

are all growing, we are all learning. And when I see these students with all these advantages, and hear these brothers tell of their workings with the bees, I can only say, the Lord be praised.

I do feel that these conventions cost a good deal money, but you can afford to come; it may be only once in a life time. I hope this Association will keep going. I shall never let another of these bee-keepers' conventions pass without attending if it is a possible thing, and I want to have you all present.

Brother Langstroth has gone; B. Taylor has gone; Allan Pringle has gone; some others may have gone. Perhaps I may never be present at another meeting; this may be the last chance I shall have of being with you. We have the promise that in due time we shall reap if we faint not. Sitting among the assembly of the young here, we have reminders that our work in this life can be profitable. We certainly want to take as much pains with humanity as we take with the apples. We want to assist them to a higher plane, we want to keep the enemy away, and keep the good work going on. What is grander in this life than to engage good men and women to hold up this work of ours? The enemy may be marching in upon us while we rest, and snatching up what good remains, while we know but little about it. *God bless you.*
A. I. ROOR.

The Secretary then read a paper written by Prof. A. J. Cook, of Claremont, Cal., entitled

A NATIONAL BEE-KEEPERS' EXCHANGE

Knowing as I do the objection in the minds of some of the wisest and best of our bee-keepers, to the presenting of papers at our meetings, I will send only a few words on what seems to me one of the most important questions that confronts the bee-keepers of the United States.

It need hardly be said that one of the most important characteristics of the highest civilization, which marks the close of the nineteenth century, is the fact of organization. Those trades and professions where all the members can organize and get together, not only make much more rapid progress than do others less fortunate, but the general intelligence and pecuniary success is much more marked. The lawyers, doctors, and many of the trades people have become so thoroughly organized that even the price they fix upon their service is known and indeed established by all the members of their profession, and thus they have it in their power absolutely to charge their own price upon any service which

they may render. Not to pay this price is to go without service, for all act together, and no honorable man will cut the stipulated price of the profession.

I had occasion not long ago to inquire regarding the professional service of the Californian physician. I wrote to practitioners in several towns and found, as I expected to, that the rates charged for counsel, for office visits, for visits in the town, or visits in the country, were almost identical. It need not be said that this is greatly to the advantage of any trade or profession.

I recently had occasion, in the city of San Diego, to engage a livery to go 12 miles from the city. I was to leave about two o'clock and must return that evening. The road was somewhat mountainous. The charge was \$3.50. I complained of the amount, when the proprietor told me that I must take two horses. It was too hard for one unless I had the whole day for the journey, and he said the livery people of the city had fixed upon \$3.50 as the proper amount to charge for a team. We see that the livery men of San Diego are united. We also see that this is better for them, as well as for their horses.

One of the great reasons why the manual labor pursuits have been so slow to advance; why the laborers in this field have had nothing to say as to prices of their service; and why success, especially in the agricultural field, has been so uncertain, has been the fact that organization, from the nature of the case is almost impossible. The farmer (and by this I include bee-keeper, horticulturalist, etc.) is isolated. Association becomes difficult, and thus there is more or less suspicion, lack of confidence, so we see why associated effort is almost impossible. The fact, too, that success in agriculture, especially where people are willing to work long and hard, and practice the utmost economy, does not always require education, at least of a broad sort. This is another reason why association becomes more difficult.

I believe that we are all agreed that no laborer is more worthy or more deserving of appreciation than he who works in the agricultural field. If this is true, as we become more civilized, and have more of the spirit of Him "who went about doing good, and in whose life there was no guile" there will be no tendency to look down upon the agriculturalist. Such terms of opprobrium as "hay-seed," "mud-sill," will not be heard, and the farmer will be regarded as one of the noble men of the world. The thing that will bring this about will be thorough organization. To-