

the acquaintance of a firm whose chief business is "live poultry or veals, etc." They think they can dispose of his honey all right, and the much worried bee-keeper finally takes the train for his distant home, and awaits patiently for the sale of his honey.

It so happens that the city to which the honey was shipped, is that season in the vicinity of the large yield, and these parties find that the honey does not sell very quickly, and coming to the conclusion that the price asked is too high, they drop it and still it does not sell: until some day a shop dealer comes along, and finding that these parties are not well posted, offers a very low figure, and finally gets the honey. The husbandman gets account of the sales and is sorely disappointed, vowing in his wrath, that he will never send honey away from home again. He has simply repeated the marble act, and lost his "mibs."

But we will look at this industry from another standpoint: Mr. Smith is an apiarist, Jones and Brown are grocers. Smith is a friend of Jones', but does not like Brown; but Smith needs sugar, and he goes around to the different establishments to get pieces. He finds that Brown will give half a pound more for a dollar than he can get elsewhere; but he is a little afraid of Brown's weights and measures, and he concludes that if Jones will sell an equal amount for the dollar, he will not buy of Brown. He returns to Jones and states what he can get at Brown's, and that he is astonished and feels hurt to think that Mr. Jones would ask more than anybody else. Mr. Jones defends himself by stating that he cannot afford to sell for less and have any margin. Is it to be supposed that this answer is satisfactory to Smith? No, not five times out of six; as Smith feels he must buy where it is the cheapest, notwithstanding that this course will have the effect of reducing the profit of the producer.

We might give hundreds of illustrations of a like nature to the above; for it remains a fact, that if A sells cheaper than B, the buyer will go there; but the seller must find the party who will pay the highest price. Here we may state that the commission merchant stands between the squarely opposed interests—that of buyer and seller, or producer and consumer. To get the product, he must satisfy the producer: to sell the same he must meet the views of the buyers. This, it may be said, is governed by supply and demand. Very true! but the degrees may be modified by wise measures, and this depends upon the amount of knowledge possessed by the merchant.

To succeed as an apiarist requires, in my opinion diligent study of all that pertains to the business, and constant watchfulness that an enemy does not come upon his charges unawares; or be found ignorant of anything that is a factor to success, and only by experience and careful attention is the highest success attained. All this is true of the merchant, although methods may differ, and the man or woman who succeeds as a merchant, might fail as an apiarist.

It is said that a Scotchman, hearing a man imitate the lowing of a cow at a play, became much interested, and applauded the effort, saying, "Thats gran' mon: the coo could nae doe better, hersel'." Later on the same man had occasion to imitate the roaring of the lion, but he did this so indifferently that Scotty called out:

"Na! na! man, stick tae the coo!" This would serve to illustrate the idea that we are not all fitted by inheritance and education to do all things well.

My friend, Prof. McLain will enter into a scientific discourse on the bee, and become perfectly enthusiastic in describing its wondrous construction, and ability to perform the work that we find completed, when the honey is placed in cells securely capped or sealed. But what a sorry job I should make were I to undertake it before a learned convention.

I read several articles in the bee-papers during the past year, and my recollection is that in conclusion it was agreed that methods, which had proved satisfactory, were the safest, and that a complete change of the present systems of doing business would be hazardous; but that they might be improved upon is no doubt true.

R. A. BURNETT.

#### REPORTS OF THE VICE-PRESIDENTS, FROM ONTARIO.

While the report of an inferior honey-yield throughout America generally cannot be excepted by Ontario, we are nevertheless pleased to say that a kind Providence has favored us above the average. The winter of 1886-87 proved favorable to successful wintering, and early March reports looked promising; spring, however, resulted in much dwindling, and bees generally were not in first class condition for the honey flow.

Maple yielded honey exceptionally well, and in Canada some of the oldest bee-keepers say this means a generally poor honey yield. However questionable this may be, the prediction proved correct.

From all directions reports show that the average yield was little if any above 25 lbs. per colony. In my own apiary, wherein almost every colony was in the best of condition to avail themselves of the honey flow, there was not one day when the bees worked in a manner indicative of a first class honey flow. Basswood, which everywhere—by the abundance of the blossom—promised so much, was an almost complete failure, owing to the intense drouth; and yet from this source a great part of the honey of 1887 was secured.

I may say that last spring there was neither comb nor extracted honey left upon the market, thus leaving a clear market for the coming crop. This being the case, it can readily be imagined our supply will not be equal to the demand of former years at usual prices. First class comb honey in about one pound sections sold in quantities during August and September at 14c. per lb., and the same article is now in demand at 18c. per lb. wholesale. We do not glass sections.

As to extracted honey; I purchased in August, and have within the last two weeks, pur-