

REGISTERED FOR POSTAGE AS A NEWSPAPER

The New Zealand **HONEY** PRODUCER

CHRISTCHURCH, DECEMBER 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.

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10-lb. Tins „ „ 8/3 doz.

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THE NEW ZEALAND Honey Producer

Our Motto :

“BETTER BEEKEEPING and BETTER MARKETING”

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via Little River for North Island Letters.

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VOL. I

CHRISTCHURCH, N.Z.

No. 6

Editorial.

CRITICAL TIMES.

December is always a critical period of the season. It is the month when the honey flow usually commences. Sometimes our hopes of a good crop may be dashed to the ground with a continuance of dry weather, or held in suspense by periods of rain and cold winds. At present it is hard to define the general prospects. In some parts conditions are too dry, in some too wet, yet in other parts a good flow has commenced.

But the question of the size of the crop is not so important as the question of how we are going to dispose of it. In that sense, December, 1929, is truly a critical month for our industry, and for years to come the success or otherwise of our marketing is going to depend on the outcome of the present effort, which will come to a fruitless end on the 31st December unless a huge number of producers wake up from the lethargy they seem to have dropped into, and sign the marketing contract. At least 1200 signatures are required to make the contract valid, and at time of writing 200 have been obtained. We know personally of a number who fully intend to sign, but have not done so yet, so

it would seem that the small number is not due altogether to indifference or opposition, but rather to neglect.

We call our readers' attention to the brief report of the meetings of the Control Board and the H.P.A. Board of Directors. If those who have not signed up the marketing agreement thought that all was well enough before, a perusal of these reports should convince them that critical times are ahead. During the last few years the producers have done so much damage to their local markets by price cutting that they all became disgusted with the prices to be obtained. In their extremity many, who formerly broke away from the H.P.A. or had never joined it, turned then to the H.P.A. as a haven of refuge. It had the export market left intact, thanks to the foresight of the Board in securing the passing of the Honey Export Control Act. Where the export had previously averaged about 500 tons per annum, it jumped during the past two seasons to over 1000 tons per annum. Such a sudden jump put a big strain on the selling organisation, which has had an uphill fight all the way. It seems paradoxical that by successful organi-

sation New Zealand has been able to force its way to the lead on the English market against all the world, yet on our own market, protected by a high tariff, the producers, by lack of organisation, have reduced the market to an unprofitable proposition. This state of affairs seems to be incomprehensible. Yet it is a hard fact. The irony of it is that the spoiling of the local market bids fair to undo all the good that has been accomplished already. Here we have an accumulated surplus of unsold stocks at the other end of the world, and the possibility of a larger crop than usual at hand, which will be anything over 1000 tons larger than can be absorbed locally unless some real live organisation is backing up the disposal of it.

It seems as if the very success of the co-operative organisation has added to its difficulties. The H.P.A. has always been able to make a substantial advance to its suppliers, and this alone has caused the members to become greedy and selfish. The management has really accentuated these faults by always endeavouring to pay out the highest possible advance in order to hold the loyalty of the members. With the majority of members loyalty has had a price, but unless they are very, very careful to-day they are going to pay the price of their selfishness. They have practically tied the hands of their Directors by demanding advances to the limit. At last the Board has decided that advances must be reduced to a point that will give them more of a free hand in obtaining finance.

If small advances spell adversity, well, the industry is in for adverse times this year. However, if beekeepers will keep their heads, the industry will come through the ordeal safely. The surest way to keep one's head is to sign the present marketing agreement be-

fore it is too late. The larger the individual crop the more important it is for the producer to sell through an organised channel. Unorganised, the producer is limited to the market in his immediate neighbourhood, whereas organisation gives him the whole of New Zealand. Even though a producer has been and intends to continue sending all his honey to the H.P.A., it is still necessary to have his signature to the contract in order to get the necessary quota to make it binding. We have referred to this point before, but it seems as if many suppliers are still under the impression that it is unnecessary for them to sign.

We believe that the H.P.A. Directors have decided wisely in reducing the first advance. The saving in interest, besides the lesser strain of financial accommodation, will in the end mean better returns. Suppliers in the past have been wont to complain that the first advance has been the final. When it has taken two years to dispose of a crop, the interest has eaten up any profits. Complaints have been made also that a sole agency at Home is against our best interests. Be that as it may, the fact remains that while suppliers demanded large advances the honey had to be pledged to obtain finance, and once it was pledged to the agent it could not be sold elsewhere. However, the new policy will enable the H.P.A. to satisfy some of the critics, but one and all must stand loyally behind the Board and be satisfied with the lower scale. We know a firm of beekeepers not a hundred miles from Barry's Bay who during the last three years have helped to ease the financial burden of the H.P.A. by marketing their honey locally, and during that time they have carried forward not less than fifteen tons to a following season, while at the present time they are holding twenty tons. In that

time they have sold upwards of fifty tons on the local market. Their advertising has enabled them to sell this amount in addition to what was sold before because other sellers on the same market have all reported that their sales have been larger each year. In actual practice these producers have been working under worse financial conditions than the new rate of advances will entail. Honey that is produced in one month is consumed in twelve months, and whoever holds it expects at least interest on his holdings. Any organisation which enables the crop to be unloaded month by month will return both interest and profit to the producer.

Perhaps the best thing that can happen the industry this year, failing the successful issue of the present marketing scheme, is the harvesting of a light crop. It is usual at this time of year for everyone to wish everyone else a Happy Xmas and a Prosperous New Year. We wish it, and we will it for our readers, but a thousand of you must reciprocate the will if you are sincere in the wish.

Correspondence

ORGANISATION.

Sir,—My only authority for writing to you in your capacity as editor of the journal devoted exclusively to the honey producers of New Zealand is that I have come to your country with the intention of swelling your ranks, to which purpose I am studying both the practical and the business side of the industry. Therefore my interest was aroused by the policy advocated by your journal, and the letters of criticism also appearing in it. Dealing with one written by Mr Maxwell, I feel that his first point fails in the fact that even if compulsory control were agreed to and attained, the public could not be compelled to buy—therefore the price would have to be at a practical level. Surely the machinery of the proposed scheme can be made to cope with the supply as related to the demand in ex-

istence, or the demand to be developed by such advertising as the organised producers are willing to lay out—in other words, to prevent unloading on the market in order to stabilise prices—just as they are doing so effectively in the overseas market.

Point 2 is faithfully dealt with in your editorial, and the problem set by Mr Maxwell is, I imagine, one to some extent the experience of the minority, as a prosperous industry with co-operative selling will make a producer independent of the limitations of his immediate locality. It seems fairly obvious to me that the organisation selling a product standardised and possessing a public demand—the demand produced by advertising costs spread through the pockets of all producers in New Zealand—could always beat any influx of new producers which Mr Maxwell fears in his fourth point. Speaking for myself, I regard the privilege of H.P.A. membership as one of the guarantees of a market at the best possible level of price.

His third point is met by the clause allowing business to be done direct, but of course, conditionally that prices be maintained at the H.P.A. level. The beekeeper, of course, pays to the H.P.A. the profits normally due to that body. This on the face seems hard, but, as I take it, if the H.P.A. trade overseas had not been developed, all New Zealand producers would have been in competition on the local market.

As an English arrival, his last point, of course, touches me more intimately, and I hope that Mr Maxwell will be optimistic, and believe that the future holds room for the profitable exercise of enterprise, just as it did in the past, aided now, however, by the help given by co-operative selling in the New Zealand market, just as it has been by the organised selling in the other market.

Perhaps by now Mr Maxwell will see that, if all producers join the organisation and sell a standard product, the itinerant vendor could only succeed by reducing his costs below the existing standards, which is hardly probable, or by getting a higher standard honey on the market and getting a demand for it, which is also hardly possible in the face of the strong position which the H.P.A. would occupy.

In conclusion, may I remark that Henry Ford, Burroughs and Wellcome, Rolls Royce, Canterbury lamb, Stetson hats, H.M.V. records, are all prosperous examples of a selling organisation combined with a good standard product.—I am, etc.,

G.A.E.

New Nailless Shipping Cage.

A LABOUR SAVER.

By MARCEILLE CONKLING.

A nailless queenbee shipping cage comes as the result of much study and research on the part of A. B. Pinard, of San Jose, California. Mr Pinard has been interested in the problem of shipping bees for a good many years, with results cumulating in the nailless cage.

This new cage promises to be a great help to bee men, for it eliminates all the time and trouble involved in using the magnet tack-hammer. Because there is not one single nail to be driven, the cage can be assembled in much less time. By actual test it has been shown that four of these nailless cages can be assembled while one of the old type is being put together. This means a saving of 75 per cent in time—a real service to bee men.

This nailless cage is placed in a small clamp device while a wire screen, accurately cut so it will not ravel, is pressed into position with a small hand press. The operation is very simple, and the wire thus becomes firmly fixed into the top of the cage. So securely is the wire held in position that a 2½ pound weight, used for a test, pulling at its weakest point for twenty-four hours, failed to move it from its set position.

However, when it is necessary to remove this wire top—say after a virgin queen is introduced singly and you desire to let the rest of the bees out—just slip the blade of a pocket-knife under one edge of the screen wire, raising it high enough to permit an opening. After the bees have come out, the wire can be pressed back into position and it is again as secure as it was originally, yet not a nail has been driven.

The hole where the bees enter is drilled in such a way as to permit a small, perforated tin disc to work as if on a pivot. By pushing on the extreme edge of this disc with a match or nail, the disc can be removed so that the bees can be put in. This type of gate eliminates all chances of crippling the bees by cutting off legs or heads, as is so easy to do with the old regulation slip-gate.

Bees are put into the cage in the customary way, holding the thumb over the hole after each one enters. After the last has entered, the perforated tin disc is slipped right under the thumb into the hole and the cage is closed. The disc can be pushed tightly into position with a wood punch.

The hole on the candy end is drilled in the same fashion as that on the gate end. After the cage is paraffined and the candy is placed in the candy-hole (this, of course, is done before the wire screen has been put into position), a small paper wadding specially cut for the purpose is inserted and pushed into position. It works on the same principle as the tin disc. Both the holes are cut in a special manner, so there is absolutely no danger of either the disc or the paper wadding coming out.

These nailless cages may be sent separately through the mails, or they may be stacked. They are designed in such fashion that they neatly fit one right into the other and yet there is enough space to permit ample natural ventilation. They are made in three and six holes.

Because of its neat, compact form, the cage can be carried in the pocket, for there are no nails, no rough edges of any kind to catch. Mr Pinard is to be congratulated on this achievement in the new nailless queenbee shipping cage. It is an invention which will no doubt save hours and hours of labour for bee men. And, best of all, it will permit them to get away from the monotony of handling the magnet tack-hammer.—*American Bee Journal*.

Old queens whose spermatheca is becoming empty and young queens that are just beginning to lay sometimes lay drone eggs in worker-cells. But vigorous queens in normal conditions never lay eggs that will produce drones, in worker cells, even if the hive is almost entirely deprived of drone-cells.—*American Bee Journal*.

List of Signatures to Contract.

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R. V. Glasson

CANTERBURY.

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H. Bannister	H. E. Ellis	T. W. Michell
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MR RENTOUL PROCEEDS TO LONDON.

A meeting of the Honey Export Board was held on the 26th November, and it was decided that the chairman should again visit the United Kingdom to go into certain matters in connection with the export business. A subsequent meeting of the Directors of the H.P.A. concurred in the desirability of this.

The doubling of the quantity of honey exported during the last two years has created a difficulty in that, while sales have increased by about 200 tons in the last twelve months, we are still over 300 tons short of sales required to clear 1000 tons in twelve months. Should we again have a big export season, it may be necessary to unload a portion of the 1930 crop on the open market. This will mean reduced returns should such an expedient be necessary.

In the meantime, pending advice from the chairman after his arrival in London, the resolution to reduce the preliminary advance by 1d per lb has been rescinded with a view to adopting the system of advances indicated in the last quarterly report should developments render this desirable.

An off-loading of our surplus on the open market, should this be required by a further increase in our exports for 1930, will only be a temporary expedient, unless further abnormal increases in export occur, as when sales have reached our present export quantity,

normal progress should keep pace with a normal increase in exports.

Later.—Mr Rentoul left Auckland for London by the s.s. Ionic on 11th December.

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“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.

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

Robbing.

At this time of year there is little to be feared from robbing, but the danger will be upon us as soon as the honey flow eases off. All beekeepers do not realise the importance of taking measures to prevent robbing ever getting started. It is easier to prevent it than to stop it when it has started. Incessant robbing causes the bees to become so nasty that they sting everything in sight and give bees generally a bad name. In that way one careless beekeeper can make it difficult for himself and others to secure apiary sites over a wide area for years to come.

Apart from that aspect, however, there is the importance of conserving bee life. If robbing is the order of the day from the close of the flow till the winter sets in, the bees are worn out when they go into their winter cluster. They are not worth the stores they consume in the winter, for they die off as soon as the spring work commences, and the result is found in weak colonies which are still prone to rob and thus become weaker still. The real strength of a colony is not in the number of bees, but in the probable length of life of the individual bees. If in the autumn everything is tranquil in the apiary, the bees that go into winter quarters are young in constitution and wing power. Before they have worn themselves out with work in the spring they have lived long enough to rear sufficient brood to send the colony ahead—to enable it to build up to the required strength for the honey flow.

By preventing robbing you have the satisfaction of working under much more pleasant conditions, knowing that all will be well in the spring.

It is easy to prevent robbing. Simply avoid doing anything which will encourage it. The honey house is the first vulnerable point. It must be bee tight. The next thing is that all bees that get carried in on combs must be kept inside. The honey house bee escape is a fruitful source of steady robbing which grows in volume. The bees learn how to make the round trip and the number of trippers grows. The bees make for the windows. Eventually they will cluster near the top. If an old queen be caged and hung in the cluster they will remain quiet for days, and then some evening they can be

swept into a nucleus box, given a few combs of which one may be sealed brood, and they will forget their robbing tricks.

Other ways in which robbing is encouraged are leaving bits of burr combs around the hives, allowing honey to drip from burr combs on to the ground, leaving a barrow outside with drips of honey, putting wet combs on during the day. In fact, anything which allows the bees to get honey illicitly will start the trouble. It goes on from bad to worse and the opening of hives causes an uproar, with painful results to any living being within reach.

Wet supers should be put on at the end of the day and all will be quiet in the morning. When it is necessary to open a hive the super or supers should be set down in the inverted lid (with the mat inside) and the top covered with a cloth. Any drip from burr combs falls on the mat and is quietly cleaned up by the bees inside when the mat is replaced.

It is in the taking off of the surplus honey that the greatest trouble occurs, and in the old method of brushing the bees from the combs it is almost impossible to avoid spilling drips and generally arousing the ire of the bees. The ventilated escape screens are worth their weight in gold. Instead of handling frames, you handle supers. The whole super of honey is lifted up, a screen put in position and the super replaced. All the broken burr comb between the two supers is cleaned up and there is nothing to leave a trail of honey on barrow, truck or honey house floor. The honey remains warm for some time because the heat of the hive travels up through the screen cloth. The bees travel down through the escape ever so much quicker than when the escape is set in a solid board. The honey can be taken off and away to shed or on to truck early or late, cold or fine, before the bees have time to know what is going on. The screens can all be removed after the honey is gone and put on other hives, again without rousing the bees. Wet or cold days, which would stop the work otherwise, make little difference where these screens are used. But there is one important point in regard to the use of escapes for clearing the supers. There must be no cracks in lid or super or the bees will rob the honey out above the

escape. The writer uses three-ply wood mats, which make the top absolutely secure.

These escape screens are almost indispensable as a means of removing the honey without causing robbing. They have another use also, as a screen for closing the hive when moving bees. Every beekeeper should have them as a regular part of the apiary equipment. In the supply catalogues they are called Hodgson super clearers. The manufacturers make the rim too wide, and put a batten across the centre on which to mount the escape. This being rigid sometimes blocks the escape against a burr comb. The writer prefers to mount the escape on the wire cloth, which has enough give in it to allow the escape to rest clear of any burr comb. The rim should be an inch wide to fit exactly on the edge of the super. It is really two rims of half-inch wood nailed together, with the sheet of wire cloth in between. That gives half an inch clearance above and below. The best way to fasten the escape is to cut a hole large enough to take the body of the escape, punch two holes in the flange each side of the body, push the body through, place a small strip of wood the other side of the wire along each side of the body, and drive fine nails through from the flange, clinching them on the wood. Two escapes in each screen are best in case one gets blocked up. The prevention of robbing is perhaps the most important phase of successful management of bees anywhere. How many beekeepers can walk bareheaded about the apiary on a hot day at the end of the extracting season? That is the standard of efficiency to aim at.

W.B.B.

CONTRACTS.

Any producer who has not had a contract form yet can invest a penny stamp (and another penny for the T.B. campaign) in the Post Office, and obtain one by writing direct to the headquarters of the H.P.A., Box 1293, Auckland. It must be signed, stamped (1/3), and dated not later than 31st December, 1929, to be of any value.

Correction.—On the 23rd line of the first column of our Editorial in last issue "previous" should be "precious." We apologise for the mistake, as our Editor missed it when reading the proofs.

REDUCED FREIGHTS.

Representations by the Control Board to New Zealand Shipping Companies have secured a reduction in freights; outward freights New Zealand to London now being:—

1st April to 30th September inclusive 66/6 per ton, plus usual primage.

1st October to 31st March inclusive 70/- per ton, plus primage.

NICHOLAS' COMB FOUNDATION FACTORY.

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UNITED STATES PRIMARY PRODUCERS.

FINANCIAL ASSISTANCE.

The Federal Farm Board has been set up by the Government of the United States of America for the purpose of supplementing financial assistance to Primary producers over and above that given by the ordinary banks. The Mountain States Honey Producers' Association, which, in its third year of operation, expects to handle 9,000,000 lbs. of honey, has been one of the first organisations to be granted a loan by the Board, which has agreed to advance 1½ cents per pound to supplement a bank loan of 4 cents on honey in local, and 5 cents in terminal bonded warehouses. On honey so stored and which is sold on contract the Board is advancing a further cent per pound. Thus the Association is getting a total advance of 6½ cents at the nearest bond on honey sold.

"American Bee Journal."

Work for the Month.

In many places swarming has been rather pronounced and perhaps there are some who find themselves with rather many swarms on hand—rather more increase than they desire. It is better to double-up the small swarms until there are enough bees to well fill the brood chamber. Some surplus honey can then be obtained from such a colony, while had they been left separate the chances are they would have gathered just enough to winter on. If there is any choice in the age of the queens, it is better to kill the older one. She will be found in the prime big swarms and the young one in the small after-swarms.

The honey flow should be general by the time these notes are read. The question now is, when to add supers and when to extract. As long as the supply of supers lasts there is no need to commence extracting. When all the supers are out, preparations can be made for extracting, which should not be commenced until the combs are fully sealed, which is the surest indication that the honey is fully ripened.

The question of what is an adequate supply of supers depends much on the season. Some years the bees will seal the honey in one super while filling the next, and so on, so that the sealed supers can be extracted and returned as required. Such conditions call for less supers than in a season when, for some reason unknown to us, but probably depending on atmospheric conditions, or the rate of the honey flow, they will proceed to fill super after super without sealing any combs. I well remember one such season, when there were three and four supers filled before any honey at all was capped. Had I been limited to two supers per hive, depending on one being capped, ready to be extracted while the other was being finished, I would have lost the extra amount, as the bees would have loafed while waiting for the conditions to be right for capping. What was probably happening was that the flow came too fast for the bees to ripen the honey. They needed the extra super room to spread the honey out to ripen. In such a season the extra supers easily pay for themselves.

In the same way, it pays well to buy tins well ahead of the flow to

avoid the rush when everyone else wakes up to the arrival of a good flow. I remember one prominent beekeeper who once got caught that way. He could not start extracting till his tins arrived, as his tanks would hold little more than a day's work, and candied honey in a tank was a risk he did could not start extracting till his tins arrived, he set to work, and by the time he had extracted from fifty of his three hundred colonies, the first ones were filled up again. There was a case where the want of sufficient supers caused the beekeeper to lose sufficient honey to have paid for those supers, and for a more efficient extracting plant. It is impossible to say how much honey is lost in this way in a good season, but I am sure that there is a good deal more lost than many beekeepers realise.

In putting in supers, it is not necessary to wait till the last super is nearly full or capped. As soon as the one super is well occupied by the bees, and the outside combs contain honey, another one can be added, provided, of course, that the general condition of the clover gives promise of a continuation of the flow. It is better to give super room too soon than too late. The question is often asked as to where the last super should be placed, above or below the last super. Some think it is an advantage to put it below to encourage the bees to go into it quicker. If the flow is good, they will go into it quick enough at the top. I always put the last super on top for several reasons. I do not use queen excluders, and until the flow is heavy enough to crowd the queen, she is apt to extend the brood into the supers. If I put the super underneath, I lift the brood still higher and get brood in every super. Another reason is that, with the last super as the top, I can see what progress is being made without having to lift off a heavy super. Another is that the bees work into it just as soon as they need to, which is all I want. But when I am putting out the last supers, and I know the next visit will be to remove honey, I am not then averse to putting the last super beneath a full one, where it is ready to be removed by means of an escape screen. The advantages of this method have already been dealt with under the heading of robbing.

W.B.B

FANCY DESIGNS IN COMB HONEY.

A most effective way of advertising your honey is to make a display at your local show. Space is not expensive as a rule and the direct sales should more than cover all the expenses. A few novelties in the display serve a useful purpose in arousing that curiosity which leads to questions and the opportunity to make sales. A raised design on nice new white combs of honey is sure to attract attention and many people will stop to ask how it is done. A brief explanation leads to other questions and once the ice of reserve is broken it is easy to bring in some little points about the beauties of honey, which will lead to a sale.

An easy way to get a raised design is to take fully sealed straight combs newly built on foundation and uncap the desired design. Replace the combs in the hive, but space them wider apart than they were before. This must be done while the flow is still on, of course. The bees will build the uncapped portion out wider before sealing it again. The uncapped surface must be placed opposite a fully sealed comb, but when the relief design is sealed, a comb which is full but not yet sealed, can be placed opposite, with a wider space between, and the same design will be obtained on it in bas relief.

THE SEASON IN BRITAIN.

The summer just past has been the hottest and finest that has been known for many years. In June, fine weather set in and continued till September. A fine crop of good quality honey was secured. As most of the producers in Britain are in a small way, the bulk of the crop is absorbed in the country districts, very little of it reaching the larger centres of population. The advent of a good crop should help considerably to stimulate the demand for honey, as an army of producers in country districts and small communities can reach consumers whom the larger city retailers are never likely to meet. The set-back which British bee-keeping received as the result of the ravages of acarine disease, has resulted in a greatly diminished consumption of honey amongst the rural population, and the return to better times will help to restore honey to its old place.

ENGLISH MARKET CONDITIONS.

The excessively hot weather of the past English summer caused a falling off in the demand for honey. Even in October the weather was so mild that sales were not as great as they otherwise would have been. As it was, they were about equal to sales in October of last year. An excellent advertising campaign is being carried on, and as time goes on the value of this will be returned many times over. Our honey is so well advertised at Home now that, as a recent arrival from England put it to us, the mention of honey at once calls to mind "Imperial Bee Honey." We have just received an excellent advertising booklet. It is beautifully got up in the form of a children's fairy story, with a picture painting competition at the end. The fairy is Mr Imperial Bee, who reveals himself in a flower to two children. In the course of his chatter he works in some good points for honey, and his clever variations of old nursery rhymes are quite a feature. It is the best advertising material we have yet seen, and as it begins with the children the value of it will last for years.

EXTRACTS FROM LETTERS RECEIVED.

As a side-liner, I thoroughly appreciate your efforts.—G.W., Hokianga.

Keep it going if you possibly can.—J.A., Pleasant Point.

I think you have some pluck and deserve backing up by the beekeepers.—C.S., Te Awamutu.

One can't overlook the unselfish and genuine appeal for subscribers made through the last issue of your journal.—C.J.B., Timaru.

It is real good and I hope you will be able to carry it on the same as you have done up to the present.—G.G., Westland.

I found last month's journal very interesting, and hope to see its publication permanent, as it will be a good help and guide to those interested in beekeeping.—E.D., Owhango.

I would like to express my personal appreciation of your work and trust that your endeavours receive the support that they merit.—W.D.S., Palmerston North.

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**

A BRITISH LEADER'S VIEWS.

LONDON, June 6.

Two British experts in the tin industry, Sir Cyril Butler and Mr Frank Lochner, recently returned to London from a tour of the areas of production in the Federated Malay States, Burma and Siam. Their belief is that a plan of world-wide co-operation is necessary to save the industry from a serious crisis. Britain, according to Mr Lochner, has a chance to take the lead by bringing the 250 European-owned tin companies all over the world into line and persuading them to agree to a common policy of production and marketing. "There is only one remedy—the companies must get together, ration output and form a central selling organisation that will fix prices at an economic level."

A subscriber writes:—"If the Journal you are so valiantly striving to get going doesn't meet with the success it deserves, couldn't you put your efforts into the beekeeping portion of the '_____'?" It is such a helpful journal. The *Apiarist* section is the weakest part of it. If only it were improved, I really think it would be the best."

The beekeeping industry has its troubles, and we don't want to air them for the benefit of cosmopolitan readers. The fruitgrowers have their troubles, too, and they have a special journal of their own. If the editor were looking for financial returns he would earn far more by writing at ordinary rates per column for another journal than ever he will in this journal. We have that glorious feeling of independence, that we can do in our own way what we feel to be right. True, we have to pay for independence, and already we have refused one advertisement unless we are free to so criticise it that the advertiser will get no results. Of course, the beekeepers generally may not appreciate independence as we do, but may prefer to drift on and on.—Editor.

"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.

TRAVELLING EVANGELIST.

Called at "The Northlander" office the other day, Mr J. Walton, of Oruru. He is a travelling evangelist as far as the bee is concerned—he thinks honey, and talks honey with all the vigour of the enthusiast. He is one of the men who have made a success of the bee-keeping in the Far North.

We were busy when he called, but that did not deter him. He sat down for half an hour and delivered his message—"eat more honey."

He went back into the ages of long ago, and told how the great Greek philosopher, Aristotle, was charmed with the fragrance and flavour of honey. He wandered down to the present day and told how the leading medical men of the world urged the use of honey from infancy to old age.

It is now some twenty-one years ago since Mr Walton came to Oruru, and started bee-keeping. He has now 300 colonies and produces eight to ten tons of honey per year. This he personally delivers all over the Man-gonui, Hokianga, Whangaroa and Bay of Islands Counties. He calls at every house by the wayside, and delivers his message "eat more honey."

We hope Mr Walton sees to it that every store he passes carries a stock of his honey so that his customers can renew their supplies without having to wait till he comes round again.

THE SEASON.

The dry weather of October and November threatened to curtail the crop in most districts, but good to copious rains everywhere have changed the prospects. The clover is there and all that is required now is a reasonable amount of sunshine. Clover is yielding earlier than usual and a fair average crop seems to be assured, with possibilities of an extra good crop. In Canterbury the prospects are very good.

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

HONEY TOOTH PASTE FORMULA.

In the January issue of the American Bee Journal you asked for a tooth paste containing honey. Here is the formula that is practically the formula of one of the most popular and more expensive of the widely advertised tooth pastes:—

Potassium chlorate, $\frac{1}{2}$ ounce; boric acid powder, $1\frac{1}{2}$ ounces; honey, $\frac{1}{2}$ drachm; tincture of soft soap, $\frac{1}{2}$ drachm; peppermint oil, 3 drops. Water sufficient to make paste of proper consistency.

I have tried it, using both glycerin and honey as a sweetener and builder. While this formula is a good tooth paste, I can hardly say that I believe it to be practical. Glycerin is preferable to honey in that it inhibits the oxygen interchange of the constituents. Honey might have a tendency to influence oxygen balance. Honey is too inconstant as to acid and enzyme content.

A tooth paste, to be practical and financially a success, must be constant as to its characteristics at all times, even after being in the tube for a varying length of time.

Tooth pastes contain potassium chlorate carrying three oxygen atoms. Should a small amount of this split off while still in the tube, same would swell and be non-marketable.

That oxygen group is one of the most important in the paste. It is what inhibits growth of the vincent organism, an anerobic organism growing only in the absence of oxygen. This germ is probably the worst offender in the way of infecting gums.

Very little honey can be put into the paste, about half a spoonful to a tube.—Dr W. Ray Jones.

HONEY AND HEART FAILURE.

It has been said that the main role of carbohydrates in metabolism is to provide fuel for muscular energy. I desire to call attention to the great value, which I believe it to have, of honey as a restorative in health and sickness.

When muscular energy is required, and particularly after emotional stimulation of the sympathetic nervous system, there is found to be an increase of sugar in the blood. The various sugars found in the body may be classified among the mono- or the polysaccharides: glycogen belong to the latter group, and is apparently a storage

product in muscles as well as in the liver. The energising effect of sugar on muscular effort has been proved by Schumberg's experiments with the ergograph. Muscle in action, it has been computed, can consume three and a half times as much sugar as muscle at rest. Starling found that the normal heart used up sugar at the rate of about four milligrams per gram of heart per hour. Nectar, which bees collect from various flowers, contains a special sugar which undergoes some change to honey.

The question is whether honey does not contain some special vitamins, and if boiling destroys certain vitamins, then, presuming honey contains vitamins, there is an advantage in honey over commercial sugar. If sugar, and pre-eminently honey, be the most potent fuel to provide energy for the muscles, should we not remember to give it for that all-important and most vital muscle of all—the heart, which gets no complete physical rest; other muscles, yes, but for the heart no respite—until “the tale is told.”

The claim is made that honey seldom gives rise to fermentation in the alimentary canal, since the dextrose and levulose, being non-saccharides, are absorbed so rapidly that there is little time for bacterial action.

—G. H. W. Thomas, Edinburgh.

FOR SALE Quality Comb Foundation

At Lowest Rates.
All Grades BEESWAX Bought.
Send Sample and Weight for
Quote.

A. H. DAVIES

HILLCREST APIARIES,
HAMILTON.

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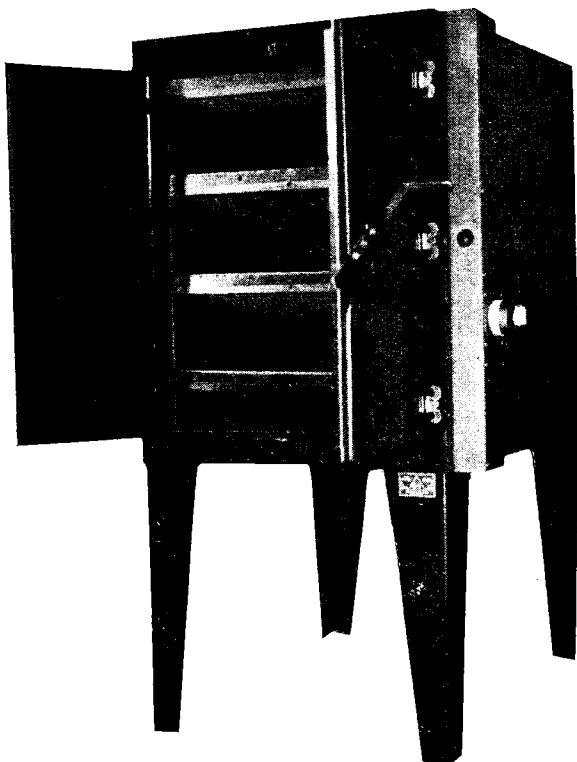
Excellent Quality.
Write for Quotations.

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 Oven can be used to liquefy honey in glass containers or to bring it to that brilliant clarity which helps to sell it. By removing one tray it can be used to liquefy six sixty-pound tins. We have only one machine in stock, so producers requiring one for this season should make early application. We have in stock also an oven one-third the capacity of the one illustrated. These melters are made with all British materials, the best obtainable, and are built to last for ever.

PRICE ON APPLICATION TO THE MAKERS.

BERRY & HALLIBURTON
 165 MANCHESTER STREET, CHRISTCHURCH.