

REGISTERED FOR POSTAGE AS A NEWSPAPER

The New Zealand HONEY PRODUCER

CHRISTCHURCH, NOVEMBER 10TH, 1929

THE TRUTH, THE ROAD, AND THE DEVIL AS CONCERNING BEEKEEPERS.

THE TRUTH NON-CO-OPERATION.

"I am sore in need of money, therefore must I sell my honey;
Since prices fall from day to day, I'd better get the stuff away!"

SALESMANSHIP.

"Dear Merchant don't you wish to buy?"

"Alas! I find your price too high!"

"Then take it for a penny less?"

The Merchant kindly answers, "Yes."

THE WOEFUL CHORUS.

"Born beneath a luckless star, we poor beekeepers surely are;
Despite our patient hope and toil, ill-fortune does our efforts foil"

SOLILOQUY

Hon can we bee-men be so dense?—

The merchant laughs at our expense!

We only see that prices fall

And we are "heading for the wall!"

Hark! to the chorus, but the Truth beware,

Think not that fortune's either foul or fair;

We are the builders of our destiny;

And well might take our pattern from the bee.

"Thou can'st not live alone unto thyself,"

Good fortune answers not to greedy self!

Co-operation spells the common good

In this, the dawning age of Brotherhood.

THE ROAD

And even now our leaders wisely plan,
And strive to help us all as best they can.
They have the will to mark the road ahead,
Though we be shiftless as a lump of lead—

They are the prow, and we the hull,

For they are keen and we are dull;

Shall we sink with sloth and pride

The vessel they would safely guide?

THE DEVIL

The Devil seems the "hand of fate" to men who won't co-operate!
In truth, we are, if we but knew, the Devil and his Victim too!

O Brothers of the honey trade, what profits has the devil made?
He has robbed us from our youth because we would not face the truth!

VICTORY

The truth is clear, the road we see, our goal is set in victory!
Let "courage" be our racing car, and we shall win a lucky star.

R. E. HANSEN.

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

PER ANNUM 8/- IN ADVANCE

To attain the Utmost Success in Beekeeping, use 'ALLIANCE' Hives & Equipment !

EVERY APIARIST naturally wants to get as big an output as possible. To do this, increase the number of your Hives, and see that they are "ALLIANCE" make—as used by leading Beekeepers in the Dominion. The best proof possible of the Superiority of these Hives is to compare them after one season's service with any other make; then is the time you will appreciate what real value means! You want also to utilise the best Equipment, for that undoubtedly is Cheapest in the long run. The "ALLIANCE" Brand, being of the Highest Grade, gives uniformly satisfactory results, and reduces the expenditure in Time and Trouble to a **minimum.**

The Alliance Bee-Supplies Co. Ltd.

1 MASON STREET, DUNEDIN

Printed Honey Containers

ATTRACTIVE PACKAGES HELP SELL YOUR HONEY

We have adopted a standard design for 5lb. and 10lb. PRINTED HONEY TINS in 4 attractive colours, and for orders of 3 gross or over you can have your name and address incorporated in the design for a very small extra charge.

These Printed Tins (with blank name panel) can be obtained in lots of One Dozen or over, as follows—

5lb. Tins, with handles, 6/3 per dozen.

10lb. Tins, with handles, 9/3 per dozen.

These prices bring the Printed Tins within the reach of all, and the tins will always retain a fresh, attractive appearance, which must enhance the value of your honey. There is also the saving of the cost of labels and the labour of putting them on.

Further particulars can be obtained direct from—

J. GADSDEN & CO. LTD.

**118 DURHAM STREET, CHRISTCHURCH
10 STURDEE STREET, WELLINGTON**

THE NEW ZEALAND Honey Producer

Our Motto:

"BETTER BEEKEEPING and BETTER MARKETING"

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.

SUBSCRIPTION :: 8/- per annum, in advance.

Vol. 1

CHRISTCHURCH, N.Z.

No. 5

Editorial

OUT OF STEP.

There is an insidious movement amongst some Chambers of Commerce to undermine any efforts on the part of primary producers to organise their marketing affairs. One such Chamber, which represents a small Westland town which has no commerce but tourists, which has a more glorious past than future, and which is very sensitive about the amount of rainfall it gets, is making good use of that most useful tool, the person with an imaginary grievance. He happens to be a beekeeper in a small way, but with the aid of C. of C. he is making a big noise. He has circularised all Members of Parliament, attacking the Honey Export Control and the local marketing scheme. When we read his previous circular we were reminded of the old story of the fond mother who saw her son on parade with the regiment and exclaimed, "They're a' oot o' step but oor Jock." Probably Jock thought so too. He was listening to the wrong tune. However, Jock is finding it a hard job to get the beekeeping ranks to change the step.

The Chairman of the Control Board promptly sent out a reply

exposing the falsity of his arguments and innuendoes. We reprint both the attack and the reply for several reasons, though we grudge devoting space which, but for Mr. Murdoch's unwarranted attack on the industry, could be devoted to something constructive, and therefore more useful. If a lie is given a day's start it can never be overtaken, but we are going to do our best to undo the harm which Mr. Murdoch has done. Perhaps beekeepers will now wake up to the fact that this Journal is a real necessity.

There may be some who think as Mr. M. does, and if so it will do them good to read the Chairman's reply. It is easy for beekeepers who never meet another beekeeper to get their thoughts into a groove and come to gloomy conclusions. But our mission is to dispel the gloom by letting in the light of knowledge.

We beekeepers cannot afford to let the matter rest where it is, even though we feel fairly sure that most Members of Parliament have correctly sized up the smallness of Mr. M.'s mind. He will come back to the attack yet, for he has the quality of doggedness. Would that it were devoted to a worthy cause!

Therefore we urge all our readers to take the first opportunity of calling on their Members of Parliament personally or writing to them and expressing their disapproval of Mr. M.'s tactics and their confidence in the Control Board and organisation generally. A Member of Parliament is always pleased to get first-hand knowledge from his constituents, and at such times political colour does not count.

The £9000 grant for advertising purposes is now an accomplished fact, but nevertheless no effort should be spared by beekeepers to counteract the harm that has been done or may be done yet. It is the first direct assistance the industry has had in its marketing problems, and, as shown on Page 4 of our September number in connection with advertising, the grant is fully justified.

There is very little to say on top of the Chairman's reply, but we want to add this. We have first-hand knowledge of conditions in Westland, and we do know that there are beekeepers there, wholly or nearly dependant on their bees, who are satisfied with export prices. The Greymouth grade store figures prove it. If Mr. Murdoch or anyone else can bring documentary evidence that they can get more for their honey the Control Board will not stand in their way. But they charge the 1d. per lb. advertising levy, and why not? Because advertising has put N.Z. honey so far in the lead that it is worth more than a penny per lb. more than other honeys. The Canadian Trade Commissioner in England is recommending the N.Z. system to the Canadian beekeepers.

If the industry is at a low ebb in Westland it is the fault of the individual beekeepers who find it so. In spite of the poor season last year, all the beekeepers do not find it at a low ebb. Perhaps

Mr. Murdoch can tell us who the Westland beekeeper was who sent two tons of honey to Wellington some two years ago or more. It was good honey in good cases and new tins. His agent in Wellington could not find a buyer, and finally asked him to forward cash to cover freight and other charges. The beekeeper told the merchant he could have the honey to keep if he paid the charges. That honey recently found a buyer at 2½d. Now, Mr. Murdoch, was that the fault of the Control Board or of the H.P.A. or of the beekeeper himself?

Years ago Mr. Murdoch was a booster of beekeeping for the West Coast as a get-rich-quick game, and he has not forgiven the writer and others for pricking his little bubble. Time has proved his critics to be right. If he would put the same energy into convincing Westland beekeepers that foul brood is their greatest obstacle to production on economic lines, then prices would not be so all important.

THE MARKETING CONTRACTS.

Signatures are coming in steadily, but not so fast as they should. Probably, too, many are leaving it to the last minute. It would help the organisers considerably if everyone intending to sign would do so at once, as there will be considerable work to do in organising the details once it is seen that sufficient support is obtained to enable the contract to function.

CANTERBURY.

SHEEPFARMER Wants **LADY** keen on Bees assist wife with home duties and some afternoons bee work. Share profits if arrangements can be agreed upon.

CORRIEDALE, Care This Paper.

The Editor would be pleased to have Copies of August Issue from those who do not intend to subscribe.

The Honey Industry of New Zealand.

A Mr Murdoch, a beekeeper, producing approximately one ton of honey in the total production of New Zealand of about three thousand tons, has seen fit to issue a criticism of the Honey Export Control Board. In 1924 the Acting Trade Commissioner, Mr Manhire, issued a report setting out the disastrous effect of all kinds of honeys, ranging from dark colour to water-white and from rank flavour to neutral being sold in the United Kingdom as best New Zealand honey, and the Honey Export Control Board was formed to obviate this and preserve the high name of New Zealand honey. Existing contracts would necessarily have been allowed to continue, but Mr Murdoch's arrangement did not constitute a contract under the Act, and as such was not allowed. Mr Murdoch evidently still resents this legal decision rejecting, in 1924, the arrangement he had prior to the Control Board's operation as a contract which would be permitted under the control system. The matter of Mr Murdoch's grievance has already been fully investigated by the Agriculture Department and rejected. The lengthy correspondence covered practically the entire industry.

Mr Murdoch had the whole facts before him, and therefore in his criticism lays himself open to the charge, by his statements carelessly and aimlessly made, of misrepresenting the position, or to being so entirely ignorant of the fundamentals of honey production and marketing, as to warrant his criticism being accorded the indifference due to one who makes statements, careless of whether they be false or true.

The honey position in Westland is at a low ebb because of the recent scarcity of high-grade Rata honey owing to unfavourable seasons and the prevalence of Birch honey of low grade and rank flavour, which, under a system of open marketing, would probably be unsaleable at any price in the United Kingdom at the present time.

The honey industry was fortunate in being able to make use of the services of Mr Clark when in England on private business. Mr Clark handled very important matters in connection with the industry from which direct benefit has been derived to the industry as a whole. This was in 1924, prior to the Honey Export Control Board coming

into operation and therefore had nothing to do with the board.

In 1924, before control, five hundred tons of honey were exported. In 1928 the honey export was one thousand and thirty tons and in 1929 one thousand and ninety tons, proving the efficiency of the Honey Control Board's policy and operation.

The control is not absolute. It merely requires that the honey be distributed through the board's agents. The honey is not pooled, the shipper making his own arrangements with the agents. Liberal advances can be obtained, if desired, immediately the honey is shipped.

The Honey Producers' Association, Ltd., working on a capital of £10,000 advances to producers £50,000 per year and during the latter end of the war period, when shipments could not be made, the beekeepers were carried for a period of two years until a market could be established. No better testimonial to efficient management could be made to refute any suggestion of bad management in the past.

The report of the Imperial Economic Committee's seventh report—Honey—gives the consumption of honey in the United Kingdom as four thousand tons, of which three thousand tons are imported. There are therefore two alternatives: one is to scramble for the three thousand tons business on a price basis against Californian, Canadian, Russian, Argentine and other honeys returning threepence per pound and less to producers as compared with New Zealand honey at 4½d, or by a system of standardising and packing in retail packages assisted by propaganda publicity work organising a market and building a connection which will be permanently profitable and which no competitor can take away on a basis of price. That this policy is sound is proved by the fact that in the United Kingdom, New Zealand honey holds the premier position, and as regards imported honey in Scandinavia, New Zealand honey is also first.

Compare the position of the New Zealand producer receiving 4½d per lb average for his honey, as against the Californian and Canadian packer receiving 3d per lb average. Californian and Canadian freights, in addition, are

only about half of ours. The comparatively enviable position of the New Zealand beekeeper is due to the soundness of the marketing policy and the efficiency of its operation.

The break-down of Control in export markets would bring about the same unsatisfactory conditions as prevail in New Zealand to-day, where beekeepers, following the elimination of organised marketing seven years ago, are actually selling at less than export parity. Beekeepers to-day, in selling and packing their own honey, are selling below market parity, because their labour and cost of packing must be charged as this time and effort put into production would yield a greater proportionate return.

The National Beekeepers' Association, composed entirely of beekeepers, recommends organised marketing in New Zealand because it would mean that the price of honey would be standardised and yield an increase in the returns to the beekeeper. The tendency towards elimination of price cutting is a universal movement, and the application of similar measures to those recently passed in Australia and the United States of America, to the honey industry in New Zealand, would be very valuable to the beekeeper.

New Zealand honey is prominently displaying the name of New Zealand in shop window displays, exhibitions and in general publicity throughout the United Kingdom, Northern Europe, Germany, Austria, Czecho-Slovakia, Denmark, Sweden, Norway, Finland, Colombo, Straits Settlements, Malay States. Sales have been arranged at exhibitions and very valuable publicity work has built up a name for New Zealand honey second to none of all the fine products which New Zealand produces. This has been solely the work of the control organisation. The total cost of the board to the industry is £100 in honorariums, £10 office expenses and sundry expenses. The personnel of the Control Board and its policy can both be changed by vote of the beekeepers concerned, all beekeepers who are exporters being able to vote.

In 1928 the total export of honey was 2,306,065 pounds, of which the Honey Producers' Association exported 2,271,305 pounds, roughly 1000 tons as against 15½ tons not handled by the association. In 1929 total exports were 2,458,292lbs, of which 2,407,824lbs was handled by the association, and only 50,468lbs, equivalent of 22½ tons, outside of the association, which was split

up between eight shippers and eight producers. The association therefore is almost as representative of producers as the board.

Last year a sum of £7169 17s was spent in advertising in export markets, the accounts concerning which are accessible to every producer. The disbursements for advertising under the grant of £9000 from Parliament will be made in close co-operation with the High Commissioner's Office in London, with the officers of which in the past all matters concerning advertising have been discussed.

Both Control Board and the Association have every desire to thoroughly satisfy all concerned with the industry, and are at all times pleased to answer any criticism and give the fullest information.

JOHN RENTOUL,

Chairman, Honey Export Board.
Auckland, October 14, 1929.

SUGAR PRICES.

For some time now the grocery trade has been waging a cut price war and, unfortunately for the beekeeper, sugar is one line that has been featured. In many places it is sold at an actual loss. Beekeepers should lose no opportunities to point out to their grocers that such a policy is most unfair to the honey-producing industry. Sugar producers do not spend their money in the country. Honey producers do. Cheap sugar enables the housewife to make cheap jams and preserves, and thus compete with many lines, including honey, that the grocer sells. The grocer expects to get 20 per cent on turnover on all the honey he sells. Yet he sells sugar at a loss. He would look askance at beekeepers if they asked him to sell their honey at cost. Sugar is naturally cheaper than honey, but the present tactics of the grocery trade make the disparity in price worse still against the honey. It might be possible to shame the grocers into giving us a fair deal. Let every beekeeper try. But, be tactful!

CANADIAN HONEY PRODUCTION.

According to a report issued by the Dominion Bureau of Statistics, Ottawa, Canada produced in 1928 a total of 10,040 tons of honey. Ontario's share was 4692 tons and Manitoba's 3578 tons. Exports totalled 556 tons, most of which was sent to the Netherlands, Germany and the United Kingdom, in the order named.

Correspondence

To the Editor.

Sir,—Your editorial covering Mr Maxwell's letter leaves very little more to be said, but as I am probably the other one of the two that has spoken of compulsory control I would like to make a few general comments on his statements.

Compulsory control is a logical development of co-operative marketing. This system of marketing is designed to return to the producer the maximum return from the sale of his product. It does not build up strong reserves for market manipulation, and is, therefore, subject to such attack by proprietary concerns.

The idea is not new, nor foreign to good business methods. It already applies to a certain extent to our own meat trade in that producers are barred from selling to certain outside trusts. As you point out, it is in operation in parts of Australia, and in Queensland, where it has applied for seven years, the boards controlling the marketing of various products have all been renewed by increased majorities. A Marketing Board on these lines would prevent the possibility referred to in Mr Maxwell's fourth statement. Mr Maxwell, no doubt, has in his mind what happened under the previous control of the local market by the association. But it is the equalising of the price for local and export sales that would largely prevent this. Under the old scheme, the difference between the export price and the local price was such that the temptation to go on the local market was, to many, irresistible. Under the present scheme, the margin of profit to be obtained by local selling would not offer the same inducement to start a packing and sales business with all its extra work.

In initiating the scheme it would not do to boom beekeeping. A steady increase in production should be aimed at, accompanied by development of consumer demand. Boom conditions should be avoided, and sales extension encouraged by keeping prices as low as is consistent with fair returns from well-managed apiaries. I do not think that the good effect of local sales by beekeepers would be lost under the scheme. The beekeeper would sell as paid him best, and there would always be profits to be made by local selling. But the cost of many sellers working the same territories would be saved.—I am, etc., J. RENTOUL.

MARKET REPORTS.

The only information we have of conditions outside Christchurch is that in Wellington 2lb cartons are now down to 1s 2d retail. We should like to hear from as many as possible, so that next issue we can give a comprehensive report on prices in the main provincial centres. We want the wholesale and retail prices for the various sizes. For instance, prices for a well-known pack in Christchurch are:—

| | Cartons. | 5lb Tins. |
|-----------|--------------------|-----------|
| Wholesale | 1's 7s 3d, 2's 14s | 36s 0d |
| Retail | 9d 1s 4d and 1s 5d | 3s 9d |

QUEENS ITALIAN QUEENS.

Those requiring high grade Italian queens, are advised to book their likely requirements NOW.

A Busy Season and Keen Demand is Assured, so orders will be fulfilled in the order in which they are received.

Prices—£3 10s per dozen.

£6 10s per twenty-five for cash.

E. W. SAGE,
Ohaupo.

"ACORN" Comb Foundation

"Good as the best, better than most."

PRICE LIST—SEASON 1929/30.

Medium Brood—25 lbs. and over, 3/2; 10 lbs., 3/4; 5 lbs., 3/6; 1 lb., 3/9 per lb.
Thin Super (26/28 sheets per lb.)—5 lbs., 4/3; 1 lb., 4/6 per lb.

YOUR OWN BEESWAX CONVERTED:

Medium Brood—25 lbs. and over, 8d. per lb.; 10 to 24 lbs., 10d. per lb.; under 10 lbs., 1/- per lb.

Thin Super—10 lbs. and over, 1/9 per lb.; under 10 lbs., 2/- per lb.

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

STRAY NOTES.**By A BUSY WORKER.**

Your enthusiasm, Mr Editor, and your unfailing optimism assuredly inspire your readers with high hopes for the future of the industry. Your ideals are those that appeal to the great body of sensible reasonable men and women engaged in beekeeping. The policy you advocate in respect to the various matters you have dealt with editorially commends itself to your readers. All power to your pen.

Mr Maxwell in his letter in last issue just fails to deal with the subject in the broad sense. Knowing him personally I realise his earnestness, but his fears of the predations of future unsigned producers are clouding his generous co-operation with those who are striving for the interests of the industry as a whole. I hope he will now add his weight to help to pull the local market on to safe firm ground.

In "Work for the Month" appears a statement that "an old Italian queen is as good as a young black one." This is not quite right. First if both an Italian and a black queen are young and vigorous there is very little difference in returns from the two colonies. (A big query). The blacks work earlier in the year and earlier in the day and secure nectar when the Italians do not. (Then why is their surplus smaller?—Ed.). Blacks do not die from starvation nearly as frequently as the Italians under similar conditions. In the height of the honey flow the blacks have a lower satisfaction point and so do not store quite so great a surplus as the Italian. (You have just said there is very little difference. Say nearly instead of quite.—Ed.). A young vigorous black queen will easily beat an old Italian queen as regards honey production. The blacks, however, have several disadvantages—low resistance to disease, nervousness and excessive swarming tendency. These mean greater manipulation to secure a given return and the loss through disease is considerably greater than with Italians. Hence we eliminate blacks.

Note by W.B.B. I have colonies headed by three-year-old Italian queens, that are as good as the average black with a young queen. The reason I consider such a colony better is that the chances are that the old queen will normally be quietly replaced with a young one—superseded—and then the colony is miles ahead of the black.

I am a great supporter of your idea of coloured labels for different grades of honey. Many to whom I have spoken would like to hear more of the suggestion.

AUCKLAND NOTES.

The Auckland Central Branch meets regularly each month in the old Grammar School. Splendid attendances are recorded and keen interest is taken by members in the discussions and addresses. An appeal is made at each meeting for signatures to the marketing agreement and from six to eight are secured each time. A canvass is being made of those not yet signed up.

The branch is publishing a monthly news sheet to assist in organising the beekeepers by securing "signatures" and members.

All beekeepers in this district realise the urgent need for the organised marketing of honey in the Dominion. Last season 2lb tins were sold to city merchants at 13s per dozen. (Was this price less wholesale discount and were the merchants wholesalers or retailers?—Ed.). A buyer for one of the largest firms in the city said that he was trying to secure the whole output of a certain large beekeeper at 12s for the coming season. "It is your own fault," he said, "you beekeepers have made the merchants and retailers sick and tired of you. You never have stable prices. Every beekeeper has a different price, so of course we must get all the profit we can while we have the chance. If the beekeepers stabilised the prices and a responsible organisation had control of the marketing we would welcome it and never question the price."

The honey flow has started several weeks earlier than usual in the north. The clover was blooming profusely at the end of October and began yielding during a hot spell that lasted a few days. The growth of clover is more luxuriant than has ever been recorded at this time of year.

PUBLICATIONS RECEIVED.

The Alighting Board is the title of a monthly news sheet published by the Auckland Central Branch and distributed free to all beekeepers in the central district. We congratulate the branch on having such an enthusiastic president who is mainly responsible for the success of the undertaking.

As Others See us.

The Editor has received a most encouraging letter from Major Fraser, who at one time was the accountant for the H.P.A., and later became manager at a very critical period in the Company's history, and remained at the post till the danger was over. He is now living in retirement in England, but he still retains a keen interest in the honey business, as the following extracts will show:

"Greetings. I have just received a copy of the N.Z. Honey Producer from the H.P.A., and I take this opportunity of congratulating you on its general turn-out, and I sincerely trust you will get sufficient subscribers and contributors to make it a real live wire.

"What pleased me more than any thing was the information that individual selling had been a pronounced failure. If you will remember when the matter had to be decided on one way or another as to whether loyal shareholders had to stand on one side and see outsiders reaping the benefit of H.P.A. advertising, or be allowed to sell locally, I was greatly against the change. But I could see that the only way out was to let the local market go and bring everyone to the same level, and consolidate on the export market. I knew this must eventually bring everyone into line, but I must admit I never thought it would take nearly six years for the beekeepers to find out they were cutting their nose to spite their face.

"However, it is very satisfactory to realise that the H.P.A. successfully withstood the storm. But you can all thank the General Manager and Directors of the H.P.A. for the gallant fight they made against such adverse circumstances, battling so strenuously to make the export market bear the brunt until such time as the local market comes into its own again. I can see no reason whatever, now that everyone has had his lesson, that the local market should not do as well as the Imperial Bee market in England and on the Continent. Mills and Co. have done wonders. I doubt whether the system of selling can be improved upon. I know that you can buy 'Imperial Bee' in nearly every town of any size in England, and the blend is consistently good.

"I am going to Hong Kong on the 28th September, and will probably be out of England for about nine months, but I should be delighted to hear how your journal gets on, and if the New Zealand Honey Producer, the National, and the H.P.A. fighting together will have sufficient influence to re-establish the local market. It will be a great thing to the beekeepers of New Zealand if you do. Nothing would please me better, and when I remember the three years' strenuous work I had with you all fighting hard to keep the H.P.A. on its legs I feel very optimistic as to the future. If they all thought as I do there would be no doubt about it. I again wish you every success. Kindly give my regards to all old friends. Kindest regards, and best of luck.

H. FRASER."

QUESTION BOX.

I am in a district where the honey is too thick to extract because of the manuka, so I have to go in for section honey. I find that some colonies will not build in sections, and they seem to sulk unless they have full frames. I should like a little advice about the best way to proceed.—H.C.S.

Answer.—Colonies must be extra strong to work in sections, and it is probable that the ones which sulk have old queens, hence they are not building up a sufficiently vigorous and numerous force to work in the sections. Try re-queening with a young queen, and give her the run of two supers for a broodnest. If, then, they will not go into sections, reduce them to one super, leaving as much of the sealed brood as possible, putting the remainder in another colony and then put the sections on.

You say that the beekeeper who wears gloves has savage bees. Why so?—A.C.

Answer.—In the first place, having the protection, he is rougher. The gloves make his fingers clumsy, and many bees get crushed. The gloves get stung, and the smell of the poison is always there to irritate the bees every time, so that many times when they could be handled quite safely without making them angry, the gloves start the trouble at once. Bare hands are easily washed.

Work for the Month.

This is the time to tackle the F.B. problem. Get at it before swarming, and treat by the M'Evoy method (there is no other that can be relied on). If you wait till the swarming season you may wake up some bright day to find that the only hive in the apiary that had F.B. has swarmed and lost itself in the apiary, and wandered into every hive, so get at it before this disaster occurs. Remember I have gone through the mill and I know what it means. Hives treated now will gather quite a lot of surplus before the end of January.

You should now have all your spare frames nailed up, wired, and new foundation in same, and whenever new frames are wanted use the wired foundation; in fact get the bees to do most of their comb building before the honey flow, and so use up the inferior honey that is gathered in the spring months. Whenever you examine a brood nest, and that should be at least twice a month now, keep one eye open for F.B. and signs of swarming, and whenever a well drawn comb can be taken from the brood nest do so and replace with full sheets of foundation. You will thus build up a store of spare combs that will be all ready to fill when the harvest begins.

At this time of the year a second story should be given the bees if they can utilise same, and allow the queen the free range of the two supers, so that she may spread her brood-nest and have a big surplus of workers when the clover starts yielding. If the colony is small and only partly occupies one super, take a frame of brood and bees (don't take the queen) from one of your strong colonies and give to the weaker one. Do this all round the apiary, and it will be surprising how rapidly the weaker ones build up.

By the time these notes appear we should be looking round for export tins and cases. There are many makers in both islands, and one southern firm, I understand, are sending out their tins oiled. This is a good move as we often neglect to oil them when we receive them, and the acid used in soldering soon sets up rusty stains. As there have been numerous complaints from London re particles of solder in the honey, it behoves every beekeeper to make a careful examination of his tins when he gets them.

R. GIBB.

FINDING BLACK QUEENS.

The quickest way in the end is to sift all the bees through a queen excluder. The new all-wire excluders are the best for the purpose, as the bees go through quickly. Fasten one to the bottom of a super. Shake the bees off the combs into an empty box, putting the combs into another super. Also brush bees off super and bottom board into the box. Replace the super of combs and put queen excluder super on top. Shake all the bees out of the box into this super. To do this first give the box a good bump on the ground to throw all the bees to the bottom, and quickly pour them into the super. The few remaining can then be dislodged by turning the box upside down and bumping it on the edge of super. Now gently smoke round the upper edge of the super to prevent the bees running up and over the sides. In a few minutes they will all be through the excluder and it will soon be possible to spot the queen.

I congratulate you on your enterprise. Your journal will no doubt be of considerable interest to beekeepers and will, I trust, prove to be beneficial to the industry.—Hon G. W. Forbes, Minister of Agriculture.

ELECTRIC WIRE EMBEDDER

SUITABLE FOR 6 V., D.C., or 12 V., A.C.

Fitted with a Make and Break Thumb Switch.

Post Free 10/-.

W. D. KINGSTON

ROBINSON'S BAY, Via CHRISTCHURCH.

Field Day Hints.

As this is the time of the year when field meetings play an important part in the organisation of our industry a few hints will not be out of place.

Next in importance to preparing a good programme comes the question of carrying it out so that, without wasting time, interest is maintained right along. Too often a demonstration will fizzle out into desultory discussion amongst small groups, and those who are more or less strangers to one another get left to themselves till things waken up with another demonstration. The fault often lies with the person demonstrating, who fails to maintain his grip on his audience when it comes to question time. Questions are inevitable. It is presumed that the demonstrator has spoken loud enough for everyone to hear clearly. He must do the same with questions. Very often the questioner comes across and puts his question in a sort of confidential manner. If it is answered in the same way the demonstration fizzles out. Unless the question has been asked loud enough for everyone to hear it, then it should be repeated to the audience before the answer is given. In that way everyone understands what is going on all the time, and a full interest in the programme is maintained.

Beginners especially should benefit by attending field meetings which give them the opportunity of profiting by other people's experience, and every visitor to such meetings should remember this when it comes to the question of giving financial support to the organisation that makes such meetings possible. It may be the only opportunity they have of meeting association members during the year, but theirs is the opportunity to make the value worth a year's or even several years' subscription. The secretary should not have to chase them to join up.

The task of providing refreshments is no light one, and is particularly trying to a hostess if the number of visitors is uncertain. It is best therefore to intimate that visitors should bring their own picnic lunch, otherwise the association calling the meeting should take charge of all the arrangements for refreshments.

Several intervals should be allowed in the programme to allow visitors to get to know one another. The social side of the meeting is the most enjoyable part of it. It is not a bad plan to have at least one roll call, because it is most annoying to find afterwards

that someone whom you would have liked to meet personally was there unbeknownst to you.

FIRE LOSS.

We regret to report the loss by fire of one of the largest extracting and packing plants in New Zealand, the property of Mr T. J. Mannix, of Waihou. It is particularly unfortunate, coming at such a time, because the loss included practically all the supers. As Mr Mannix is operating about 2000 colonies he is faced with the tremendous task of making up over 2000 supers with frames for same in time for the honey flow. Mr Mannix estimates his losses at £1000 over and above the insurances.

As yet we have no information as to the probable cause of the fire. As fire is an ever present danger beekeepers should take the utmost precautions, especially with smokers, whether recharging them or putting them away. In the summer, when the grass is dry, the smoker should be emptied into a tin standing on dug ground. The writer once started a grass fire through standing the tin on the grass, which caught alight underneath. It was fortunately noticed just in time. Smokers should be stored in a cupboard outside. An empty oil drum on its side, with the open end canted down, is a good place for it. Only safety matches should be used as mice or rats are liable to carry them away, and some day a fire starts in the nest. Not long ago the writer left a box of safeties on top of a stack of empty combs at an outyard, and the next morning a pair of mice had chewed the box open, carried away some of the matches, and chewed splinters off the square corners.

The eternal cigarette is the cause of many fires, and he is a wise man who bans smoking in the honey house. Birds' nests are also a source of danger. A sparrow has been known to carry a lighted cigarette butt to its nest.

With the tendency towards the establishing of central extracting plants the fire risk is increased, therefore the greatest care should be exercised in the choice and use of heating and melting appliances. Last year Messrs Woods Bros., of Rangiora, had a similar loss at the beginning of the extracting season.

Government Grant for Advertising New Zealand Honey.

The Chairman,

Progress League, Hokitika.

Sir,—I take it that it is just as much your duty to protest against anything that is not in the best interests of your district as it is to encourage anything for the prosperity and development of Westland.

I wish to draw your attention to the attempt of the Honey Control Board, which is engineered by the Directors of the Honey Producers' Association, in obtaining from the taxpayers of New Zealand the sum of £9000 for advertising Imperial Bee Honey. Under date April 11, the Hon G. W. Forbes, Minister of Lands and Agriculture, writes as follows:—"With further reference to your letter of January 3 in regard to a promise by my predecessor to assist the bee-keeping industry, I now have to advise that it has been decided to include an item of £9000 on the current year's estimates for a grant for advertising. Payment of the amount can only be made after the appropriations have been passed by Parliament, which will not be until the end of the session."

The last Balance-sheet of the H.P.A. shows only £6 6s spent during the year on advertising, and now they want the taxpayers of New Zealand to give them £9000 to spend on advertising.

I contend that if it is decided to expend £9000 on advertising New Zealand honey this sum should be under the administration of the High Commissioner's Office in London.

When Parliament passed the Honey Export Control Act they had no idea how its operations would cripple the industry and debar legitimate exporters of New Zealand produce from carrying on their business. Even Sir Joseph Ward, with his forty years' experience as a New Zealand produce exporter, is debarred from shipping one ton of honey to London, unless he employs amateurs and consigns it to the agents of the H.P.A., Messrs A. J. Mills and Co.

When the Control Board were voted limited control, they took absolute control, and charged one penny per lb on all exported honey for advertising, as well as all other charges. The Control Board have been in absolute charge of the industry for nearly five years, and find they are unable to make a success

of the industry, so they come cap in hand to the Government for £9000. Who knows but that in another two or three years they will come again on the same errand.

The industry in Westland is at a very low ebb, as I have failed to find a single bee-keeper who is satisfied with the price for their honey obtained through the Control Board. The Control Board rode rough shod over every other exporter, even if he had a contract prior to control coming into force and had a registered brand and an export license. The Honey Producers' Association also engineered Mr Clark, Chairman of Directors of the H.P.A., to the position of Government nominee on the Control Board, so that no other exporter had any representation on the Board. Thus the Control Board refused point blank to allow any bee-keeper to ship his honey to any other firm than A. J. Mills, who are the agents of the H.P.A. Would there not be less chance of collusion if more than one firm were dealing with the Board?

When Mr Clark, the Government nominee, returned from a trip to the Old Country (where he had been on private business) he was voted £300. Bee-keepers wanted to know what he did to earn this amount of money, as it would take a lot of honey at 2½d to 4½d per lb to pay for his services. They are still wondering. The Honey Producers' Association admit bad management in the past, but when is it going to end?

Thirty years ago more than the above price was obtained, so that neither the Honey Producers' Association or Control Board have obtained better prices for the producer, as they promised to do if bee-keepers would only vote for Control. With an annual export of from 300 to 600 tons of honey, the expenses of the Board are too great, and when the Dairy Board and the Meat Board, with their huge output, are considering amalgamation, why not one Board for all New Zealand produce controlled in London?

Hundreds of bee-keepers in New Zealand were debarred from voting for or against Control, and to-day the directors of the H.P.A. are engineering an attempt to control the price of honey in New Zealand. Does this mean that the small man, called a side-liner, will

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**

be pushed out of business, when the price will go up by fixation of prices? Where is the difference to a Trust or a Combine?

Westland bee-keepers would be better off without the restrictions of the Control Board, as it operates against a fair living being made owing to the heavy charges made for marketing honey by the Board. Westland has the advantage of a grade store for honey in Greymouth, and if the Member for Westland, Mr James O'Brien, would bring down a Bill to have Section 15 of "The Honey Export Control Act, 1924," amended, there is no reason why honey grading 90 and over should not return the bee-keeper, after all expenses are paid, 6d per lb.

If the following Bill were passed by Parliament we would not even ask for £9000 to advertise our honey in London.

"Section 15 of 'The Honey Export Control Act, 1924,' is hereby amended as follows: By adding thereto the following words: 'Notwithstanding anything to the contrary in the provisions of this Act it shall be lawful for any intending exporter of honey to export the same free from any control by the Board if such exporter can satisfy the Minister that such exporter can sell the same at a higher nett price than can be obtained by the Board.'"

As soon as the above amendment becomes law a number of Westland bee-keepers intend to form a syndicate and ship from the grade store in Greymouth to London through a New Zealand firm who handle large quantities of our butter and cheese, thus eliminating the prohibitive charges of the present Control Board.

There are thousands who tell you
it cannot be done,

There are thousands who prophesy
failure,

There are thousands to point to you
one by one

The dangers that wait to assail you,
But just buckle in with a bit of a
grin,

Then take off your coat and go at it:
Just start in to sing as you tackle
the thing

That cannot be done—and you'll do
it.

JOHN MURDOCH.

Ross, September 25, 1929.

SIGNS OF THE TIMES.

A Honey Marketing Board has been appointed in New South Wales. Under their Marketing of Primary Products Act a two-thirds majority vote of the producers of honey brings the Board into existence. It consists of five members, three of whom are elected by the producers and two are appointed by the Government. One of the Government nominees of the new Board is Mr A. Cook, a son of Sir Joseph Cook. While in charge of the honey department of the Producers' Distributing Society, Mr Cook gained a good deal of experience in the problem of selling honey. This Society worked on the lines of a voluntary pool, so it is significant that the producers have abandoned it in favour of a compulsory pool under the Honey Marketing Board.

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

"APIARISTS' JOY."

This Guaranteed Disinfectant for Saving all Foul Brood Combs from Destruction without impairing their general efficiency is obtainable only from myself.

Beekeepers are advised to treat all diseased combs NOW, before the hot weather is with us.

Cash Price £2 5s per 5-gallon Drum.

E. W. SAGE,
Ohaupo.

CHINCHILLA RABBITS.

CHINCHILLA RABBITS.

THE SILVERMINE STUD—Comprising Five of the Most Famous English Prize-winning Strains, including the Most famous Essex Strain. Two Notable Pedigree Bucks at Stud fee, £1/1/-. Young Pedigree Stock available at £3/3/- to £5 each. Mated Does at £7/10/- each. Order early to avoid disappointment, as an Australian demand is likely to deplete available N.Z. Stocks.

Y. H. BENTON, BOX 47, FEATHERSTON.

The Value of Competition.

On frequent occasions we have noted the effect of foreign competition on the quality, packing, and price of home-produced honey, but the lesson requires frequent repetition, and at every repeat jeremiads appear in the bee press. We are told that beekeeping in Britain will be crushed out by colonial and foreign honeys, that prices realised will give no profit to the home grower, that the abundant surplus of better climes makes our small yield unprofitable. We refuse to believe that honey-producing is not a good source of income, but indissolubly linked with that statement is the qualification that modern methods must be adopted. Just as in dairy farming, where co-operative efforts have steadied the market and given the farmer some reasonable return, so in honey marketing the present loose procedure must be terminated before the occupation can become an industry.

These remarks have been prompted by the receipt of three pamphlets from the New Zealand Export Control Board, Colonial House, London, S.E.1, entitled "The Food Value of Honey," "New Zealand Honey," and "Honey for Health." They are to be had for the asking, and no better illustration of propaganda could be suggested. It does seem strange that people from the Antipodes should find it profitable to print literature for distribution in Great Britain on the importance of a natural food which can be produced in abundance in our own land. We look in vain for such publicity from the recognised beekeeping associations in our own country. They seem content to leave this form of advertisement to others, content to pick up any crumbs of profit that may accrue after the excellence of New Zealand honey has been recognised by the palate of the British public. Some years ago, it is true, a rather insignificant leaflet on honey as a food which one of the national associations, but could peruse in a minute was issued by in the present pamphlets of ten and twenty pages, well printed and illustrated, we have the oldest maxims from the Book of Proverbs set alongside modern requirements for health. At every turn, by every illustration, at the foot of every page one is reminded of the excellence of "Imperial distributed in enormous quantities the Bee Honey," and as this literature is British public will soon come to imag-

ine that the New Zealand honey is the best, and will form a taste for its special flavour to the detriment of the home product. The paragraphs are set forth with telling effect, as for example, "How hot is a pound of honey?" "Porridge and Honey," "Cheap Foods are Dear," "Rest the Kidneys," "Ten Years Added to your Life," "The Food of Paradise," etc. We have referred in extenso to these publications because of their intrinsic excellence, because of their future effect, because of the paucity of such propaganda at home, and because of lack of co-operation between the different societies, individuals, and authorities interested in beekeeping in Scotland.—Scottish Farmer.

I would like to compliment you on your journal. The freshness and vigour of writing is quite a feature, and the whole gives one an impression of something substantial. I trust you will be successful in getting the required subscriptions. I would like to have half a dozen copies for sending abroad.—J. Rentoul, Auckland.

FOR SALE
Quality
Comb Foundation
 At Lowest Rates.

All Grades BEESWAX Bought.
 Send Sample and Weight for
 Quote.

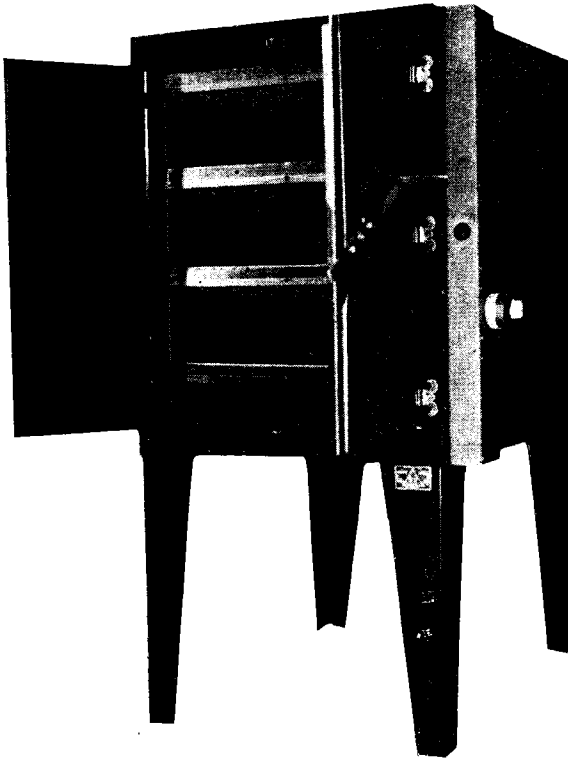
A. H. DAVIES
 HILLCREST APIARIES,
 HAMILTON.

FOR SALE
Comb Foundation
 Excellent Quality.
 Write for Quotations.

Pearson Bros.
 CLAUDELANDS.

The
Bray Electric Cappings Melter

The only Melter that does not impair the quality of the Honey.



BUY NEW ZEALAND
 MADE GOODS

NOTE:—Trays and Separator Tank not shown in illustration.

THE ELECTRIC CAPPING MELTER has been thoroughly tested out by the inventor during five seasons, and it is the last word in Capping Melters. The one illustrated has the capacity for the drained cappings of over 21 cwt of honey; It consumes 6 to 7 units of current, turns out the honey equal in quality to the bulk extracted, turns out a large cake of clean wax ready for market and does all this at the turning on and off of a switch. No attention, no danger of fire, no spoilt honey. The MELTER has other uses of which more later.

PRICE ON APPLICATION TO THE MAKERS.

BERRY & HALLIBURTON
 165 MANCHESTER STREET, CHRISTCHURCH.