

Have kept both Italian and Black bees. The common or black bees have done much the best, but think it is well to cross them. We have permitted our bees to follow their own methods this season, and swarm the natural way. Of course there is a great deal of care in this way of managing them, but think it may be as well for the bees in the end.

THE CANADIAN BEE JOURNAL.

D. A. JONES.

F. H. MACPHERSON

D. A. JONES & CO.,

—EDITORS AND PUBLISHERS,—

BEETON, ONTARIO.

WEEKLY, \$1.00 per Year, Postpaid

BEETON, ONTARIO, SEPTEMBER 2ND, 1885

We are glad to know that the bee-keepers of Maine have had a grand honey yield this year, which appears to be the case according to the *Lewiston Journal*.

We will have no more queens to offer for sale at \$1.00. The cheapest we can offer them now is \$2.00 for laying queens, and it is astonishing the number we are selling.

It always pays to read the advertisements in any paper. No one can fail to get some business hints, if not some needed information, by running through the business pages, and seeing what is offered, or wanted, by whom, the prices, etc.

We hope our friends remember that we have a large number of that valuable little work which Friend Root has published—"A B C in Carp Culture"—and can send them, by return mail, at his price, 50c. post paid.

A NEW PRICE LIST.

We have been working very hard to get the "copy" ready for our new price list, and we must have 5000 ready for the big exhibitions, within the next two or three weeks. This time they will be greatly improved in "get up" and many new devices will appear.

THE MITCHELL FRAME NAILER.

Mr. Mitchell, the foreman in our factory has completed a frame nailer, which is just the most complete thing of the kind we have yet seen. We are having an engraving of it made, and will then explain its working. One big advantage is its cheapness. We can get them up for \$1.25; and they will save the price of themselves in a

very short time in the amount of time saved, over the ordinary method. We can fill orders for them at once.

STRAWBERRIES AND BEES.

Small fruit and bees go well together, and very many of our friends are engaging to a considerable extent in this double occupation. We think that of all small fruit there is none out of which, with proper management, so much money can be made as strawberries. Is it not a pleasant occupation too caring for them, and the work is not very heavy either. The children can do all the picking, and thus prove useful while assisting as well in the maintenance of the family, and how much nicer and healthier is it not than feeding the family on fat pork, salt fish, and other like provisions. Try it and see.

A WORD ABOUT ADVERTISING.

We like very much what Friend Root says about advertising that does not pay, in the last issue of *Gleanings*, and perhaps it may do good to copy it:—"Sometimes an advertiser writes that his advertisement has not brought him a single application. Now, although we are very sorry to know that any investment of this kind has not been a paying one, we can in no wise be responsible for the result of such ventures. We sell you the space in our advertising columns, and arrange it so as to make the best appearance possible for the result of such ventures; but the result must rest with the one who gives the order. Perhaps some suggestions in regard to advertising may help you. When the season is comparatively over for untested queens, and everybody wants to sell, a good many will put in an advertisement. At such times it may meet with no response, where the same advertisement, put in April or May, would flood the advertiser with orders. Again, people are a little slow in sending their money to a new man. A trade in any commodity must be built up by degrees, as a general thing, and it is only human nature to prefer to wait until your card has been standing for some time in the advertising pages, before sending an order. People prefer to get acquainted, as it were; but after they once discover you are prompt, and that you furnishing all or more than what you agree to, your advertisement will meet with a quick and bountiful harvest, providing, of course, your prices are fair, and that you come before the public at a season when your goods are in demand."

The Wabash County Bee-keepers' Convention will meet in G. A. R. Hall, no. 6 East Main st. North Manchester, Ind., Oct. 10, 1885. All bee-keepers are earnestly requested to be present.

J. J. Martin, Sec.