

ISSN 0110-6325



The New Zealand **BeeKeeper**

JUNE 1997
VOL 4 . No. 5

The Official Journal of the National Beekeeper's Association of New Zealand (Inc.),
P.O. Box 3079, Napier, New Zealand. Tel. (06) 843-3446, Fax: (06) 843-4845.



**The Disease Control Committee team at Ruakura
examining Mark's hives after spending three days
on the Pest Management Strategy**

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

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

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

Executive:
Tony Taiaroa,
43 Princess Street,
Waikari 8276, Christchurch.
Tel/Fax (03) 314-4569

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

Terry Gavin, P.D.C., Titoki,
Private Bag,
Whangarei.
Tel. (09) 433-1893
Fax (09) 433-1895

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

Executive Secretary:
Harry Brown
National Beekeepers Assn of NZ,
P.O. Box 3079, Napier.
Tel. (06) 843-3446, Fax (06) 843-4845
E-mail: natbeeknz@xtra.co.nz

Editor New Zealand Beekeeper:
Harry Brown
National Beekeepers Assn of NZ,
P.O. Box 3079, Napier.
Tel. (06) 843-3446, Fax (06) 843-4845
E-mail: natbeeknz@xtra.co.nz

Hon. Librarian:
John Heineman
C/- NZ Post Shop, Milton, Otago.
Tel. (03) 417-7198 (bus)
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1997 Subscriptions: N.Z. \$38.00 (GST Incl). Overseas Airmail US \$38.00. Economy mail US \$31.00.

BRANCHES

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

FAR NORTH

Bob Banks
Taupo Bay, Northland.
Tel: (09) 406-0692
Bruce Stevenson
Kemp Road, Kerikeri.
Tel: (09) 407-7190
Fax: (09) 407-7194

NORTHLAND

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

Brian Alexander
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Bees Landing,
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Tel: (06) 836-7199
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27 Murphy Road, Wainui,
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Tel: (06) 868-4771
Barry Foster,
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Happy Honey Bee Apiaries
R.D. 11, Opaki, Masterton.
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26 Cunliffe Street, Johnsonville,
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Tel/Fax: (04) 478-3367

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WEST COAST

John Glasson,
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Sandy Richardson,
Napoleon St., Ahaura, Westland.
Tel: (03) 732-3724

CANTERBURY

Ashburton Apiaries
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SOUTH CANTERBURY

Peter Smyth,
Templer Street, R.D. 22, Geraldine.
Tel: (03) 693-9889
Noel Trezise,
Woodbury Road, R.D. 21., Geraldine.
Tel: (03) 693-9771

OTAGO

Blair Dale,
P.O. Box 23, Middlemarch, Otago.
Tel: (03) 464-3786 Fax (03) 464-3796
Bill McKnight,
42 Parsonage Road, Lawrence, Otago.
Tel: (03) 485-9268

NORTH OTAGO

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

SOUTHLAND

Shaun Lawlor,
198 Broughton Street, Gore.
Tel/Fax: (03) 208-8210
Don Stedman,
40 Louisa Street, Invercargill.
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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.

Notes from the President

Nick Wallingford

I am writing these notes with a deep sense of regret. I will not be accepting nomination for the position of President at the Annual General Meeting in July. I will be tendering my resignation as an Executive member at the conclusion of the Annual Conference.

If you have read Executive meetings minutes over the three years of my presidency you will know that I have continually sought to improve the administration and organisation of the NBA. Specific areas have included:

- financial accounting and reporting
- awareness of cost benefit in provision of services
- financial and strategic planning
- legislative compliance
- cost and quality of the magazine
- accountability for agreed actions

I have tried to provide the Executive with accurate information, and the analysis and interpretation that allows for informed decision-making.

I have, in doing so, undertaken work that was not strictly in the 'normal' role of the NBA President. I have done this whenever I felt the work was both necessary and when I felt it would not be suitably provided otherwise. Having worked with three Executive Secretaries during my time on the Executive, I am in a good position to make informed comment on the quality of support and

advice available to the NBA.

At the December 1996 meeting, the Executive agreed to enter into a one year contract with Training in Progress for the supply of administrative and editorial services to the industry, with a performance review to take place by mid-year. The Executive was not willing to enter into a longer-term contract until TIP had demonstrated the ability to provide the services to the standard required.

In March I stated that I would be interested in the opportunity to provide a proposal for the delivery of the administrative and editorial contract. In declaring that interest, I told the Executive that I would withdraw from any further involvement in the performance review and the contracting process.

Following the meeting, the other five members of the Executive held a conference call. They resolved to ask me:

- not to allow my name to go forward during the election for NBA President and
- stand down as an Executive member, effective at the conclusion of conference.

I did not think it was appropriate to be asked to resign in this manner by the Executive, and accordingly declined to do so. I was hurt personally by their 'vote of no confidence' in me when I had been honest with the Executive about my interest in the position that I understood

was potentially going to be advertised.

At a recent meeting, the Executive reviewed the performance of TIP in relation to the contract requirements. They decided to negotiate a contract with TIP for a further two year period. There would be no tendering or any call for expressions of interest from any other possible suppliers.

In light of my experience of what is required of the NBA President, I am not willing to continue in that role after conference. I am resigning from the Executive, as I am not willing to remain there in view of my expressed feelings about the quality of reporting, planning, advice and information presentation. Neither decision has been made in response to the requests from the Executive, as I do not recognise their right to make such a request of the NBA President.

I would like to particularly thank Richard Bensemann who has served as my Vice President for these last three years. Richard's good humour and willingness to work has made him a trusted and reliable partner in my work with the Executive. I could not have asked for a better Vice President.

I urge every beekeeper to remain informed and involved in the National Beekeepers' Association and industry activities. The industry needs you, as much or more than ever...

Commodity Levy collection process into future

As you are now aware the National Beekeepers' Association is now collecting a levy based on apiaries using the Commodities Levy Act from any person who owns more than three apiaries or more than 10 hives.

The process for collecting the levy is quite simple, at the 1st of June each year the levy payable is established based on how many registered apiaries each beekeeper has. Then in January the National Office will send out an invoice for the levy due. The last day the levy can be paid or the levy payer can enter into a spread payment scheme with the Association is the 31st of March.

Late payments will immediately incur penalty of 10% on the total amount owing on 31st March plus additional interest will be charged at the rate of 1.5% per month

Front cover...

*Left to right - Cliff Van Eaton (Advisor), Peter Sales, Richard Bensemann, Terry Gavin (Chair), Dr Mark Goodwin (Advisor), Bruce Stevenson. Absent: Jan van Hoof, Bryan Clements, John Moffat.
Photo taken by Harry Brown, Secretary.*

thereafter. As you can see this is based on the Inland Revenue system and is designed to encourage people to pay as soon as possible if they want to avoid an ever increasing interest amount. Also it is worth noting at this point that if you are late with any deferral payments the amount becomes payable immediately and the same penalties apply.

If after three months the levy remains unpaid and no arrangement has been made with the National Office the account will be handed over to a collection agency for collection.

It will be important to ensure any apiaries you do not use are de-registered otherwise they will be levied. Don't forget to register your apiary otherwise under the Pest Management Strategy using the Bio-Security Act you will face penalties

for keeping bees on an un-registered apiary. Also payments and deferrals must be received on due dates otherwise you will be paying extra and may lose the option for deferral in the future.

Richard Bensemann

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Letter 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,

I am normally a peaceful sort of chap, easy to get along with and pretty forgiving. I do find though, on the front cover of the May issue of *The NZ BeeKeeper*, a quite unforgivable and unjustifiable inference to which your attention I must draw.

I refer to the photo of a colony of our excellent strain of Central Otago bees which has found the balmy climate we enjoy in this superb part of New Zealand such that it was quite able to set up shop on the outside of an already occupied hive. And, I would point out, they are on the south side of said hive, not the north as one would expect were they in Hawke's Bay as your journal cover infers they are.

Any person with normal powers of observation can quite easily see the sky-scape in the photo is of course a Central Otago one, there could never be air clear enough to allow this particular hue of blue in Hawke's Bay. Of course the monochrome reproduction precludes any possibility your readers could pick this up, but we in Central Otago are onto you!

The pic was taken on the Ida Valley property of Peter Young in the summer of 1995-96 when we did indeed experience a bumper crop. Imagine the chagrin I experienced to open the magazine and find Peter Berry getting the kudos for the marvellous, professional and indeed artistic work with the shutter needed to produce this outstanding example of the photographers' craft. I, Lin McKenzie, took the bloody photo!!

I hold the Berry family in great regard, almost awe one might say. I could never suggest that Russell being an Executive member, or Ian's outstanding contribution to the industry over the years could have any bearing on the motivation for this piece of chicanerous plagiarism so will merely repeat, I took the photo.

Kind regards
Lin McKenzie

My apologies, your are correct. Ed.

Hi, I am a New Zealander looking for work in the Northern Hemisphere. "New Zealand Apiarist, 13yrs experience. Employed by leading firm in all aspects of apiculture, servicing and maintaining 4,000 hives over large area of South Canterbury. Requires work in Northern Hemisphere for four months or longer".

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Gerard Martin

Dear Sir,

In his summary to the Primary Production Select Committee, Nick Wallingford states that the Bio-Security Act and the Bio-Security Act Amendment (No. 4) Bill "have not provided us a proper vehicle for controlling the main endemic bee disease". There is no doubt that we need legislation, but it is about time the beekeeping industry realises that the only way to achieve the goal of an AFB free industry is when all beekeepers, commercial and hobbyists, become responsible for the eradication of AFB from their own hives and not rely on legislation to eradicate it for them. If every beekeeper in this country acted responsibly then the industry will be better for it. This includes ensuring that management practices do not cause robbing by your own bees and other beekeepers' bees within close proximity.

I feel that the cost structure of the PMS would be better directed towards more extensive and comprehensive educational resources such as pamphlets and workshops that show all the different stages of AFB. Money should also be spent developing the resources needed for spore count tests that helps to identify apiaries that are at risk of developing AFB.

I feel a diseasathon is not the most cost effective method because ultimately it does not put the responsibility on the beekeepers to eradicate AFB themselves. The ethics of some beekeepers have to be questioned. Placing apiaries within a few hundred metres of other beekeepers hives, within robbing distance, is not a very responsible move. AFB will not be controlled or eradicated if beekeepers continue with this practice.

In summary, the industry can have all the legislation it wants, but it still comes down to looking after your own hives and being responsible. If this does not happen then the beekeeping industry will be the loser.

Gerard Martin



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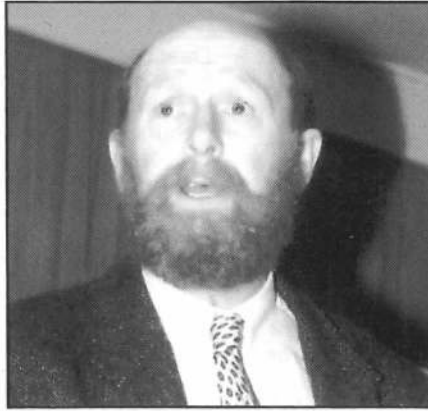
Marketing

To sell or not to sell.....

There's been some discontent from some quarters regarding my publicity earlier this year that honey could be in short supply... some traders accused me of creating unreal expectations for beekeepers... with the end result that beekeepers were looking for better prices from their buyers.

According to these traders "there was a bumper crop in New Zealand last year and there is no international shortage... so New Zealand beekeepers should lower their expectations and sell to the traders at last year's prices." Gee, sorry fellas... I don't mind you trying that tack... your business is to only pay what you have to for honey... but the business of the Marketing Committee is to keep beekeepers informed, to let them make selling decisions based on sound information; and so beekeepers will be pleased to note the 1997 Honey Crop survey released by MAF in this month's Beekeeper magazine.

The crop was below the six year average! And so the basic sums are as follows; last year New Zealanders ate around 6,500 tonnes of honey; last year we also exported 3000 tonnes of honey; and last year we produced 8,500 tonnes of honey.



Bill Floyd

(Yes folks, it doesn't add up!)

Clearly, a lot of beekeepers and packers had to have used up stocks from previous years...and they probably used up some stocks the year before as well!

And the international marketplace does not have large stocks of honey.

So will the value of honey go up or down? To me there seems to be an obvious answer. But it's all down to timing... when do buyers come into the New Zealand marketplace... when will they try and juggle news of other countries crops to 'talk down' our prices etc. So talk to your local trader or buyer and ask them what

they know... what their thinking is about the international situation... if they don't know, why should you accept just what they want to offer! Because the price of honey should be looking good (if you're a producer!).

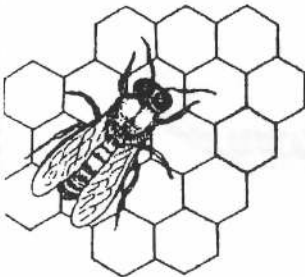
Which makes some information I got today (2 June) surprising if not bewildering; a packer quitting a honey product into the tourist market at around half of what the wholesale price had been. The marketing committee is not (and is not allowed to be!) involved in setting prices... the law of supply and demand should prevail... but from where I'm sitting it obviously wasn't supply and demand... so what on earth prompts some people... but onto more positive things...

Last chance for the Innovation Awards...

If you supply honey to someone who's using it to enhance a product... who's been innovative and successful with it... tell us... we'd love to give you and them some publicity at this year's Conference... (telephone us on (03) 577-6103 or fax (03) 577-8429.

Can honey build better bones?

Some years ago Peter Molan hypothesised to me that honey may help



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the body to absorb calcium more efficiently... something to do with the gluconic acid in the honey. And we've now found that in 1941 the American Journal of paediatrics published a research paper: 'The Effect of Honey upon Calcium Retentions in Infants.' The research showed that honey improves calcium retention! Little use has been made of the research... mainly because osteoporosis wasn't recognised as a major problem then. But the research is totally credible, the Journal internationally recognised!

So the significance of this research and the potential benefit to the honey industry is simply enormous! The Honey Research Unit will be working with potential manufacturers to look at what other research is necessary and if warranted, develop the concept into consumer products... in the meantime, maybe that milk'n honey hot toddy does more for you than just give you a good night's sleep!

Active manuka producers set the pace
Over the last few months a small group of 'active' manuka producers have been looking at ways to enhance the value of their crops... the end result has been the formation of an 'Active' Manuka Group. They're now developing a fund for their own research and to explore Standards for marketing the honey's unique properties.

Groups like this have to be the way of the future for the industry... it's a model that would work well for honeydew, rata and the like too. If producers combine their knowledge they can exploit the market opportunities... increase the number of people wanting to buy the product... encourage demand through innovation and exciting brand strategies... rather than accept a trader price for a commodity product. The honey industry is small enough to create its own model for producers to benefit... and its starting to happen. Great news and more from me at Conference about it...on the subject of which...

Conference 1997:

It's not definite yet... but we're pretty sure it will be ready... you (those who attend Conference 1997 could be the first people in New Zealand to experience one of the most exciting consumer products made with New Zealand honey in the last half-century. I'm bound by confidentiality not to say any more at this stage... I've probably said too much anyway in case it doesn't come off... but believe me... if it does... it's pure magic! Marvellous!.. and the potential for honey... Unbelievable!!!! See you at Conference. (And Nelson just has to be one of the best places in New Zealand you have a conference... or to visit... or live at. If you haven't been there before you're in for a treat.)

School inquiries

We've had a lot of inquiries from 7th Formers wanting to do honey as a project. It's great for the industry but too time consuming for us to deal with each one in any detail. At Conference we'll raise the idea of setting up a 'Regional Beekeeper Educational Officers'... ie beekeepers who are able to, or who would like to, visit schools or be a contact for us to refer students to. I'm sure it's already happening in many places without us, let your Branch secretary know if you could be available.

The Australisation of New Zealand honeys

MAF have resolved border issues with Australia so that New Zealand honeys can be enjoyed over there. If New Zealand exporters focus on our unique mono-floral advantages it represents huge potential... going to be interesting to see what happens. The important thing will be for New Zealand producers to demand innovations rather than price discounting from who they sell to for Australia... you only get one chance at price positioning into new markets!

And my favourite honey this month

Two honeys sitting in front of me right now... the first a chewy coarse granulated real, and I mean REAL manuka...

marvellous stuff... gingery colour that reminds me of a cocker spaniel... woody aroma... and that (very difficult to define) manuka mineral flavour... lovely stuff... strong but not bitter... assertive but not unpleasant... when you taste a manuka like this you know why people are getting hooked on it for more than just the therapeutic publicity... and its from John Moffit in Nelson. And the other honey is from Nelson too... and it's a difficult one to describe... Sandee and I were in Nelson (at the Fleamarket) and thought we'd pick up a local honey... the beekeeper at the stall looks at me and says "don't I know that bald head from somewhere..." and I said yes and so we took away a jar of Glenn Kelly's Country Nectar... darker and smoother than John's Manuka... and of no named parentage... 'just' one of New Zealand's polyfloral honeys... and in this case from hives around the Heaphy Track and the Rainbow skiff... but, as Sandee said, "delicious... tastes like expensive English toffee" and she's right!.. its got character and strength... and for me a hint of "apricot jam flavours"... very pleasant to eat and lovely dark apricot colour... which again proves that New Zealand honeys have a number of strengths... they can be marketed for their mono-floral values (like the manuka) or in Glenn's case simply because they've got a distinctive, yummy, and moreish flavour... and I'm sure that once Glenn gets people to try, they buy.

Whoa... just one more thing...

If you're coming to Conference and you produce Caluna, Erica, Kanuka, Nodding Thistle, Southern and Northern Ratas, Penny Royal... then would you bring a kilo of your best with you for our sample base. If you can't bring it... phone Sandee and talk to her about sending it to us.

Regards

Bill Floyd

Marketing Committee

Bees warning after bull mastiff stung to death

A Gisborne man wants to give a warning about the dangers of keeping bees in the city after his dog was attacked and killed by a swarm. He is also critical of the time Gisborne District Council took to respond to his complaint.

The hives are being kept at the back of an inner city property close to the river bank.

The man said that two months ago his 16-month bull mastiff was stung to death by the bees. It had not interfered with the hives in any way. He was a large dog equal in weight to a child aged between five and 10. He was stung hundreds of times and had no chance of surviving.

The dog was as large as a small child

and the implications of what an attack could do to a child were frightening.

District Council bylaws strictly prohibited the keeping of more than one hive within the city limits and even that had to be removed if there were problems.

A month ago he approached the council, laid a complaint about the breach of the bylaws and demanded action.

After a month the bees were still there the last time he looked which meant the danger still existed. There were also bees nesting on the side of the house.

The property concerned was barely five minutes walk from the centre of the city and there were professional rooms close

by. A lot of people walked in the area.

The man said he was sickened by what he considered the lack of responsibility of the owner and the lack of decisive action on the part of the District Council.

Environment and planning manager Andy Armstrong said the council appreciated the concern. Prior efforts to overcome the difficulty had been frustrated by relocation difficulties. The owner had now been instructed to remove the hives by the weekend and the council was providing spray to remove the bees from the side of the house.

Acknowledgement Gisborne Herald

“Marketing — a time of change”

NBA members who follow the minutes of the National Executive meetings will have noticed a resolution passed at the March meeting which gave approval, in principal, for Floyd Marketing Ltd., while acting as Marketing Committee Facilitator for the NBA, to work privately with members of the NBA and others in the marketing of hive products. This decision followed a request from myself to the Executive for direction on the question of providing adequate opportunity to retain the services of Floyd Marketing in the face of reduced funding for marketing work in the 1997 year.

To explain further, over the past three or four years a sum of money from the Hive Levy has been budgeted annually to marketing work, and the expenditure of these funds has been supervised by the NBA Marketing Committee. The majority of the money has been spent in hiring the services of Floyd Marketing in Blenheim, and I am sure most readers of *“The NZ BeeKeeper”* have read Bill Floyd’s regular reports on the marketing work being done. All of the activities are based on the goals and objectives of the NBA Marketing Plan, which was formulated in 1993, and has been updated regularly since then.

During the first few years of the marketing work, the budgeted funds were underspent because most projects were under development and had not reached full potential. New ideas have continued to come up, some of which we have had to put aside because of funding restraints. The amount of time spent by Floyd Marketing in answering marketing inquiries from NBA members. This is a very encouraging sign as it means the marketing work is capturing your attention, but more resources have been allocated to this area each year as a result.

For the first time in 1996, the marketing budget was fully spent during the year — in fact activity slowed considerable by the

end of the year to avoid over-expenditure of the allocation. The Marketing Committee requested an increased allocation for 1997 — we sought \$115,000 to meet the planned activities which included a continuation of some previous work, and expansion into one or two new areas of marketing.

Unfortunately, due to uncertainty about the new Commodity Levies regulations, and some opposition from individual Executive members, the 1997 marketing allocation was reduced to \$80,500 and the committee was requested to lower the target for marketing work accordingly. At the same time an allocation of 15 cents of the 1995 hive levy collection was transferred to Marketing reserves, but this was not necessarily available for 1997 activities.

Unfortunately, this reduced sum placed the continuation of the informal “contract” between the Marketing Committee and Floyd Marketing at some risk, as the sum available was no longer attractive for that company to allocate the majority of their time to NBA marketing work. We were also mindful of Remit 16 passed unanimously at 1996 NBA Conference which *“encouraged the NBA Marketing Committee to continue to seek additional funding for their work on behalf of the NBA membership from alternative sources other than NBA levy funds.”*

This situation led to consent in March from Executive, reported as follows in the Executive Minutes:

‘Nick Wallingford moved, Terry Gavin seconded “That in principle the Marketing Facilitator be permitted to carry out work with individual contracts with third parties on a privately negotiated basis” Russell Berry abstained from voting on this issue.’

As a result of this the Marketing Committee has now adopted the following two recommendations.

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Recommendation 1.

That the Marketing Committee ceases to allocate marketing funds to strategies that are now proven workable and allow them to be taken up by honey brands (i.e. that industry generic promotional strategies become brand sales strategies e.g. Chef honey classes.)

Recommendation 2.

That Floyd Marketing Ltd. be allowed to take up consultancy work for individual brands, whether they be members of the NBA or not, and whether or not the work be for products already marketed by other members of the NBA; where such work assists the NBA to achieve it's mission statement.

An example under the first recommendation is the Chef training classes which have been carried out by Bill Floyd over the past two years — those of you who attended 1996 Conference will have seen the results of one of these training situations. There are many more opportunities for ongoing chef training work, but rather than these being entirely funded through the NBA Marketing funds, it is now proposed these should be "sponsored" by individual brand packers in their own areas — with the opportunity for them to promote their own products as a result of course.

This recommendation has meant that a full review of the present work under the NBA Marketing Plan is being made, and those areas of "commercial" opportunity are identified, removed from the funding allocation, and promoted with private companies or individuals for funding support. The possible danger with this situation is that no sponsorship can be found, and therefore the activity will not take place at all.

It can be argued that if this is the case, perhaps the activity was not a good idea in the first place. On the other hand, since the strategies of the NBA Marketing Plan have been developed to assist NBA members, specifically Levy payers most of whom are beekeepers and producers, then it could be argued that activities that assist others in the hive product "distribution channel", such as packers and sellers should be funded by them directly. Hence the move to seek alternative support for these activities.

The second recommendation above has more potential for problems and dissension since it may place the NBA Marketing Facilitator in a position of some conflict with some NBA members and others. For this reason a Memorandum of Understanding is being developed at present by the marketing committee to provide the protocols and principles under which the "consultancy work with individuals brands" may be carried out, and where the line is drawn between generic work funded from the NBA levy and where private contracts should be sought.

At this stage it is clear that the Honey Research Unit work, the development of Honey Standards, promotion of the HoneyQual

Mark, and market information system development will remain as generic marketing activities. Other activities will be assessed on their merits and a clear decision-making process is to be included in the protocols under development. There will be accountability for NBA funds spent, as there is now, but other private work will be subject to negotiation between the MCF and the organisation, group or individuals concerned.

For example, while the Marketing Committee will continue to take responsibility for developing a set of industry standards for the definition of honey types, if a particular sub-group want to carry this work forward into an actual marketing situation, e.g. export promotion, then they may be requested to collectively provide further funding to use the skills and capacities of the Marketing Facilitator for further action.

The underlying basis of any work approved to be undertaken by Floyd Marketing under private contract is that whatever work is done, it supports the basic principles of the Marketing Mission as has been clearly stated in the NBA Marketing Plan of 1993. The present situation has meant that some brand operators are letting the NBA funded generic promotional work be a substitute for their own marketing efforts, and are not being as innovative as they might be if there was no such industry-based promotional strategy.

It is also part of the NBA marketing strategy that where possible and appropriate, we will create a more competitive environment in the hive product distribution pathway. This increased competitiveness will encourage more innovation and sales opportunities for hive products, in turn increasing demand from producers for their individual products, which effectively removes the demand from being solely on the basis of a commodity price.

This may provide some difficulties for those NBA members who are also occupying a different position in the distribution chain — e.g. they might also be packers or exporters. However, we believe that this is an inevitable consequence in creating a robust, free-market environment for our industry in which innovation and success is rewarded — at all levels of the industry. Many of the strategies implemented by the Marketing Committee over the last four years can now be taken over and developed into sales strategies by individual hive-product brand operators.

The changes presently being developed will allow greater flexibility in the work of the Marketing Facilitator. I believe this can be done in such a way that producers who are the levy payers, will benefit further, and generic funds can be made available for other activities as they arise. There are many, many marketing opportunities for our hive products — far more than we have been able to take up so far, and we look forward to the possibilities of exploring these in future for the benefit of NBA members, and the whole beekeeping industry.

**Allen McCaw,
Marketing Committee Chairman**

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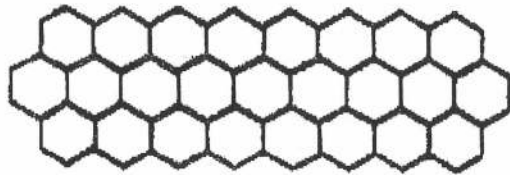
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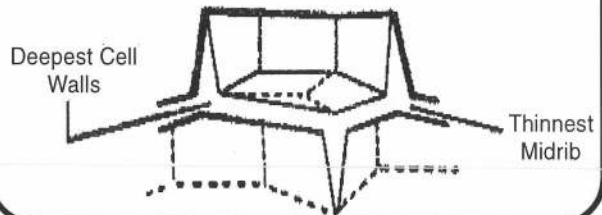
Our new PLASTICELL Foundation is better than any other plastic foundation on the market, it's had to stand up to close scrutiny, the kind of scrutiny expected of someone who's been an innovator in the Beekeeping Industry for over a hundred years. — Dadant & Son Inc., USA.



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- *Coated sheets not available in New Zealand at time of printing.

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\$1.50 each + GST per 100 sheets
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*See page 12 for SPECIAL PRICES



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From the Colonies

Canterbury Branch Newsletter

Notice Of Meeting

June Evening Meeting

Date: Tuesday, 24th June 1997

Time: 7:30pm sharp

Venue: Burnside Cricket Club Rooms
Burnside Park, Avonhead Road,
Christchurch

Programme: 1. Voting on remits for conference.
2. Election of conference delegates.
3. General business

Supper provided at \$1.00 per person.

Your Vote

Your vote on matters concerning your industry is vital for its future direction and prosperity. The only way that your democratic vote can be recorded at national level is by registering your vote at the branch meeting on Tuesday 24 June 1997.

If you cannot attend this meeting, and I would sincerely urge you to do so, please fill in the attached proxy form and post it to the branch secretary or alternatively give it to the local member who will be attending the meeting. Proxy forms must be received to count:

Remember We Need Your Vote

T.W. Corbett
Secretary

Proxy Form

I hereby nominate _____
or the Chairman (delete one) to carry my proxy vote on remits to the Annual Conference of the NBA at the meeting to be held on 24 June 1997.

I declare that I have paid my hive levy for this financial year (and therefore am a financial member and am eligible to vote).

Name (please print) _____

Address _____

Signed _____

Date _____

Library News

The video tape "BEE PARASITES -EXOTIC TO AUSTRALIA" has arrived. Exotic to Australia means also exotic to New Zealand but we should all familiarize ourselves as far as possible with their appearance so as to be able to recognize these pests if they did happen to arrive in this country. Hopefully this tape will be of help to learn about this threat and be requested frequently. Duration is 20 minutes, loan fee \$4.00, note it in your catalogue as tape number 27.

As already indicated in the May issue I will be away to warmer climates from late June until August 8th. Requests made by 20th June will be acted upon but from then until we return home it will be difficult and only if real URGENT please contact Allen McCaw, Milburn Apiaries, RD2 Milton, he will try to oblige if at all possible. Thank you.

Southland Branch Report

Autumn '97

Temperatures: Warm at Easter time, cold most of April, warm again early May.

Rainfall: Three weeks in April 150mm +, otherwise average to below.

Ground condition: Dry during March, very wet in April, dry again May.

Conditions: Matings have been patchy, good first ten days of May. Pollen collected, very little nectar.

Crop prospects: Averages approx 20 kgs/hive.

General comments: Most beekeepers have finished for the year. Some outfits have fed as much sugar for the season as they have taken in honey. Honey stocks below average.

The long term effect of last winter's extreme cold weather on shelter belts, flaxes, kowhai, gums, pittosporums and even gorse hedges, is now showing up in nectar and pollen shortages and is likely to be serious for several years.

The branch has few members, but has three members on business overseas at present in Vietnam, Hawaii and Japan.

Today's T.I.P.



Never burn your
bridges or even spray
them with graffiti.

World recognition

Palmerston North: Levin alternative therapy researcher Graeham Gaisford has been recognised as a world authority on apitherapy — the medicinal use of bees and bee products.

Mr Gaisford has been appointed to the council of the International Apitherapy Healthcare and Bee-Acupuncture Association. The Chinese-based association has asked Mr Gaisford to lead New Zealand delegates to its fourth international conference in Japan later this year.

Mr Gaisford said it was ironic his work had been recognised overseas, but not in his own country, where he was forced to fund his research into alternative medical therapies out of his invalid's benefit.

Acknowledgement Otago Daily Times 14/5/97

MID WINTER WOODWARE PROMOTION

We are offering special prices on Alliance Quality Frames, both kitset and assembled, and Alliance Quality Storeys in kitset, for the months of May, June and July. The primary purpose is to assist in relieving the massive pressures on production that generally occur during the last few months of the year, and to transfer that work load to a time that is traditionally a lot quieter.

We therefore offer you a price incentive to purchase your requirements now. This will also give you the opportunity to have your storeys and frames ready to go prior to the new season.

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FRAMES:

(Assembled & wired)

Usually \$1009.56 + GST per 1000.

NOW \$790.⁰⁰ + GST per 1000

FRAMES:

(Assembled with plastic foundation fitted)

Usually \$2489.56 + GST per 1000.

NOW \$2190.⁰⁰ + GST per 1000

STOREYS:

(Kitset)

Full depth, first grade, commercial type:

Usually \$10.62 each + GST

NOW \$9.⁸⁰ each + GST

3/4 depth, first grade, commercial type:

Usually \$8.80 each + GST

NOW \$7.⁵⁰ each + GST

NOTES:

- ★ Minimum purchase of 1000 frames for special price to apply. For quantities of 2000 or more, please contact us for even better prices.
- ★ Minimum purchase of a total of 100 storeys for special prices to apply. For quantities of 200 or more, please contact us for even better prices.
- ★ Payment is strictly at the time of ordering, prior to dispatch, or at the time of collection.
- ★ We have arranged some very competitive freight rates. Please contact us for a firm quote including freight prior to sending payment.
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William Charles Cotton

Grand Bee Master of New Zealand

Part VII - Culture Shock

Volume 7 of Cotton's journals opens on 2 March 1844. Facing the title page there appears a pasted copy of a printed circular "The Reverend W. C. Cotton has been informed, that an extract from one of his private letters has appeared in a London newspaper and in the New Zealand Journal. This breach of the laws of friendly letter writing is highly disagreeable to him and disreputable to them; and he will consider any repetition of it as concerns either his letters or his journals, tantamount to a declaration by the party so transgressing that he deserves no longer to be numbered among his correspondents." His letter of 18 August 1842 reproduced below appears to have been the cause of his concern. It serves as a window into one of his initial confrontations with a section of Zealand's indigenous population. Its raw sentiments are not supported by his subsequent respect for the Maoris with whom he later closely associated.



The title page to Cotton's journal, Volume 8 (for the inscription on the club, see Note 1)

"Waimate is a central station of the missionaries and is situated about 13 miles inland from the Bay of Islands, which is one of the finest harbours in the world, lying almost at the north of New Zealand on the Eastern side. Its situation is pleasant and consists of a large tract of tableland which was chosen because those at home thought they might succeed in teaching the natives farming. But there has been little done in this respect, the people being too desultory in their habits. They are a very fine race, always ready to talk with you and have a wonderful facility for learning to read. They teach each other so that every thing one man learns is quickly spread around the country. The avidity with which they

ask for paha-paha (books) is very remarkable, they not only ask for them as curiosities but also read them and learn them by heart.

I read prayers for the first time in maowrie, the native language, and got on pretty well. I shall soon have to preach in the same tongue for the clergyman who has the charge of this place is going to a new station.

The church is large and built of wood. There were between 200 and 300 present yesterday. The dresses of some of the ladies is rather curious. Fancy a fat old woman, with a coal scuttle bonnet on her head, her face inside much tattooed, with a bright scarlet shawl, and a fanciful printed gown, white cotton stockings and showy sandals. This was a great chieftainess.

The way in which the maowries make their response is singular - they all keep exactly together so that their voices resemble a heavy surf held at a distance. They will, I dare say, chant well some day when they are taught. At present their singing is the most extraordinary and outrageous thing you can possibly imagine. They scream out at the top of their voices and in some of their tunes when they go down from one note to a lower one make a most extraordinary slur, just like the sound produced from the violin from running the hand up.

A great chief called William Showe who acts as leader in the Waimate church got down so low when singing a solo, that all that was heard was an indistinct grumbling, just like what comes from a grinding organ when a mischievous rascal has flattened a bat or two of the pegs. The grinder goes on - turn - turn - wondering where in the world the sound has got to. Just so was William Showes organ."

Cotton's sense of humour tempered with a knowledge of past indigenous cannibalism may have surfaced in the following "I must say the blackies are very civil. I am in no great danger of being eaten. They are all Christians here and know the prayer book well, though I have to inform you that an old pagan chief called Tarains, who I saw on the river, made a meal of some of his enemies the other day."

Cotton must have been severely embarrassed by the public appearance of this letter to a 'Gentleman from Windsor', both within New Zealand and England. The 'Gentleman' apparently passed it on to the *London Times* where it appeared on 26 April 1843. It reappeared in the *Auckland Chronicle and New Zealand Colonist* on 27 September 1843. Part of

his mission was to convert the Maori population to his Anglican flavour of Christianity, not inflame defensive behaviour by the publication of a private letter, which could be construed as critical of Maori public manners and dress.

At the time of writing this letter, William was around 29 years old. He had been in New Zealand for less than three months and at the Bay of Islands for only two. His cultured background as "a son of the gentry ... private tuition at home, pre-Eton 'cramming', a brilliant scholastic record at Eton and an equally successful degree course at Christ Church, Oxford, followed by study for ordination" (Etherington, 1980) and a curacy at Windsor would not have prepared him for a colourful encounter with the rich cultural heritage of the Maoris.

Cotton's initial attitudes must have softened over time as he was not afraid to adopt at least one Maori manner of dress. Three months after he wrote the letter to Windsor he noted in his diary "Monday November 28th 1842. Breakfasted with Major Richmond at six a.m. as I had decided to walk over to Hokianga with him and Captain MacDonough the Public Magistrate. ... The scenery was quite picturesque and brigandesque." The following day "All hands turned out soon after six, and marched Maori fashion with a blanket on thro the garden, down to the beach for a dip, a capital refreshing swim."

Peter Barrett and Bruce Stevenson,
February 1997

Note

1. The inscription on the club is as follows "JOURNAL of a Residence at St. John's College the Waimate from Sunday Aug 25th to Friday Nov 15; of the TRANSPLANTATION of St John's College; and of a Residence at St John's college BISHOP'S AUCKLAND from Thursday Nov 21st to Xmas Eve 1844. By William Charles Cotton M. A. With numerous illustrations.

References

1. Cotton, William Charles (1841-1847) Journals, Nos. 3 7 & 8, Mitchell Library, Sydney.
2. Cotton, letter to 'a Gentleman from Windsor', 18 August 1842, Auckland Institute and Museum.
3. Etherington, Ruth (1980) *William Charles Cotton, Priest - Missionary - Beekeeper*, Journal of the Auckland-Waikato Historical Societies (Issue No. 36, April 1980), pp.1-6.

Mite in Vancouver Island hives sends keepers scrambling

by Ed White

One of the world's last islands free from varroa mite infection has lost that distinction, leaving some prairie honey producers adrift at a critical time of the year.

Bees from Vancouver Island can no longer be considered varroa mite-free, British Columbia's agriculture department announced. The change in status hurts Island bee producers, who have been getting top prices for their bees because until now the Island has been deemed free of the pest. It will also hurt Alberta honey producers who were counting on bee packages from the Island to build up their hives.

Now Vancouver Island bee packages can be brought into Alberta only if they have been treated with pesticide first.

This has caused some Island bee producers to cancel contracts with Alberta producers, and prompted some Alberta producers to cancel their contracts with islanders.

"It's awfully late in the season for this to happen," said Alberta Government apiarist Kenn Tuckey. "There's a bit of scrambling going on."

Many Alberta producers rely on Vancouver Island bees because they have been one of the only sources of varroa-free insects. Some hives in Alberta have been infested by the mites, but producers with mite-free hives have struggled to keep them that way.

Mite-free queens can be imported from Hawaii, but the world's only source of mite-free bee packages are now Australia and New Zealand. For some producers it's too late in the season for southern hemisphere bees to be brought in, said Dawson Creek, B.C. Agriculture Department apiculturalist Kerry Clark. "You need to order those in February and March," he said.

Some B.C. Peace region producers are willing to buy the Vancouver Island bees anyway, Clark said. If they already have the mite in their colonies, risk from the Island bees isn't as much to worry about.

For those with the mite, its appearance on Vancouver Island might actually help in the short term, Clark said.

Earlier this year, a number of Peace-area honey producers couldn't get bee packages from the Island because demand was so high. But now that many producers in other parts of Canada have cancelled their orders, those in the B.C. Peace will have an easier time.

Tuckey said some mite-free Alberta producers will also probably still buy Island bees, especially if they operate near other producers' infested hives. But he warns them to "be aware of the risk when you buy the packages."

Any package from the Island brought into Alberta will have to be treated. B.C. producers don't have to do this, Clark said.

Varroa mites are becoming an endemic problem. Most parts of the world now have it. "Bees haven't spread it around," Clark said. "It's beekeepers that have spread it around."

Most beekeepers have followed regulations controlling the import of bees from areas that have the mite. But across the world, bee smugglers have brought the mites in with packages of contraband bees.

Vancouver Island appeared to be safe from a natural invasion of the pests, who would have trouble crossing the straits that separate the Island from the Mainland.

"We had high hopes for Vancouver Island," said Clark.

Acknowledgement The Western Producer

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BEEFAX



Vol. 2, No. 8

June 1997

1997 HONEY CROP

As we promised in last month's *BeeFax*, here is MAF Quality Management's New Zealand honey crop estimate for 1997.

The information is summarised in the table below. The total New Zealand crop is estimated at 8537 tonnes, virtually identical (-0.8% change) to last year's crop of 8610 tonnes. This year's crop is 4.6% less than the rolling six year average of 8943 tonnes, and significantly less than the record 1994 crop of 11819 tonnes.

While this year's crop is once again average, and similar in total to last year's crop, compared to last year there were big differences in production in several parts of the country. Most obvious was the increase in production in the Canterbury Apiary District (including South Canterbury and North Otago), where the crop is 82% up on last year. And on the West Coast, good summer weather resulted in crops of 6 tonnes/100 and more, which increased the total crop in the Blenheim Apiary District (including Marlborough and Nelson) by one third.

The biggest reduction, compared to last year, was in the Hamilton Apiary District (Waikato, King Country and Taupo), where wet conditions during summer and excessive grass growth resulted in a drop in production of almost one half.

Taking these changes into account, the result was a swap in production between the two islands, with the North Island dropping from 4912 tonnes to 3640 tonnes, and the South Island increasing from 3698 tonnes to 4897 tonnes.

The average production per hive throughout the country this year was 29.5kg/hive, 1.6% less than last year. The difference in percentage decreases between tonnes and kgs/hive reflects the fact that there was a significant increase in numbers of registered hives reported to MAF by beekeepers in 1996-97.

For those of you who are interested in the mechanics, the MAF Quality Management honey crop survey is carried out in May of each year. Apicultural Advisory Officers in each Apiary District print out a list of all beekeepers with 250 hives or more, and then contact enough of those beekeepers

ANNUAL NEW ZEALAND HONEY PRODUCTION, IN TONNES AS AT 30 JUNE ANNUALLY

YEAR	Northland, Auckland, Hauraki Plains	Waikato, King Country, Taupo	Bay of Plenty, Coromandel, Poverty Bay	Hawkes Bay, Taranaki, Manawatu, Wairarapa	NORTH ISLAND	Marlborough, Nelson, Westland	Canterbury*, S.Canterbury, North Otago	South & Central Otago, Southland	SOUTH ISLAND	NEW ZEALAND	Yield per Hive (kgs)**
1992	1200	1068	998	1231	4497	650	2870	1543	5063	9560	31.4
1993	1033	811	958	577	3379	560	1611	1536	3707	7086	23.3
1994	1295	1946	1524	1442	6207	493	2883	2236	5612	11819	40.8
1995	354	962	1426	1200	3942	499	1685	1921	4105	8047	27.5
1996	829	1639	1077	1367	4912	607	1287	1804	3698	8610	30.0
1997	766	829	933	1112	3640	919	2339	1639	4897	8537	29.5
6 yr ave	913	1209	1153	1155	4430	621	2113	1780	4514	8943	30.4

* Includes honeydew

** Total estimated production available for extraction divided by total registered hives

to get production information for at least 50% of the hives in the District. The figures each beekeeper supplies are kept strictly confidential, and are destroyed once the survey is completed.

Because most Apiary Districts have several distinct climatic zones (Invermay, for example, includes both Southland and Central Otago), the beekeeper reports are grouped by area. A figure for total hive holdings for the area is then calculated, and kgs/hive averages from the beekeeper reports are multiplied by the total number of hives in the area to come up with a final crop figure (in tonnes).

Because not every beekeeper in the country is surveyed, the final figures are not absolutely accurate. However, we do believe that they give a very good picture of the amount of honey produced in New Zealand each year.

The honey crop estimate has been carried out by the Ministry of Agriculture for many years. The figures are used by honey packers and exporters, and appear each year in the *New Zealand Year Book*, published by Statistics New Zealand. We understand they even make their way into the world honey production database run by the Food and Agriculture Organisation of the UN.

The annual honey crop estimate is carried out by MAF Quality Management as a complimentary (*free of charge*) service to the New Zealand beekeeping industry.

AUSTRALIAN IMPORTS CHANGE LIKELY

The Australian Quarantine and Inspection Service (AQIS) has announced that changes are pending to their requirements for the importation of honey and apiary products from New Zealand to Australia.

The changes being suggested are essentially that import permits for New Zealand bee products will not be required except for the following:

- Honey and apiary products being imported directly into Western Australia (which is still free from chalkbrood)
- Comb honey (and honey containing comb honey)
- Pollen
- Beeswax

The proposed changes have already been circulated to the NBA's Export Committee for comment. Dr. Jim Edwards of the MAF Regulatory Authority will be relaying any comments back to AQIS in early June.

MAF Qual Export Certifying Officers will be advised once the changes are in place and will communicate directly with current exporters who have conformity certification agreements for export of honey to Australia, making them aware that heat treatment and testing for chalkbrood will no longer be required.

However, until the changes are officially notified by AQIS, the current system of conformity certification and heat treatment remains in place.

- Ted Roberts, Apiculture Export Certification Manager, PALMERSTON NORTH

BANKING QUEENS

Queen producers often find themselves in a situation where the number of queens produced exceeds the number of queens being dispatched to customers. They then need to find a means of holding queens until required. If you have to hold queens for more than a couple of days, then the queens should be stored in a hive. Storing queens in this fashion is usually called "banking queens", and the hives are called "queen banks".

Queens can usually be stored in banks for up to 28 days without significant losses (deaths), or detriment to the queens (physical damage such as loss of legs, etc.) In a strong hive, you should be able to bank up to 96 queens.

A bank hive should contain a young (current season) queen and be located in an area with an abundant supply of high quality pollen. Nectar sources, while less important, should be plentiful; otherwise, the hive will require supplemental sugar feeding. The colony should also be gentle in nature.

Successful banking of queens is dependant on having plenty of young, healthy bees in the bank hive. These bees must have access to the high quality pollen and nectar mentioned above because they need to produce royal jelly, which they in turn feed to the banked queens.

The banking frame itself is usually about the same size as a normal frame, with the cages held back to back in two rows and the gauze (wire) of the cages facing outwards. The cages are stacked vertically in the frame. Always use clean cages, with the gauze intact. Never use cages containing candy, and never put attendants in with the queens. Make or cover the cages in such a way that about 1/3 of the gauze of each cage is accessible to the bees in the bank hive.

The steps in preparing a bank hive, using 10 frame Langstroth equipment, are: -

- 1) Choose a gentle, three story hive with a young queen.
- 2) Find the queen.
- 3) Choose three frames of light-coloured, sealed brood that is about to hatch, and set aside.
- 4) Assemble the bottom brood box so that the outside frames are honey/pollen, followed by two frames of brood each, then one fresh (unlaid) brood comb each, and finally two frames of



brood in the centre. The total should be 10 frames.

- 5) Return the queen to this box and cover it with an excluder.
- 6) Place the honey super (top box) over the excluder and arrange the combs so that the three frames of brood you set aside are in the centre of the super, and are separated by little more than a frame width. The total frames in this box should be 7.
- 7) Place a queen bank in each gap between the frames of brood.
- 8) Place a third box of honey over the second box. The third box provides additional storage capacity for the hive and helps with temperature regulation.
- 9) At this point it pays to give the bees a feed of sugar syrup (two litres of 35% sugar is best).

The hive should be worked every 10 days, with more brood lifted up from the brood nest and placed on either side of the banked queens. Also, since bank hives tend to lose their queens more readily than other hives, when working the hive you need to always check for the presence of a laying queen. With all those queens banked in the hive, if the hive does become queenless, it won't raise its own replacement queen.

It also pays not to add queens to a queen bank once it has been made up. The balance of queen pheromones in the banking hive seems to be an important factor in maintaining colony cohesion. When new queens are added, this sometimes can disrupt the balance and cohesion, resulting in less food being made available to the queens and eventually queen losses.

- Robert Rice, AAO, LINCOLN

APIARY LEVY CATCH 22

With the change to an apiary-based levy for financing the affairs of the NBA, I am aware that some beekeepers are currently considering schemes to reduce their number of leviable apiaries. While apiary numbers and NBA levies are not the business of MAF Quality Management, as Apiculture Export Certification Manager I do feel the need to point out some of the possible consequences relating to export certification so that all the facts are available and a sound decision on apiary ownership can be made.

The first scheme which has come to my attention is the sharing out of two or three apiaries to each member of the family. This could possibly save a beekeeper up to \$200 per annum in levies paid. However, once those apiaries are transferred to another party, as far as the Apiaries Act is concerned they are no longer part of the original

owner's holdings. This could cause problems in obtaining clearances for export of honey, say to Germany, where honey from those apiaries cannot be separately identified. It will also be necessary, in all such cases, for each **beekeeper** to apply separately for clearance (and incur separate certification charges).

The second scheme being mooted is for beekeepers to de-register all seasonal sites, say in May, and re-register them again in July. This practice would obviously leave the beekeeper in a crowded area open to claim-jumping by neighbouring beekeepers willing to pay for expansion! It could also have a more serious consequence, particularly for those who wish to export bees.

One part of the OIE Code relating to trade in bees can be paraphrased "**that the apiary of origin of the bees has been under the direct supervision of the Veterinary Authorities for a period of at least 2 years**". It would appear to me that an apiary must, at the very least, have been registered for two years in order to qualify as being under supervision. This requirement currently applies to several countries, including Korea, and can be expected to apply to more in the future as countries move to align their import policies with the OIE Code.

The moral of the story is that re-organising the business to save on the levy could end up costing more in lost marketing opportunities, or more in expensive apiary clearances!

- Ted Roberts, Apiculture Export Certification Manager, PALMERSTON NORTH

BEEKEEPING IN CELLULOID

Recently, New Zealanders were "treated" to a spectacularly bad movie on TV2 about Africanised bees. There have been a number of similar films produced over the years, and they all work to the same formula:- play on the public's inherent fear of honey bees as stinging insects, and then disregard all the science and practice of beekeeping to try to make people believe that bees are some kind of malevolent creature, bent on destruction of the human race.

I've often wondered if Hollywood would ever try to balance such stories, at least a little bit, and portray bees and beekeepers for what they really are -- a significant part of agriculture which has played an important role in human history. I guess there just isn't any drama in that sort of thing.

Or so I thought! Recently, the beekeeping press in America has been full of stories about a new movie, called "Ulee's Gold". The movie stars Peter Fonda, and according to one account, "celebrates and illuminates the life of a beekeeper", in a drama



about the beekeeper's struggles to hand on his craft to the next generation.

The movie has gained so much attention, in fact, that the Florida State Beekeepers' Association has named Ulee Jackson, the fictional beekeeper hero, as Florida's Beekeeper of the Year. At the ceremony, the Florida State Deputy Commissioner of Agriculture, Mr. Carl Carpenter said that, "Thanks to the movies, there are many fictional characters who have become part of popular culture. Many times people learn as much from movies and television as they do from school. Generations of beekeepers who have cultivated bees, harvested honey and contributed so much to Florida are a real mystery to most of us. Probably Ulee Jackson will change all that. Beekeeping is not just a profession -- it's a way of life. It takes patience, dedication, and a true love of what you do. In this day and age, that life seems more fiction than fact."

Peter Fonda attended the Florida state beekeepers' convention, and accepted the award on behalf of the film's producers, Orion Pictures. Interestingly, Peter's more famous actor father Henry, was for many years a keen hobbyist beekeeper, keeping beehives in Beverly Hills.

[Source: *Bee Culture*, January 1997]

BEE PRODUCTS BOOK

An interesting new book on bee products has recently been published by the Food and Agriculture Organisation (FAO) of the UN. The book (*Value Added Products from Beekeeping* by R. Krell, FAO Agricultural Services Bulletin: Paperback #124, 409 pp.), starts where many other bee text books leave off.

The stated purpose of the bulletin is to "introduce beekeepers, people considering beekeeping, and those interested in processing and marketing, to the large diversity of products that can be derived from beekeeping for income generation."

The book certainly does that, and in a very readable and reasonable way. It describes honey, pollen, wax, propolis, royal jelly, venom and adult and larval honey bees. It provides information on history, chemistry and composition, product quality, production, market opportunities and recipes. The author reviews the literature for each product, but is careful in his choice of papers, especially when discussing therapeutic properties.

The book is ideally suited to developing countries, or to people who want to start out processing and marketing bee products in a small way. It is not a complete manual and does not go into production methods in any great detail. For example, there are no plans for pollen traps or instructions on how to use them. However, the book is very well illustrated so at least readers know what a pollen trap looks like.

Prices quoted for raw products may also be of limited value because only a few countries are surveyed and commodity prices for bee products can change rapidly. The book provides a detailed bibliography of over 500 references (mostly post-1970), a list of equipment suppliers and the Codex Alimentarius (international) standards for honey.

You can get this bulletin at cost through the International Bee Research Association (IBRA). The New Zealand IBRA representative is Cliff Van Eaton, MAF Qual, Private Bag, Tauranga. Based on the current £/NZ\$ cross-rate, expect to pay about NZ\$75 including postage and packaging.

- Murray Reid, AAO, HAMILTON

BEE DISEASES HANDBOOK

While we're on the subject of bee books, we've recently obtained 50 copies of the newest edition of *Honey Bee Diseases & Pests*, an excellent publication put out by the Canadian Association of Professional Apiculturists.

The pamphlet, which is 26 pages long, has clear colour photos of all the major bee diseases, including many (such as varroa, EFB and tracheal mite) which are currently not present in New Zealand. The pamphlet also includes information on diagnosis and control, although it should be noted that all the drugs recommended in the text (except fumagillin) are illegal to use on honey bees in New Zealand.

The pamphlet replaces the very popular first edition of *Honey Bee Diseases & Pests*, and includes more information on both varroa and tracheal mite, two diseases which are now causing serious problems for beekeepers throughout North America.

If you would like a copy of the new edition of *Honey Bee Diseases & Pests*, send a cheque made out to MAF Quality Management for \$5 to Cliff Van Eaton, MAF Qual, Private Bag, TAURANGA. Make sure to include your return address.



BeeFax is a publication of the National Apiculture Business Unit, MAF Quality Management. Editing and production is by Cliff Van Eaton, MAF Qual, Private Bag 12015, Tauranga. Copy is by Cliff Van Eaton, unless indicated.

Communication regarding back issues and fax distribution to David McMillan, MAF Qual, Private Bag 50034, Mosgiel, phone (03) 489-3809, fax (03) 489-7988.

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Notes for beginners and others

Last month we looked at a simple way to render relative small amounts of cappings and scrapings using a pot, hot water and ice cream containers for moulds. The venue: Mum's kitchen with its range and sink bench, energy electricity or fossil fuel.

There is an alternative: solar power, free of charge as long as the sun shines.

The only outlay required is the gadget needed to harness this source of energy, to make it do the job we want done may it be water heating, the heating of dwelling or glasshouse etc. For the beekeeper it is the solar wax melter. Far from a new invention, photos, diagrams and descriptions have been about for many years. However one does not see a great number of them among beekeepers equipment. Still, for the smaller beekeeper, and the not so small one, it can do a very good job. It has a few distinct advantages over the other ways of rendering beeswax.

It needs to cost very little capital to make one, running costs are nil, it is perfectly safe, eliminates the need to store bits of wax attractive to wax moths (especially in the warmer areas), operation requires a minimum of time input and the kitchen is left alone.

In short the use of a solar wax melter is a practical, effective and economical way to deal with reasonably small amounts of cappings, scrapings and odd bits of broken comb.

To build a solar melter is a straight forward and simple undertaking which does not require a lot of expertise or technical knowledge, any reasonably handy person should be able to come up with a satisfactory piece of equipment.

Depending on materials already available or to be purchased the costs will be little to moderate but I am sure that it can be kept well below of the value of one good quality hive of bees. If you do decide to turn your hand to building one keep in mind that accuracy and quality will increase efficiency and durability of the product.

The diagrams herewith will give you some idea (sorry I am not so hot on technical drawing). No dimensions are given for a good reason as these depend on the size of the window. This dictates the measurements of the melter box.

It is best to double glaze the window so if you pick up a second hand one try to get hold of two of the same and cannibalize the glass of the extra one. First remove

the putty, fix a narrow strip of spacer five to 8mm thick (hard board, wood, ply) along the edges where the putty was on top of the glass with a little putty under as well as on top of the spacer strip and place the second sheet of glass on top. Press it firmly down. Secure with a few small tacks into the frame and re-putty. Before placing the second sheet of glass it pays to drill three or four holes through the frame at what is going to be its bottom end to act as drain channels for any condensation forming between the two sheets of glass. So make the holes in the right place.

Bottom and walls of the box can simply be made of any boards available but if well insulated the efficiency of the melter will be much increased.

A good job can be achieved by making up frames using battens (40 to 50mm square). On to these frames nail the outer skin of treated ply, hardy plank or other weather proof material. Then fill in the cavity with insulation material s.a. ceiling bats, polystyrene sheet or even layers of corrugated cardboard. Fix on the inner lining of ply, hardboard or whatever and screw bottom and sides together. A strip of foam plastic over the top edges of the box will assist the close fitting of the

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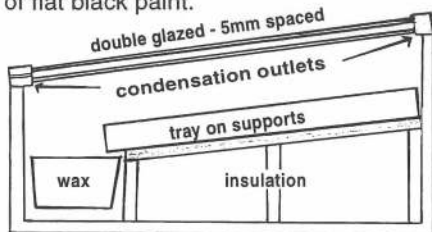
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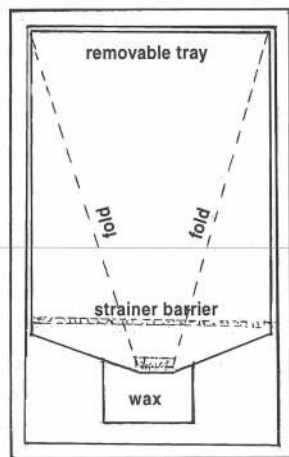
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window on to it.

Give the inside of the box a good coating of flat black paint.



SIDE VIEW



TOP VIEW

Next comes the tray. Can be made from galvanised iron, aluminium or stainless steel. The last is harder to work with and of course expensive to buy. It would pay to first cut a paper pattern. It should be fitting loose inside the box so it can be removed for cleaning. Have upstanding edges 50 to 100mm high. The bottom end somewhat angled towards an opening in the centre as an outlet for the liquid wax. Two or even three shallow folds, such as seen in shower trays will help to direct the flow of molten wax. Corners of the tray to be neatly folded over and pop

riveted. A little solder will really tidy that up. The tray should be set on some supports as indicated in the diagram. If the metal has got the shallow folds it won't be sitting flat so the supporting sticks will need a bit of shaping to sit it snug. As it will be under a sloping down angle make a couple of wooden wedges to be placed between the sides of the box and the sides of the tray to keep it from sliding down. A barrier towards the bottom of the tray is needed to hold back unmolten wax from sliding down and to act as a first strainer. Rolled up fine netting will do. Can be held in place by some small bolts or self tapping screws protruding through the bottom of the tray. A second strainer/barrier just above the tray's outlet is advisable. Under the outlet of the tray a receptacle to catch the molten wax, ice cream container or tin for larger quantities. A piece of muslin over the top of this container fastened with clothes pegs would hold back further small dirt particles. Don't forget that the whole contraption will angle down so make sure the wax container will sit level.

The angle of the melter may have to be altered so as to reap the full benefit of the sun's rays, a couple of legs, preferably adjustable, are needed at the back. Some flat sticks with holes drilled or a slot cut through them using a few bolts with wing nuts will be the answer to that one.

When positioning the contraption face it so that it receives the maximum benefit of the sun's heat. Before loading it cover the bottom of the wax container with a bit of water, makes it easy to clean the underside of the wax cakes. Make sure these, the cakes, cool slowly to avoid cracking. Strainer/barriers can be easily cleaned when hot by giving them a good shake or in hot water. Debris left behind

on the tray should be cleaned off from time to time and can be kept to be pressed with the old combs. If attempting to melt out tough old combs you will find that a comparatively small amount of wax is produced and a lot of debris stays behind still containing a fair percentage of wax. Heat and a wax press is the only answer for that.

The weak point of a solar wax melter is of course that it will not work on dull days, but then we get plenty of fine warm ones. Then it will get really hot inside that box, the wax will run without you attending the operation, no mess in the kitchen and above all for free. Refinements s.a. hinges, window catch and handle over to you.

Besides your comb foundation requirements you may need:

DUBBIN (water proofing for boots)

50gms mutton fat and 100gms wax, melt together in a tin set inside a pot with hot water. Stir the mix and pour into suitable container. Warm it before using it on the leather boots you want to treat.

FURNITURE POLISH (for that fine antique piece which does not want any polyurethane) 100gms beeswax, 200ml turpentine, 500ml soft water, small piece of soap and a tablespoon (level) of bicarbonate. After shredding the wax and soap put it into the water in which the bicarbonate has been dissolved. Warm the mix gently till all is liquid. Then add the turps which has first been warmed in a tin set inside a hot water (not direct on a flame or hot plate). Stir till the whole lot turns into a creamy substance and pour into suitable containers. If wanted some colouring can be added while at the liquid stage.

A blooming market

The UK honey market is continuing to flourish despite recent price rises, says the British Honey Importers' and Packers' Association (BHIPA). Members account for more than 90% of sales and report a £40 million market of about 17,000 tonnes in retail sales.

The price of raw honey has been affected by global shortages over the last two years. Four countries — China, Mexico, Argentina and Australia provide over 85% of the UK's honey, and supply has been limited by both climatic and political developments.

This year's improved honey crop in south and central America means prices are beginning to flatten. However, Argentinian honey is still at a high price level as a result of active North American buying to compensate for other shortfalls.

The situation will become clearer in a few months when the results of the harvest in the Yucatan, the region which produces

the bulk of Mexican honey for export, are known in early April. This will be followed by the new Chinese crop, with delivery anticipation in July and August. But current supply levels are low or expensive, with a disappointing Australian level of production.

The purchasing profile of the consumer tends to be skewed towards the upmarket and older buyer. An average high user buys around three times a year but this frequency can rise if it is used regularly as an ingredient for ethnic dishes such as stir fries or in home baking and salad dressings. Nearly half of total market volume is accounted for by heavy buyers, who make up about 10% of the total customer base.

A growing number are attracted by specialty honey such as acacia, clover and Greek, while the mainstream consumer still prefers the familiar, milder flavour of blended.

Retail sales of branded and own label blends still account for just under 90% of total volume. Breakfast accounts for 70% of consumption.

Consumers view honey as a product with genuine health benefits. Research has shown its bactericidal properties can be used to treat digestive problems such as peptic ulcers, as well as external lesions.

These messages, together with honey's history, heritage and easy recipes, form the basis of a widely based publicity campaign mounted by BHIPA. Radio at both a national and regional level has been used to exploit media interest, with general background and cookery features placed in magazines, national press and on television. In the last 12 months alone a total of 33 million consumers have been reached.

Acknowledgement The Grocer
Thanks to Ross Ward

Beekeeping Memoirs

Fentons Sawmill 1946

by Ron Mossop

As I have said previously, I have not always been a beekeeper. But the skills and jobs I had prior to my beekeeping were of great benefit to me during my beekeeping years.

After our son Gary was born, I finished my correspondence course and sat a two day examination for my First Class Steam Ticket and I took the first job I saw advertised, which was in Te Teko. We looked at the map and found it on the railway line to Whakatane. We decided it would be warm there, and a change from the Mangapehi Mill job would be good. So my wife and I, with little Colin and baby Gary set out by rail to my new job on the 7th April 1946. A truck driver from the mill had just finished unloading timber onto a railway truck and was to take us back to Fentons Timber Mill. It was raining, so he backed his truck up to the railway van to load our furniture while I helped Noeline and the two children from the rail carriage into the cab of the truck. We finished loading and set out for the mill. The driver explained that the road we were driving on was ash from the Mt Tarawera eruption. As we bumped along the road, I thought how different it was from Ellis



Ron Mossop

and Burnand Timber Company with their own private railway that we used to glide over.

We passed by the spot where the Kawerau Paper Mill and town now stands and finally arrived at our house, and the mill which had about a dozen houses and a school. We transferred everything from under the truck cover into the house as quickly as possible. Percy Fenton, the mill owner who I never saw again, came and

introduced himself. During the shift, some of the children's bedding had got a bit damp, so I lit the open fire and soon had it roaring. Little did I know that not all fireplaces are made of bricks. Things were drying out nicely when we heard shouting outside and then buckets of water being thrown down the chimney! Noeline was not impressed as I had set fire to the wooden frame supporting the outside of the chimney. The other company had open fire places built of bricks. I lit the kitchen stove and we had a cup of tea to soothe our shattered nerves. It was then my wife wanted to know where the baby's pram was. After a search, we realised we had left it in the rail carriage, so I innocently assured her that the truck driver would get it the next day. Little did I know it would not be found and returned to us until a month later! The joy of shifting house! You name it, the NZ Railways could lose it.

I left Noeline to sort things out and went over to the mill to look at the machinery I would have to start working with the next morning. When I walked into the mill I thought I was in a tanning factory because there were dozens of deer skins hanging up to dry in the rafters of the mill.

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Those were the days when the most valuable part of a deer was the dried skin. The mill had a bigger engine than the last one I had worked with, along with the usual breast-bench saw and two-foot saws, one above the other and a goose or docking saw. It also had a planing machine for dry timber, a large boiler, and a bulldozer which were starting to be used more and more about timber mills at that time. The foreman came in and introduced himself and decided he should show me where the mill water supply was. We talked about the deer skins and he asked me if I was keen on deer shooting. I told him a .303 was not my favourite firearm and that I was more of a shotgun man. He said there were plenty of pheasants which he was quite right about.

We walked down a track into a gully and came to a large water wheel. The shaft went from the wheel into a tin shed with one pump working and another identical pump as a stand-by. My job was to come down on Monday mornings while raising steam and see if everything was in working order. An improvement, I thought from the previous mill I had worked in with a steam pump which I had to start every day.

Next morning, I started the engine on time and found we were cutting nothing but tawa timber. I liked tawa because as far as I knew, it is the only native that will burn when its green. The slabby and I used to put a trolley load of wet slabs straight on the fire and only occasionally used dry wood. The logs were so small that the top six-foot saw was seldom used. We were cutting four by one timber for flooring. Tawa was the only timber to cut, as there were no big rimu or totara logs left. The mill was running out of logs so would be shut down forever.

Occasionally I had conversations with the planing machinist, who told me that both

he and his machine were made in Sweden. It occurred to me some years later, that while I was talking to the machinist, baby Gary was probably sleeping in his cot, yet it seemed inevitable that Gary would serve his apprenticeship as a saw doctor and timber machinist when he grew up, and a very good one at that I might add.

Some of the land not far from the mill was being cleared of manuka and planted in grass seed. Wild horses were galloping about and damaging the grass on the soft soil with their hooves so they were shot. I had a soft spot for horses, as they played a special role in my childhood, so I was not pleased. As a five year old boy I rode to school behind my sister on a slow old horse. When she fell off we all fell off. When I was an older boy, my father gave me a six speed horse to ride to school on. It could walk, amble, trot, canter, gallop and bolt. It even had a reverse gear that it used very effectively when I tried to make it jump over something that it did not want to jump over.

While I was at Fentons Mill, several men were injured. The man using the goose-saw cut his hand badly. I sounded the alarm whistle for fifteen seconds and the foreman came running. He expertly applied a tourniquet. It was obvious to me that he got lots of practice. One of the youths from the mill houses blew his big toe off with a shot gun while pheasant shooting. The pheasants got a rest for a week or so. Bulldozers soon established a bad reputation. The bulldozer driver who had to drive a machine without over head or back protection, had part of a tree fall on him and received serious back injuries. My cousin, Sapper R A Hermon, was awarded the Military Medal for driving his bulldozer with skill and courage while under enemy fire during World War II. When he returned safely to New Zealand, he was killed instantly

when the top of a tree fell on his unprotected bulldozer. How unlucky can a man get! Unfortunately, many young men were seriously injured in the bush before it became mandatory to provide back and head protection for bulldozer drivers.

As deer were plentiful at the time, venison became a regular part of our diet, but like too much of anything, we got very tired of eating it and were glad to get pork or mutton brought into the mill by the timber truck. We also received a newspaper and I was surprised at the number of jobs advertising for someone with my qualifications. I did not want another mill job, but some place with a good house, modern facilities and preferably close to a doctor, mainly because of our small children.

Hence, we were at the mill for only three months before I got a job with the Waharoa Dairy company. The weekly wages were six pounds, sixteen shillings and eleven pence for shifts of forty hours per week. Next to the manager and chief engineer, I was one of the highest paid men in the place. It gave us a good standard of living. And, as I stated in the May 1996 beekeeper, on the 7th July 1946, I, along with my wife and two small boys, arrived at the Waharoa Dried Milk Factory where I became interested in bees. In that story we were given a good house after the shift engineer retired. I forgot to say that he and his wife had five sons and no daughters, and after realising we had four sons and no daughter while living in the same house, I began to think there was something wrong with the house. Fortunately, we did eventually have a daughter so I couldn't continue to blame the house. While we were there, Ed Hillary knocked off Mt Everest and like a lot of other New Zealand beekeepers, I basked in the reflected glory.

1996 - 1997

Well what sort of crop did we get, a grey hair and rapidly receding hairline sort of a crop that's what. Mind you we had five perfect days right in the middle of the willow flow. Then it was grey and dull and cold and dry up until Christmas. The driest spring and early summer on record in fact, but with no decent weather. Christmas was great though, then it rained, hoorah! and it rained, oh! and it rained (censored ed.). At this point I was going to mention my feelings on the two inches of hail that pulverised my veggie garden and berry crop, but Harry would probably censor that as well.

The bright spot was near the country, where we had put all our light thirds and comb honey boxes on, because they haven't had a crop of manuka in the last ten years, these yards nearly all filled up (with manuka of course). The ones up the back, which had dark thirds, were of course getting in white, although not very much. Still with all the rain we'd been getting, by the time halfway through January arrived I'd decided that the only

sensible course of action was to take up drinking and drink myself to death, figuring that if I was that wet on the outside then I might as well be wet inside as well. Unfortunately I couldn't afford it, which left the alternative of drinking the largely unused bottle of benzaldehyde, or shooting myself. With the roar coming up I didn't like the idea of wasting ammo and then the weather improved a little, so we started using the benzaldehyde for what it was meant for. Then it rained etc... until we were ready to start requeening, at which point the weather came right. So we delayed requeening for a week during which time the bees got nothing in anyway and when we did start it proceeded to rain etc... We got a good mating after that, but a very poor Autumn crop which meant lots of sugar feeding. Now, when we want to shift the bees back down to their spring sites, it's too warm and fine. And that's pretty much the sort of crop that we had this season. Only somewhere in there, the manuka and kanuka flowered for months on end and

for some unknown (and hopefully repeated) reason there were no manuka beetles. Our big yards filled up on manuka and kanuka. Our mid country yards got a reasonable crop of kanuka and our small dry country yards averaged a box of white. Somewhere and for the life of me I'm not sure when or how, we ended up with a crop slightly above average, most of which was manuka.

So a good crop, good prices, healthy bank balance, but for all that I wouldn't wish a crop like this last one onto my second worst enemy. It was one of those seasons when it is particularly hard to motivate yourself into getting all the jobs that need doing done on time, but we kept at it despite the depressing effects of the weather and ended up with a good crop for our efforts, which just goes to show that to get the best results you've got to give it your best shot every year without fail. I think I'll make that the subject of my next month's article (AC)=Sx1².

Peter Berry

Invention a buzz for apiarist

Bees are often a pain to us, literally. But sting aside, they have their good points.

New Zealanders eat more than 2kg per person of honey a year, according to national honey consumption statistics—the highest amount consumed in the world.

And this country is internationally-renowned for producing high-quality honey.

Other nations such as Vietnam are not so fortunate, churning out high-moisture content honey because of their environment's climate.

But a Gore apiarist's inventiveness might revolutionise Vietnam's honey-producing industry.

Double the money

The machine should see Vietnamese producers double the money they get for their honey.

Ross Ward also sees huge potential for the Ward Honey Dehydrator for other countries troubled by high-moisture honey. High-moisture honey, more than 18 percent water, ferments easily. This leads to a short shelf-life and low international and domestic prices.

The Alpine Honey Specialities Ltd Gore manager has spent the past nine months developing the new processing machine.

Mimics hive

It is designed to mimic an environment similar to a hive where honey is spread into a thin film over a large surface area.

It is fanned with air with a low relative humidity while being constantly stirred.

This allows for efficient moisture loss, Ross explained.

Performance-cost ratio is the main advantage over other machines.

The \$65,000 machine processes two tonnes of honey an hour reducing moisture levels by five percent without damaging the delicate honey enzymes.

Interest sparked

The motivation for the invention came about by chance.

A Ministry of Agriculture and Fisheries friend toured Vietnam

two years ago to determine trade relation possibilities with New Zealand.

He told Ross they could use some help with their honey-processing technology.

A sceptical but interested Ross investigated.

A Business Development Board grant enabled him to visit in July last year to provide technical advice and investigate the possibility of exporting low-moisture honey.

Ross met with the Vietnam National Apiculture Corporation director Dinh Quyet Tam.

He left with a request to supply them a honey-processing plant to process 2000 tonnes a year, including a honey dehydrator.

The possibility of a further four or five plants for use throughout Vietnam was also mentioned.

On investigation, Ross found no suitable, affordable, dehydrators world-wide.

Using his background in engineering, the idea to develop one was born.

The first of Ross's quality improving devices was shipped along with other processing equipment worth a total of \$150,000 from Christchurch recently.

Patent sought

An application has been made to patent the design.

Investigations to assess the possibilities of using the dehydrator with other food products will also be under-taken, Ross said.

MAF advisory officer Cliff Van Eaton represented the company at the Asian Apicultural Association conference in Vietnam in October last year.

Vietnamese, Thai and Indonesian people showed considerable interest in an affordable honey dehydrator.

Ross has also done work for some New Zealand honey companies to assist them plan new honey processing plants.

If his new venture succeeds, his desire to invent might become an industry of its own.

Regan Horrell

Acknowledgement Newslink

PMS Update

The Disease Control Committee met May 19, 20 and 21st at Ruakura to develop the education components and the contractual formula of the Pest Management Strategy. A major amount of this work has been done prior to the meeting.

The five education components will be put out to tender shortly to give us a costing so that an application for funding can be made. The contractual formula will go for legal option and is to be developed further.

Word has been received by the Dominion President from MAF RA that notification of the Pest Management Strategy is imminent and you, the beekeepers, will be advised as soon as possible after this occurs.

I regret that there is little more to report at this stage as there has been a large amount of work done but most of this is in the strategy document which most of you have studied.

Once the notification occurs, there will be much more to report to you on whereto from there.

Terry Gavin



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The benefits of an observation hive

Over the last few months I have seen advertised, observation hives for sale. Now I'm not advocating one product over another but every beekeeper should have access to one of these. Apart from being a drawcard when you're displaying or selling honey and products, it can be a learning experience for the beekeeper as well.

I have the Wellington Beekeepers one which can take either two 3/4 frames or a full depth and a 1/2 frame on top. Observation hives take quite a lot of feeding as such a small hive can't sustain it's self but the feeding of a little extra honey is well worth the enjoyment they give.

I usually stock the hive with an old queen after spring requeening and maintain it through the Summer and Autumn so its available for school visits and such.

And what can you learn?

Well, on most days you can observe about eight bees carrying away dead bees from the hive. Nothing remarkable in this as it's a normal activity but are you aware that they continue to clean up everything within three metres of the hive (when it's placed on a lawn). Next year I'll mark the bees and see if it's the same ones doing this work everyday.

Having an old queen in the hive gives you two benefits. Firstly if she is a reasonable queen, the bees will build up and try to swarm provided you keep the feed up to them. This is marvellous to see and what happens isn't the same as occurs in a normal hive. The books tell you that there is a gradual decline in activity once a hive starts producing queen cells. Well this wasn't obvious in the observation hive. The bees keep flying right up to about an hour before the swarm departed. The queen being marked is easily seen so is caught, caged and put in a nuc with the swarmed bees.

Now there were one or two things that were unusual about this swarm.

Firstly the bees built a cell between the frame and the glass but tore it down just before emergence. I thought it must be off but kept my usual morning glance into the hive anyway. Then a week later I observed the drop off in activity and the emergence of the swarm.

What I hadn't seen was a sneaky queen cell between the upper and lower frame. Instead of the usual acorn shaped vertical cell, which is easily seen, this one wasn't immediately visible as it had been constructed on a thirty degree slope and was only visible after the queen had emerged.

The second thing was that when the swarm emerged, most of the sealed brood on both frames were emerging also. A planned move to repopulate the hive? Within an hour or two you could see a reduction in bee numbers. Do bees time their swarming to fit in with a large emergence of brood?

A day or two before the queen was due to mate, the hive filled up with drones from all over the place. How did they know their services would be needed in a day or two. After the mating, drone levels suddenly subside. The same thing happened in the hive at Lindale (Kapiti). Has anybody else seen this?

In the Autumn, an old queen will usually be superseded, one or two cells are progressively constructed and begin to grow. I usually keep a close eye on these and when the queen emerges, quickly take her away. This year the observation hive produced two successive queens before I left the last to see what happens.

Nothing remarkable, because of the continual feeding, (the odd broken frame during extracting), the two queens carry on as if everything was normal, (both were laying) but they were usually on opposite sides of the frame. It's only when you start to restrict the honey flow that the old queen disappears.

Another remarkable sight I have observed was the bees cleaning activity. Now most bees have the ability to comb off most of the pollen from their extremities, but what about the

pollen that gets stuck at the base of the wings and between the thorax and abdomen.

About 10pm one night I brought the hive inside as it was a cold wet southerly and removed the polystyrene covers to see how they were doing. I saw a bee bobbing up and down and spreading its wings out parallel to its body.

Now a few days before this, I'd had a visit from an English Bee Inspector on holiday out here and showed him around. He left me their booklet on Varroa and we talked about it's spread and methods of controlling them. (We also live fairly close to a dump which is also a possible cause of introduction of unwanted pests). With all this at the back of my mind, imagine what I thought was happening. Was this paralysis, mites or something new??

On went the head magnifier so I could see better through the glass. One would bob up and down for about five seconds attracting the bees around it, then spread it's wings and hold its abdomen down exposing the first abdominal segment. One or two bees would then bite at the base of the wings and down in between the abdomen leaving the surrounding hairs quite wet. The bee would repeat this action four or five times and then others would start bobbing up and down. Within half an hour this action was being repeated all over the frame.

So this is what is happening at night when we are not sticking our noses into hives.

There is naturally a down side to having a hive in the front garden, (hidden from the road of course), the bees really hang around during extraction which can be a pain especially when unloading in the middle of the day. However there is also an upside. A lot of door knockers take one look at the bees flying past their heads and decide we are not worth bothering.

Happy viewing next season.

Frank Lindsay

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The use of geothermal steam in beekeeping

by Russell Berry

We live in the land of fogs, earthquakes and possible volcanic eruptions. An area of cold winters and often frosts in the summer. Why go beekeeping in such an area? The answer is — 'geothermal steam'.

We have no diesel boiler, no massive power heating units — just a hole in the ground. A fairly expensive hole, over \$20,000. It was drilled by a geothermal drilling specialist 'Rotorua Well Drillers' approximately 35 years ago and it has pushed out steam at approx 50lbs psi (except on four occasions), ever since.

The pressure is not always the same. After a good earth tremor the pressure normally increases, after a long dry period the steam becomes very dry and after a very wet period, the opposite occurs.

Basically, with a geothermal bore one relies on hot permeable rock and water seeping onto the hot rock, producing steam. We are fortunate with this bore as the steam it produces is relatively pure. Some of the bores in Rotorua are so corrosive that the steam will eat through copper piping in one day and some bores silica up very rapidly. Some steam bores were drilled to 1000 feet in this area and they silicified in three days!

What do we use the steam for?

1. Heating the floor of the honeyhouse. We have 12mm alkathene in the middle of the concrete floor 250mm apart and through this we pump hot water at approx 30°C. This water is heated by a pipe heat exchange using the geothermal steam. Most of our exchanges are pipe heat exchanges — a length of 25mm pipe inside a 50mm pipe. the geothermal steam goes through the 25mm pipe, fresh

water goes in between the 25mm pipe and the 50mm pipe. This works well and is easily cleared out if sediment should come up the line. The heating of the floor is great for warming boxes of honey and for working on. It also helps to dry the concrete floor after washing.

2. Heating all the hot water for normal use, but we also heat a 2000 litre tank of water for washing floors down. This is great because if detergent or antiseptic is required, these can be added to the tank before use. The water is pumped with a centrifugal pump on a pressure switch to allow us to hose anywhere around the honeyhouse with hot water. This tank is just heated by passing a pipe with geothermal steam going through it, around the bottom of the tank and there is a ballcock to the cold water supply to keep the tank full.
3. Hot room for melting 40 drums of honey at a time. For this we have 6 x 7 metre lengths of 50mm finned pipe up the back wall and the air is circulated by a fan. The temperature is controlled by an adjustable liquid sensor which turns the steam off when the desired temperature is reached, by closing a stainless steel valve. The only problem is that they cost \$2,000 each and we have a number of them!
4. Wax pressing. This eats steam, there never seems to be enough. We heat this plant by placing steam pipes at the bottom of each vat. Care must be taken not to let the vats boil dry allowing the cocoons, which are just about to be pressed, to bake onto the steam pipes — they go as hard as concrete.
5. Heating 30 tonne storage tanks of honey which have been allowed to granulate. These tanks have been placed on sand with pipes through which hot water passes. One - two tonnes of honey can be pumped out every day when the heat is turned on, with the honey not going beyond 30°C. A solid lump of, say, 25 tonnes of honey slides down the tank in one lump. Don't keep pumping if it does not slide down, as the lump can drop with a hiss and a roar — what happens next could make an interesting story!
6. Heating liquid sugar. This is a real luxury. Heat to about 40°C at 67 brix and sugar pumps so freely and is easily fed to the hives. Pumping is probably about five times as fast. Warm sugar on a cold day does wonders for a hive compared with cold sugar. Just what Southland's beekeepers need who say it is too cold to feed the bees!
7. Heating the extracting plant. This also uses geothermal steam, with pipes in hot water, with honey pipes running through it before honey goes into the centrifuge. If the water temperature is kept under 60°C and extracting is stopped unexpectedly, the wax will not melt in the honey in the pipe and it will not go hard in the pipe causing a blockage — a real pain!

Geothermal steam is a great asset to us, but it is expensive to maintain. All pipes and valves tend to corrode badly if there is any leakage and this costs several thousands of dollars a year to repair. Our steam pressure has dropped off badly over the past two months, allowing the last of our queen banks to get a little cool, so losing a few queens. Sorry, I forget to mention that we have centrally heated hives at Waitapu....

The weather has been very dry, perhaps that is the reason for the drop in steam pressure — no, we have now had 125mm of rain and still not enough steam. Perhaps we just need a jolly good shake up to move that fault line we have drilled, to bring the bore back to life. No volcanic eruptions please — the Ruapehu eruption was quite close enough. We live in a wonderful challenging area, full of surprises and plenty of underground heat.

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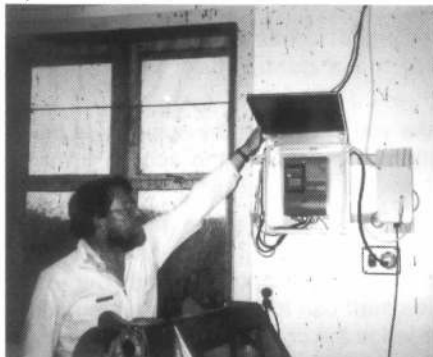
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New drive solution to sticky problem

A bit of clever Kiwi teamwork has resulted in a much improved extraction system delivering 2 kg more manuka honey per super in less time.



Mike Stuckey of Waitamata Honey Co. Ltd, Redvale, Auckland, demonstrates his new variable speed extraction system developed together with SEW Eurodrive NZ Ltd.

Mike Stuckey of Waitemata Honey Co. Ltd in Redvale Auckland decided that there must be a better way to spin very thixotropic manuka honey.

Existing spinning technology and wooden frames, limited the options to a single speed per time setting.

Having produced his honey on more robust plastic frames, Mike called Peter Gabites of SEW Eurodrive NZ Ltd seeking a more flexible drive answer. Together they developed a 'variable speed system' providing the advantage of running up the speed as the frames become lighter.

The extractor can now be run more than 50% faster delivering a double benefit. Two months in production has shown a return of 2 kg more manuka honey per super, without pricking the honey. The extraction process has been reduced to a one person operation taking less time and saving on labour costs.

The system has four in-built programmes to handle various types of honey allowing for a gentle process able to extract new foundation without damages, through to a rapid process for light bodied honeys as clover and pohutakawa.



Speed Extraction

Export Honour for Waikato honey products

Associate Agriculture Minister John Luxton on Friday 2nd May visited Te Awamutu to present a Tradenz export commendation to Waikato Honey Products Ltd — a company that has earned more than \$1 million dollars in the last two years, in overseas sales.

Based in nearby Kihikihi, Waikato Honey is owned by Bryan and Barbara Clements, a husband and wife team who have developed a thriving business with total annual sales exceeding \$1.5 million.

"I was originally a builder by trade," Bryan recalls, "but when Barbara's father presented us with a beehive it rekindled boyhood memories of holidays spent with my grandparents, who were beekeepers with about 300 hives, which was considered to be a lot in those days. During the next three years our hobby interest grew until we had 25 hives.

About 1980, when the building trade was a bit depressed, but the kiwifruit industry was booming and growers wanted beehives on their properties to pollinate the increasing crop". The Development Finance Corporation predicted a hive shortage (that never occurred) and in we leapt. A Rural Bank loan enabled the company to buy 1400 hives for their fledgling business, while other beekeepers and specialists from the Ministry of Agriculture helped with advice and general industry knowledge that soon enhanced their beekeeping skills.

"Although members of the beekeeping industry are in business competition with each other, they are a genuine fraternity who are generally willing to help a novice get started," says Bryan. "I owe a lot to those who have helped me so much, in those early days."

Most of the company's initial honey sales were committed to local retailers, but as experience and production grew — exporting became the ultimate aim.

"This was a completely new field for us, but fortunately there is a wealth of practical information and guidance available from local Business Development Boards, Tradenz and other organisations," says Bryan. "They provide very valuable assistance to people who are serious about becoming international traders."

Waikato Honey's first export sale — six tonnes of bulk honey to Germany, the world's biggest importer — was made in 1981 through an established exporter. It later began selling overseas in its own right, but most sales continued to be in the form of unbranded bulk honey that went to European distributors.

"We eventually realised that to achieve really significant sales and recognition in international markets, we would have to make our product different," says Bryan. "We needed to introduce regimented production, processing, packaging and labelling systems that could be mentioned and enforced at all stages."

The big export breakthrough came in 1993, when the new systems introduced enabled the company to become the first New Zealand beekeeper and honey packer to gain the

internationally recognised ISO 9002 registration for the extraction and packing of honey.

Since then, export sales have soared rapidly — from \$48,000 in 1994 to \$168,000 in 1995, and \$544,000 last year. The company, which produces honey from 3500 hives also buys honey from other beekeepers and often acts as an export agent for them.

Another important factor in opening up new markets has been the company's success in obtaining an agreement with the Federation Of Islamic Associations of NZ to include the "Halal-approved" symbol on labels, which gives Waikato Honey a special status in the Middle East and predominantly Moslem nations in South-East Asia.



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“Service Industries and quality - stories my mother should have told me”!!

Introduction

A key feature in a service industry is that the customer is frequently both passively and actively involved in the provision of the total service for a significant portion of the time. A fallacy among many QA practitioners is that services are intangible; rubbish, a meal, a lounge suite, a dental prosthesis and a ride on the “Corkscrew” at a Theme Park are all very tangible outputs from a service set of “processes”. I will look at a number of “Quality Problems” in a semi humorous way and their potential solutions; all are real, some may even still be current! I must confess that I was prompted to write this as I got on a plane in Sydney the other day and the Captain said we are going to Auckland “non stop”. Maybe that reflected the geographic knowledge of the service receivers?

So I settled down to read a few serious matters on the Internet about legal matters: Q. What’s the difference between a dead dog and a dead lawyer on the road? A. There are skid marks in front of the dog.

“Internet” got worse! The nightmare of Windows 95 is well met by the new definition for Release Date: “A carefully calculated date determined by estimating the actual shipping date and subtracting six months from it.”

Perhaps we should coin a new definition for “early bird customers” “Those who pay for the privilege of de-bugging our programmes”?

So let’s launch into the world of Quality in Service. I am going to do this through a series of comments, anecdotes, observations and performance indicators.

1. Reliability

That meal service on the plane when a charming hostperson delivers you a meat meal when you ordered a vegan meal. You are a frequent flyer and have your likes on the computer.

Imagine my delight some years ago to be given a booking in a good hotel in Germany. Only to find on my arrival with my bags to find it a geriatric hospital. The night was yet young; in my final lodging I had yet to face the rude awakening of a submachine gun in the face as one opened the door to the German police, was I possibly a Red Brigade member?

Some classic measures of reliability are On Time Arrival of the plane or the fact that your vegies arrive with the main course! Even the 99.999% on time guarantee of Federal express can cause problems.

2. Responsiveness

How quickly can I see my Bank Manager? Three weeks time is not a good reply. How quickly can you give me a quote? How quickly can you lay my new carpet? How quickly can I have an operation? In the latter case we now have a new problem; where would you like it done? Do you want carpet on the floor and wine with your meals, if so go private!

Measurements of responsiveness will usually be from client surveys. Indeed it was the measurement of customer times that led to the famous Australian survey by Nashua and the redeployment of their customer service divisions in the 1980’s in Sydney. Some rapid response by an Auckland organisation to a service request led to a photocopier being tied up by the power cord while on a slope. The knot slipped and a large copier took off across a busy road. When the technician returned with the new parts for a tethered machine, he found one damaged car and several enraged motorists. Shades of Huffnug and the builders barrow for those in the know!

3. Competence

How would you be as a potential buyer of a contract for a photocopier service? Receptionist at the photocopier company to a client in the Plant Hire and Maintenance business for Earth

Moving.... “That’s interesting Mr Jones, I’ve got lots of plants at home, can you give me a quote, they need a lot of maintenance”!

An easy mistake to make you say, yet many companies have a customer dissatisfaction index right at the access point to the company.

The DIY store often relies on the skills of the salespeople to know exactly what tool we want and how to use it to get professional results when our description is to say the least vague! Less skilled sales staff can lower a store’s reputation very quickly. How do we judge the competence of a lawyer, an accountant, a consultant, a surgeon, perhaps there is a case for an audited “sucess” list.

4. Access

If you are in a wheelchair and wish to access a certain English bank, you will have to do your banking business on the pavement, the teller comes to you. Fine if on a good summer’s day. Why, well it is a listed building and ramps are not allowed! Then again there are many examples of ATM’s where there are significant number of people, not even in wheelchairs who cannot reach the control panels.

Another interesting observation in recent times was a survey carried out on Physiotherapists. An amazing number had their offices/rooms on the first floor of a building, with no lift and a steep flight of stairs for access. I did not see any cranes or other lifting devices, so presumably crutches and wheelchair patients could only have home calls? Or was it a devilish new way of perpetuating business? In Sydney we now see buses that lower down to let on disabled passengers, a notable, albeit expensive, solution.

5. Courtesy

It would be hard to ignore the turn round of British Airways as an international carrier. Their reputation as an airline was the “pits” in the late 1970’s. Then along came the “Warm Fuzzies”, which certain crew wore. A sort of blob of fur with no distinguishing features. Part of a TQM programme which obviously brought people together enough to say we are in the people movement scene. I well remember prior to this programme a hostess saying as the passengers came on board ... “Look out here comes the cattle”.

We know coutesy when we get it (or not as the case may be). However when a waiter hands me a meal and says “Enjoy” with no real feeling, I get this horrible loathing feeling and the desire to say “Why”? It’s a bit like that earlier phrase - “Have a nice day”.

One could say that the Japanese custom of bowing to customers is an example, partly based on cultural issues, yet Taiwanese do not like to see such apparent subservience in their Japanese owned stores. Shop assistants who ignore you and carry out a private conversation would clearly be seen as discourteous.

Perhaps this is why so many people see that service industries are servile or humble. It need not be, and Roget’s Thesaurus gives a number of useful words to help us dismiss the servile attitude. Respect, graciousness, politeness, tact, friendliness, patience, attentiveness are just a few.

The type of service obtained at a Five Star Hotel may, in its own way, be rated in a similar way to say a Youth Hostel, simply on the basis of courtesy.

6. Communication

How many times have you stood in an airport, or worse, a railway station and wondered about the question of acoustic design in such places? Perhaps on the other hand we would be better looking at the ways we teach pronunciation, after all

we have known about reverberation characteristics in Cathedrals for several hundred years. Speed of speech and lilt can be taught. Response times to answer the phone or a letter can also be measured, usually through internal/ external surveys.

7. Credibility

Always a tricky one to handle. We are really looking at a string of alternatives such as believable, plausible, reasonable, conceivable, reliable, trustworthy, and dependable. Just skimming through the paper this morning one notices adverts for cell phones at \$29. No comment about the price of calls! Can we really see ourselves as having that great shape in six weeks after a specific diet or gym programme? Under new legislation we are all supposed to be very explicit in our advertising lest we mislead the buyer.

Stories of "Used Car" and Insurance salespeople are plentiful, closely followed by "Time Share" holidays. Again the measure that we might use normally, requires us to rate believability or trustworthiness against some scale. Our rating will be very influenced by both recent and earlier experiences. It is difficult to get a balanced opinion, if we only have negatives or positives. Hence questionnaire design becomes an art and science in itself.

The next travel agent who says to me you will enjoy white water rafting over the Victoria Falls, or Bungy Jumping from a helicopter, had better come with me and pay my life insurance as well!!

8. Security

One is always reminded of the Travel Agents' warning about Hong Kong. If you want to experience the "thrill" of participating in a robbery, all you need to do is hang around inside or outside a jewellery store and sooner rather than later you will be part of the hold up scene, not that you will see much flat on the floor. Tourists have been shot with real bullets.

Do not lean over the counter in many Australian banks to chat up the tellers. If the security alarm goes off, you will be minus a few appendages as the bullet proof screen goes up!!

Naturally there is a measurable in many industries where security is an essential feature. Even on a more mundane note I am amazed at the number of EFTPOS machines where there is absolutely no security from prying eyes.

9. Safety

Often taken to relate to those death defying Roller Coasters and the fact that there are relatively few serious accidents per million customers. Airlines, trains and bus services all count accidents per millions of passenger kilometres in Queensland and NSW in recent years. Two recent passengers found themselves on a freighter cruise where the cargo was uranium! Not what they wanted.

10. Understanding

It may, in nursing parlance, be taken as TLC or Tender Loving Care! It may be seen as empathy or sympathy at a funeral parlour. We have seen many examples of an apparent lack of understanding in an increasingly commercial world such as the foreclosing of mortgages and mortgage sales.

11. Tangibles

These are clearly the outcomes of a service that we can touch and generally sense in one or more ways. A bad choice of lounge suite remains with you long after the service is finished. Whose fault was it, maybe yours. An excellent fiery Asian meal may certainly have a - hopefully — temporary extension to that meal, so beware Vindaloo.

Did I get the meal I ordered? Was my dry cleaning done as requested? Has my car been serviced as per the manufacturer's handbook? It very quickly brings to the "quality practitioner" the fact that all service industries require a series of processes to give the customer what he or she wants.

Conclusions

Remember the words of the immortal George Bernard Shaw ... "Progress is impossible without change; and those who

cannot change their minds cannot change anything".

Hubbard said ... "To mediocrity genius is unforgivable." Perhaps he meant .. "To mediocrity high quality is unforgivable."

John Ruskin highlighted that from a craftsmanship basis ... "There is hardly anything in the world that some man cannot make a little worse and sell a little cheaper." (Not politically correct! No apologies given or taken.)

For Desmond Morris fanatics on Curiosity ... "We never stop investigating. We are never satisfied that we know enough to get by. Every question we answer leads to another question. This has become the greatest survival trick of our species."

The American businessman E A Filene has this to say about Education ... "When a man's education is finished, he is finished."

Tony Stephenson

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Gwendelyn Guthals, Missouri

Breads

Bee-Sweet Banana Bread

- 1/2 cup honey
- 1/3 cup butter or margarine
- 1 teaspoon vanilla
- 2 eggs
- 3/4 cup whole wheat flour
- 1/2 cup all-purpose flour
- 1/2 teaspoon baking powder
- 1/2 cup quick cooking rolled oats
- 1 teaspoon ground nutmeg
- 1/2 teaspoon salt
- 1 cup mashed ripe bananas
- 1/2 cup chopped walnuts

Cream honey and butter in large bowl with electric mixer until fluffy. Beat in vanilla. Add eggs, one at a time, beating well after each addition. Combine dry ingredients in small bowl; add to honey mixture alternatively with bananas, blending well. Stir in walnuts. Spoon batter into greased and floured 9x5x3 inch loaf pan. Bake in preheated 325° oven 50 to 55 minutes or until wooden toothpick inserted near center comes out clean. Cool pan on wire rack 15 minutes. Remove from pan; cool completely on wire rack. *Makes 1 loaf.*

Colusa Corn Muffins

- 3/4 cup plain yogurt
- 1/3 cup butter or margarine melted
- 1/2 cup honey
- 2 eggs
- 3/4 cup all-purpose flour
- 3/4 cup whole wheat flour
- 3/4 cup cornmeal
- 2 1/2 teaspoon baking powder
- 1/2 teaspoon salt
- 1/2 teaspoon baking soda

Beat together yogurt, butter, honey, and eggs in small bowl. Set aside. Combine flours, cornmeal, baking powder, salt, and baking soda in large bowl. Add honey mixture. Stir just enough to barely moisten flour. Spoon batter into paper-lined or greased muffin cups. Bake in preheated 350° oven 20 to 25 minutes or until wooden toothpick inserted near centre comes out clean. Remove from pan; cool slightly on wire racks. Serve warm. *Makes 12 muffins.*

Desserts

Honey Fruit Dessert

- 1 punnet (8oz.) cream cheese
- 1 box (10oz.) strawberries, (partly thawed)
- 1 cup drained, crushed pineapple
- 1/4 cup honey
- 2 cups miniature marshmallows
- 1 pkg. dream whip

Cream cheese with honey until soft. Fold in partly thawed strawberries, marshmallows and pineapple. Whip the dream whip and fold into fruit mixture. Refrigerate 6 hours or overnight. *Makes 8 servings.*

Honey Chocolate Cake

- 2 cups sifted cake flour
- 1 1/2 teaspoon soda
- 1/2 teaspoon salt
- 1/2 cup shortening
- 1 1/2 cup honey
- 2 eggs
- 3 squares unsweetened chocolate, melted
- 2/3 cup water
- 1 teaspoon vanilla

Sift flour and measure 2 cups, add soda and salt; sift together three times. Cream shortening; gradually add honey, beating well after each addition to keep mixture thick. Add 1/4 of flour mixture and beat until smooth and well blended. Add remaining flour alternatively with water, beating very well after each addition. Add vanilla. Bake in two greased 9 inch layer pans at 350° for 30 minutes or until done. Frost.

Spreads and Sauces

Sweet Harvest Jam

- 4 cups fruit or berries (peaches, strawberries, raspberries or blackberries)
- 1 box (1 3/4 ounces) powdered pectin
- 2 cups honey
- 2 tablespoons fresh lemon juice

Combine crushed fruit and pectin in 5-quart saucepan. Bring to a full rolling boil over medium heat. Boil hard 1 minute, stirring constantly. Add honey and lemon juice. Return to a full rolling boil. Boil hard for 5 minutes, stirring constantly. Remove from heat. Skim off foam. Ladle into clean hot canning jars. Seal according to manufacturer's directions. Place jars on rack in canner. Process 10 minutes in boiling water bath with boiling water 2 inches above jar tops. Remove jars from canner. Place on thick cloth or wire rack; cool away from drafts. After 12 hours test lids for proper seal; remove rings from sealed jars. *Makes 2 1/2 pints.*

Honey Orange Julius

- 1 can (6oz.) orange juice concentrate
- 1/4 cup honey
- 2 cups milk
- 1 cup honey ice cream (vanilla can be substituted for milk)
- 12-15 ice cubes

Blend orange juice, honey and milk first. Then add ice cream and ice cubes one at a time.

To replace sugar with honey...

- 1) Substitute 2/3 to 3/4 cup of honey per cup of sugar.
- 2) Lower the baking temperature by 25°.
- 3) Decrease the amount of liquids by 1/4 cup per cup of honey used.
- 4) Watch the time carefully as things brown quicker with honey.
- 5) Be sure to stir the mixture thoroughly.



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IMPORTANT DATES FOR 1997

BRANCHES SEND YOUR MEETING DATES IN FOR 1997. NO CHARGE.

EXECUTIVE MEETING DATES

JULY - 24th AT CONFERENCE - IN NELSON

SEPTEMBER - 2nd and 3rd - WELLINGTON

DECEMBER - 2nd and 3rd - CHRISTCHURCH

MAGAZINE Copy/advertising deadline 1st of month. EXCEPT for DECEMBER issue. DEADLINE 25 NOVEMBER

COMING EVENTS...

PROPOSED NBA DATES FOR 1997

Conference

Specialty group meeting

Seminar

Conference/AGM

Special Meeting

Mon 21 July

Tue 22 July

Wed 23 July - Thurs 24 July

Thurs 24 July - 8am

Auckland Branch Remit discussion and voting meeting

Date: Thursday, 3rd July 1997

Time: 7:30pm

Venue: Cammell Apiaries,
133 Walmsley Road,
Mangere — *Opposite Robertson Road.*

Agenda: - General Business
- Approval of Minutes
- Discussion and voting on Remits
- Election of delegates

ALL WELCOME

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

AUCKLAND BRANCH

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NORTH CANTERBURY CLUB

Meet the second Monday of every month March to November inclusive.

Contact Mrs Hobson

Phone: (03) 312-7587

SOUTH CANTERBURY BRANCH

Phone: Noel

(03) 693-9771

CANTERBURY BRANCH

Trevor Corbett

Phone: (03) 314-6836

CHRISTCHURCH HOBBYIST CLUB

These are held on the first Saturday each month, August to May, except for January on which the second Saturday is applicable.

The site is at 681 Cashmere Road, commencing at 1.30pm.

Contact Peter Silcock

Phone: 342-9415

DUNEDIN BEEKEEPERS CLUB

We meet on the first Saturday in the month September - April, (except January) at 1.30pm. The venue is at our Club hive in Roslyn, Dunedin.

Enquiries welcome to Club Secretary, Dorothy phone: (03) 488-4390.

FRANKLIN BEEKEEPERS CLUB

Meet second Sunday of each month at 10.00am for cuppa and discussion.

Secretary — Yvonne Hodges,
Box 309, Drury.

Phone: (09) 294-7015

All welcome — Ring for venue.

HAWKE'S BAY BRANCH

Meets on the second Monday of the month at 7.30pm.

Cruse Club Taradale.

Phone: Ron (06) 844-9493

MANAWATU BEEKEEPERS CLUB

Meets every 4th Monday in the month at Newbury Hall, S.H. 3, Palmerston North.

Contact Joan Leckie

Phone: (06) 368-1277

NELSON BEEKEEPERS CLUB

Phone: (03) 546-1422

OTAGO BRANCH

Phone Bill (03) 485-9268

NORTH OTAGO BRANCH

Phone: Mr Peter Cox,
38 Rata Drive, Otomatata
Ph: (03) 438-7708

POVERTY BAY BRANCH

Barry Foster (06) 867-4591

SOUTHERN NORTH ISLAND BRANCH

Phone: Frank 478-3367

SOUTHLAND BRANCH

Contact Don Stedman,
Ph/Fax: 218-6182

TARANAKI AMATEUR BEEKEEPING CLUB

Phone: (06) 753-3320

WAIKATO BRANCH

Call Tony (07) 856-9625

WAIRARAPA HOBBYIST BEEKEEPERS CLUB

Meet 3rd Sunday each month (except January) at Kites Woolstore, Norfolk Road, Masterton at 1.30pm.

Convener Arnold Esler.

Ph: (06) 379-8648

WELLINGTON BEEKEEPERS ASSOCIATION

Meets every second Monday of the month (except January) in Johnsonville. All welcome.

Contact Frank Lindsay
(04) 478-3367.