

prohibitory freight rates and many other seemingly insurmountable difficulties; all of which have been overcome by the indomitable will and perseverance of the California fruit power. The California Bee-keepers' Exchange, although of recent growth, is proving a factor in this, its first season's experience, in the upholding of prices, reducing the cost of supplies to its membership to a minimum, and instilling a feeling of protection that never existed before. We predict that if the business of this organization is conducted in accordance with the outlined footsteps of the California fruit growers, like success is sure to follow.

Opposition to co-operation as a rule is due to two sources,—misinterpretation of its object, and selfishness. The true spirit of co-operation is the hand that assists his neighbor, and rejoices in the welfare of others as well as his own. The selfishness and short-sightedness displayed by the refusal to assist in the disposal of our neighbors' product is beyond comprehension, for the result is sure to enhance the value of our own. We all know that some of our most successful producers are incapable salesmen, and the depreciation in prices is often due to this very incompetency. That improper distribution has much to do with our existing difficulties is undoubtedly true for the ratio of honey consumption in the United States is less than one pound to an individual, and nothing but co-operation can correct this.

Co-operation is not a selfish project for it only recognizes the individual in his product, and the product in accordance with the grade, and it is the only method that harmonizes all antagonistic interests.

The feasibility of this plan, as stated, has been fully demonstrated in practice, and we firmly believe that until the bee-keepers of this country band together in the form of local and other associations, the existing state of hopeless expectation will positively continue and the demoralization of prices will be repeated every successive season.

The formation of local associations result in the concentration of the interests of many, the selection of the best material at hand to supervise the whole, the buyer deals with one instead of many, all grading is equalized as well as prices, and by systematic methods in course of time establish such a reputation that results in a direct demand for their product instead of glutting the markets by improper distribution. Then as "great trees from little acorns grow," so shall we also witness the growth and formation of other kindred

associations as the natural development of the local organizations demand.

The absurdity of beginning at the head instead of the foundation has been fully experienced in the pioneer work of other associations, and while we fully endorse the establishment of a National Exchange, as previously stated, we can not expect success to follow such an enterprise until local, district and state associations demand it.

"Hope, though, never dies," and the inspiration following the birth of "The Infant," at Lincoln, Nebraska, a few months ago, is reviving the dormant faculties of a great many who had fallen into the slough of despair. With hope renewed all eyes are turned towards this new star of destiny for deliverance from present bondage.

The infant development of this new United States Association will depend very much on the atmospheric surroundings, and generous diet given it in form of financial support. We feel fully assured of the first in the absolute confidence we have in the faculty who have it in charge, the enlargement and scope of its work depends entirely upon the individual bee-keeper and it is for us to make it and mould it to suit our varied wants.

As a closing theme and one bearing on the subject of co-operation, we desire to outline a field of operation for your present or future consideration, and this is the establishment in connection with the present organization of a Bee-keepers' Information Bureau.

The object would be to supply its members with all information at hand in regard to matters bearing on this industry. The establishment of agencies in the various states and centers of business. The agencies to glean information for, to supervise and disseminate matters of interest to the members for the central office. The following would be some of the benefits accruing to the participating membership:—

A rating of individual responsibility; the possibility of securing such information pertaining to members, or of anyone dealing in our product; the amount of honey produced in every section of the Union; by the statistics available the centers of over-production and under-production could be readily determined. It would be an effective agency in ferretting out and prosecuting the adulterator when once this organization has secured national legislation, and we can never expect to suppress this foe to our industry until this is accomplished.

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