



## OSBA Summer Picnic & Meeting An Event not to be Missed!

I would like to start off by apologizing for the delay in getting this month's newsletter out to all of you. We had a major computer failure (board level) here at BeeLine Central, and after open processor surgery (throwing dollars at almost any problem seems to fix it these days), all is fine again. Then I lost all the notes that Charlie Mock had given me on our picnic, and to punish me for my lack of attention, a crown fell off of my tooth! But, when I tracked Charlie down again, and he told me how Nancy (his supervisor and bunk buddy) had the whole drive line fail on a truck she was driving, loaded with bees, at 2AM at the top of the pass at Government Camp, I couldn't feel too sorry for myself. I like these little reminders about why I shouldn't become a commercial beekeeper.

But enough of that. Mark your calendars and make your plans to meet all of your old friends and swap lies and tall tales at the annual OSBA Summer Picnic. This year, we are meeting at Tumalo State park in the group campground on AUGUST 3rd & 4th. Your new Vice President, Charlie Mock, has put together a event and program sure to interest anyone involved in beekeeping in the Northwest.

At past Picnics, we have gathered at different locations around the state and on Saturday, visited a local beekeeping related operation, and this year is no different. This year, we meet at 1:00 PM on Saturday, August 3rd, and will tour Central Oregon Seed Company (1747 NW Mill Street, Madras - North on Hwy 26 from Madras about 2 miles to Cherry Street and turn left on Cherry. Mill Street is about 1/4 mile and you turn left, and drive to Central Oregon Seed Co.). After our tour of the seed plant,

we will caravan out to some of their fields and see how they use honeybees to pollinate their specialty hybrid seed crops.

Saturday night, we will have a campfire get-to-gather at Tumalo State Park. On Sunday, August 4th at noon, we will all meet at the Tumalo State Park Group Picnic area for our annual OSBA Picnic. The OSBA will provide liquid refreshments, bring a dish or two to share and we all will enjoy!

For those of you planning to camp at the park, Charlie has arranged and paid for the group camp area. It is a no hook-ups area, but the Park has hook-up campsite available nearby for a fee, but you should call the Park at 503-388-6055 for information and availability.

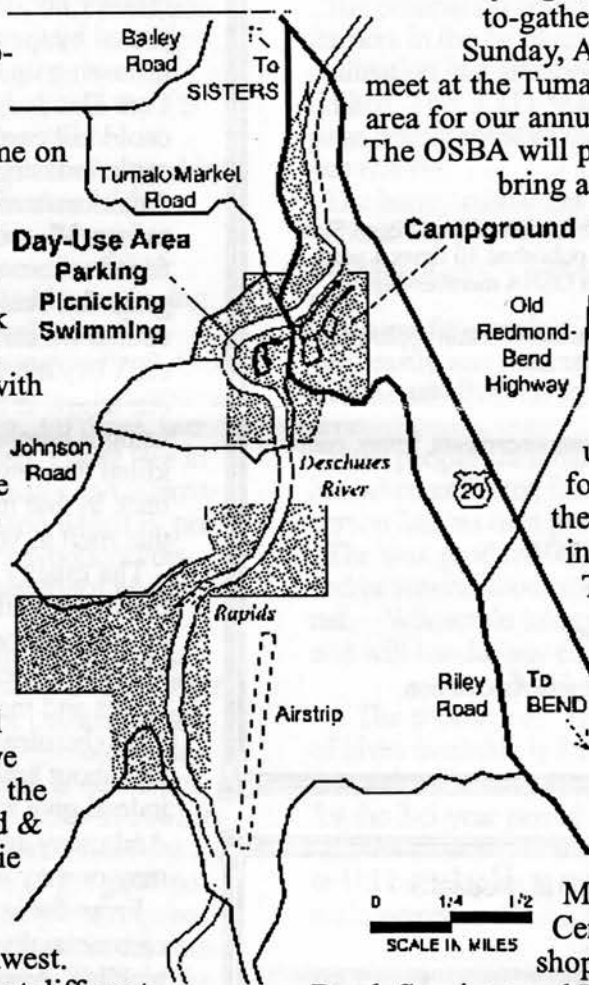
There are ample motels available nearby in Bend and Redmond. There are several commercial RV campgrounds in the surrounding area as well.

In the area there are numerous attractions including the High Desert

Museum, Lava Lands Visitor Center, Smith Rock, and lots of shopping and fine restaurants in

Bend, Sunriver, and Redmond.

So, plan to attend and meet old friends and make many new ones as well. This is a social and learning experience that all Northwest beekeepers should attend. See you there!



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## A Letter to the Editor

reprinted from the Spring 1996 issue of  
*The California Bee Times*

Dear Editor

It is bad but beekeepers who live in glass hives should not throw stones. The USA and the USDA try as hard as they can with the resources we allow them to set the high standards for Honey Inspection as we know it, but not based on a police state mentality as some food fanatics would have it, or have it such as in Great Britain now going through the Mad Cow disaster because some old information was misinterpreted by the press, public, and politicians. We should be buying up all that beef in GB and open a Mad Cow Hamburger Heaven in the US and clean up, we could kill two birds with one stone, help save the GB cattle industry and provide cheap beef to the American's who are starving for another fast food palace. We would have to buy a lot of fat, I got a friend who owns a tallow works, because that stringy grass-fed beef in GB makes poor hamburger. But of course we can't because of laws, the same as they can't buy our beef because of their laws. And we send our tallow to Europe because we would not think of using it here, and there are laws, who knows what killed the cows it's from, anyway, it can find its way back in fine imported cookies, you know the kind that melt in your a mouth at Christmas time.

The quality and safety of US honey begins at the beeyard and it is true that a few American beekeepers do use methods and chemicals not approved by the US government. These producers risk it for themselves and the industry as a whole. Many more have tried chemicals like amitraz to control v. mites, in fact just about any of the common farm chemicals will indeed give some v. mite control if used carefully. And many are in use in other countries where they may or may not be legal.

From the beeyard most of the honey produced commercially moves into the honey packing industry pipeline. Again some test and some don't, the ones that do such as SUE BEE, (A US beekeeper cooperative), have rejected honey that does not pass the standards set by the US government or other governments if they are selling honey for export. I can tell you from personal experience that having a load or a crop rejected is a good way to change how things are done back in the beeyard. Some honey packers have harder standards than what the law calls for. The FDA level for EDB and mandatory notification to FDA was/is 30 ppb, at the same time SUE BEE is rejecting honey with 10 ppb and testing 16 lots per day. I believe

*Cont. on Page 6*

## Advertising Rates

**Business ads, per issue:**

Business Card size	\$ 7.50
Quarter Page	20.00
Half Page	35.00
Full Page	100.00

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
Non-members	3.00



low cost Chinese imports into the US market. Their low cost honey has depressed honey prices in our country for the past 10 years. Prices have risen 15-20% in the last year and should stabilize at the current levels or a bit higher according to all the trade publications we have read.

3. Home made candles have a good price for the quality candle market and gives no indication of being overwhelmed by supply of wax due in part to the dwindling number of hives in the US. Thus the demand should hold.

### 3.31 *Competitive Situation*

#### 3.311 *Competitive company descriptions*

The larger pollinating companies are choosing to focus on the larger grower market. Almost no one is servicing the small to medium sized farm/orchard since it requires too much hive handling to be profitable when compared to the "bigger farm units" which don't require so much individualized people handling. The niche which is not being supplied competitively is the smaller orchardist and they are very grateful for any attention you can give them. Other "smaller" apiarists are seeking to escape the niche which we will work to fill efficiently. These apiarists are anxious to grow past this size so that they can go after the bigger orchards and mass handling dollars.

The honey is a by-product to these pollinator companies and is sold to bakers and other commercial markets in 50 gallon drum quantities rather than focusing on the retail line. As a mid-sized producer, we can feature the local product approach to the consumer which sells well in the markets we are targeting. We will minimize the shelf space battle with competitors by focussing on non-competitive areas which will sell the honey. By targeting these, we can maximize our profits more easily.

The candles are a niche market for high value sales. If the candles do not sell as well as expected, the beeswax blocks are "trading stock" with beekeeping suppliers to get equipment which is needed in the operation. While larger producers will yield more wax than we will; they focus on the wholesale rather than the finished product retail market.

#### 3.312 *Product/service comparison chart*

Customers are grateful for the attention you can give them in serving their needs. A little common courtesy sets you above the people who are in the "wholesale commodity" market and pay little attention to the niche we are describing.

#### 3.313 *Company strengths & weaknesses*

The personalized attention we can exhibit to the customers will be the greatest strength we can provide. Good high quality products aimed at the "smaller" market niche will yield great additions to our bottom line.

#### 3.314 *Anticipated changes in market dynamics*

The apiarists' market does not look like a "gold mine" for the uninitiated. The fear of stinging insects chases a few more away (both figuratively and actually). Beekeepers are not very outgoing in dealing with people and are not good writers in "popular literature". Thus the really enjoyable nature of working with bees is almost entirely missed by the general population. Beekeeping organizations are almost empty. The membership in the two beekeeping groups in the Portland area (the five county area) is under 60 members. The entire state beekeeping group only has 190 members. It is estimated that there are 1000 beekeepers (more than 1 hive) in the entire state.

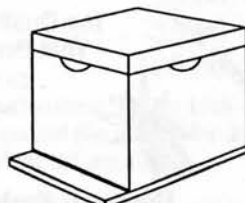
#### 3.23 *Other Influences*

The main influence on the business is governmental. If the "anti-dumping" agreement is changed, the honey prices could go down a bit. If a pesticide used to keep bees alive (such as Apistan) becomes ineffective or no new miticide is developed, it will become more difficult to raise bees and therefore it will do nothing but raise prices on the existing hives.

To quote Morse et al in the *American Bee Journal* (July 1989), The trends in increased consumer demand for insect-pollinated fruit and vegetable crops are likely to continue. More food will be needed for the growing U.S. population which was 226.5 million in 1980 and is projected to grow at a rate of 9% to reach 267.5 million by the end of the century (US Bureau of the Census, 1983). Furthermore, the marked

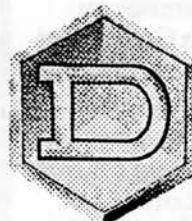
*Cont. on Page 5*

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upward trend in per capita consumption of many fruits and vegetables is expected to persist. As production of these crops grows, and as the value of increased densities of pollinating insects is more fully appreciated by growers, the demand for honey bees for pollination of agricultural crops will almost surely continue to increase into the next century.

If we are to have agricultural crops of many kinds to feed our country, the prices for pollination will stay up relative to the markets even in a depression. Technological changes are not foreseeable anywhere on the horizon which will substitute for the honeybee and her work.

### 3.3 Business Opportunities

To form a pollination co-op with smaller sideline and or hobby beekeepers to provide guaranteed numbers of hives for the smaller unit pollination where required by the small farmer/orchardists.

Sell our computer software consulting services and products to other small beekeepers.

Market the emerging trade groups and their need for pollination services. This would include various seed crops for vegetable seed production as well as meadow-foam oil-seed pollination requirements.

Focus on the Farmer's Market sales arena for honey production sales in cooperation with the Puppypaws Organic Orchards.

Market to organic gardeners and farmers for the pollination in their areas. This is much safer than having to deal with the pesticide-using farmers.

Toward the end of the 3-year plan, market a package

with Big Bob's Food to put our honey in prepackaged food mix combination boxes for sale in their store.

Produce "flavored honeys" which will appeal to the high price specialty market such as found in Stroheckers Foods in the West Hills.

### 4. Business Planning

#### 4.1 Development

#### 4.11 The Strategy

#### 4.111 Strategy diagram

The moderately aggressive strategy of this plan is to achieve the production figures indicat-

*Cont. on Page 8*

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## Basics in Northwest Beekeeping

by Ron Bennett

July marks the end of the major honey flow here in the Willamette Valley. You should make your plans to remove your capped frames of honey from your supers and ready them for extraction. Most of the local clubs have extractors to loan and several of the bee supply houses have them for rental. You might want to consider having another beekeeper extract for you and save you the mess. But, there is nothing quite as wonderful as the first of your own honey flowing from the extractor.

You should examine the supers frequently but don't leave much empty comb on colonies that are light in stores in the brood nest. Add supers only to the top of the filled ones, not below them.

Check colonies for queen and re-queen if queenless. Check colonies for old queens and replace with young ones. Most of the queen breeders (see the ads in this issue) have queens available at VERY attractive prices this time of the year, and there is no excuse for having a poor queen going into fall.

You should re-queen any colony with undesirable characteristics such as poor production, mean temper, European foulbrood, excessive propolis, poor brood pattern, unwanted color or markings, etc. Re-queening is one of your most powerful tools in managing your hives.

Now is also the time to start nucs for Fall requeening and increasing the number of hives. You should have one nuc hive for every three hives you have. A nuc hive is the easiest way to introduce a new queen into a hive, especially after the honey flow drops off or in the case of a laying worker. A hive will almost always accept a frame or two of brood with a queen. The bees on the brood frame(s) know the queen and will protect her for the time necessary for her scent to dominate the hive.

Keep on the lookout for American foulbrood (AFB). There was a time when state bee inspectors would burn all of your hives in a effort to try to control AFB. Now, with state bee inspection programs for AFB a thing of the past,

you can assume that AFB is present in all of your hives. You can keep it under control by treating with Terramycin after you remove your honey supers as part of your fall treatment program. But now, you should look for evidence of AFB and if you find a hive with a heavy case (if you suspect evidence of AFB - almost any of your bee books will give a good description on how to identify AFB in your hives).

Check your stored comb for possible wax moth infestation (like rust, wax moths never sleep it seems).

Treat for mites with Apistan strips after extracting honey.

Don't tempt robber bees with exposed honey. When you remove your honey supers from the hive, keep them covered as you collect them. Not only will it make keeping the yellow jackets at bay a little easier, once bees start robbing, it is very difficult to stop them from robbing from other hives.

.....

*Cont. from Page 2* they have "0" ppb, but don't quote me on that. For SUGAR Syrup Adulteration, SUE BEE is testing 10 samples every two days, as it takes two days to run the samples and then suspicious samples are sent to a private lab for testing. Amitraz found in SUE BEE members honey at levels over 200ppb (may be 0 today as I have not checked in awhile), are rejected, 16 samples are tested one time and it takes 3 days to complete tests. Any material of any kind that could be considered contamination is the responsibility of the members who shipped it to the co-op and he is responsible for reimbursing the co-op for all damages caused by the contamination. All honey delivered to SUE BEE is tested on a random basis, with exception of any producer with a history of contamination. A few other honey packers have similar labs and testing policies, or send honey out to be tested. Most of the smaller packers do not have labs but do send suspicious samples to be tested for adulteration. You can be sure with a dollar a pound market more honey will be tested in 1996 than ever before as packers all know beekeepers are crooks, the same as *Cont. on Page 7*

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White City, OR 97503-0401

any beekeeper would tell you that the honey packers are a bunch of thieves, for some do have a history of being real cheap at the least.

What are the testing standards of this imported honey? What are the testing Standards of US honey? Who regulates the health and safety of American citizens as they eat their honey daily? Does the USDA or the FDA?

The standards are the same for honey imported into the US as they are for the honey produced here. The USDA can sample honey at the port, but this is not the norm. Most adulteration and contamination is reported to them by beekeepers, consumers or packers. Honey rejected at the ports is not normally destroyed so it does find it's way the food chain at a lower price mostly. The USDA also has a market basket study that looks at a few samples of honey each year. Occasional studies over the year also look at honey.

Does anyone have some answers? NO one has the answers, it's buyer beware the same as it is for much of our food. Honey is in a place by itself because honey represents the environment the bees were kept in for miles around the bee yard, that of the beekeepers honey house and the packers bottling line. With the tests we have today that can split the hairs on a bee's rear end and tell you who the father was you can imagine that anything that is considered bad in the environment can be found at some level in honey and that includes the honey from the highest mountains in Hawaii which was tested with other honeys from North America and found to have some of the same contaminants. We are lucky that much of what goes into honey is lost by time and processing and what is left and found in honey is no different than what is found in the air we breath or any other food. If having chlorinated hydrocarbons or other chemicals in honey at .001 ppt is a worry then we should be worried about the air and water from just about any place in the world.

It seems that a multi-national panel should be assembled under peer review to determine what is and



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what is not approved regarding the use of chemicals with honeybees in the production of honey for human consumption and then testing must be implemented to insure compliance with the findings.

Come on USDA, give us some answers.

You must have missed the USDA answers on prior bee problems. On bees lost in the US from Varroa Mites it's B-PMS. Before varroa mites it was the acarine mite, before acarine it was something else. They are on top of it. Just ask them or go to one of their canned talks put on to entertain the beekeepers at bee meetings. Now after years of quarantines, bee killings, and forced chemical use to control varroa mites using the one and only chemical they happened to approve they are looking for bees that have never been treated, I had some but they died. Actually I had 500 hives never treated with anything but they were stolen, the same thing as dead as I bet if they have been treated are all dead by now.

Yes, we would work hard all our lives, save all our money and spend it all to make Pure Honey the standard for all other foods to follow, but I fear in the end we would be in the same place as the Cattle Industry in Great Britain, at the end of a long green rope. As for peer review, we are all peers here in the US, and I can tell you that we are reviewing some of the natural food additives, a few mentioned here and in other places on a scale that exceeds anything that all the government agencies of the world could do in several decades. That may seem horrible to someone who has ever had a sick hive or watched hundreds of them die and could do nothing but watch, but that's the American Way and I hope it never changes. When my peers find something that looks real good you can bet I will let you know if they don't first and the USDA too, and then we can do some real bee research.

Opinions are not necessarily facts. Use at own risk.

Antone J. Nachbauer



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### Tollett Apiaries

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Continued from Page 5 ed below by doubling the hives every year and thus having the production capability indicated:

Product	1995	1996	1997	1998
Pollination (Sets)	25	200	400	440
Honey (pounds)	1,000	6,000	12,000	13,000
Wax Products (lb)	60	250	300	360

#### 4.112 Product/service definitions

A pollination Set is a placement of a hive in an orchardist/farmers field for pollination purposes.

A pound of honey is extracted from the comb, clarified by filtration and settling. It may be sold in any of several sized containers but each pound is the basic unit.

Wax products can be of many types but primarily will be in the form of candles. Again production is indicated in pounds since varying quantities are used per candle and/or other products.

#### 4.12 The Development Plan

The Development Plan is to increase the number of hives through yearly splitting. The normal spring bee build up up allows this method to be the way for judicious acquisition of additional hives from producers of known quality. Several of these people have been located and have hives available at this time.

#### 4.2 Marketing and Sales

##### 4.21 Products and Services

##### 4.211 Target market

The target market for the pollination segment of the company is the small and somewhat overlooked small orchardist/farmers. We will actively promote our services to any group possible. These services will be provided through the people who are responsible for producing the final products (canneries and packers) and other organizations which are the focal point for the farmer/orchardist.

The target market for the wax products will be the "farmer's market" and natural products type merchandiser. Natural skin cleansers, soap and other natural skin products can be expanded into in the '99-2000 period.

The target market for honey will be in the "farmer's market" arena and sales through service clubs, both activities will increase our product visibility tremen-

dously. Sell quantity products to religious groups which use and require naturally "pure, long storage life" products such as honey as a emergency food source. We are also developing "food combination kits" such as a biscuit mix or bread mix (prepackaged natural products - such as Big Bob's materials) and XYZ honey attractively packaged.

#### 4.212 Positioning

We will use our computer to create customized labels for the products which we sell. We have developed the patterns and the capability to produce these at will with our computer hardware/software/printers already in hand.

#### 4.22 Distribution Strategy

##### 4.221 Channels

Low Volume/High Price - 35% of total products

Farmer's Market  
Natural Food Stores  
Puppypaws Market

Low Price/High Volume - 65% of total products

Members of groups requiring food ration storage for emergencies

Gift packages of natural foods at Farmer's Markets as Christmas Gifts

#### 4.23 Marketing Strategy

XYZ will penetrate the market in areas which will provide maximum exposure to the local "Oregon Grown" product. We will channel at all the three levels indicated above and move to maximize profits in each undeveloped area.

#### 4.24 Pricing Strategy

##### 4.241 Objectives

Capture the Price/Value added features of honey and related "pure" and natural products.

Display and emphasize the "Oregon Difference" with "Made in Oregon" stickers.

Capture the high end of the product scale by focusing on stores which are quality, natural product stores.

##### 4.242 Competitive prices

Prices are extremely variable but local honey and beekeeping products sell at a premium when compared with "imported" products.

We can meet and beat the competi-

Cont. on Page 6

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tion's prices due to our low overhead/production costs.

4.243 *Customer sensitivity*

1995 has been a year to test price sensitivity in most of the markets we have been discussing. The one area needing more testing is the Beauty Care and Candle markets. This will be done during the spring of 1996.

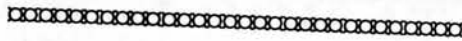
4.244 *Financial impact*

Clearly, we will focus our primary marketing efforts in the high volume, low price area as this is consistent with the complete sale of the product.

4.25 *Strategic Relationships*

We will plan to develop strategic partnerships with successful "natural food/product" markets. Most of our honey can be classified as an organic food product and we will exploit this fact.

Thus we end this business plan. It is presented not for you to say whether this particular plan is good or bad, but to show you the depth of thinking you need to consider in preparing your business plan. The layout is to allow someone who has no idea about the beekeeping business, how this business functions and how you are going to operate your business within this framework.




Since one of the basic tools any business needs is professional business management software, here follows two article reprints from Dr. M.T. Sanford's excellent Internet magazine, *APIS*.

From the May 1996 issues of *APIS*:

The expert systems folks at the Pennsylvania State University have been busy. They are now releasing a

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major update to their *Bee Aware* program. This software is especially designed to help beekeepers identify and manage honey bee diseases, parasites and predators through the use of general information, specific diagnoses and a comprehensive list of references. The program is available for DOS and Macintosh. The new version is also available in CD-ROM (DOS format only). The advantage of the latter technology is that full-color graphics can be used to support the program, as well as the line drawings currently distributed on standard disk.

Mr. Stan Kain did a nice review of the "Bee Aware" program in the second issue of *BEE BIZ* magazine, No. 2, Feb. 1996 (see December 1995 *APIS*). His evaluation of the program concludes: "While Penn State University developed the program to assist agricultural advisors in assisting beekeepers, the program has something for just about everyone. Veteran beekeepers can always use a 'second opinion.' Novice hobbyists will find 'Bee Aware' a reliable tool to both study beekeeping problems and to evaluate the well-being of their bee colonies. Commercial beekeepers can certainly use the pesticide information to assist in placement of colonies in areas where spraying may occur. Of course, everyone can use some help in keeping up on mite problems, too."

"Bee Aware" on disk costs \$35 for either Macintosh or DOS. The upgrade is available to registered users for \$5. The CD-ROM version for DOS costs \$50. For further information, contact Jan McClure at 814/863-0604. To order send check to Penn State University, Department of Entomology, Attention: Roxie, 501 Ag. Sciences and Industries Bldg., University Park, PA 16802. You may also consult the Bee Aware page on the World Wide Web at <http://server.age.psu.edu/esdg/beeaware.html>

Cont. on Page 11

**NOSEMA**

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## Who's Who in the OSBA Resource Guide

## OFFICERS

## President:

George Hansen  
30576 Oswalt Road  
Colton, OR 97017  
503-824-2265

## Vice president:

Charles Mock  
27977 S Schiewe Drive  
Colton, OR 97017  
503-824-3456

## Newsletter Editor:

Ronald Bennett  
11260 Simpson Road  
Monmouth, OR 97361  
503-838-2328

## Secretary - treasurer:

Phyllis Shoemake  
1874 Winchester NW  
Salem, OR 97304  
503-364-8401

## REGIONAL REPRESENTATIVES

## Central Oregon:

Bob Morgan  
3800 Benson Road  
The Dalles, OR 97058  
541-298-5719

## Eastern Oregon:

Dave Lefore  
Rt. 3 Box 207E  
Milton-Freewater, OR 97862  
541-938-3286

## Metropolitan Area:

Chuck Sowers  
4390 Lords Lane  
Lake Oswego, OR 97035  
503-636-3127

## North Coast:

Bob Allen  
P.O. Box 434  
Garibaldi, OR 97118  
503-322-3819

## South Coast:

Joann Olstrom  
3164 Maple Court  
Reedsport, OR 97467  
541-271-4726

## Southern Oregon:

George Steffensen  
1634 Fish Hatchery Road  
Grants Pass, OR 97527  
541-474-4305

## Willamette Valley:

Gene Garner  
90269 Hill Road  
Springfield, OR 97478  
541-746-5972

## COMMITTEE CHAIRMEN

## Honey promotion:

Joann Olstrom

## Nectar &amp; pollen plants:

Bertie Stringer

## Pollination:

Don Kelley

## Laws &amp; regulations:

Fritz Skirvin

## Oregon State Fair:

Ron Bennett

## APIARY ADVISORY BOARD

## President

Bruce Yeager, 541-888-6833

## Vice president

Bill Rufener, 503-324-2571

## Members

Al Freeburne, 855-7243  
DeWayne Keller, 541-889-8279  
John Mespelt, 541-926-1850  
Bob Morgan, 541-298-5719  
Fred Van Natta, 503-585-8254

## RESOURCES:

Dr. Michael Burgett  
Department of Entomology  
Cordley Hall 2046  
Oregon State University  
Corvallis, OR 97331-2907  
Telephone: 541-737-4896

## Dr. Lynn Royce

Assistant/associate  
Department of Entomology  
Cordley Hall 2046  
Oregon State University  
Corvallis, OR 97331-2907  
Telephone: 541-737-4733

## Jim Cramer

Oregon Dept. of Agriculture  
635 Capitol St. N.E.  
Salem, OR 97310-0110  
Telephone: 503-986-4620

## 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

July	9	Lane County Meeting, Eugene
	10	Tualatin Meeting, Beaverton
	11	Portland Meeting, Oregon City
	19	Coos County Meeting, Coquille
	21	WVBA Picnic, Rossmoor Farm, Gervias
August	1	Tillamook Beekeepers Meeting
	3-4	OSBA Summer Picnic and Meeting, Tumalo State Park, Bend
	5	So. Oregon Beekeepers
	5-9	Western Apicultural Society, Hawaii
	8	Portland Meeting, Oregon City
	13	Lane County Meeting, Eugene
	14	Tualatin Meeting, Beaverton
	16	Coos County Meeting, Coquille
	26	WVBA Meeting, Salem
Nov.	29-30	OSBA Fall Conference, Cannon Beach

And from the June 1996 issue of *APIS*:

**UPDATED COMPUTER SPREADSHEET MODEL**

Although the IFAS Resources Catalog continues to list my profitability model software (*Profitability Model for a Mid-sized Beekeeping Operation*), this will be the last issue to do so. The information has been incorporated into an updated version by Drs. Lois Willett and Nicholas Calderone at Cornell University. Entitled *Bee Economics*, this model runs under Windows 3.1 on IBM compatible machines [386 machines with 4 megs of RAM using Excel® 4.0] and Macintosh® with 4 megs RAM and Excel® 4.0.

*Bee Economics* consists of three modules, each containing a suite of spreadsheets. They are Bee Planner, Record Keeping (Investment, Expense, Revenue and Cashflow) and Enterprise Analysis. The latter is particularly significant because a single beekeeping operation can be broken down into several activities (i.e. honey production and sales, commercial pollination, package bee and queen production). Each of these can be analyzed independently of, as well as

in conjunction with, the whole operation. Questions about the model should be directed to Dr. Willett, Dept. of Agricultural, Resource and Managerial Economics, Cornell University, Ithaca, NY 14853-7801, ph 607/255-4489, fax 607/255-9984, email lsw2@cornell.edu.

*Bee Economics* sells for \$39 plus \$5 shipping and handling. Income from sales goes toward future economic research on the beekeeping industry. Copies are available from Dr. Marion Ellis, American Association of Professional Apiculturists (AAPA), 210 Plant Industry Building, Lincoln, NE 68583-0816, or the AAPA Home Page at <http://ianrwww.unl.edu/ianr/entomol/beekpg/aapapubs.htm>. That World Wide Web site also has several other publications available to beekeepers. Although my model has been superseded, the printed version is still available on the FAIRS CD-ROM and World Wide Web: <http://hammock.ifas.ufl.edu/txt/617>.

**LOOK AT YOUR ADDRESS LABEL**

Technology has finally caught up with our mailing list. You will note that there is a date code after your last name. This is the date of expiration of your membership. We have tightened up on past due membership dues. You will stop receiving the *BeeLine* and your membership will be inactive 60 past the due date. If you feel we are in error on your date, contact Phyllis Shoemake at the address on the inside front cover.

**Membership and Publications**

Membership in the Oregon State Beekeepers Association is open to anyone who has an interest in bees and beekeeping. You do not need to own bees or reside in Oregon to join the OSBA. OSBA Membership is \$15 per person and includes a vote in all OSBA elections, discounts on other bee-related publications, 10 issues of *The Bee Line*, and more. And, if you are already a member of a local group, your group will receive \$1.00 from your OSBA dues. Foreign membership is \$23.

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Make checks payable to OSBA and send check and this form to: Phyllis Shoemake, 1874 Winchester NW, Salem, OR 97304

# CLASSIFIED ADS

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