

day the farmer has nothing to say in regard to the price of his products. When he goes to market either to buy or sell, the other party always fixes the price. The merchant or doctor must live, and fixes his price accordingly. From association he is able to do this. The farmer must sell, and so takes what he can get. The amount he receives for his wares may come far from paying expenses, yet he must sell all the same, and does sell, though he sees debt and hunger staring him in the face. This is all wrong, and there is a crying need for reform.

I have already stated that because of isolation, and often because of lack of culture and knowledge of the world, the agriculturist is suspicious. He lacks confidence in others, and though he himself would not cheat another, or even think of doing so, yet he is apt to feel that every other man's hand is against him. This fact stands strongly in the way of association among the agriculturists, yet association is the one thing desirable. It is bound to come. "Ever the right comes uppermost," and it is certainly right that the man who toils often from five o'clock in the morning till nine in the evening, an honest, noble toil—toil which is at the root of all prosperity—should be recognized as worthy of all respect and of the best success I believe that the one thing necessary to merited success and just recognition is thorough organization. To secure such organization there must be more general education. I believe that this education is rapidly coming to the farming class of our country. The education may not come from the school or college, but it is as surely coming. The agricultural paper is being read as never before. Farmers' clubs and institutes are carrying the college or university to the farmer. I believe that through these agencies our rural population will soon lose their suspicion and distrust, and will soon be educated to a point where they can work together, and be placed more on a level with those who labor in the village or city.

Is it not true that there is more of culture and general intelligence among the bee-keeping class than any of the other manual laborers in the country. If we except, perhaps the horticulturist? If I am correct in this view, then it is true that there is no better place for general organization to commence among the farming class than among the bee keepers. The work, and most gratifying success of the Bee-Keepers' Union proves that this point is well taken. Every bee-keeper, worthy of the name, reads one or more bee-papers.

He usually also reads the books treating of bees and apiculture. The intelligence which comes from this wider reading makes the bee associations more interesting and valuable. It will also make it possible for bee-keepers to organize and form exchanges. Have we not, then, as bee-keepers, a duty to perform? The duty to show the value of organization, and also help forward our own success.

The gratifying success of the Citrus Fruit Exchange of Southern California shows clearly that such movements can be made of tremendous advantage to the pomologist. There is now on foot a movement to bring the deciduous fruits also into this organization. To show the need of this, I have only to state that the raisin crop of the San Joaquin Valley was marketed last year at a loss of one-half million dollars. The raisin men have recently formed an exchange, and are already offered a price just double that of last year. We owe a debt of gratitude to the pomologists of Southern California. They prove that an exchange is practical and exceedingly desirable. Many fruit-growers, a few years since, since, saw bankruptcy staring them in the face. Through the Exchange, these same people are now prosperous. The honey-producer, of California, at last, has no fears as to producing honey. Could he be sure of a good price for his output he would have no question of a very satisfactory success in his business. When he has to sell the finest honey at three cents per pound, and that, too, in years of scarcity throughout the country, he becomes discouraged, and he has good reason for his discouragement.

There are only three ways, at present at least, for the general producer to market his products. He must do it through commission-men, or through organization, f. o. b., as it is called, or else he must organize, put his own agents in the general markets and distribute and market his own products.

The commission system has been thoroughly tried in California and elsewhere, and has proved itself an entirely stranger to success. There is no way for the producer to get his share of the fruits of the market if he deals with the commission-men.

The f. o. b. system is better, but provides for no distribution in the markets, and is not found in practice to work well.

The third system, of putting agents in the field and thus distributing the products where they are needed, looking out that the market is glutted, is found on common sense, and has been found to work remarkably well.