

# Grower & Marketer

Promoting The Eastern Vegetable, Fruit, Nursery, And  
Direct Marketing Industries

Lancaster Farming, Saturday, December 9, 2000



## Beekeepers' First Experience: Lessons Learned, And Beeswax For The Effort



Tim Miller at the Henry Reist farm in Mount Joy checks out the stacks of "wet supers" that contain some honey residue after having been extracted.

Photo by Andy Andrews

**ANDY ANDREWS**  
*Lancaster Farming Staff*  
**MANHEIM** (Lancaster Co.) — It could be said that honey producer Tim Miller is torn between two loves — beekeeping and carpentry.

Actually, he may really be torn away from his first true love, beekeeping. Carpentry's the "bill-payer."

Tim, along with wife Kelly and family, has been immersed in beekeeping and honey-making for more than half a decade.

But Tim's love for keeping bees goes back a long way.

The love of beekeeping could be something he simply inherited.

A great-grandfather, Martin Miller, used to have quite a few colonies of bees near Landisville in the mid-1910s. Not so long ago, Tim obtained a picture of Martin from Edna, Martin's daughter-in-law.

"We began beekeeping in 1994," said Tim, "but it

wasn't until 1999 that we obtained the photo and had it restored."

If you look beyond the yellowing and marks of age on the photo, you could almost see that the man on the left, under the young tree, was quite proud of his bees. The Millers restored the photo, enlarged it to 8 by 10 inches, and displayed it in a frame.

(Now, the farm is Chateau Development off Nolt Road in Landisville.)

Kelly, president of the Lancaster County Honey Producers, enjoys using honey to bake. And she bakes a lot.

But she doesn't like honey eaten straight in its pure form.

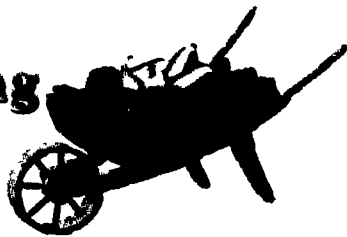
It's too sweet. When the Millers decided to raise bees and process honey for their own products, "I didn't like honey," she said. "And I still don't."

But she has convinced her

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### The Farmstand:

#### Direct Marketing Tips



#### SERVICE WITH A SMILE IS GOOD BUSINESS

William Lesser  
Cornell University

There is a lot of talk in this country now about the "service economy."

What that means in practice is more of us are working (part time) at McDonald's

and as supermarket checkers.

Such changes say a lot about the national economy, but here I want to emphasize what they say about service.

Service positions — working directly with the public, often at low-skill and low-salary positions — are not

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### 'Growing In The New Millennium' Theme For 2001 Mid-Atlantic Fruit And Vegetable Convention

HERSHEY (Dauphin Co.)

— As the new millennium gets under way in 2001, fruit and vegetable growers need the latest information on growing techniques, pest control, nutrition, marketing, and business management.

There is no better place for growers in the Mid-Atlantic region to learn the latest in "Growing in the New Millennium" than at the 2001 Mid-Atlantic Fruit and Vegetable

Convention in Hershey, Jan. 30 - Feb. 1.

About 2,000 people, mostly fruit and vegetable growers from throughout Pennsylvania, Maryland, New Jersey, and other states are expected to gather at the Hershey Lodge and Convention Center for the convention.

The event is jointly sponsored by the State Horticultural Association of

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## Penn State Opens New Plasticulture Building

**ANDY ANDREWS**  
*Lancaster Farming Staff*  
**ROCKSPRING** (Centre Co.) — Dr. Bill Lamont, Penn State associate professor of vegetable crops, spoke about the amazing foray into extending the season, growing crops for market earlier, and coming up with new

farming opportunities.

But first he spoke about Penn State's newly constructed Tom Wentzler Building at the Center For Plasticulture during an Ag Progress Days' tour in August.

The building, headquarters for the center, houses equip-

ment and monitoring technology for the 24 high tunnels at the site.

The building, measuring 24 feet square, was completed in June at a cost of about \$13,000 from a monetary gift given to the project by Wentzler and other contributors.

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Dr. Mike Orzolek, professor of vegetable crops at Penn State, in center with hat, noted the technology produces a wonderfully colorful cut flower. The technology "opens up a large variety of opportunities," said Orzolek.