

run into them a whole lot of wax all of one color they can't cut the price very much on you; they can't make but one cut anyway.

The selling of the honey in itself is difficult. Production we have studied and studied, but selling we are just beginning to consider as a fine art. Salesmen, as a rule, I think, are born, not made. If you find you cannot sell your honey successfully yourselves as individuals, then pay somebody else to sell it for you, and you will find, I think, that many times you will make a great deal more out of it, even after you pay that man his commission, than you will by going it alone. Many of the New York men, I find, are doing that thing. They are turning their honey in through certain individuals and members of their own association, and letting them sell the honey, because they know they are good salesmen, and they are giving them a fair commission. The seller knows the producer, and he knows the producer is going to send just what the seller represents, consequently he does not have to touch it or see it; he simply sells it by sample, and it makes a very good working arrangement; but unfortunately all bee-keepers won't agree to that; they cannot always get together.

The quotations on honey and wax with us in the States are very largely fixed by the jobbers, and they set the price somewhat by the weak men. The weak men in honey production are the same as in any other industry—they are like the weak link in the chain, the rest of which is no stronger than that weak link. The weak man is the man who has got a good crop of honey, but can't wait to realize on it; he must have the cash; he has been putting off his grocer, the horse-shoer and different tradesmen, and saying, "Wait till my honey crop comes on," and he puts the honey out to a commission house with these instructions: "Sell it as quickly as you can, please, even if you have to make a slight concession.

The New York State producers were holding their comb honey at 15 to 15½ cents on board the cars at their nearest freight station. I had in Providence a customer for a carload of honey, and I had about closed the deal. I went around the next morning. He says, "I don't think I will buy; your quotations are too high. I couldn't get any headway, and I began to look around to see what was the matter. The trouble was, that man had lost his market. A man from Boston had walked into Providence and had sold comb honey produced in Central New York to the retail stores in Providence for 14 cents delivered on the floors of their stores. That was a concession of one cent over the New York price. The freight from Central New York points to Boston or to Providence and Worcester averages half a cent a pound for comb honey; cartages will average half a cent; the local freight from Boston to Providence will be the same as from Central New York to Boston; there were three cartages and two freights of half a cent apiece; there was two and a half cents off the cost of that honey at 14 cents; the commission man's commission was 20 per cent, that is 48-10 cents altogether; the breakages charged back in that case to the producer would bring that honey down so, that if that man when he got through, had nine cents for his honey he was lucky. That fixed the market. Jobbers around there won't touch a particle of honey until that is out of the way. What have the New York men got to do? They have to go somewhere else. They have either got to hold their honey till the market is cleaned up or make a concession. Jobbers are far from reliable sources of in-

formation for through many men are in the buy cheap; the mission houses a good many of your honey on fer to job it, co to be influence A man cannot bound to look o is quite a differ rule for business; business; the go works both way; rule that works always.

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