

mercial anecdote, which seems to have a bearing on the subject.

Waiting for an electric car I took shelter the other day in a doorway where two men engaged in an animated conversation. They went on with their talk without paying any attention to me. One of the men was evidently a salesman in some store, the other the head of the department. The latter was telling the former that he must either learn to hustle and make a better showing with his sales or else get out. It was not put quite so rudely as that: but that was the gist of it. "Why," he said, "I don't believe you've sold a single thing since you came. I know things have gone over your counter; but you hav'n't sold them, it's the customer has come and bought them, and let me tell you that doesn't do under modern conditions."

Exactly! in the same way the man who has a few bee-hives, and is content to let the bees lazy alone, and make a little honey in their own old way, when by a little persuasion, a little work, a few modern appliances, and modern methods in their application, he might easily double if not treble his harvest, as well as obtain it in a form much more readily marketable, shows himself - I say it with all possible politeness, and a wish to avoid even the appearance of hurting anyone's feelings—a little behind the times.

At the same time this line of argument must not be pressed too far, for instance, if I should buttonhole a busy prosperous business man, and worry him to give up a lot of time to learning what is really a business by itself; but for him can never be more than a side issue, I fear that it might hinder him from giving me an answer at once, short, forcible and to the point. So, in the case of a man

who is really too busy for it to pay him to give up the time necessary to learn bee-keeping, I would suggest that he try regarding it, not as work at all; but as a hobby a recreation. I can give him my word that there are few pursuits more interesting. However, we cannot compel men's minds, and perhaps our busy gentleman will say that he does enough outdoors already, and prefers his pleasure in some other form. In such a case, I recommend the following course. Somewhere about the house there will be a pretty surely a boy, of what I call the reading age, the age that, if nothing else is offered turns to dime novels and similar literature. On such a young gentleman try the effect of a birthday present of the A B C of Bee-culture, or if that be judged to expensive a work to buy as an experiment, a copy of the British Bee-keepers Guide Book. The latter is perhaps the best and most practical cheap bee book published, though unfortunately it needs a little allowance to be made for altered climatic conditions in Canada. Either book may be obtained of Mr. F. W. Jones, of Bedford, or at the office of the Canadian Bee Journal, Brautford, Outario. Unless that boy is different from most boys of his age he will take hold of bee-keeping with all the enthusiasm of his age, and will probably make a success of it. I have taken the case of a boy for illustration; but there is no reason why the same thing should not apply to his sister. Till you come to keep over 20 hives there is no really heavy work about bee-keeping and plenty of young ladies make a success of it.

And now to justify the title of this paper, I want to point out how here in Canada, we enjoy a climate specially favorable to the bee industry.

Roughly speaking, anywhere out

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