

2022 Stahlman Beekeeping E-mail Notes Issue #4

Winter has arrived in Raleigh! We have some snow on the ground and temperatures dipped into the very low 20 F range. I hope all of you are staying warm. I will be working in the bee yard this year with big plans. I will not be selling any queens or nucs but will have help in my bee yard from several friends who will be selling queens and nucs. To those who want to get into the business of selling queens or nucs, I recommend the following: Go Slow -- It takes time to build a customer list. Sell only the best -- don't settle for anything less than your customers good will. Customers are the best advertisement around.

I have always said, one does not have to be a beekeeper to sell packages and nucs. I could drive my truck down to Georgia, load up several hundred packages of bees from those folk down there producing thousands of packages and nucs -- some with bees driven back to wherever from California Almond pollination to be shook into packages. They may contain queens bred early in a mating yard short of drones. I could drive those packages back to N.C. and make about \$40.00 per package selling them to new beekeepers. Just imagine -- 200 packages X 40.00. I would not have to worry about bee hives at all. My cost would be in time -meals and gas & the wear and tear on my truck. Customer's would get very little time to visit and talk bees with you but the money is good. I know people that make 3 or 4 trips each spring. There are also risks involved for those businesses. When they pick up a load (like Georgia) they have to get the packages back to the customers. (ALIVE)

On the customers end -- they pick up the packages or nucs -- at that point the package or nuc becomes the customers responsibility! If the queen is dead in the queen cage, one expects that queen to be replaced at no cost. But what about a queen that is a virgin queen or a poorly mated queen?

Well, I need to get off my soap box. Buy from a local beekeeper that is selling bees and queens raised in N.C. or your home state. Usually you can visit with them -- knock on their door -- and the problem will be resolved immediately. No excuses, No waiting a week to get a new queen. No answers to your phone calls. No inquiry about what you did wrong! Bee Suppliers should be trusted friends. If they fall short -- there are plenty of others who can fill your needs.