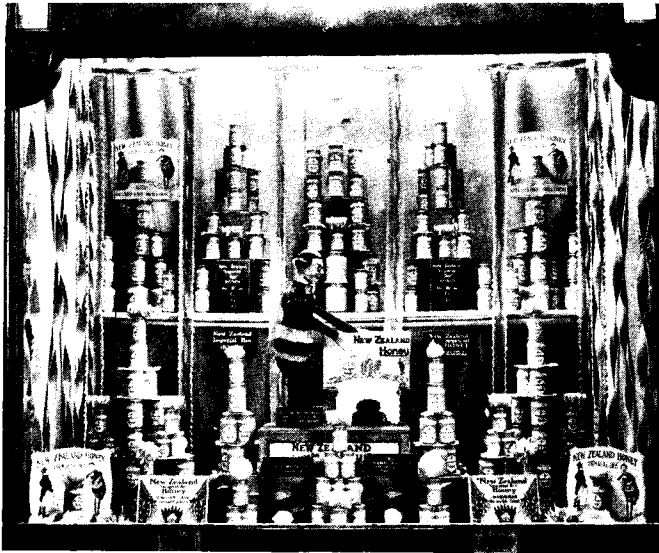


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The New Zealand
HONEY
PRODUCER

CHRISTCHURCH, AUGUST 10TH, 1929



WINDOW DISPLAY OF NEW ZEALAND IMPERIAL BEE HONEY
In one of Waitrose's Stores, London.

Issued Monthly, by W. B. Bray, in the interests of Better Beekeeping
and Better Marketing.

PER ANNUM 8/- IN ADVANCE

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IF SO,

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THE DEMAND FOR HONEY

Must be increased, Improved Marketing must be aimed at, Freight and Concessions must be continuously striven for, and general conditions must be bettered so as to make the Industry more pleasant and profitable to all engaged in it.

WHO IS TO DO THIS?

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If not a member, is at once to join the National Beekeepers' Association and further strengthen it with your financial support and your constructive advice and suggestions.

Fill in the enclosed Membership Form and forward to the undersigned.

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The only Melter that does not impair the quality of the honey

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This Journal is owned and edited by W. B. BRAY. All Communications to be addressed to THE EDITOR, Box 7, Barry's Bay,
via Christchurch for South Island Letters, and
via Little River for North Island Letters.

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VOL. 1

CHRISTCHURCH, N.Z.

No. 2

Editorial

THE MARKETING AGREEMENT

As the future success of the industry depends on finding a solution of the problem of marketing an ever-increasing amount of honey, it behoves all beekeepers to give immediate attention to the H.P.A. proposals, as outlined in our last issue. These should be read and re-read and read again, until the significance of the underlying principles is properly realised. The proposals are outlined so clearly that there is little left to be explained. It will retard the progress of the industry for years if through YOUR delay in signing up, nothing comes of the attempt that is being made to organise the market.

The H.P.A. in its early years was a huge success as a co-operative selling organisation. It obtained results that could never have been reached by individuals. It was inevitable that mistakes would be made as it had to blaze a trail in a new field, but these have gradually been overcome or left behind, and the organisation is the richer for the experience it has gained. The present marketing scheme will overcome the last and the greatest difficulty it has

had to face. To make co-operation fully effective the whole of the output must be controlled by the organisation, and this cannot be done unless the whole of the producers are bound by a firm agreement. The underlying principle of co-operation is that the selling should be organised through one channel in order to limit the profits of speculators and to develop the demand to prevent a slump when supplies increased. It has been impossible for the H.P.A. to achieve this object on the local market in the face of competition from its own members. The same would have happened on the export market, but for the operation of the Honey Export Control Act. Through the elimination of competition from N.Z. honey at Home, and by the advertising that was made possible by organisation, our honey holds the leading position in world prices. We are able to nett more than producers do in other countries. By signing the agreement on local marketing you will be voluntarily putting yourself, as regards the local market, in the same position that an Act of

Parliament has put you in regarding the export market.

The alternative to the successful issue of the present scheme will be an attempt to achieve the same results by following the lead which Australia has given us. It practically amounts to control applied to the local market. In our next issue we hope to have a full explanation of the Australian system. The principle of compulsion is established as applied to export and it is only a step further to apply it to local marketing.

It is necessary, not only to organise the local market by stabilising prices, but also to develop a campaign of advertising to increase the demand. We must keep the demand up with production unless we are prepared to face still lower prices. Without organisation it is almost certain that prices will continue to go lower.

The flour millers some years ago, were faced with the same problems that we have to-day. They signed an agreement, and when it expired they signed it for a further term. Did they hesitate? NO. They are all hard-headed business men. Would that all beekeepers were as good business men. You are signing away nothing. On the other hand you are signing into the privilege of sharing in the benefits created by the goodwill of all, yourself included. Procrastination is the thief of time. Don't delay, but act NOW!!!

YOUR ATTENTION PLEASE.

In ten days after our first issue appeared we have had the magnificent response of twenty-six subscriptions. If our conception of the needs of the industry were as lukewarm as that of the beekeepers, who have so far coldly ignored our first issue, then this issue would never appear. Have we misjudged the need there is for a journal to voice the aspirations of a young and growing industry? We think not. We have been guilty of over estimating the readiness of beekeepers to translate approval into action. The motto of the industry seems to be "Never do to-day what you can put off till the morrow." We would suggest another, "Blessed is he that expecteth nothing for he shall not be disappointed."

According to law this journal must appear regularly to date, and therefore we cannot wait for the necessary number of subscribers before going to press for the second issue. Judging by the nice things that have been said by the few we have heard from we feel sure that the majority of our readers intend to become subscribers and that it is merely dilatoriness that has prevented them so far. Perhaps it would be asking too much of human nature to ask those who do not want the journal to write and say so. It would only cost a penny stamp.

It will be no use saying to yourself that there will be plenty of others subscribing and that you will be able to come in at any old time. The journal definitely goes out of existence if sufficient subscriptions are not in by September

WANTED to Purchase—Apiary in good district in Canterbury. Apply "Apiary," c/o "New Zealand Honey Producer."

5th, so don't trust to the other fellow. Do your share at once.

It must be remembered that the journal is run by a beekeeper who is one of yourselves. Its losses cannot be charged to the profits of a bee supply business or to the income of an Association. It is not a money making concern in itself, even if it attains a 600 circulation. The only benefit the proprietor gets is in the general improvement of the markets likely to be brought about as a result of the co-ordination of selling efforts through the education of the rank and file. In that respect all beekeepers will share in the benefits. If beekeepers are so well satisfied with things as they are that they want nothing, then truly are they blessed for they shall surely get nothing. For ourselves we shall charge our losses to "Experiences of Human Nature."

Subscriptions are not our only wants. We must have contributors. Reward? Your, and our, reward is neither here nor there. Do we always look for reward? Is there not sufficient reward in the satisfaction of a thing well done? There are two classes of people in the world—the givers and the takers. We cannot all be givers all the time, but we need not be takers all the time. When we are in need we can take and be thankful, but when we see the opportunity of doing good by giving, then do it willingly. Through the power of the written word we are the inheritors of the wisdom of the past, and the trustees also, to hand it on with interest to the future..

Note.—Will subscribers sending cheques please add exchange.

DOES BEEKEEPING PAY AS A SIDE LINE.

Probably the majority of our readers can be called side-liners, that is, they do not make beekeeping their chief or sole means of livelihood. It is safe to say that with the majority of them the bees do not pay as well as they ought to. It is doubtful if anyone could answer the question one way or the other, taking it in the sense of a profitable return on the capital outlay after allowing for all labour and other expenses. Perhaps it would be better to ask whether sideliners' bees produce as much as they ought to. The answer is in the negative.

Perhaps if we discuss the reasons for our answer it will help these people to get more out of their bees in the future. The bees on a farm are generally the last to receive necessary attention, and this causes loss through disease, starvation and queenlessness. Neglect also brings on swarming and causes further loss, and finally if some or all these losses have been avoided, neglect to attend to supering or extracting can reduce the crop, which is also a loss, but not always realised, because what is never seen is never missed. The losses that are seen are disheartening, but if it were realised how unseen losses can be avoided and turned into a good profit, it is safe to say that bees as a sideline would receive more attention than they do at present. The sideler is never an experienced beekeeper or he would not be a sideler. He may like bees, but the problems of the farm, with the daily round of tending animals, claim his first attention. He has perhaps drifted into keeping a fair-sized apiary because the bees willed it so by swarming. He has kept buying the necessary hives because he knows that bees pay and, well, he does get a fair bit of honey sometimes. But about all he knows about the bees is that they should swarm every year, and he doesn't get round to attending to them till they start swarming, and then it is too late to get the best out of them.

If the necessary work is done at the right time it is surprising how little time need be spent on the bees and yet get the best returns from them. To begin with, all necessary material

WANTED to Sell, one 4-Frame Root Hand Driven Extractor, and to Buy a 2-Frame Reversible Extractor.—Apply "EXTRACTORS," C/o N.Z. Honey Producer, Barry's Bay.

such as hives, frames, and foundation, can be fixed up on wet days, when no outside work can be done on the farm. A great deal of time can be wasted in needless overhauling of the hives—looking at the bees. They are not necessarily being neglected if they are examined only once or twice before the honey flow commences, so long as certain fundamental essentials are attended to. The swarming problem fades away as a bad dream, but it is just when swarming is ordinarily likely to occur that the supering must be attended to or the season's work is lost. Once the honey flow is on in earnest the bees must be kept supplied with supers in which to store the honey. It is obvious that they cannot store more than the hive will hold. Once it is full they loaf or swarm, so when the supply of supers is exhausted, then all the sealed honey must be extracted to allow more super. room. It is just here where many beekeepers fail to take advantage of a good honey flow. Either they have too few supers or, having few, they fail to make the best use of them by extracting as soon as the honey is ready. Two supers for a brood chamber and three for honey is not too much to be prepared with, and in a good honey flow the three can be extracted and returned, extracted again as soon as ready, returned again and still more be stored in them. That first extracting is clear gain and sometimes a second one would be nearly all gain, so surely it would pay to put someone else on to the essential work on the farm while you get that extracting done.

Now what are the essentials of management in order to secure such apparently wonderful returns? Briefly stated they are

Plenty of stores. Do not take more than your fair share when extracting. Some honey should be left in the bottom storey but the second should be left FULL. A few supers of full combs should also be put away for emergency in the spring in case the honey flow is a bit late.

Young Queens should be at the head of every colony. It is old queens that do the swarming. The young queen had better be an Italian too, as one Italian is worth five or six blacks. Requeen half your colonies every year

with young queens bought from a reputable breeder. Then only the half with the queens in their second season need give you any anxiety regarding swarming, and you can practice a little queen breeding on your own account with these and incidentally learn more about eliminating the swarming problem. This subject will be dealt with more fully in these pages as time goes on.

Plenty of super room is the third essential when the other two have been complied with. Now having a young queen and plenty of stores two supers will be required for a brood chamber. Little attention is required before the time arrives for supering; it is essential to look for disease, to see that plenty of stores are available and that the colony is queen right. As the time for the honey flow arrives brood rearing reaches the peak, and it is then that stores quickly disappear if a spell of bad weather keeps the bees indoors. Sometimes the weather may appear to be fine, but really it may not be warm enough to promote secretion. That is the time when they extra combs of honey set aside come in so handy. They are quickly distributed where required and the bees are tided over a crucial period. It is better to give the super room too soon than too late.

For the actual time that need be spent on the bees the returns will compare more than favourably with any other stock on the farm if only the right work be done at the right time. The honey flow is like Time and the Tide, in that it waits for no man. If only it were as certain!

We will conclude by quoting a case of two apiaries of thirty colonies a mile apart, under different management. One produced three and a quarter tons while the other produced nothing and was reduced to ten or a dozen—not because of disease either. One lot belonged to a side liner.

STATE APIARIES.

We should like to see the advocates for the establishment of a State Apiary at the Massey College put their side of the case forward in as strong a light as possible. The mere passing of a resolution at Conference does not carry very far unless it is backed up by weighty arguments. We do not

We want every reader of the "N.Z. Honey Producer" to interest others in the Magazine. The faster it grows the greater its value to the trade.

remember that the discussion at Conference brought out any important reasons for the request that was being made, therefore we suggest that those who are anxious to see a State Apiary established at Massey College should lose no time in giving publicity to the arguments they can bring to bear in support of their request. There is an idea abroad amongst beekeepers that the Conference is the mouthpiece of the industry, and that when Conference has spoken there is nothing more to be said. We have to point out that there is another aspect which cannot be ignored. There are times when it is very convenient for the Government to meet the mouthpiece of the industry and gently and firmly turn down the requests made. It is easier to turn the whole organisation down in one coup than to turn it down individually. Especially is this so when a request is made in a weak or half-hearted manner or without having prepared the ground by creating a public opinion. Now this journal affords the means of consolidating public opinion so far as the beekeeping public are concerned.

For the benefit of those who are advocating this new State Apiary we wish to briefly review the position as it appears to us. In the first place, the Government is faced with the question of keeping expenditure down so as to balance the country's finances. Our industry is already under a great obligation to the present Government for having, under the financial difficulties

mentioned, honoured the promise of the late Government in regard to the subsidy for advertising our honey on the Home market. The Government are continuing with a heavy expenditure on part-time inspection work, which is proving most valuable to the industry by hastening the cleaning up of foul brood. Therefore any demands for further expenditure should not be made without sufficient reason.

It must also be borne in mind that a State Apiary is not an innovation in New Zealand. Twenty years ago we had three, one of them being a queen-rearing apiary from which queens were sold. It languished after a few years for want of business; another apiary was closed for want of experimental work; and the third one, Ruakura, was of very little account until its opportunity came to impart elementary knowledge of beekeeping to some hundreds of demobilised soldiers, many of whom have become successful producers. Apart from that, Ruakura has not distinguished itself as an experimental apiary. It would seem as if Ruakura has languished for want of experiments to carry out, as it has now been reduced to the status of a farm apiary, to demonstrate the value of an apiary as a side line on a farm.

It looks as if we will have to get busy finding reasons why another State Apiary is required now. We leave it to our readers.

Pushing Honey to the Front.

By W.B.B.

Previous to the discovery of America the only form of sweet the world had was honey. Owing to the primitive methods of beekeeping in those days it took more bees to produce a given amount of honey than it does to-day. Statistics were unheard-of then, so we have no means of knowing how much honey was consumed. We do know that the population of England, and of Europe, too, was comparatively small, while it is safe to assume that bees would be as numerous then as now. Not only did every village have its beekeepers, but nearly every one in the village would be a beekeeper. The present-day custom among villagers of ringing down the swarms is simply a survival of the custom in Norman times of ringing a bell to announce the

fact to the neighbours that one's bees were swarming. That settled the question of ownership of that swarm. The peasantry lived in small communities for mutual protection from robbers and wild beasts, and the bees were naturally kept where the womenfolk could keep an eye on the swarms. Wild hives in hollow trees were searched for and probably farmed by removing part of their stores. As late as a century ago Russian peasants systematically farmed wild hives, and it became customary to recognise marks of ownership. It is on record that one man could lay claim to five hundred such hives. Honey, being the only sweet, was much esteemed, so much so that it was considered a fit gift for one king to make to another. To this day the word

honey is used to indicate the superlative sense of sweetness—words of “honeyed sweetness.” But while the word has held its place, the honey itself has been neglected. Cane and beet sugar and glucose have taken its place as the chief sweet food of the masses.

What has been the cause of this change? The first cane sugar came from the West Indies, but it was not its cheapness at first that brought it into favour. It was probably the novelty and the easier handling of it that caused it to take on. About this time the population of the then civilised world began to increase considerably due to the ever increasing demand for population in the New World. During the last century this increase went on at a tremendous rate. Great Britain grew from less than two million to forty million. New Zealand, Australia, Canada, United States have increased in like proportions. Unfortunately for honey its production remained practically stationary for so long that it lost its place as the people's sweet. Sugar took its place because its production kept pace with the demand for a popular sweet at a popular price.

With the advent of the movable frame, the honey extractor and comb foundation the methods of producing honey were revolutionised. Since then the modern methods of beekeeping have been so improved and systemised that the production of honey has reached the point where it more than satisfies the demand. The problem of finding, or rather, creating the demand for increased production is not going to be solved at once because production can go on increasing for a long time yet. Every producing country is faced with the same problem.

One way to induce people to use more honey instead of sugar is to sell the honey at the same price as sugar. This method is absolutely out of the question. The cost of production of honey and its cost of distribution are so much greater than in the case of sugar that the producer could not live. Then also it is unthinkable that we should bring the superior article down to the price level of the inferior. Price is said to govern everything, but there are certain other factors which enter into the question, and it is these minor points which we must stress until they become the major argument in helping us to put honey in the lead again.

Honey has, besides sweetness, flavour, which varies according to the variety of flower it is gathered from. Thus besides flavour, it has variety of flav-

our and variety is the spice of life. Honey is a food which Nature intended for our use. It is a natural food. Sugar is not natural. It is manufactured. Man who prides himself as the master mind of Nature sometimes gains a hollow victory. His cleverness over reaches itself and Nature mocks at him with toothless gums and makes him dependent, on the glands of animals and the arts of dentistry to repair the damage which his perversion of Nature has brought about. The world has progressed in many ways during the last three centuries, but in some cases the paths of seeming progress have led to quagmires and it seems; we must retrace our steps to firmer ground.

Honey, the ancient food, has stood the test of time, and if we organise the offensive against the usurper we can restore honey to its rightful place as king of foods. At the same time, we build an assured future for beekeeping as an industry and we benefit the whole world by providing a health giving sweet.

Our main line of attack must be along the question of health. We must contrast the harmful nature of sugar with the beneficial results of using honey. The problems of health are becoming so varied and complex that people to-day are, consciously or unconsciously, paying more attention than ever to their personal health. Those who ail are seeking relief, and those who are well are studying how to keep well. This is our opportunity to oust sugar and enthrone honey.

The strongest argument that can be made to a person is one that appeals to his or her reason. The next step is then easier—to get that person to prove the argument by personal experience. Experience backed by reason remains your steadfast friend. Medical men to-day are giving us the reasons why sugar is a poor food and honey a pure food, why we should cut the one out of our diet and use the other exclusively. We can demonstrate the truth for ourselves. We should hammer away at these truths to convince the public. Advertising that appeals to capricious fancy or to exaggerate claims that are not backed up by the goods themselves has nowhere near the force and value of that which appeals to reason that can be backed up by experience. The former kind has to keep spreading itself to find new clients, who as quickly fade away, but the latter makes friends who themselves spread the advertising.

(To be continued.)

Apiary Work for August.

In most districts brood rearing will be well under way and on warm days the bees will be out looking for early sources of pollen. From now on, the consumption of stores will gradually be increasing, due to the increased activity in brood rearing operations, and it is not altogether wise to depend on the bees gathering new honey in the spring. The weather is too unreliable. Too many beekeepers are satisfied if their bees are alive in the spring. The bees have wintered and all is well. But it does not follow that all is well just because the bees are there. Wintering is only half the problem.

The next thing is to have the colonies in the pink of condition when the main honey flow opens. It cannot be done by stringing the bees along through the spring on starvation rations. It takes a certain quantity of honey to keep a colony alive, and ever so much more to build it up in strength sufficient to cope with the honey flow. Sources of honey in the spring are too uncertain to be depended on. If the bees are handicapped for want of spring stores they are merely commencing to build up when the honey flow arrives, and the flow may be over, or nearly over, before they are strong enough to secure any surplus. It makes all the difference whether the colonies build up their strength before the flow or on the flow. The proper solution to this problem spells the difference between a good or a bad season, between the successful and the poor beekeeper. The beekeeper who makes his living from his bees has learnt this lesson, but if all beekeepers would take it to heart there would be many more making their living, or a better part of their living, with bees.

It takes more honey to carry the bees on now till the honey flow than it does to carry them through from the last honey flow to the present time. At this time of year a colony should have thirty to forty pounds of stores on hand. It is not always possible in the autumn to judge things so nicely that each colony comes out right for stores in the spring, so it is just as well to go over all the colonies this month and lift them, to find out if any are unduly light. The light ones as found should be marked with a brick on top, then it can be seen at a glance where the honey is required.

There is no need to open any of the hives unless they need additional stores. Presuming that extra combs of honey were put away last year for this purpose, it is an easy matter to put one into each hive requiring it, late in the afternoon, so as not to cause any undue excitement. If no combs were put away it may be possible to secure the required number from colonies which are extra heavy and can spare one from the side. It is always a good plan to have surplus combs of honey stored away for emergency in the spring as they are far and away the best means of feeding.

There may be some inexperienced persons who, having extracted too close last year, now realise their mistake when they find their bees on the verge of starvation. To such I would say buy a standard bee book and an Alexander feeder for each hive. Study up the subject of sugar feeding, and feed.

Examine the entrances for broken comb, which indicates the presence of mice. It is better still to have kept the mice out by contracting the entrance in the autumn. A piece of old excluder zinc makes a good guard for mice. Another plan is to lay poisoned wheat under the hives and in a few empty hives.

Long grass is a nuisance in the bee yard. It harbours mice, and causes the hives to deteriorate by keeping them too damp near the ground, and in the hot weather it interferes with the ventilation of the hive. One of the easiest ways to keep the grass down is to keep a few well-woolled sheep in the yard. Previously I have laboriously cut the grass with a scythe, taking days of labour with no return other than a lot of stings and disturbed hives. Now half a dozen ewes do the work gratis, and the returns from lambs and wool pay the rent of the yard. I find that the Shropshire or Down is the best breed for the purpose. They must be well dipped each season or they will rub too much against the hives. It is best to buy a few pet lambs here and there as they do not fret or run when they see dogs or men, and they will stay in a small enclosure contentedly.

This is the time to go over all the spare combs, cutting out drone comb and replacing with patches of worker comb. If this is done neatly so that the new piece is held firmly in place

the bees will build it in so that the patch will hardly be noticed. Where the combs are too bad to repair they should be cut right out, the frame wired again, and foundation fixed in. Good straight worker combs are a pleasure to work with, and they are worth more to you than perhaps you realise. Send your wax away to a foundation maker (see our Advt.—Ed.) to be made into foundation, and get on with making up your new frames for next season.

If you use excluders in your hives,

these should all have been out long ago, or if not, you will probably have a number of queenless colonies shortly. The workers like to make their winter nest in the upper storey, and if the excluder be left in between she cannot follow them, and so dies from cold.

Have you oiled all the honey tins you had left over? Better do it now or you will find them too rusty to use next season.

ROBT. GIBB,

Menzies' Ferry.

Electricity for Melting Cappings.

By W.B.B.

In 1920 I tried melting cappings under glass according to a plan I had seen in use at Mr J. Walworth's some years before. It worked right enough when there was a whole day's sunshine, but it was a nuisance getting the slum gum off the wire screens, which were raised half an inch from the floor of the tray to allow the honey to run away before the melted wax came. I found that unless the screens were thoroughly cleaned each time, the slum gum remaining had a tendency to retard the honey and also to stain it as it was held under heat much longer. It was also a great nuisance if the day became overcast before operations were completed. Another disadvantage was the unloading and loading while robbers were about. However, a mild whirlwind was the final arbiter, as it smashed the glass frame.

The following few seasons I potted along with the Baines (Severin) melter, but not liking the way it darkened the honey and the close attention it needed, I was casting round for something better. About this time electricity became available in my district, and I conceived the idea of making it take the place of the sun's rays. It was rather a poor season and there being no hurry to extract I at once set about constructing an oven to test the idea out. I cut the big tray of the solar extractor into four, and made four shelves in the oven. There is no need to describe its construction in detail, except to say that the heating element was led backwards and forwards in the frame of each shelf so as to deliver the heat as evenly as possible. The shelves were given a downward pitch to the back, of three inches, to allow the

honey and the wax to run away as fast as it melted and be caught in the separator can of the Baines melter.

Thinking it would be necessary to keep the heat within a certain limit, I provided a thermostat control, but afterwards cut it out when I found it was not necessary. It would make the house lights jump up and down. I also found that the bottom tray took so long that the top tray would be over done, so I removed it. That left three days, each with a heating element above and below it, the fourth element being in the top of the oven. Even then I found the bottom tray slower than the others, so to compensate it I loaded it lighter.

Remembering the difficulty I had with the slum gum on the screens of the solar extractor I tried covering the screens with cheese binding. The results were entirely successful. The honey came away unharmed, the wax was secured in a nice clean cake ready for market, and the slum gum was left on the cloths, which later were boiled and washed ready for use again, more wax being obtained from the slum gum. Besides that, there was no danger of fire, and it did not need continual watching. The loading of it and the unloading might take half an hour, but for six hours I could attend to other work. I found out that it required a certain time to do a certain quantity, and once the job was finished the current had to be turned off, thermostat or no. The current consumed amounted to six to seven units, according to how heavy the trays were loaded.

I might here say that I have never yet uncapped direct into a capping melter. For one thing, I do not like

working over any heating arrangement, and I do not see any advantage in going to the trouble of heating up an appliance to melt the cappings as well as ALL the honey that comes away with them. It delays operations at the start and takes attention between whiles, besides spoiling to some extent more honey than is necessary. It is not really the heat which spoils the honey, but it is the contact with the slum gum under heat which stains the honey. Unless you are working with absolutely new combs there is always a certain amount of slum gum. I uncap into a Dadant can, and the cappings are well drained before they go to the melter; thus I have less honey to heat up. With the electric melter the honey begins to run as soon as it gets warm, and the warmer it gets the faster it runs, and by the time the last of it is too dry to run, the wax begins to melt and fall on top of the honey. It is only the top layer of the honey which reaches the heat sufficient to melt wax—143 degrees F.—and as authorities say a heat of 160 degrees does not harm honey, it is easily seen that the honey from the electric melter should be right. Besides that, it does not have that flavour of cooked slum gum.

(To be continued.)

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The above prices are nett cash, free on rail Christchurch or f.o.b. Lyttelton. Wax of superfine quality only will be accepted for conversion into Thin Super.

BEESWAX.—I am paying highest market rates for good Beeswax in any quantity. Write for quotation, stating how much you have for sale.

BEE SUPPLIES.—I can supply almost anything that the Beekeeper needs—Hives, Frames, Honey Tins and Cases, Honey Tanks, etc.

Write for Price List.

A. ECROYD
11 THORNTON ST, CHRISTCHURCH

Notes on Honey Market

Last year Cuba exported 3337 tons of honey valued at 7 cents per lb, and 117 tons of beeswax valued at 29 cents per lb. The majority of the honey and wax went to the United States, Great Britain, Germany and France.

LONDON PRICES IN MAY.

The Imperial Food Journal reports:—The following prices for honey have been realised during the month: New Zealand, 58s to 88s per cwt; Canadian, 55s to 70s; Jamaican, 42s 6d to 55s; other West Indian, 40s to 52s; Cuban, 42s 6d to 50s; Haitian, 42s 6d to 52s 6d; Californian, 40s to 55s; Mexican, 40s to 50s; Siberian, 32s 6d to 52s 6d; fair quantities of medium Australian have been sold at 40s to 44s.

In 1928 Jamaica exported 800 tons of honey.

Palestine, as a new future source of supply of honey, has made its debut on the English market, the initial shipment comprising 5 tons, of excellent flavour and quality, having arrived last May.

Imitation is the sincerest form of flattery. Australia is copying our methods of marketing overseas. They have a blending and packing plant near London and their honey is being advertised under the "Golden Wattle" brand. They are organising their efforts towards developing an advertising campaign, but in some parts the effort is hanging fire. The Melbourne "Argus" recently concluded an editorial survey of the position with these words: "The export trade in Australian honey has never been large, and it would appear that the recent effort at organisation is not being supported by apiarists to an extent which will enable them to emulate New Zealand in developing a profitable business overseas." Honey generally and New Zealand in particular is receiving considerable publicity of a favourable nature in overseas newspaper.

Apparently we lead the world with our export methods. It is up to us now to bring the local marketing scheme to a successful issue and give a lead to the world again on internal methods.

Successful bee-keeping depends primarily on young queens, plenty of stores, and plenty super room at the right time.

Alliance **BEE** Supplies

BE PREPARED !

The new season is rapidly approaching, and with the return of Spring, beekeepers must be up and making those very necessary preparations for a maximum crop. Amongst the first things to be done is a stock-taking of appliances, and a decision as to the quantities required for the season.

Use "Alliance" Bee Supplies

Good appliances help increased production more than any other single factor. "ALLIANCE" supplies are right, and give universal satisfaction. The most successful beemen in the Dominion will have no other, for the simple reason that "ALLIANCE" goods are absolutely accurate, and help them in their work. You cannot do better than follow their example, and equip your apiary with supplies manufactured by

The Alliance Bee Supplies Co. Ltd.

P.O. BOX 572 - DUNEDIN.

New Price Lists and Catalogues are in the course of preparation, and a copy will shortly be sent to every registered apiarist in the Dominion. If you do not receive a copy, write us.

Mention the "N.Z. HONEY PRODUCER."

Save Your Beeswax.

Recently when visiting a 400-hive beekeeper it was brought home forcibly to the writer the large amount of beeswax that is lost annually in the industry through lack of appreciation of the value of the wax in old comb. This beekeeper said he never attempted to recover the wax from old brood comb, as he thought it was hardly worth the trouble. When informed that a set of ten combs yielded over three pounds of wax he was somewhat surprised. On his requesting to be let into the secret he was informed that it could be obtained in a sixpenny pamphlet published some years ago and then he remembered that he had one somewhere. Amongst the smaller beekeepers who have insufficient to justify the expense of the necessary appliances this wastage is to be expected, but it is surprising to find a commercial beekeeper so neglectful of a source of income.

We remember a few years ago of a beekeeper bringing along about 120lb of wax which he had rendered from old combs. When we discovered the number of combs he had put through, we laughingly suggested we would very much like to have the slum gum. As it happened, he had put it aside into barrels. It seems he had merely boiled the combs and rubbed the slum gum dry on a stout scrim stretched tight over the top of a barrel. Yet he had a wax press!

Our laughter, however, spurred him to further action, and a week or two later he turned up with another 135lb from that slum gum. He had put it through the press and made a good job of it this time. But the moral is that if he had put it through the press at first he would have got all the wax then with no more work. The 135lb of wax represents the profit on the work and that amount is more than sufficient to pay the cost of a press which will last for years. By the time sixty supers of old comb have been put through, the press is paid for in the extra wax obtained, allowing three pounds of wax to ten combs, fifteen pence per pound for the wax and £6 for the Hatch press. After that, more than half the wax can be reckoned as profit on the labour.

It may be true that melting old combs is a messy, smelly job, but, even so, the beekeeper still has the best of it compared to the unpleasant tasks there are in other industries. Perhaps we beekeepers get so used to working in clean, pleasant surroundings that we

become somewhat fastidious. Well, rendering old combs is not a messy job if carried out properly with the necessary appliances. It is a nice, warm job for a cold day and the smell is not bad if the combs have been kept dry. It really is a pleasant odour then.

Some may take exception to our estimate of three pounds to a set of old combs. We have done it again and again. Whenever putting through a straight run of combs a check is kept on the number to compare the results in wax. Just recently we put through 110 supers of combs, a large proportion of which were being rendered because they were so heavy, being brood combs up to twenty years old. The result was 335 pounds of clean wax, and we know that some wax was lost (through the operator not being able to handle the bags of slum gum, or pudding as we call them, through an injury to his hand.

We were interested in reading a recent article in the American Bee Journal by H. C. Dadant, in which he says that a set of ten brood combs, Langsworth size, probably holds three pounds of wax, but that with the best appliances it is possible to get only about two and a half. Dadants' handle hundreds of tons of wax yearly, and render a considerable amount of old combs on the share basis. The illustration of their plant gives us the clue to the low estimate they make. They boil the slumgum in the press by using steam jets in hot water. The slumgum has already been soaked a day or two before it is put in the press. Such a method of heating will never apply sufficient heat thoroughly to disintegrate the wax from the cocoons. It will get some but not all. We prefer to put the combs in dry. The hot water immediately soaks into the cocoon and sets the wax free. We put the combs into boiling water and stir until everything is thoroughly broken up. After that the secret is in pressing small lots—a little and often. The proof of success is the amount of wax we get. Beekeepers keep a check on your wax rendering operations and see whether you are getting results. It will pay you.

In setting aside the wax to cool, the thing to remember is that the hotter it is the cleaner the block will be clear to the bottom. We used to cover the tins with bags, but now we set the tins in a case and cover it with a close fitting board. The case holds the heat

better and the blocks cool more evenly, so that they leave the sides of the tins easily. They are also a better shape for packing or stacking. We always use clean tins. Some beekeepers are not so particular, judging by the blocks we have seen.

Most show schedules have a stipulation that wax must be shown as turned from the mould. Anybody can take cappings wax and melt it down into a nice butter coloured block turned out of a basin or dish. We have often thought it would be a better test of beekeepers' skill to have a class for wax as rendered from old combs in one operation and as turned from the settling tin without scraping (washing allowed). If we were judging we would chop the block in half. That tells the tale.

Even the slum gum has a value. The residue obtained in refining sugar looks much like it and after it is dried and burnt the ash is sold to manufacturers of agricultural manures. We spread the slum gum round the fruit trees and over the garden. On bare clay it brings a great growth of grass if seed be sown. This year we are digging some of the finest celery we have ever grown. Slum gum was dug into the bottom of the trench before the plants were put in. Even when scattered on top of the ground it brings results.

BARRETT AND BRAY.

Subscriptions will not be acknowledged until the next issue goes to press, as if insufficient support is received to justify continuance, remittances will be returned intact to senders.

Casual Advertisements for the Wants and Exchange Column will be received at the rate of One Penny per Word. Minimum, 2/-.

WANTED TO BUY.

WE are Cash Buyers of Beeswax in Small or Large Quantities. State quantity and quality (comb or cappings) in first letter.

BARRETT & BRAY, BARRY'S BAY.

Send sixpence in stamps for pamphlet on Beeswax.

Two penny stamps will bring you a pamphlet on Honey, the Health Food.

W. B. BRAY,

Barry's Bay.

Correspondence

To the Editor.

Sir,—The first issue of the new journal came as a welcome surprise, and I have much pleasure in sending along my subscription. I was particularly struck with the article on Figures on page 7. It seems to me that you are right about the danger that exists. It looks now as if too much honey is being sent away. Who can say how much is left in the country? Why should the Government not collect statistics on honey production every year? They collect statistics of all other farm crops. What is the use of the register of beekeepers if it cannot be made use of in this way every year? The local constable calls on me once a year to know how many cows, pigs, etc., I keep, and how many acres of potatoes, turnips, etc., I grow. I suppose even the family house cows and the "pigs that pay the rent" affect the statistics of the dairying industry. Why could not the constable take the figures on honey production at the same time? The collecting of the statistics should not cost anything extra. The taking out of the figures would be the only extra cost.—I am, etc.,

"MARLBOROUGH."

(If the Government collect the statistics they are likely to be stale before they are released for our information. When you want a thing done thoroughly, do it yourself. If the beekeepers would do the work themselves through their National Association they could, month by month, keep their fingers on the pulse of the local market. Given a sufficient proportion supplying monthly figures, the balance could be ascertained by averaging up on the figures supplied.—Editor.)

SOLDER IN EXPORT TINS.

(To the Editor).

The attention of producers is drawn to the damaging effect to the reputation of our honey through flakes of solder occasionally appearing in packages going out to consumers. In packing New Zealand honey both here and abroad, every care is taken to preserve the honey in its natural state.

The honey is not manipulated in any way and is only subject to about 90 per cent of heat, just sufficient to make it flow from the tins. No further

straining of the honey takes place after it leaves the producer. It is therefore highly important that the producer should pack his honey in perfect condition.

Through failure to examine export tins before filling, flakes of solder occasionally get into the honey, and while these actually will do little damage, their presence creates quite a lot of concern among our customers abroad, who, not knowing the circumstances, naturally imagine all sorts of things.

Producers are advised to ask their canister makers to, as far as possible, prevent solder getting into the tins, and, as a further safeguard, clean round the inner edges of the tins with a small mop on a wire handle that will bend to reach all corners. The solder appears to get inside the tin through the seams when the tins are being dipped. Shaking the tin does not generally reveal its presence, as more often than not the solder is adhering by a slight filament which breaks away with the pressure of the honey. The extra care to avoid this trouble is well worth while, as all suffer alike from the bad advertisement our honey receives when this mishap occurs.

J. RENTOUL,
Chairman.
Honey Expert Board

An Appreciation.

Mr. C. A. Oldman writes:—I was very pleased to receive July number of "The N.Z. Honey Producer," and my sub. for one year is enclosed with pleasure.

You say, "I do not set out to be a philanthropist." Be that as it may, you are certainly supplying a most essential need, and meriting the whole-hearted approval of N.Z. beekeepers. Those who, like myself, are far from the centres, have no means of keeping in touch with affairs that should concern us most. Even our organisation, the National Beekeepers' Association of N.Z., becomes merely a name, for we hear nothing of its activities. "Out of sight, out of mind." We lose interest, and neglect to pay our subscriptions, and thus keep the organisation that is continually working for our interests in a state of poverty.

We cannot go to Association meetings, but your Journal can and will bring the Association to each individual beekeeper, and this alone would justify its existence.

Just a word regarding the proposals submitted in a circular signed by yourself and Mr. Pearson. I did attempt to write to you at the time, but simply could not become enthusiastic, and finally threw the letter in the fire. Your proposals may be quite all right,

WE ARE BUSY BEES Making HONEY TIN CONTAINERS

A full range of Honey Containers always in stock. . . . Price Lists on Application. PRINTED TINS our specialty. Special quotations for 10 gross or over gladly given

J. GADSDEN & CO. LTD.

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TIN PLATE PRINTERS and CANISTER MAKERS

SERVICE AND SATISFACTION GUARANTEED

but I could not see any necessity for another beekeepers' organisation, especially as we keep the two already with us in a chronic state of poverty. The National and the H.P.A. both have everything essential to enable them to thoroughly carry out the proposals outlined in the circular—**except cash.** I considered it far better to finance the two organisations we already have rather than create another that would only handicap their activities. If it were possible I would rather see the National and the H.P.A. amalgamated than have more Associations formed."

Yes, we admit it is hard to become enthusiastic in face of the way in which beekeepers are neglecting and even

working against their organisations and their own interests eventually. You hit the nail on the head when you said "**except cash.**" So we put that in black letters. That circular was an attempt to stir the beekeepers to a realisation of that fact. We hope this Journal will also be a means to that end. Yes, it is hard to keep up our enthusiasm when we get 26 subscriptions in ten days; but we have fared better than the National, who in that time **did not receive one** application for membership. But it is better to attempt something and fail than attempt nothing and succeed in doing it. Even if we fail, the failure will not be ours, but the beekeepers.—Editor.

BETTER PRICES

Beekeepers generally think that the price of their produce does not give an adequate return for the labour involved. The progress of their business of production is hampered by a want of capital, which can only be obtained by the sale of their product. The urgent question of the present is how can better returns be secured.

All honey producing countries are faced with the same difficulty and are adopting means suited to their conditions to improve matters. Australia has adopted organised marketing under their Primary Producers Organisation and Marketing Act with the result that their producers are now getting much more than ours for their honey, whereas formerly their returns were at least 1d per lb less than ours. Under their Act if two-thirds of producers vote to have their product brought under the Act, then all that particular product is handled by a Marketing Board.

We have no legislation that will enable us to do this, but we can by voluntary agreement, organise our selling in the same way and get the same results. If beekeepers will sign up the local marketing agreement then they will be able to sell their honey, not give it away for any price that is offered.

The Honey Production Industry has two pressing requirements—Stable prices and bigger Sales. This is the objective of the Marketing proposals.

A strong publicity campaign to increase the use of honey is provided for out of the increased profits. An expenditure in propaganda of one halfpenny per lb on the honey sold in the Dominion would probably double the quantity sold in a year or two. Improved prices would provide this amount and this desirable result would be obtained at no cost to the producer.

The honey industry has not gone back. Our Export is returning us an even price. The loss is on the local market due to competitive selling. It rests with beekeepers themselves to improve the position.

If you wish further details regarding the Marketing proposals, send inquiries to the Secretary of the National Beekeepers' Association, or to The Managing Director, N.Z. Co-op. Honey Producers' Association, Box 1293, Auckland.

Contracts supplied by Secretaries of all branches of the National Beekeepers' Association.

Seventy-five per cent of production must be signed up before December 31. Failing this all agreements signed lapse. About fifty of the 75 per cent have already signed. If you have not already done so, send in your signed agreement. The sooner all signatures are obtained, the sooner improvements can be started.

N.Z. CO-OPERATIVE HONEY PRODUCERS' ASSOCIATION, LIMITED