

good "ready." Get ready whether you need to be ready or not.

As to the extracting of honey I copied from our friend Pettit who used to attend our meetings. I thought he was mistaken first—this is never to extract a full super. Do not let it go until it is full. Go and take out what are full and ripe, shoving the others to one side. Smoke them and pick them out and set them around while you are putting in new combs and shut down the hive. These are standing there and you can then shake the bees off and brush them off and there is no stinging. You can get on as fast as you like with no stinging if you just set them aside for a little while. Mr. Dickenson uses two supers; that is very nice; but you have to lift one of them so high; by going over them occasionally you can get just as much honey and just as good honey and you do not give the bees too much room at a time. You know as well as I do bees do not like too much room. If you give them a little they will say "We want to fill this."

With reference to a man in the apiary—you must have the right sort of a man. Generally speaking we cannot lay our hands on a good man in our busy time and so we leave honey in the out apiaries to be extracted until the end of the season which is very inconvenient and the honey is not so good; there is some of it that is not capped over when the cool nights come, and it gets a little thinner. If you take it when it is coming in you find hardly any of it thin, and you keep the aroma there and you get just as much.

He also gives us a pointer that we must be very particular in the packing and shipping of our goods. That thing in the long run pays better

than anything I know of. If our customers get our honey in bad condition they are a little doubtful about dealing with us again; although they may not scold us or grumble. Whereas, if a man receives your honey two or three times and sends in his order without asking the price and says "We always get your honey in good condition, ship us so much," we can know that he is satisfied. I find in shipping, especially where you have to ship long distances with comb honey, that you can ship comb honey without any difficulty.

With regard to saving scraps we can save several dollars in the apiary by not throwing them around to draw the moths. I say in regard to bee-keeping as in anything else, the specialist is the man in the long run who is going to make money if there is any in it. You have your eggs all in one basket and if that basket falls you have lost the lot, of course, but you can look after that basket so much the better. If you have several irons in the fire you are sure to get some of them burned. I have done nothing for a living for the past eighteen years but produce honey and I have always received a living; some years I have not received a cent but I have been putting a little aside all the time. My success is simply because I give my business my whole attention; I haven't a good location. We have neighbors who do not get anything from their bee-keeping because they have something of more importance to do something larger; the bees are a nuisance and therefore they neglect them.

I do not know that I can say anything further either against or in favor of this valuable paper on these things.

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