

probably worded in this strain:—"Please send us fifty combination hives and supers." We book the order when received in this way for exactly what is asked, never thinking or recollecting that a sample hive had been sent. Then comes the trouble afterwards. We can generally explain that we are right in the position we have taken and filled the order. Had the order called for "fifty combination hives filled up as per the sample sent me on—" there would have been no trouble and we would have known just what our customer wanted. Especially is this the case when there are two or three kinds of supers which adapt themselves to one particular hive. At the present time in our combination hive we have a portable super and the ordinary nailed supers. We never send out the portable supers unless instructed, and when an order is received calling simply for hives and supers we forward the nailed ones, (either in the flat or made up as may be required). A little care in ordering will save much trouble and expense and a world of ill-feeling.

SENDING IN ORDERS.

Every little while we have some one writing to us for an estimate, and describing some particular thing which they wish us to make for them, perhaps, for instance, they want one ordinary single-walled hive with the old styled gable top cover. They describe all the particulars in their first letter. Probably we write them to the effect that we can fill their order for the hive without delay and we hear nothing more of it for two or three weeks when an order will come along something like the following:—"Please send me fifty Jones S. W. hives with supers." We write fifty to a hundred letters every day and it is morally impossible for us to remember the fact that there has perhaps been some previous correspondence with reference to the order which has just come in and which we quote above. Especially is this the case when the first letter is answered by one party in the office and the second goes to another, who in all probability knows nothing of the first. No reference is made to the former correspondence and in the natural course of events the order is shipped. As soon as it arrives at its destination we receive a letter from our customer to the effect that the goods are not as ordered and they are lying there subject to our order or have been shipped back to us. They forget that their mind has been charged with but one transaction while ours are charged with hundreds. Had any reference been made to their former letter when sending in the order for hives there would have been no danger of any mistake occurring. A few words, such as "See my letter of such a date for particulars as to the style of hives," would have answered and all the trouble of correction, annoyance of waiting and hard feelings between the purchaser and supply dealer would be done away with. This applies not only to ourselves but to every supply dealer in the country, we have no doubt that they are all bothered similarly and it may be that this item will bear good fruit.

FOUNDATION.

We are now producing a much finer article of foundation than we have ever turned out before. The brood foundation runs seven to eight feet

to the pound and section from 11 to 12 feet. We have heretofore made a difference in the price between the Jones and Langstroth sizes of foundation. In future, however, the prices will be the same, although it costs a trifle more to make the latter, but we are now dipping it the exact width and do not have the waste we used to have. As will be seen by reference to our catalogue, we do not undertake to make up bees wax for customers unless received in quantities of 50 pounds or over, but we are always agreeable to taking the wax and allowing for it the full market prices. This saves much confusion and work both in the office and in the wax room and we think with more satisfaction to our customers as well as to ourselves. As a matter of fact it is impossible to give each customer who sends us in wax the identical thing which he sends us, in the shape of foundation. Oftentimes we have probably 25 pounds of wax sent to us with the request that so much of it is to be made up into brood and so much into section foundation; perhaps one light cake will be set apart for the latter. If we were to make up each customer's wax separately, in most cases there would not be sufficient wax to cover more than the bottom of our dipping tank, if we were to try to make it up alone. The consequence is that the customer never gets the wax that he sends. We always endeavor to send foundation equally as good as the wax sent, and in the majority of instances it is a great deal better.

PRICES CURRENT

BEESWAX

Beeton, June 27, 1888.

We pay 35c in trade for good pure Beeswax, delivered at Beeton, at this date, sediment, (if any), deducted. American customers must remember that there is a duty of 25 per cent. on Wax coming into Canada.

FOUNDATION

Brood Foundation, cut to any size per pound.....	50c
over 50 lbs. " " " " " " " " " " " "	48c
Section " " in sheets per pound.....	55c
Section Foundation cut to fit 3 1/2 x 4 1/2 and 4 1/2 x 4 1/2, per lb.	60c
Brood Foundation, starters, being wide enough for Frames but only three to ten inches deep.....	48c

BEE-KEEPERS !

I will send to any address a good substantial Bee Veil for 36c., post paid. I carry a good line of Apian Supplies and solicit your patronage. Send for catalogue.

A. D. ELLINGWOOD,
MILAN, COOS Co., N.H.

1-LB. GLASS JARS. SCREW TOP.



We are just advised of shipment from the factory of the first instalment of 50 gross of the above. They are put up in barrels and hogsheads, (the latter for our own local use), and to save breaking bulk when shipping, we append below a table, of the qualities of which the shipment consists, together with the prices per barrel. In estimating the price, we have calculated the same as for full gross lots, an allow-