales tax
* delivery costs
* storage

You now have an export selling price. You can then set target pricing to use in negotiations with potential customers.

Study: Sex won't kill

Sex poses little danger of triggering a heart attack, say US researchers.

The risk of a healthy person suffering a heart attack because of sexual activity is about one in a million.

And it's only twice as risky for someone with heart disease. The Harvard Medical School researchers say while there is more risk of heart attack in the two hours following sex — regular exercise "can reduce and possibly eliminate" the risk.

Meanwhile, a Sri Lankan man with 15 wives and 54 mistresses has been jailed after his latest wife complained he had been unfaithful.

Investigating police found the marriages through marriage certificates under various names, while the mistresses were traced through love letters. The jailed man, Pavulupitiyage Gunapala, is 35 while the women range from 18 to 60. He usually stayed with a wife for only a few weeks or months before abandoning her after taking all her money and jewels.

EXPORT COSTING

1. Materials
   Direct labour
   Fixed overhead allocation
   Variable overhead allocation
   Consumables

TOTAL FACTORY COST
Margin
EX FACTORY PRICE

2. Export expense allocation (as per budget).
3. Export packaging (inner/outer/labelling)
4. Documentation
5. Bank charges — Sundry
   — Interest
   — Collection costs
6. Other finance costs
   (Include exchange transaction costs)
7. Freight/handling (works to ship)
8. Trade indemnity insurance
9. Contingencies

10. FREE ON BOARD (FOB) NZD

Local Currency (FCY) @ exchange rate of

11. Marine Insurance
12. Freight costs

13. COST INSURANCE & FREIGHT (CIF) NZD

FCY @ exchange rate of

14. Landing charges
15. Tariffs/taxes
16. Customs clearing charges
17. Handling & delivery charges
18. Contingencies

19. FREE INTO STORE (FIS) NZD

Organics – the future trend?

Globally the latest "buzz" word is "organics", we see it everywhere, including household cleaners, shampoos, gardening products and food stuffs.

At first organics was just something for the brown rice, mung bean, jandel brigade. At least this is how we were perceived by the very people who produce food with increasing inputs of energy and in an increasingly artificial way, and who then process it to a denaturalised unrecognisable state.

But the movement has a mighty ally.

Nature, which in millions of years created a self regulating balance, is now endangered by man himself.

More and more people have begun to recognise that only by a sustainable economy in producing, processing and consuming will the earth remain fit for human habitation.

New Zealanders in general embrace this, we like to think of ourselves as clean and green, just look at the support for the anti-nuclear movement, but now it's time for us to widen our horizons and make sure our clean and green is clean and green.

The word organics is often bandied around on product labels and brochures, but in Europe and the US this carries no weight. In these countries orVarious pics to go with this story ganic must be "certified" organic. Certification is the process where by a producer is aware of the need for sustainability and practises this in his crop production. To gain certification the producer is required to meet certain standards through farming practises, testing and inspections by a qualified inspection authority. Bio-gro New Zealand is the main inspection body in this country although SKAL the Dutch equivalent also has a minor presence here.

I recently attended the Biofach '96 trade fair in Frankfurt, Germany to look at markets for our organic honey and other produce. Biofach is a window on the market of the future, providing an example today of what tomorrow will bring. This year over 850 exhibitors attended showing off everything from fine European wines (thoroughly enjoyed by the New Zealand trade delegation) to massage oils and hemp clothing, although the foodstuffs were the main exhibits. Europe is on the move in consuming more certified organic foodstuffs, currently under 1%, it is expected to be 5% and possibly as high as 10% by the year 2000. The Scandinavians are the highest consumers with the figure of around 15%.

The European Union however is protective of the industry and there is some question as to the amount of fossil fuels used to transport food half way around the world. The European Union is also bringing in the requirement that inspection bodies are approved of by a competent authority at government level. Some work is currently being done in this area in New Zealand, if it doesn't happen within the next couple of years our produce could be refused entry to Europe.

Organic honey is produced in a number of countries with the bigger suppliers being Canada and Argentina. Here in New Zealand we are able to fill the market window created by the northern winter but we still compete with Argentina. The main consumers of our organic honey currently are the Scandinavians who favour the lighter milder honeys, although Germany does take some dew and multi-floral.

With the big players like Heinz/Watties entering the game, people around the world are going to become more educated to organics and the part they are going to play in our future. At the moment however the market is still fragile and any company that rushes in without doing the preparation could damage their own efforts and the future of the market.

Kate White, Waitaki Apiaries

Diesel cars 'best' for long distances

A survey by the Automobile Association has confirmed that only motorists who drive long distances benefit from buying a new diesel car.

The results of the AA's first survey of diesel vehicle operating costs appear in the latest issue of its magazine *Directions*.

A comparison of a selection of diesel and petrol cars in the up to 2000cc and over 2000cc categories, averaging 12,000 kilometres a year, found it took five years before the overall cost for each kilometre of operating diesels began to equate with petrol models.

Diesel is cheaper than petrol but heavier. Higher compression diesel engines cost more to manufacture, and diesel cars are usually about $3000 more expensive than the equivalent petrol model.

The survey included Holden Astra and Vectra, Peugeot 106, 306 and 405, Fiat Tipo, Rover 216 and 218 and Mercedes Benz C220 and C250.

Diesels did best in direct running costs, with 17.3 cents a kilometre, compared with 20.41 cents for petrol vehicles in the smaller engine range. For larger vehicles, the comparison was 17.3 cents and 21.27 cents.

AA secretary general George Fairbairn said road user charges were not a significant factor in the car's overall operating costs, while depreciation and maintenance costs were similar for both types of vehicle.

Considerable Covenants

Simple yet salient, attention to human rights should be an integral part in any review of the ARCI, say Rachael Hamed and Martha Roche.

The New Zealand Employers' Federation recent report *A New Perspective For Accident Compensation* has raised the vexed question of accident compensation yet again.

The Federation has recommended that ACC be restructured and gradually privatised. As David Carden of the New Zealand Law Society Committee on ACC matters pointed out in Employment Today (Sept/Oct 1995), the Federation's report adds to the growing call for a thorough review of the scheme — a review which in his words, 'should be non-partisan and comprehensive'.

Such a review would be of interest to the Human Rights Commission as accident compensation touches on a number of human rights issues. For the commission any reassessment of ACC:

- Calls for consideration of New Zealand's obligations under United Nations' human rights instruments to people affected by accidents;
- Presents the opportunity for a thorough examination of those elements of the current scheme apparently incompatible with the anti-discriminatory provisions of the Human Rights Act 1993.

Covenants

The right to compensation for accidental injury has human rights implications. People affected by accidents include crime victims, workers, people with disabilities, indigenous peoples, children, women and the elderly. These people are protected by specific provisions of various United Nations covenants, conventions and declarations. New Zealand:

- Has ratified most of the major covenants and conventions;
- Is morally bound by the declarations as a responsible member of the United Nations community.

Thus, while it is clear there are problems with the current scheme, particularly its funding regime, which require positive and practical solutions, any review must take account of New Zealand's human rights responsibilities.

Earlier this year the Commission was amongst those who made submissions on the Corporation's working paper, Accident Compensation 1995. In its submission the commission provided a brief summary of the international instruments most relevant to accident compensation.

International Covenant on Economic, Cultural and Social Rights (ECOSOC)

Ratified by New Zealand in 1978, ECOSOC recognises a number of rights which include entitlements to:

- Work;
- Safe and healthy working conditions;
- Social security;
- The widest possible protection and assistance to the family;
- An adequate standard of living for oneself and one's family;
- The highest attainable standard of physical and mental health.

ECOSOC clearly applies to people injured through accident whose income, health, family life and standards of living have suffered. Although ratifying states do not unconditionally guarantee these rights, they are obliged to work progressively towards their full recognition. The restriction or withdrawal of these rights should not be lightly undertaken by any government.

Convention on the Elimination of All Forms of Discrimination Against Women

It has been noted (see Margaret Vennell, M, 'Issues for Women in Claims for Medical Misadventure' in *Claiming the Law* 1993, p13-40) that ACC has impacted differently on men and women in relation to:

- Medical misadventure;
- The abolition of lump sum payments for mental pain and suffering;
- The lack of value accorded to women's unpaid work.

Vocational rehabilitation is one area of ACC which has a disproportionately adverse effect on women who are less likely than men to be 'earners' due to their traditional role within the family. Women in this position who are not in employment when injured:

- Are ineligible for vocational rehabilitation;
- Will be permanently disadvantaged in terms of their ability to enter the workforce.

This situation appears to be inconsistent with Article 11.1 of this Convention which states:

'States Parties shall take all appropriate measures to eliminate discrimination against women in the field of employment in order to ensure, on a basis of equality of men and women, the same rights, in particular:

(a) The right to work as an inalienable right of all human beings'.

Article 11 also recognises the right to the same employment opportunities for men and women and the right to receive vocational training and retraining.

Convention on the Rights of the Child

Ratified by New Zealand in 1991, this Convention confirms the principle that children are entitled to special care and assistance. The Convention recognises the:

- Right of special care for disabled children;
- Importance of all children's physical, mental, spiritual, moral and social development.

Accident compensation affects many children in relation to their accidental injuries, or those of their parents, caregivers or other family members.

The impact of ACC on the welfare and wellbeing of children should be a consideration in any review of the Act. The most relevant articles are 3.2 and 6.2 which ensure necessary care, protection, survival and development of the child.

Accident compensation should operate in accordance with this Convention to minimise the impact of accidents on the family and especially on children. It seems curious that at present under the childcare regulations of the Act:

- Personal care is limited to basic physical assistance;
- Strangers can be paid to provide care for a child whose parent has become severely disabled, while family or household members cannot.

Rachael Hamed is a research officer and Martha Roche is a legal research officer at the Human Rights Commission.

Acknowledgement
Employment Today

New IBRA Director hired

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.

RECIPES

Honey-fruited Pork Chops

4 double loin pork chops
1 can (8½ ounce) sliced pineapple, drained and reserved.
½ cup honey *(Suggestion: Try Tawari Honey)*
¼ cup pineapple syrup
1 tbsp prepared mustard Maraschino cherries

Cut a pocket into each chop and insert ½ slice of pineapple. Combine honey, syrup, and mustard and spoon a little over each chop. Bake at 350°C for 1½ hours, drizzling honey sauce over the chops frequently. Remove chops from oven; top each with ½ slice of pineapple and a cherry. Return to oven for a minute or two to warm the fruit. Heat any remaining honey sauce and serve with chops. *Makes 4 servings.*

Honey Baked Beans

¼ cup fat or salad oil
2 cups chopped onion
1 pound ground beef
1 tsp salt
1 cup tomato catsup
2 tbsps prepared mustard
2 tsps cider vinegar
½ cup honey *(Suggestion: Try Kamahi Honey)*
2 cans pork and beans in tomato sauce
1 can kidney beans, drained

Heat fat in skillet. Add onions, simmer until golden yellow. Add ground beef. Stir with a fork while onions brown slightly. Add remaining ingredients. Pour into a bean pot or a 2-quart casserole. Bake in a hot oven (400°C) for 30 minutes. *Makes 8 servings.*

Honey Glazed Sweet Potatoes

5 or 6 sweet potatoes, boiled
½ cup honey *(Suggestion: Try Clover Honey)*
½ cup orange juice
1/3 cup butter
1 tsp salt

Arrange peeled, sliced potatoes in greased casserole, spooning the combined remaining ingredients, between layers. Bake at 375°C about 30 minutes, basting frequently. May also be cooked in heavy griddle on top of range. *Serves 6.*

Oatmeal Drops

½ cup shortening
1 cup sugar
1/3 cup plus 2 tbsps honey *(Suggestion: Try Clover Honey)*
2 eggs
1 3/4 cups sifted flour
1 tsp soda
1 tsp salt
1 tsp cinnamon
½ tsp cloves
2 cups rolled oats
1 cup raisins
½ cup chopped nuts

Cream first four ingredients thoroughly. Sift together dry ingredients, and stir in. Add oats, raisins, and nuts. Drop rounded tspfuls about 2 inches apart on lightly greased baked sheet. Bake 8 to 10 minutes. Makes about 5 dozen.

Sour Cream Spice Cake

½ cup margarine or other shortening
½ cup sugar
½ cup honey *(Suggestion: Try Honey Dew Honey)*
1 egg
2 cups sifted flour
¼ tsp soda
1 tsp baking powder
¼ tsp salt
1 tsp cinnamon
½ tsp cloves
¼ tsp ginger
½ tsp allspice
½ cup water
2/3 cup chopped nuts
1½ cups sour cream
¼ cup honey
nuts

Cream shortening, sugar, and honey until thoroughly blended. Add egg and beat. Sift dry ingredients and add alternately with the water, beating after each addition.

Spoon into 8" layer cake pans that have been greased and lined on the bottom with waxed paper. Bake at 350°C for 25 to 30 minutes. Cool briefly, remove from pans, and finish cooling. Spread remaining ingredients together and smooth between and on top of cake. Or put on an icing made with confectioners' sugar, ¼ cup margarine, 3 tbsps hot milk, a dash of salt, and 2 tsps lemon juice.

Honey Icing

Use your favourite honey or try Rata.

Heat 1 cup honey to 238°C or until it shows a thread when a little is dropped from a spoon. Pour slowly into 2 egg whites, stiffly beaten. Continue beating until icing is fluffy and will hold its shape.

Cookie Jar Filler

The cookie jar seemed never to be full enough for big families. An old recipe calls for 1 gallon dark honey, 15 eggs, 3 pounds sugar, 1½ ounces baking soda, 2 pounds almonds chopped up, 2 pounds citron, 4 ounces cinnamon, 2 each of cloves and mace, and 18 pounds of flour. The honey was brought almost to a boil, then cooled and all other ingredients added. After the cookies were cut out and baked, they were frosted with sugar and whites of eggs. We're not sure how many this made, but Great-grandma must have spent hours at her hot range.

Acknowledgement American Bee Journal

Ginger Lime Fish Parcels

Recipe best made close to serving.
1 large (180g) carrot
½ bunch (170g) baby bok choy, roughly chopped
4 (750g) white fish fillets
1 small (150g) red pepper, thinly sliced
1 tsp grated fresh ginger
2 tbsp lime juice
2 tsp honey *(Suggestion: Rewarewa)*
½ tsp sesame oil

Cut four 30cm x 33cm rectangles of foil or baking paper. Cut carrot into long thin strips. Divide bok choy between foil rectangles, top with fillets, carrot and pepper. Drizzle with combined remaining ingredients. Fold foil over top, seal ends; place on oven tray. Bake in moderately hot oven about 1-2 minutes or until fish is cooked through. Serve topped with sliced green shallots, if desired. *Serves 4. Not suitable to freeze. Suitable to microwave with baking paper.*

Thanks to Bill Floyd for honey types. Honey varieties are suggestions. Try your favourite, or the one suggested. Let us know how your favourite went. Bill Floyd.

IMPORTANT DATES FOR 1996

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

		Start		Finish	
NBA EXECUTIVE ELECTIONS					
Closing date, return of votes	24 June	Monday	5pm		
EXECUTIVE MEETINGS					
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		
MAGAZINE					
Copy/advertising deadline	1st of month				

COMING EVENTS...

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

AUCKLAND BRANCH
Next Meeting: Friday, June 28th at 7.30pm.
Venue: Graham Cammells Honey House, 133 Walmsley Road, Mangere.
Business: Remit discussion and voting. This will be followed by Guest Speaker ANNETTE on *"LIVING WITH A BULK BEE"* followed by Russell Berry on *"BULK BEES FROM A TO Z."*
All welcome.
If you cannot attend arrange a friend to have your proxy vote.
Secretary — Jim, phone: (09) 238-7464

CANTERBURY BRANCH
Next meeting Tuesday 25th June.
Remit voting.
Merrivale Rugby Club.
If you can not attend arrange for a friend to have your proxy vote.
Phone: Brian (03) 318-0732

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.

FRANKLIN BEEKEEPERS CLUB
Meet second Sunday of each month at 10.00am for cuppa and discussion. At 10.30am open hives. Secretary — Yvonne Hodges, Box 309, Drury.
Phone: (09) 294-7015
All welcome — Ring for venue.

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

SOUTHERN NORTH ISLAND BRANCH
Remit meeting 17th June at 10am.
National Parties Room, Bell Street, Wanganui.
Phone: Frank 478-3367

TARANAKI AMATEUR BEEKEEPING CLUB
July 14th at 10.00am.
195 Carrington Road.
Phone: (06) 753-3320
Beginners/Gear Making Day.

WAIKATO BRANCH
Phone: Tony 856-9625

For your current events diary

Privacy Commissioner's Third Annual Privacy Issues Forum, Christchurch June 13 1996. Topics to be covered include internet, health, employment, privacy impact assessments, security issues, privacy officers forum, street surveillance, debate, managing information in the public sector. For a registration brochure phone: 0800-803-909.

The man in the looking glass...

When you get what you want in your struggle for self
And the world makes you king for a day.
Just go to a mirror and look at yourself
And see what THAT man had to say.
For it isn't your father or mother or wife,
Who judgement on you must pass.
The fellow whose verdict counts most in your life,
Is the one staring back from the glass.
Some people may think you a straight shootin' chum,
And call you a wonderful guy.
But the man in the glass says you're only a bum,
If you can't look him straight in the eye.
He's the fellow to please, never mind all the rest,
For he's with you right up to the end.
And you've passed your most dangerous difficult test,
If the man in the glass is your friend.
You may fool the whole world down the pathway of life,
And get pats on the back as you pass.
But your final reward will be heartache and tears,
If you've cheated the man in the glass.

Thanks Mary-Ann

NZ BEESWAX LTD

BEESWAX COMB FOUNDATION PRICE LIST, 1 June 1996

Foundation	Dimensions mm	Sheets per kg approx	Kg per carton	Prices per Kg Conversion	Ex stock
Medium Brood Full Depth	422 x 200	17.5	12.5	$2.30	$10.84
Medium Brood ¾ Depth	422 x 145	21	15	$2.30	$10.84
Seven Sheet Special	422 x 200	15.5	13.5	$2.10	$10.76
Extra Heavy Brood	422 x 200	13.25	16	$1.90	$10.67
Thin Super Full Depth	422 x 200	25	12.5	$3.20	$11.70
Thin Super ¾ Depth	422 x 145	35	12.5	$3.60	$11.82
Thin Super ½ Depth Std	394 x 98	57-61	12.5	$4.25	$13.02
Thin Super ½ Depth	422 x 98	53-57	12.5	$4.25	$13.02
Thin Super ½ Depth 108	422 x 108	45	12.5	$4.25	$13.02

All prices G.S.T. exclusive. On conversion only, cartons are charged at $4.00 each. The Ex Stock price includes the carton. Returned cartons in good condition, complete with layers and dividers, net-returnable at $3.00 each. Incomplete cartons without layers and dividers $2.00 each. For less than carton lots of conversion 25% surcharge applies. For less than carton lots of ex stock 10% surcharge applies.

NEW THIN SUPER COMB FOUNDATION MILL

We have recently installed a new German thin super comb foundation mill and are very pleased with the high quality of the comb foundation it is producing. This now gives us two complete plants which we can operate simultaneously enabling us to provide you with a quicker service at the busiest time of the year.

BIO GRO COMB FOUNDATION

CERTIFIED bio gro NEW ZEALAND GROWN ORGANIC

Did you know that we are New Zealand's only approved supplier of Bio Gro comb foundation. Demand for organically produced honey both comb, packed and bulk is a growth market and there are excellent opportunities to significantly increase your returns. If you have hives in an isolated location you may qualify for certification. Contact us for more information.

contact us at

NEW ZEALAND BEESWAX LTD, Opuha Street, ORARI, South Canterbury.
Ph (03) 693-9189, Fax (03) 693-9780, A/H Peter Lyttle (03) 693-9080

For details of our closest agent to you, please contact us