

colonies, wintering, and producing the honey—yes, and a thousand and one little things that only experience can teach. In this way you could be earning your board and fair wages while learning your business.

In regard to the amount of money that can be made from bee-keeping, it is like all other rural pursuits—it depends to a great extent on the season. It is no get-rich-quick business; still, if rightly followed, it will give you as good returns one year with another as any business of a rural nature, considering the amount of capital invested and labor required. About five dollars per colony, spring count clear of all expenses, is a moderate estimate of the profits from the business—that is, run wholly for the production of honey without any special care to see what might be accomplished; but if run by an expert on high-grade methods, then \$15 or \$20 per colony.

Here is where the specialist has a great advantage over the man who divides his capital into two or more channels. These men soon find that they have twice or three times the trouble to contend with, and only a third or a half the capital to use in making a success of any one of the several lines they have taken up; but the lack of necessary capital is only a small factor, for that can be got at the bank, but the necessary intellect, business capacity, and experience cannot be borrowed, and without these elements to success there is only one alternative, and that is and always has been, simply failure.

Then there is another thing to take into consideration. It is pleasant to have a paying business that requires your time only about half the year, and that the pleasant part, when you can be out doors and enjoy all the

pleasures of nature's spring and summer. With me it is a real pleasure to breathe free air, unsullied by either bell or whistle calling me to labor.

I will now take it for granted that you have spent one or two seasons in learning all that you could during that time from some competent person, and you still want to follow bee-keeping. I can not advise you to go slow, as some do. That "go slow" is a blight on any man. First be sure that you are right, then go ahead with willing hands and a good stock of perseverance ever ready to overcome the unexpected troubles as you meet them. Make up your mind from the first to take good bee literature; have good bees; use good tools and hives; and then produce good honey. Take pride in your business. If you have taken up queen-raising, forming nuclei for sale, or increasing your colonies for sale, or producing comb or extracted honey, don't forget to look well for quality. Then advertise and let the public know what you have, and you will in a short time not only surprise your friends, but yourself, with your success. You now have a clear track and a light grade compared with what some of us older men had fifty years ago. We then had a hard time of it—no bee journals—no Italian bee no comb foundation, no honey-extractors, no bee-smokers, and no market for the little honey we secured.

How different now, with our large markets established, where our honey is annually sought for, either in small lots of by the carload, and with our new inventions and improved methods enabling us to produce five times the amount per colony as we then did. To me now bee-keeping seems like quite a good business. Still I never advise one to take it up, not even

own sons, for I think that, when it comes to business, each man should look after himself. While it is to a great extent a matter of circumstances, still it is a matter of the man.

I am well acquainted with a man who was born on a farm, was married, had a family of excellent habits; but still his business was a perfect failure. After some circumstances for some time his friends got him to New York city. There he struck a place for himself, and for some time had a net income of a thousand dollars. In this case to show that business is not a failure to which one is not adapted; also to show that of trying hard work will bring right.

You should look at your bank; and if you add a dollar to it, it will return in due time. I pride in having a business; I remember there is a man in the business who is a beekeeper in the business. I read bee journals and their advice, shun that we older men it is almost like an old man but that it is still discouraging conditions. I have an ability to have an old man is and always is a matter. But all lines some troubles with. When the farmer