

After straightening up exhibit, and taking a complacent look at it, a customer comes—it may be a small boy accompanied by a few sisters—for five cents worth of honey, "because the baby has got a sore mouth;" he asks a few questions, not always to the point, but as you answer, you can set him right as to how the bees get the honey into the holes in the comb, and as to whether they made the boxes. Next time he asks more questions, and makes no secret of the knowledge he has acquired, set him right every time; he will understand you bye-and-bye, especially if the answers are illustrated by a taste of the honey, a little bit of capping, or a small piece of broken comb will enlighten wonderfully. When he has a house of his own he will see that honey is used in it, and some bee-keeper will have to supply it.

A lady comes for a pail of honey. Show her your samples—tell her how you get the different kinds of honey—extract a comb before her—likely she will want to turn the handle of the extractor—explain granulation—show her the sun wax extractor, &c.—she will go away a friend to you, and a customer in the future.

Let the home exhibit be supplemented by the grocery exhibit. By fair dealing, and neat and not sticky packages, you can get a place in a grocer's best window, and in a prominent place in the store put up the honey so that it is a credit to you, and in a way that will attract notice among the other goods. On special days make special exhibits with a frame of bees in an observatory hive in the window—a few special notices to draw attention to them—one who knows all about bees explains to his friends what the bees are doing—sometimes startling statements are made, but an interest is aroused, honey is sold, and some knowledge spread.

Then there are the Local Fairs, when the bee-keeper shows his wares in their holiday attire—put in packages to suit every customer. Many can remember the time when the Apiarian Department was represented by two or three bottles of strained honey, and a box or two of comb that were perhaps mixed up with the miscellaneous products of the farm, and passed with little notice; but of late years bee-keepers have taken more interest in the management of fairs, and have seen that their products were properly classed.

The managers of these fairs see that it is to their interest to help the bee-keeper, by giving him a good stand, and making things convenient for him generally. The well-put-up displays reflect credit on them, and it is a decided contrast to much that is there.

Honey can be sold at fairs to those who

would never see or taste it but for this occasion, and once tasted and told where it can be had, they often avail themselves of the chance of getting a supply.

Cull sections disappear like magic here in the much discussed "honey on a stick" form. The only comment being general approval.

Emboldened by success at home, the bee-keeper tries abroad. It may be at the great Industrial or Provincial Exhibitions, not that he expects to take prizes, oh, no! but only to see how his honey compares with others. A modest third is the highest he aspires to.

Then again, we have at our large Exhibitions displays of honey and supplies that create the wonder and astonishment of visitors, not only our own people, but visitors from Great Britain and the United States; and the attendant often hears such remarks as—"What a splendid display!—doesn't it look lovely, etc.," and the visitor will stop and ask questions, and perhaps purchase.

One skeptical visitor pointing to my exhibit, put the question to me once at Toronto—"Did this honey come from Muskoka?" I said in reply "it did." "Now, did it, really?" he repeated I again assured him that "it certainly was gathered there by bees, and that it was as good a district for honey as any part of the Province." "Well, now!" he exclaimed, "I thought it was too rough;" but after I had explained that the uneven surface was no disadvantage—that we had a succession of bloom beginning with the many varieties of willow in early spring, followed by the soft and hard maple, elm, dandelion, cherries, berry bushes of various kinds, clovers, lindens, and the numerous fall flowers—how the bloom on the high ground gave honey in wet seasons, and low ground in dry seasons, he went away with a better opinion of Muskoka.

Not only do people get enlightened as to the source from which honey is derived—the mode of harvesting—its granulation, and manner of liquifying, but bee keepers themselves are likely to be benefitted—each sees what the other has done, and the practical eyes are open to all improvements. They will compare notes as to experiments with different implements, and will hear how others succeed with them, what the yields of honey have been in different sections of the country, and will discuss as to what are the favorable conditions for good crops, and how far they can be controlled and made the most of, and giving ideas for future thought and discussion. Therefore, Apiarian Exhibits are a benefit to the bee-keeper, and one of the best means of educating the general public.

R. H. SMITH.

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