

just take a look at my samples and perhaps you will wait for me next year," with this I laid a sample of "Fancy White," before him. He picked it up, held it to the light, turned to me with a curious look and said, "Great Scott! how did you make that?"

It was his first sight of a "strictly fancy" section of honey, and the price was away above what he was accustomed to, but I wrote his order for 25 cases, 35 sections to the case.

On that trip a drug drummer showed me around the city. (he was my cousin) and wanted to trade jobs with me, as he had to bore them to buy drugs, while they tumbled over their collars to buy honey.

It's different now. Last season I went into Johnson's at Easton, Pa. He is one of my old reliable customers, and found a case of "Fancy White" which was just a little better than I could show. Basswood was a failure and my best was only Alsike clover. He informed me that it was brought to his door for 8 cents per pound. That was like a jab in my solar plexus. I asked him faintly how much he had like that, "Only one case—it was so cheap," he said "that he was afraid of it." "Well Johnson," said I, "have you any ice?" "Of course I have," said he, "but what do you want of ice?" "To put on your head my dear man," I replied, "you are in danger of going crazy, to let a man get away with any honey like that at 8 cents per pound." And I trotted out quotations from New York and Philadelphia at 13½ to 14 for such goods, "but," I continued, "you can't expect that man will find all your neighbors in a trance as you were, and you will not get another chance to buy from him, so you might as well give me your order"—which he did.

This season's reports say that the honey crop is a small one, but I expect to hear hard times and low prices just the same.

Every year finds fewer people with money to buy luxuries, and newspaper prosperity don't count in actual transactions.

My idea of the best way to market our honey in this locality, is to combine several crops, send one salesman to the grocery trade direct, take the orders from samples, giving time the same as is the common custom with wholesale dealers, and make the second trip when time has expired, to collect the bills and take more orders. The expenses are proportionately less as amount of sales are increased.

I prefer to sell comb honey by count instead of weight, but that method requires careful uniform grading and packing.

The grocer nearly always sells by count, and it saves him time and annoyance to buy as he sells. To pack good and poor together in the same crate under the plea that it is worth as much per pound, if it only is of the same quality and color, regardless of finish, (by which I mean full sections, well sealed), leaves half a dozen cells on the dealer's hands unsold—and his entire profit is in that same half dozen.

If your crate is marked "Fancy," let every section be up to that grade, and also No. 1 the same way. I begin to think that selling culls at all is bad practice. They are worth more to extract and use as bait sections next year, and it demoralizes some markets so that only cull prices go for any grade.

Is it too much to hope that the wisdom and experience of this convention of the United States Bee Keepers' Union, will point out some better method of selling our honey than to glut the markets of a few large cities that fix the general quotations which govern nearly all prices everywhere.

S. A. NIVER.

Groton, N. Y.

### Migratory Bee-Keeping.

I am a firm believer in the philosophy of Mr. Newman, who, with reference to convention papers, once said: "Small sticks will kindle a fire, but large ones will put it out." It is therefore unfortunate that our Secretary should have allotted to me a subject of such limitless proportions; and I earnestly hope he will not shun his obvious duty to assume full responsibility for whatever degree of disappointment that may be occasioned by the presentation of this feature of the programme.

Perhaps no subject could have been chosen affording greater scope for elaborate discussion, or capable of more diversified application. If we should follow, in his preparatory rounds, the bee-keeper of our arid South-west, who, after the bloom of the valley has been blighted by scorching desert-winds, seeks to gain another flow at greater altitude in the mountains; should we fall in with a French bee-caravan, in its nocturnal march to the fields and gardens of the peasants; go with our Scottish friends in their annual tours to the heather with bees; review the experiences of Perrine, Baldrige, Flanagan, et al. on the Mississippi, and include the floating apiaries of the Egyptians, by means of which it was sought to take advantage of the successive development of the flora in the Valley of the Nile, more