

ever heard regarding the effect and value of organization, was the act of an old man whose large family of boys failed to live and work in harmony. He gathered up a handful of sticks equal in number to his number of boys, and tying them in a bundle, gathered the boys in a group, and said he would like to know if he had a son strong enough to break the bundle of sticks. Each in his turn put the bundle over his knee and strained with all his might to break the united strength of the sticks. All to no purpose. The father then untied the bundle and handed a stick to each boy saying, "Let's see if any of you are stout enough to break one stick." One contemptuous jerk of the stick across his knee was the emphatic answer of each boy. It is not necessary to repeat the sermon the old man proceeded to preach to his sons, but it is well that we take the lesson to heart.

As we are now selling our product, we are competing one with another. We don't exhibit the business sense of even that despised class of people, the saloon-keepers. They never cut prices. With them, so I have read and have been told, the price of a glass of beer is always five cents. With us, the price of a pound of honey is that at which our poorest or most unfortunate member is compelled to sell, as he must have the money.

I doubt if there is a bee-keeper in this country, one who has given the matter serious thought, who does not believe that the time has come for national commercial organization. It seems as though it were time wasted to discuss its desirability, that we are ready to talk about the HOW. On this point we should gather wisdom from the past. How many other organizations have been born, grown and brought up? Most of the

great industrial organizations have resulted from amalgamations of smaller organizations, and they in their turns were made up of individuals. First, there was the individual wagon-maker, then the individual factory, so to speak, then organization of the factories into one immense combination or trust.

Such organizations as Life Insurance companies begin with a strong central office from which agents or organizers are sent out to establish branches. One method is that of gathering together organizations, and uniting them under one great head; the other is the opposite that of a central society spreading out and starting branches.

Which plan is the most feasible for bee keepers? Colorado has an organization. California is working to establish one. Canada has in contemplation a similar move. Shall California and Canada succeed, and New York and Texas follow suit, then shall these already successful organizations be united, or shall some strong central society like our present National Association reach out and establish branches?

Right here, it might be well to say that our National Association, as now organized, is not fitted to take up the commercial feature of organization, but its influence and machinery can be used to assist in the starting and fostering of a commercial branch organization.

Some have opposed organization on the ground that it would be a trust. If it is an "Organization" or an "Exchange" it is all right, but if they want nothing to do with a "Trust." Let us not be deceived by a jugglery with names. An organization or an exchange, or a trust, matters not what it is called, but a combination, or joining together of individuals, or firms, or corporations

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