

# Beekeeping @ Steens Ltd, NZ

Season 2014 – 2015

Raffaele Dall'Olio

Wairarapa, Masterton, Wellington, Nuova Zelanda

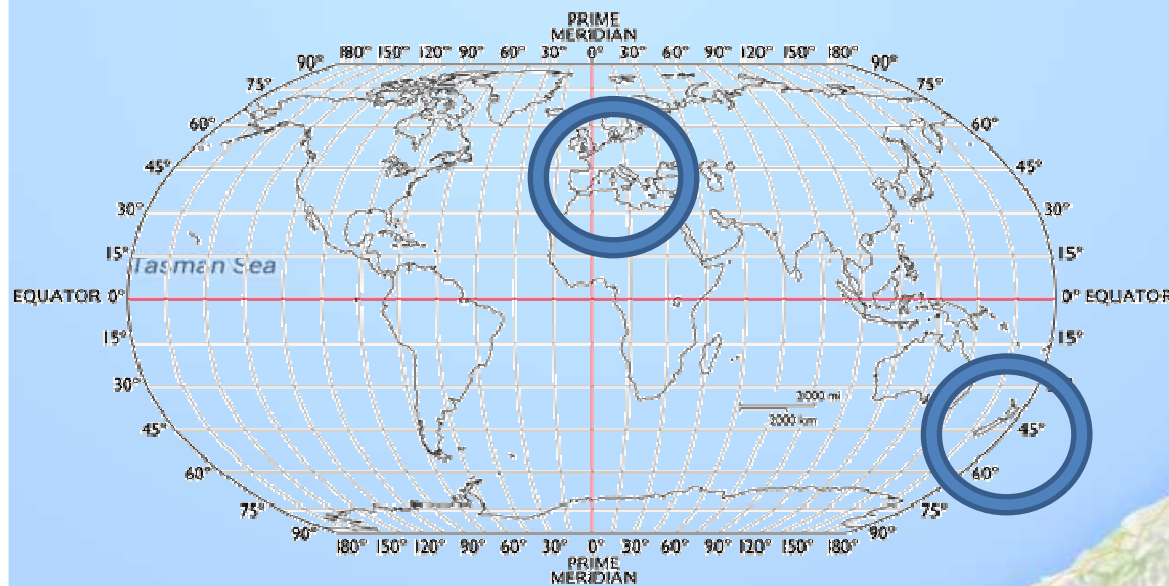


Wairarapa, 7/13 Church St

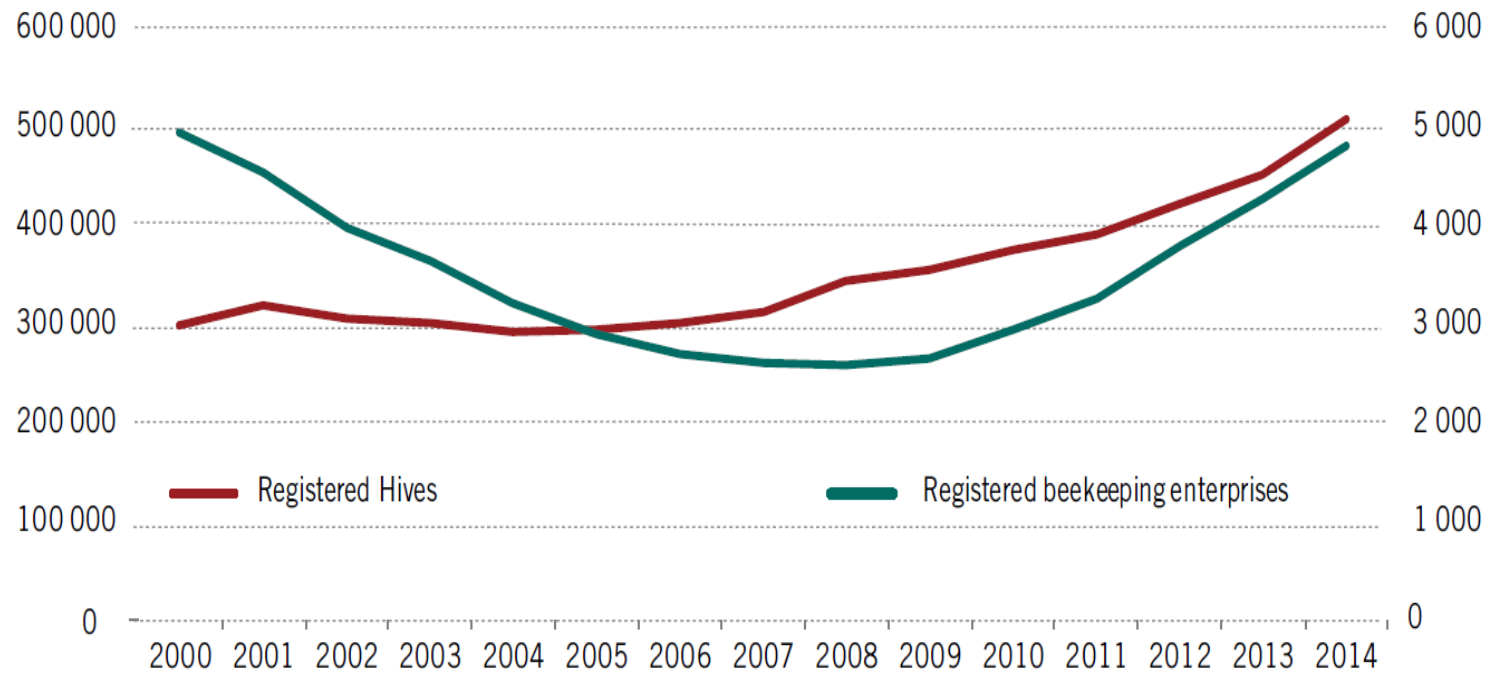
+64 6-377 1892

Street View...

# Being *DownUnder*



# NZ Beekeeping bulletts



- 2014 honey production: 17000 tonnes
- 2014 export value 187 million \$ (8700 tonnes)

# NZ Beekeeping bulletts

As at 30 June	2010	2011	2012	2013	2014
1 to 50 <sup>2</sup>	2 440	2 722	3 237	3 671	4 126
5 hives or less	1 745	2 044	2 463	2 828	3 162
51 to 500 <sup>3</sup>	319	336	351	379	443
501 to 1000	99	109	115	122	124
>1000	99	100	103	107	121
<b>Total</b>	<b>2957</b>	<b>3267</b>	<b>3806</b>	<b>4279</b>	<b>4814</b>

## Notes

1 Registered beekeeping enterprises and hives under the National Pest Management Strategy for American Foulbrood.

2 Beekeepers with 1–50 hives are considered hobby beekeepers.

3 Beekeepers with greater than 350 hives are considered commercial beekeepers.

Source:ASUREQuality Limited.

- 1 National Association – NBA
- Refer to Ministry for Primary Industries - MPI



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Become a **beekeeper** with Steens.

***Our Mission:***

“To make a difference  
by championing the  
cause for one of nature’s  
true miracles.”



# Steens bulletts

- Family owned company born late '70s
- Starting business focused on Kiwi pollination service (Tauranga - Bay of Plenty)
- Manuka Honey exporter from late '90s (UK, Asia)
- 2005 Production Division moves to Masterton (Wairaraipa)
- Employee : 3 managers + 10 admin + 15 beekeepers + 10 extraction
- Approx 7.000 hives & 3.000 mating nucs
- Yearly production: 150-200.000kg **manuka** + 9.000kg wax

# ...talking about Manuka honey...

- Botanic origin *Leptospermum* spp. (tea-tree)
- Value at the gross market from 3X to 10X conventional honeys
- Value increasing with MGO content (NPA, UMF)
- NZ , Tasmania, (Australia) produce highest «active» Manuka honeys



# Beekeeping @ Steens

Brian McCall  
General Manager of Hives



- Interviewing beekeepers during off season
- Planning production with ownership
- HUMs management & coordination
- Season hive/trucks logistic

## What's a HUM?

**Hive Unit Manager:** experienced beekeeper leading a team of three people, managing 1.500 hives the whole season.



# My role @ Steens

Jerry Lunes  
Queen Bee Manager



- Queen Rearing Team (QRT) – 3 people
- Managing 800 hives & 3.200 mating nucs
- Goal: 10.000 mated queen (internal needings) – est. market value 290.000€



- Yearly queen replacement
- Overcome winter losses
- Daily in-season needs
- (R&D)

# Facilities

3200 mating nucs

800 hives

6 selected breeders  
(*A.m.carnica* ??? )

20 sites <60km from HQ

(extra staff Jan/Feb)



# Grafting sites / Production sys

2 «twin» sites, each:

- 3 selected «breeders»  
→ grafting units
- 4 queenless hives  
→ «starters»
- 16 queenright hives  
→ «finishers»
- 40 hives (body  $\frac{3}{4}$ ;  $\frac{3}{4}$ )  
→ brood & drones









# Mating sites

**20 sites**

160 mating nucs

4/pallet

2-ways langstroth  $\frac{3}{4}$  boxes

40 hives

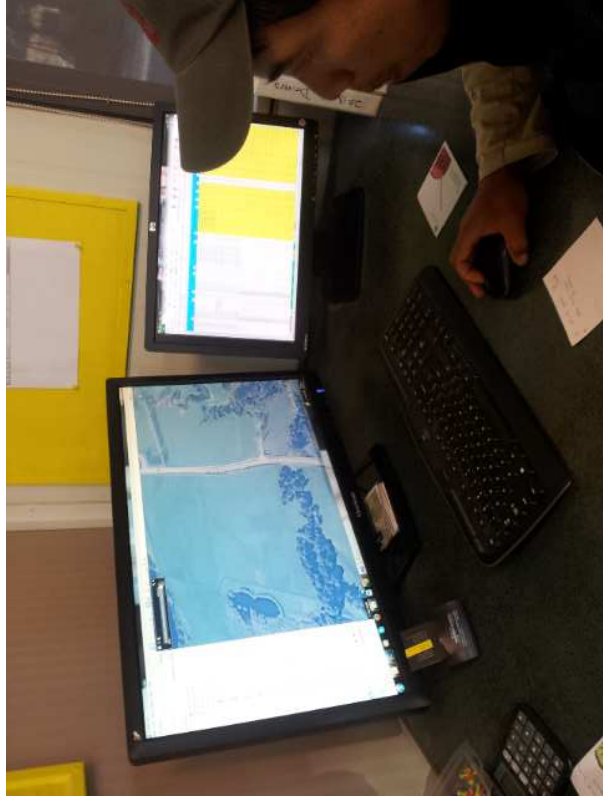
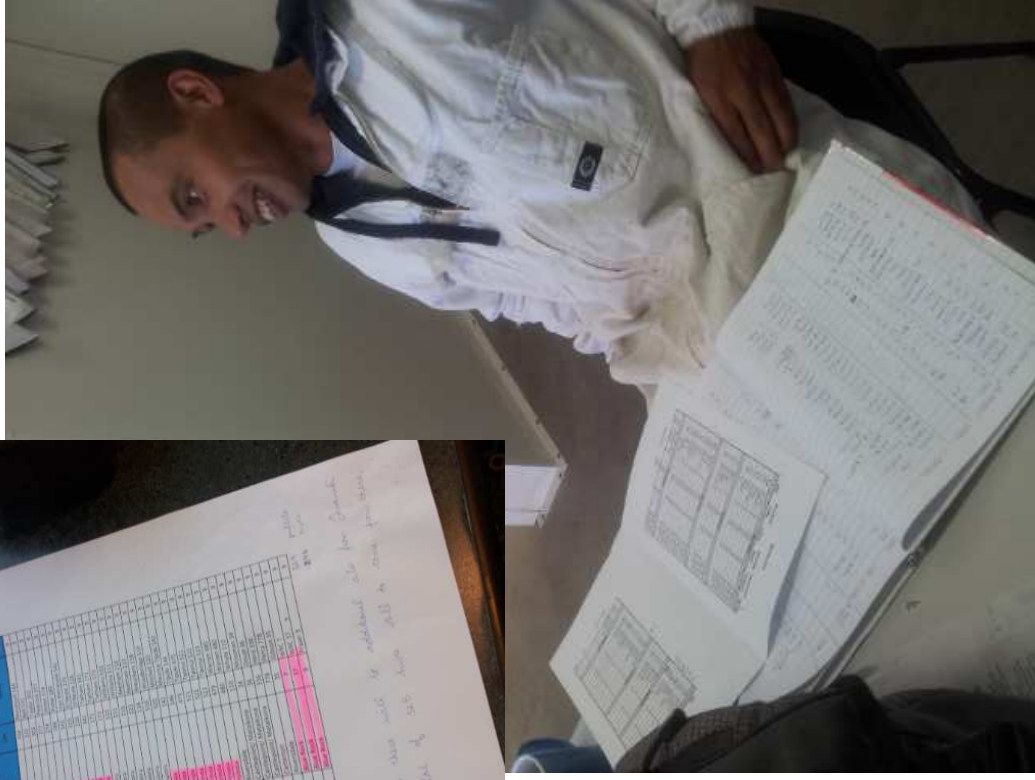
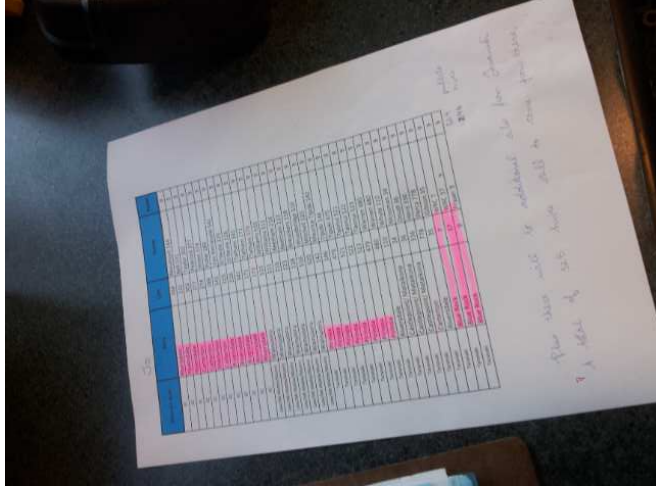
drone production

brood / honey needs

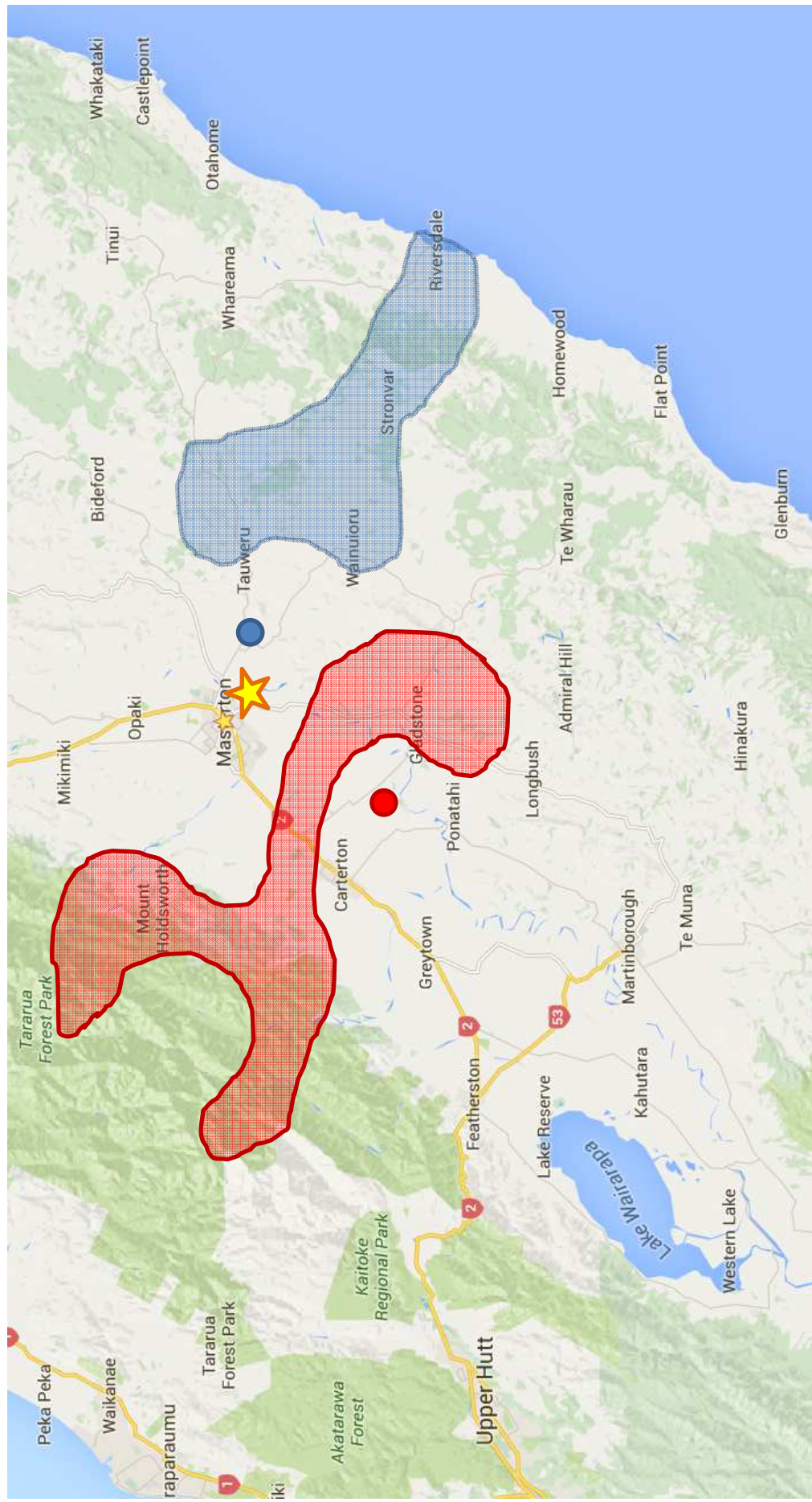




# Organization



# Logistic





# Nucs building





# Nucs building





# Nucs building





# Queen cell rearing tools





# Grafting





# Queenless starters 24-48h





# Queenright finishers 10dd





# Transport 0,5-4h





# Harvesting



# Harvesting





# Harvesting



# Queen banking





# Season summary

