

bringing out the point that from a commercial point of view we are foolish to stand in our own light and try in some kind of way to save an old infected comb. For nine years I have carried with me as an inspector, free of charge, over our State, where the bee-keepers did not have facilities to save the wax, a wax extractor, and the old combs melted into wax almost in actual value paid for the foundation, and those new combs put on were worth much more than the old ones. In that way the bee-keeper got rid of the old combs, the drone combs, and he had new clean combs, which gave more ambition and vigor to the bees. Then, why are we dabbling over these when we could dispose of them and make a clean sweep of them?

Mrs. Robertson—How long, in the name of science, do these foul brood germs live? Forever?

Dr. Phillips—Dr. Maassen, in Germany, had foul brood twenty years old, and he had no trouble in getting germs from it.

SIDE LIGHT ON MARKETING

The following is the address given by Mr. A. C. Miller, of Providence, R. I., at the last meeting of the O.B.K.A.:

I don't know that I can present anything new to you in regard to marketing honey. You seem to have been remarkably successful at it here, from what I can find out. In the States we have a condition which does not seem to be quite so favorable as yours. Now that we have the National Pure Food Law, and most of the States have their own Pure Food Laws, it is helping us a great deal, and we are getting rid of the competition of artificial and fed honeys, but we still have much to learn about the handling of honey and the marketing of it, and I will try to show you some of the things we have run up against.

Fortunately, the phraseology of the act is the same on both sides of the line, so that I shall not have to look out and

watch myself on that, or else it would be very much like the young man who had promised to take his sweetheart somewhere, and when the time came he found he had lost his money on a horse race, and he explained, "The horse I backed led the way half-way around, and then turned and started for the starting-post," to which she replied, "But, my dear, why didn't you back him both ways?"

I have brought some samples of honey with me, and I have here also a hive which I have used for the study of the life history of the bee.

It is said that the man is the farthest from market who has nothing to sell, or, in other words, has nothing saleable, and I find that applies very well to many producers of honey. They have honey which is not readily saleable; it is poor quality; it has got pollen in it; it is overheated, scorched, and a lot of those things. The production of honey is relatively easy if you do not consider the cost or quality. Mostly anybody can keep a box of bees and get honey out of it, but when you come to produce the best quality of honey at the lowest cost, so that you can compete with other sweets, you have got a different proposition.

The people are using more sugar to-day than ever in the history of the world, and various confections are competing very sharply with the use of honey. Some people do not care for honey when they can get other things, and unless such people have a particular liking for honey, it is often very difficult to get them to use it, and in trying to develop that market you find a great deal of expense; it is slow, and sometimes you think it is hopeless to try. But, with

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