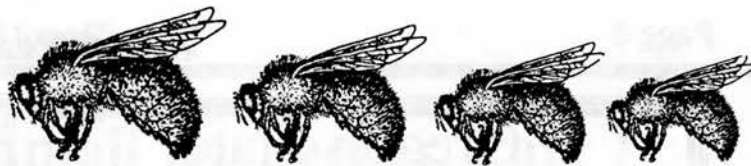


The Bee Line

The Newsletter of the Oregon State Beekeepers Association



Volume 21, Number 5

June 1996

Lu Alexander 1917-1996

Beekeeping, in particular, Northwest beekeeping, has lost one of the truly great individuals that make beekeeping such a wonderful experience. Lucien Alexander, a lifetime member of the Oregon State Beekeepers Association passed away in April of this year.

I only had the opportunity to meet Lu once, at last year's OSBA/RUHL Field Day. I had heard of Lu, in what seemed like reverent tones, when we were planning this event. Lu was to be responsible for "hardware". I figured he would bring a hive body, some frames, a few tools, etc. What he brought was an overwhelming assortment of special fixtures, tools, systems and other inventions he had developed not only to just keep bees, but for research in breeding and artificial insemination. He talked to me at length about each and every item and how he designed and developed it, not just to merely use, but to explore the world of honeybees and how we might manage them. The best way to remember this wonderful man may be for you to hear from those who had the chance to know Lu well.

Alan and Marge Erhy said, "...Alan and I had been married one month when, as all good beekeepers do, Alan took me to my first beekeeper meeting in Portland. How gratifying. I met wonderful people who were interested in the art of beekeeping, not just the mechanics. We were there to learn, share ideas and encourage each other. At the heart were Lu and Anita. That was 34 years ago.

Both Lu and Anita deserve much credit for "behind the scenes"; their influence on beekeeping has been extraordinary. Lu's perspective was so enlightening. As young beekeepers, he encouraged, nurtured, advised and challenged us. During the late '60's and early '70's when DDT was banned (leaving

the honey bee at the mercy of chemicals far more harmful), Lu was there working with the Oregon State Beekeepers Association (OSBA) and the Oregon Department of Agriculture, serving on committees to develop legislation to protect the honey bee. He helped establish a position at Oregon State University, which Dr. Burgett now fills. Space here in the Bee Line does not allow for a full list of credits due him, but Alan and I want to leave you with the knowledge that while Lu was a forester first and beekeeping was a hobby, he

never did anything halfway. He was president of the Western Apiculture Society, and Vice President of the OSBA several times. Lu was not only concerned with Oregon beekeeping but was involved worldwide for the good of the honey bee. This man was so dignified and knowledgeable, but so human. He touched our lives forever with a deep respect for this little

insect that we humbly have the honor of caring for."

Ernie McCormack, a longtime friend and fellow beekeeper remembered "...38 years ago, I first met Lu Alexander at a Portland Beekeepers meeting, at Glencoe Grade School. We were both just starting to keep bees. We both became very active in the Portland Beekeepers, often alternating between President and Vice President.

Some of my special memories of Lu were several field days at his queen rearing yard at Cherryville, Oregon, and the years when Lu, Joe Irish, Rex Bunnague and myself put bees in the fireweed, east of Mollala. We didn't get much honey but we had lots of fun and were fairly successful at outwitting the bears. Lu had many beekeeping friends and it was my privilege to be one of them."

Dr. Michael Burgett of OSU

Cont. on Page 8



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The Bee Line is the official publication of the Oregon State Beekeepers Association and is published 10 times a year. Subscriptions are included with OSBA membership.

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Copy, art, and payment must be submitted by the 15th of the month prior to publication. Contact the editor for any special requirements and mechanical information.

Classified ads, 30 words, per issue:

OSBA members	\$ 2.00
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1995 Pacific Northwest Honey Bee Pollination Survey Results Announced

OSBA members at the Spring Field Day at Tillamook had the chance to hear from Dr. Michael Burgett of OSU, the results of his tenth year of data gathering on the economics of beekeeping. This report, to be published in the August cover date of the American Bee Journal, gives an interesting and in depth look at beekeeping in our region. Dr. Burgett spoke at length on the significance of his data. Some of the most interesting findings are that commercial beekeepers (more than 300 hive operations) derived 72% of their gross income from pollination services, with over half of that amount from the California almond crop!

Beekeepers have historically "complained" that part-time beekeepers were "stealing" business and that was the major problem they faced. In reality, the data shows that sideline beekeepers (less than 300 hive operations) only accounted for less than 3% of the total income from pollination services. Clearly, the sideliner beekeeper does not represent a threat and is most likely a benefit to commercial beekeepers by servicing the smaller accounts which are not suited to large scale commercial pollination deliveries.

When compared to the huge commercial beekeepers in California, Northwest beekeeping received almost \$4 more per rental, and almost twice the total income per hive. This helps to offset the smaller honey corp gathered by Northwest beekeepers and the added transport and handling cost associated with the more frequent rentals that are typical for Northwest beekeepers.

As a comparison, Dr. Burgett noted that the average commercial bee operation maintained 1,348 colonies and grossed \$105,388 in pollination rental income for 1995. A ten percent increase in both colony numbers and rental income from 1994.

The average sideliner bee operation maintained 84 colonies and grossed \$4,044 in pollination rental income for 1995. This is a 43% decrease in average number of colonies and a 75% reduction in average income compared to 1994.

We will publish his article in full later this year.

came out of the year with 29 overwintering hives. All the following estimates are conservative in growth potential. Asset value (replacement cost) is \$6,815 at year end.

1996 - The leap from the planned 25 hives to the 100 hive level will require a substantial investment in materials. Primarily we will use our bee's normal spring growth increase to create splits in the hives which will more than double our number. We intend to gross \$15,700 from the newly established hives and net \$500 (excluding \$3,500 draw) essentially breaking even for the year. Asset value (replacement cost) is \$23,464 at year end.

1997 - Doubling our hives during the winter/spring of 1996-1997 will require \$4,000 lead money to accomplish the goal of 200 hives at year end. Most can be paid back by the end of the income producing season. The net income (excluding \$6,000 draw) planned for the year is \$7,920 on a estimated gross income of \$35,000. Asset value (replacement cost) at year end is \$44,700.

1998 - We plan to increase to 220 hives during the winter/spring of 1997-1998 This will let us approach the desired cash flow requirements by year's end of \$38,500. We will acquire the necessary 20 hives via splitting the spring colonies. Income will be \$38,500 and net will be \$8,263 (excluding a \$12,000 draw). Asset value (replacement cost) at year end is \$50,260.

2. Business Foundation

2.1 The Business Concept

2.11 Mission Statement

XYZ provides the smaller Willamette Valley farmer/orchardist with pollination services and conducts retail sales of the resulting honey/beeswax products.

2.2 Business Objectives

2.21 Financial

Generate \$38,500/year gross by the end of 1998

2.22 Customer

Target the smaller under supplied growers and the special crop groups for the lower end producers until

we expand beyond 1 thousand hives.

2.23 Product

Provide pollination services and honey product sales for the unsupplied marketplaces.

2.24 Quality

Maintain the quality and purity of the products we produce at the top level possible.

2.25 People

Hire and utilize contractors for the part-time requirements we need. No full time people are contemplated within this planning period.

3. Analysis of the Current Situation

3.1 The Company

3.11 Company background

3.111 Company Name

The name of the company is XYZ Apiary.

3.112 History

The company was registered as an Oregon Sole Proprietorship in late 199X. It began business in Oregon as a subsidiary of XYZ Enterprises in 199X, but rapidly grew to require its own status within 199X. Thus it was split off and financial data for the company was reported in 199X, even though in the startup phase. The owners have kept bees when possible during the last 10 years as a hobby level activity.

3.113 Ownership/Board of Directors

The sole proprietors are Bart Simpson and Donna Rice, who reside at 1234 Main Street, Anytown, OR 97XXX. The corporate office is at that location.

3.114 Locations

The hives are located in the following places as of December 31, 199X:

Puppypaws Gardens, Yourtown, OR

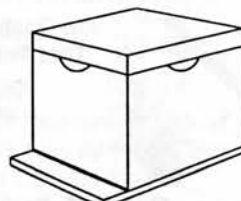
Thoughtful Orchards, Somewhere, OR

The King Kong Farm, Newtown, OR

The James Bond Farm, Pleasantville, OR

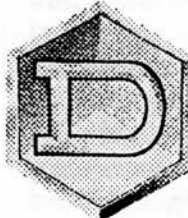
The office residence, Anytown, OR *Cont. on Page 5*

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3.115 Facilities

In every case the hives are resident on organic or near organic farms to minimize colony decimation from spraying of agricultural pesticides. The honey could be labeled organic with accuracy but no effort has been made to obtain that label. The normal "range" of honeybees is 5 miles and we feel it would be somewhat misleading to state that the honey is "organic". It would be legal to state as much but we state instead that the hives are located on organic farms.

3.12 Products and services

3.121 Historic Product Timeline

1995 was dedicated to building up the hives and extraction operations. It was a time to test the methods and marketing the by products. Every product has found eager, willing buyers (requesting far more than we could produce this year). We are fostering product loyalty and are getting the company name out in front of the discriminating public.

3.122 Description

The honey packaging has proceeded apace with production. Labels have been created and test marketed. Our own computer-generated labels and the flexibility to produce small batches has allowed us to properly test market and improve the products.

Candles have been created and sold in limited numbers. It is a beginning. This year (1996) we test the production business.

The acquisition of the hives following the peak pollination period did not let us test that aspect. However, at this point in 1996, we have all hives in the process of being used for pollination.

3.13 Financials

3.131 Current cash position

The current cash position is low and the company is being subsidized by the owners where possible. The limited cash reserves have seriously handicapped the hive number growth, sales and financial goals.

3.132 Sales by product/service and category *Cont. on Page 7*

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From The American Beekeeping Federation Essayists Explore Honey Bees and the Food Supply

"Without (honey bees), our entire lives, from economy to food supply, would change," concluded the top essayist in the 1996 American Beekeeping Federation 4-H Essay Contest.

The essay by 18 year-old James Ellis, Jr. a hobbyist beekeeper from Mitchell, GA, was judged the best of 24-entries in the contest. Rita Wallace, 14, of, Glenvil, NB, wrote the second place essay, and the third place writer was Nicholas Saconchik-Pytel, 16, of Tallahassee, FL. The assignment for the 1996 contest was "How Honey Bees Ensure Our Food Supply."

James says he got started in beekeeping when he was 13, being taught by a neighbor; when the neighbor died in 1993, he left James 10 more hives of bees. A 1st place winner in the Georgia 4-H Entomology project, he plans to continue his interest in bees through college and beyond. His first place essay earned him a \$250 cash prize.

Rita lives with her family on a small farm, where they raise sheep and poultry. Her second place essay won a \$100 cash award. Third place essayist Nicholas is an honors student at the Florida State University School and plays in two community youth orchestras. For his essay, his second try in the contest, he got a cash award of \$50.

The three winners and each of the other 21-state winners will receive a copy of Richard Bonney's "Beekeeping a Practical Guide" donated by Mann Lake Ltd. of Hackensack, Minn. *Special recognition is made of the artwork Aaron Mice, 11, of Tillamook, Ore., used to illustrate his essay, in which he termed bees, "God's Miracle Producers."*

For the 1997 Essay Contest, 4-H'ers will be

asked to write about a "news event" in the bee colony. Some examples are "Bees Robbed of Hoard of Honey" (beekeeper harvests the honey crop); queen and Loyalists Flee Anarchists" (swarm leaves to set up new colony); "Helpless Drones Cast Out by Workers" (drones driven from colony in preparation for winter); "New Queen Takes the Throne" (bees replace failing or dead queen bee). Using a news report format, the student is to develop an essay exploring the chosen "event" and relate that event to the life cycle of the honey bee colony and to the role of honey bees in our everyday lives. Complete rules and details on entering are available from local 4-H agents.

News from the National Honey Board GLICKMAN NAMES MEMBERS AND ALTERNATES TO HONEY BOARD

Secretary of Agriculture Dan Glickman announced the appointment of four members and four alternate members to serve on the National Honey Board.

All appointees will serve 3-year terms that began April 1, 1996, and will end March 31, 1999.

Glickman appointed Joseph F. Rossman, Moultrie, Ga., to represent Region 6 honey producers. Charlotte W. Randall, Umatilla, FL, was reappointed as Region 6 alternate producer member. Region 6 includes Florida, Georgia, and Puerto Rico.

Reappointed to represent packers is Shirley W. Miller, Midvale, UT. Thomas E. Burleson Jr., Waxahachie, TX, was appointed as alternate importer member.

Appointed as public member is Mary E. Templeton, Morgantown, WV, with Dorothy E. Wood, San Diego, CA, appointed as alternate pub-

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lic member.

The Honey Board administers an industry-funded national research promotion, and consumer information program to increase honey consumption in the United States and abroad. The Agricultural Marketing Service, an agency in USDA's marketing and regulatory mission area, monitors board operations.

The board consists of 13 members and 13 alternates. Seven producer members represent seven regions of the United States. The other six members represent importers and exporters (one member each), packers (two members), cooperatives (one member), and the public (one member).

NOTE: USDA news releases and media advisories are available on the Internet. Access the USDA home page on the World Wide Web at <http://www.usda.gov>.

Basics in Northwest Beekeeping

by Ron Bennett

Examine each colony every 10 days and treat as in May, (Give supers with foundation, but only to those colonies that are working in the supers. Place directly over the queen excluder, if you are using one.) except towards the end of the month reduce the number of empty combs provided in the supers to about 5.

Order queens for July delivery. Requeening is your best management tool and losing a queen now or having a failing queen now will dramatically effect your honey crop. You will need queens to make your June nucs even if you do not plan to expand the number of hives you have, having nucs on hand will allow you to successfully requeen colonies late into the year. Keep in mind that brood laid in late May are not going to be old enough to be field bees during the honey flow. So, have new strong queens on hand to make your nucs. Make queen mating nucs as in May.

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Keep on the lookout for American Foulbrood. You can spot it by piercing sunken capped brood with a tooth pick (or similar tool) and looking for "stringy" filling in place of brood. A second method is to hold the comb by the top bar at a almost flat angle, with the sun to your back, look for dark or black scale on the bottom of cells in the brood area. Treat with tetracycline, but do not treat when supers are on that you intend to extract honey from.

Check your stored comb for possible wax moth infestation - like rust, wax moths never seem to sleep.

Remove and extract the supers containing well ripened honey.

Give the single story colonies getting full of bees a second story.

Make your plans for your county and state fair entries.

Pesticide information service...

A new toll-free pesticide information service is available at Oregon State University. The National Pesticide Telecommunications Network is co-sponsored by OSU Cooperative Extension and the U.S. Environmental Protection Agency. The EPA has provided funding of \$2.5 million for a five-year period. Pesticide specialists are available to answer questions on topics such as pesticide products, management of pesticide poisonings, toxicology, environmental chemistry, safety practices, health and environmental effects, and clean-up and disposal.

The information service operates from 6:30 a.m. to 4:30 p.m. Pacific time, Monday through Friday, excluding holidays. It can be reached by telephone at (800) 858-7378, by fax at (503) 737 0761, or by mail at NPTN, Agricultural Chemistry Extension, OSU, 333 Weniger, Corvallis, OR 97331-6502.

Continued from Page 1 had known and worked with Lu from the first year he arrived at OSU. Dr Burgett said, "...he had an extensive knowledge of nectar and honey plants and contributed many slides to the slide sets used in entomology classes at Oregon State University. Lu was a frequent speaker on nectar and honey plants and motivator behind the publication of "Nectar and Pollen plants of the Northwest", by Michael Burgett, Ph.D. He was a long-term member of the International Bee Research Association, in Cardiff, Wales.

Lu and his daughter worked together learning how to artificially inseminate queens and going on to understand genetics, and actually being able to maintain inbred lines. He was well traveled and knew African and Russian beekeeping."

An interesting bit of insight into Lu comes from an excerpt from Anita Alexander's diary.

Wednesday, May 6, 1959, "Caught a swarm of bees this evening." - next day's entry - "Spent evening putting hive together. Son Jerry wanted Lu to get that swarm out of the way of a ham radio friend, who was scared of the swarm in an apple tree by his front door. Lu had no prior experience with bees.

"We were living in Portland, and had recently purchased 70 acres of young timber near Sandy, so we took the bees out there. We put them near a trail and in the shade. Every weekend we went out there and went all through them. They survived our attention, and the next year we joined the Portland Beekeepers group, ordered three packages, and Lu made equipment in his shop. By spring we knew enough to put the bees near vehicle access and in the sun. In his professional work Lu was studying and experimenting with prisms and developing wedge cruising. He had co-authored a research handbook titled "Variable Plot Method of Sampling Forest Stands" with Dr. John Bell in 1957 and was very busy with field work in five northwestern states. His diary is full of 60-80 hour weeks.

Nevertheless, he kept expanding (bee) colony numbers and experimenting.

We have never told this to the Canadians - but there was a very funny reason we got 2 of the 3 highest scores our first year in their Beemasters Short Course. We did not plan to take the test when we signed up for the course. I was editing a horticultural journal and had one to prepare, Lu was studying for a timber valuation trial in California, in which he was called to testify. We were too busy - until we overheard some Canadian neighbors say, 'nah, those Yanks won't take the test - you know how the Yanks are - just up here to play, not really work'. I put my primula data down and picked up the bee class notes - glanced over at Lu, he was changing reading material also. Later, we were glad the dorm walls were thin, we learned as much taking the tests as several more days of concentrated class work might provide. Also, we gained a bit of respect from our friends to the North.

"In his mind, Lu divided his beekeeping hobby in three parts, and he enjoyed each part. Woodworking, honeybee management, and extracting. He experimented and improvised in each department. When he started flying for the second time, the 180 hives and moving into fireweed and doing some pollination work became too much. He cut the hive numbers back to more reasonable time frames, but his high quality care persisted until the cancers' feasting changed everything. He tired of many other hobbies, but not the bees, there was always something to learn about them, interesting people to be involved with, good times to be had."

Oliver Petty, who was a student with Lu at OSU and who traveled with Lu and Anita to Russia, said, "Lu had a real sharp mind and caught on quick. He was always interested in everything around him and took part in a lot of research and in raising money for research.

He will be deeply missed by all.

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The hives were acquired in 1995 after the pollination season was completed. Thus only negligible income came from that source in 1995. The honey sales were the primary income and as stated earlier they amounted to \$1564. This is low because the hives were not in the best of condition when acquired. The candle sales were in the test marketing stage only and the testing is ongoing.

3.133 Last year's revenue and profitability

As stated earlier, the first year was at an operational loss because of the honey house construction, the acquisition of extracting equipment and the hive trailer which were necessary in the operation.

3.14 Strengths & Weaknesses

3.141 Company strengths

The honey production season is primarily at its busiest when XYZ Enterprises's season is at its slowest. Thus the two companies do fit into each other's slack time and between them provide a useful synergy. XYZ Enterprises will be able to finance some of the expansion proposed but they are dependent upon federal government budgets for training. Bart Simpson has a retirement income which allows the principals to be semi-free of income requirements for the next 3-5 years. Most income taken by the owners as a draw, will be run into a SEP-IRA for the future retirement use.

3.142 Company weaknesses

Primary weaknesses include the lack of an owned land base controlled by the owners *ie.* a farm. The lack of capital to expand at the rate necessary to

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achieve the desired goals is also a major factor.

3.143 Analysis

It will be necessary to capitalize on the strengths of the owner's situation. Primarily the time necessary to do the startup work on the hive colony building is available from October to March which is the slowest time for the Training Business. There is also a cadre of family members who will accept little or no immediate compensation for the hive construction. It is very possible to put all this together to assist the accelerated growth requirements. The marketing of the product is proceeding almost too well as we describe below.

We'll break it off here and start next month with the analysis of the industry and marketing of pollination services and honey. We will have a section on pricing including how the recent changes in importation of Chinese honey has dramatically changed the market.

This important change is the type of change you not only need to be aware of, but cause you to revise your whole business plan and resubmit it to the various parties you are dealing with related to financing your business.

We will also go into the nuts and bolt of your business plan which will describe how you actually intend to get money for your efforts.



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REGIONAL BRANCH ASSOCIATIONS

Coos County
Meets 7:30 p.m. third Friday (except
December)
Coquille Annex, Coquille

President: Steve McGuire,
541-396-3318
Vice president: Doug
Soules, 541-269-7832
Secretary-treasurer:
Beverly Berklund, 541-
759-3301

Klamath County
Meeting dates and sites vary.
Call officers:

President: Ken Crow, 541-
882-1893
Vice president: Chet
Hamaker, 541-882-2404

Lane County
Meets 7:30 p.m. second Tues;
Public Employees Credit
Union,
1155 Chambers St., Eugene

President: Lee Zigler,
541-688-5675
Vice president:
Edgar Elder, 541-998-3199
Treasurer: Jim Sheridan,
541-344-1354

Newsletter Ed.: Lee Zigler,
541-688-5675

Portland Area
Meets 7 p.m. second Thurs
Clear Creek Mutual Telephone Co.
18238 S. Fischer Mill Road,
Oregon City

Info: Rosemary Marshall, 503-631-7313

Southern Oregon
Meets 7:30 p.m. first Mon.;
S.O. Research & Extension Center
569 Hanley Road, Central Point

President: Stan Kee, 541-664-3238
Vice pres.: John Campbell, 541-664-4867
Secretary: George Steffensen,
541-474-4305

Tillamook County
Meets 7 p.m. first Thursday;
Fish & Wildlife Bldg.,
4909 Third St., Tillamook

President: Bob Allen, 541-322-3819
Vice pres.: Fritz Hoffman, 541-842-6856
Sec.-treas.: Gregg Cline, 541-842-6323

Tualatin Valley
Meets 7:30 p.m. second Wed.
PGE Building,
Old Scholls Ferry Road & Murray,
Beaverton

President: Chuck Sowers, 503-636-3127
Vice pres.: Jim Marshall, 502-642-3319
Secretary: Michael Lau, 503-591-8864
Treas.: PattiJo Campbell, 503-690-9341

Willamette Valley
Meets 7:30 p.m. fourth Mon.;
Room 112, Building 50,
Chemeketa Community College, Salem

President: Walt Nichol, 503-585-5705
Vice pres.: Richard Farrier, 541-327-2673
Secretary: Ron Bennett, 503-838-2328
Treasurer: Fritz Skirvin, 503-581-9372

Calendar of Events

June	3	So. Oregon Beekeepers
	11	Lane County Meeting, Eugene
	12	Tualatin Meeting, Beaverton
	13	Portland Meeting, Oregon City
	21	Coos County Meeting, Coquille
	24	WVBA Meeting, Salem
July	1	So. Oregon Beekeepers
August	3-4	OSBA Summer Picnic and Meeting, Tumalo State Park, Bend
August	5-9	Western Apicultural Society, Hawaii
Nov.	29-30	OSBA Fall Conference, Cannon Beach



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