

keeping by putting a lot of money into a business he knows nothing of. It is this getting crazy over a business which looks to be a good thing, but with which we are not acquainted and putting a lot of our hard earned money in it, expecting to make a fortune, which ruins so many. To be successful in anything, a man must 'grow up' into it, as it were, by years of patient toil and study, till he becomes master of the business, when, in 99 cases out of 100, he will succeed."

"When and how did you begin?"

"During the winter of 1868 I became interested in bees by reading a book on the subject, which I found in the house; and, as father had kept bees several years before, I knew something about them, but not after the improved fashion, as father kept his bees in box hives. Next I subscribed for the American Bee Journal and read Quinby's and Langstroth's books, and in March bought two colonies of bees, and the hives which I needed for two years, at a cost of \$35 for the whole."

"How did you succeed?"

"There being a poor season in 1869 I had but one swarm from the two colonies purchased, and had to feed the bees worth of sugar to get the three through the winter of 1869."

"Whew! If I had such success as that with my 50 I should wish I had never gone into the business, as that would add \$125 to the first cost of commencing. But did you do no better the next year?"

"During 1870 I received enough from the bees to buy all the fixtures needed for 1871, and a little to help pay other expenses on the farm, as farming was my main business at that time; and the first \$35 was all paid out for the bees but what father brought me in; for I resolved that this first \$35, I would lay out

no more money on them than they brought in, believing that if I could not make 3 colonies pay, I could not 300. But had I had 75 colonies at that time, with little or no experience, the loss of throwing the business up would have been many times greater than \$35."

"But it seems you did not throw it up."

"No. During 1871 I got enough from the bees to a little more than pay expenses, besides a lot of experience, which was of more value to me during the years to come than many dollars would have been without the experience, for in the fall of 1872 I found that I had an average yield of 80 pounds of comb honey from each colony in the spring, which was sold so as to give me \$559, free of all expense incurred by the bees."

"Pretty good pay, was it not?"

"Well, yes. But you will see that this was the first I had really gotten, so it must be spread out so as to cover a period of four years. At this time I did not have as many bees as you propose buying to start with. My opinion is that, had I bought 50 colonies to start with, I should have turned from the business with disgust, with a loss of several hundred dollars, and that the bee-world would have been spared the scribbling done over Doolittle's name for the past 30 years."

"But you succeeded?"

"Yes. But before we go further I wish to tell you about something which pleased me during 1872. I bought an extractor, and, being determined to give the bees the care they needed, and knowing that the time the bees needed the most attention came in haying time, I hired a man to take my place in the hay-field. It so happened that he commenced work on the day basswood commenced to bloom. Previously I