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FROM THE AMERICAN BEE JOURNAL

How to Conduct Successfully a Bee-Keepers' Exchange.

A bee-keepers' exchange is simply another name for co-operation among bee-keepers. Bee-keepers are producers, and the history of business as it is, and has been, shows that successful co-operative business ventures are not very numerous, but there are some that are entirely successful, showing that when conditions are right, and good business judgment is used in conducting the enterprise, co-operation can be made a success and be very beneficial to those who are connected with it. Then let us see first what are the conditions necessary to success.

1st. Co-operative action must be necessary in order that the producers who propose to work together shall be able to make their industry pay its best. For instance, a dozen bee-keepers living near a large town or city where all of their product can find ready sale at prices as good as could be obtained in any other market, will find little incentive to join forces, because each can readily dis-

pose of his crop to as good an advantage as he could through a co-operative concern. On the other hand, a number of producers with no home market of any size, and living so far from other markets that shipments must be made in carload lots if the freight is not to consume the bulk of the proceeds, can not only co-operate to their mutual advantage, but really must do so if they are to obtain the best results, or, in some cases, any results at all.

2nd. Don't attempt to cover too much ground; in other words, co-operation should be undertaken only along those lines where it is absolutely necessary. When a number of men are working together, differences of opinion will arise as to plans and methods, and right here is where the danger usually lies in co-operation, hence the less the number of things that are attempted the less friction there will be. So I lay it down as a general rule to begin with in conducting a bee-keepers' exchange, have only two main objects, namely, supplying cans or other packages for the honey, and marketing the product.

Some might suggest that the exchange should also furnish the members with their bee-supplies, and in some places this might be feasible, but here in Arizona we tried it once and did not consider it a success. To do anything in this line, supplies