

Journeyman Level Master Beekeeping Course

April 7, 2014

Class No. Six

- I. If you sell to the Public, you must comply with South Carolina Food and Cosmetic Act.
 - (a) What is “Public Sale”?

Selling Honey to Stores, Flea Markets, Farmers Markets, Restaurants, or advertise to Public is a Public Sale.
 - (b) It is not selling to your neighbors, co-workers, or by word of mouth for their own consumption.

- II. Regulatory requirements When Selling to the Public
 - (a) Proper Labeling of all containers offered for sale.
 1. NAME OF PRODUCT- Must Face consumer and be Bold Print.
 2. FIRM NAME PH: Min 1/16 inches
 3. STEET ADDRESS: optional if phone number is listed in Phone Directory. Min 1/16 inches.
 4. CITY, STATE, ZIP CODE- Min. 1/16 inches
 5. INGREDIENTS: Not required for 100 % Honey- Min 1/16 inches
 6. NET WT. _____ OZ, AND _____ GRAMS- Must face consumer.
 7. NUTRITIONAL LABELING – Not required of small businesses, which you all probably qualify.

 - (b) Unlabeled or improperly labeled honey may be removed from sale by the inspector.

 - (c) Follow Good Manufacturing Practices when processing, especially, the proper washing and rinsing of each container prior to filling.

 - (d) When your honey house is inspected, any deviations from attached Guidelines for food Processors will be so noted by the inspector in his report. You will however, be given ample time to correct noted deficiencies.

 - (e) If you suspect adulterated honey being sold in South Carolina, please call:

Food & Drug Administration FDA if honey is from out of state.

Greenville- 864-234-9966

Columbia – 803-765-5845

Charleston – 803-727-4534

SC Dept of Ag – 803 737-9690 IF HONEY IS IN STATE

Judging the Honey- needed items

1. Really good flashlight
2. Refractometer-18.6 % moisture is maximum amount of water content
(It takes 8 lbs of honey to make one pound of wax) Some extract uncapped
Honey to conserve the loss of honey that makes the capping.

Grading Systems- Three

1. International System
Light, medium, dark categories
2. In SC we have light and dark categories
3. In the US we have 4 grades of honey

Grade A Honey 81.4 % solid or 18.6 % moisture, practically free
All defects.

Grade B Honey- 81.4% solids or 18.6 % moisture, and reasonably
Free of defects.

Grade C Honey -80 % solids or 20% moisture, and fairly free from
Defects. Prone to?

Substandard Honey- more than 20% solids and numerous defects

There are 7 color grades

Water white, extra white, white, extra light amber, light amber
Amber, dark amber.

You need to find out what standard of judging they are using when entering your honey
to be judged.

JUDGING CRITERIA IN SC

In SC we/they are looking for Grade A Honey

1. Pint Jar-take light and see if we can see any light, looking for under filled jars. Do not
want it to come up to the first thread.
2. Looking for overall cleanest of package. Marks, scratches, dents in lid, etc.
3. Take top off and smell-check for odd odors.
4. Top of lid needs to be pristine clean
5. Look for Air bubbles from beneath with light.
6. Use spoons to check with refractometer for moisture content
7. Then the Honey is tasted
8. Look for bubbles in the top of the jar with flash light
9. Look for granulation. All of the above are defects.

Overfill jar four weeks before judging to reduce the chance of bubbles forming. Before sealing, remove any and all that is formed at top of jar.

HONEY AND BEEKEEPING PROMOTIONS

State Fair- \$1200 per day was made in sales from honey.

Selling Honey is best way to promote it.

Talk up the attributes of honey:

Natural, bandages, pure unfiltered, taste testing-have a honey testing promotions.
Bake items with honey and give samples to persons.

While they are tasting the honey, talk about the bees and how it effects our day to today lives.

Another excellent draw is an observation hive. Must have a marked queen so they can see her.

Does it spoil?

Know what your customer is going to use the honey for?

Suggest some things for him. It is a good pick me up.

There is a great source of information: National Honey Board-Pride. Get labels from the honey board. Honey mustard, BBQ sauce. Have to stimulate people to think of other ways to use honey.

Engage people and talk to them about bees and their benefits. Promote local Honey.

Things to add to the honey table, flowers, pecans and put in jar cover with honey, butter and honey in walnuts or almonds, make a package. Makes people think about honey. Make candles for small gift packages. Divert the thought from stings.

HONEY AND HONEY CONSUMPTION

Number one country in the world for honey consumption is USA, China 2nd, and Russia 3rd.

China is the number one producer.

Number one exporter of Honey is Argentina.

In 2000, the USA consumed 153,000 tons of honey.

Most honey is purchased in 1 lb jars

The larger the family, the more consumption

The higher the family is educated, the greater the consumption.

OTHER PRODUCTS FROM THE HIVE

1. Pollen-

\$1 and ounce. The perfect food. Heat dry, freeze dry. High in zinc. Helps
May help in the protection of x-rays (now being investigated)

2. Propolis-

Can make some money with it. Mix with 70 % alcohol

3. Wax-

A. wax candles,

B. lubricators, wax absorbs chemicals in the hive, thus you do not want to eat wax. Wax from Kelly contains Apistan, thus it is full of impurities.

c. Lip balm-one oz. of bees wax, you can get 16 lip balms @ 1.50 per lip balm.
Bees wax (capping's only), mineral oil, glycerin, vitamin E oil, essential oil.

d. Furniture polish- wax and turpentine.

My thoughts/notes:

In preparing honey jars for a show it is strongly recommended that one always use new containers and new lids. Most people take their honey to the show with plastic wrap between the jarred honey and the lid so that no honey gets on the top of the jar. I suggest carrying new lids with you to the show to put on the jars when you remove the plastic wrap.

The first order of business is the cleanliness of the jars. Denatured alcohol will remove smudges from the jar. Also polishing your jar with nylon or silk will improve your chances. You should have a special cloth for polishing the jar.

After the judge determines if the jar is clean and without smudges, he or she will look at the fill level. On a queen-line jar, the honey should be just high enough in the jar that there is no air line between the honey and the jar lid when viewed from the side of the jar.

Honey is judged on clarity and cleanliness. If you see something in the jar or want to clear bubbles from the top of the honey in the jar a silver spoon will for an unknown reason do this better than a stainless steel spoon. A plastic toothpick can also be used to remove air bubbles. The judges take a flashlight and really look at the jar, both to see possible smudges on the jar and to pick up anything floating in the honey, so strain your honey very, very well.

For chunk honey (a cut of honey comb sitting in a jar of liquid honey), the comb should fit the length of the jar. The comb needs to go in the jar the way it is in the hive, right side up. Judges prefer that the comb sit on the bottom of the jar.

The judges prefers to see the chunk on the bottom of the jar. Since the wax wants to float, the only way to accomplish this wish is to somehow stick the honey comb to the jar bottom. Some people set the wide-mouthed jar in hot water so that when you put the chunk in the jar it melts slightly to the bottom of the jar and sticks there.

"Cut comb" is the comb in the clear plastic 4 inch square box. Judges look for clean cuts of the comb, no honey drips in the box, and for dry cappings. Bees can cap honey in two ways: wet cappings and dry cappings. The wet cappings look somewhat transparent as if the honey is touching the wax and sort of soaking into it. Dry cappings look white and lovely and the honey is not apparently touching the wax.

Pouring wax blocks. Pouring a good wax block is particularly hard to do. Wax is affected by air currents and vibrations in the room. It is suggested to pour the block and go to bed, leaving the block in a quiet room to cool. Some people put the block in the oven to cool with a piece of glass over it to keep the air currents from affecting the block. Even the air conditioner turning on or the vibrations of the refrigerator can cause wave marks on the top of the wax.

I've always liked the wavy surface when the wax cools but that wavy surfaces count off buy a pane of glass and try to minimize the waves.

Even, slow cooling and the importance of avoiding the wavy look from the air currents, the edges of the wax block needed to be smoothed so that they are not sharp. Take the ball of your thumb and rub it on the sharp edge to round it off.

Wax block pouring for judging is one of the hardest things to accomplish!!!!