

open to give sufficient room for air in cool weather and at nights, and unless the colony is very strong even this precaution is unnecessary. See that the entrances are open early in the morning on fine days to allow the bees to fly.

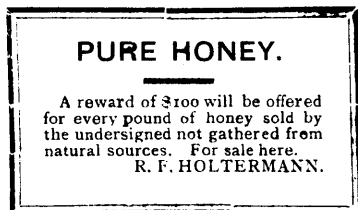
P.S.—Since the above was written, and at this date (April 24th) it is raining and the weather is a good deal cooler, so that our advice with regard to closing up the entrances is very applicable just at this minute. Protect the tops of frames by quilts or cushions.

FOR THE CANADIAN BEE JOURNAL.

THE HONEY MARKET.

I HAVE to thank Mr. W. Z. Hutchinson for his kind remarks in C. B. J. I will briefly relate my experience since writing the same.

I found out who the bee-keeper with the 1500 lbs. was. Thought I would go to work: got 512 lbs. from him, sold it all as before with little loss of time, and have since that sold 500 lbs. more, and expect another shipment of 400 lbs. shortly. Now, I consider, with the exception of Hamilton, that Brantford is, to my knowledge, the poorest place in Canada to sell honey. But the three Brantford papers had a condensed report of our convention here, and of my paper upon honey. Then I had printed a nice card about 6 in. x 8 in. as follows:



It happened very opportunely that at the time two people disappeared very mysteriously, and I leave you to guess the result. Every store purchasing honey from me received one of these cards, and it attracted attention and enabled me to sell more readily. Then a baking-powder company started to bake and dish out free hot biscuits, baking in the grocery windows here to advertise their baking-powder (what bee-keeper has tried anything of the kind to create a demand for their honey?); then a coffee firm supplied that beverage, and finally I dropped in and supplied honey, and there was a grand free lunch. It was advertised by the grocer in the paper, hand bills were struck off and it has paid me over and over again. Two of the best boarding houses, one using 10 lbs. per week, who never used honey extracted before, are using it

right along. In two week's time one of the leading churches is going to have a honey social, and I am to read a paper on bees and honey, and I shall give them a sweet dose.

Now, I know had I not set to work, not one-tenth of the honey sold now would have been sold for the rest of the season, and I think this is only a beginning and shall try and keep the ball rolling.

But now for a less pleasant report. I had business in Hamilton and Toronto; the latter place might have waited, but I thought I would go, and in Toronto I made up my mind to "try my luck" selling honey. Every place was full, and I gave up the attempt for the present, but I feel there is lots of work in Toronto, only it will take more means; more power is required, as it is a larger body than Brantford. If some of us could only combine and get people "off" about honey as they will anything with the least merit properly advertised, there would be a new demand. If we could only start a really nice honey store in Toronto with beautiful and attractive comb and extracted honey, the best and most suitable canned and preserved fruits (done with honey) and cake and pastry of all the best kinds, got up by the very best baker, candy specially made as far as possible with honey, and all got up in such a way that that class willing to pay any price as long as their taste is gratified, will patronize us, and, on the other hand, those looking for a food will see they can get the value of their money there. Then we will make a wonderful stride towards developing the home market. Every hand through which we sell is an obstacle to us. It used to be that we sold to the wholesale grocer, and he sold to the retail grocer, and he again to the consumer. All had to have a margin; there was not much in it for anyone, and they cared little whether they sold or not. The wholesale man in consequence neglected ten per cent. of the grocers, and the grocer 90 per cent. of his customers. Any of the ninety that wanted honey had to ask for it. I think the wholesale grocers have dropped out pretty well, and there are three reasons why the next middle men will have to drop out: (1) They do not push our honey as we *should* do. (2) They know nothing about honey, and if they do say anything to talk it up, it is only nonsense. (3) It only increases the cost to the consumer. There are minor reasons I will not here enumerate. This appears to me to be the situation as to the future. I, and many others, are no advocates of hindering people from keeping bees and keeping bee knowledge from them. It will be "the survival of the fittest." As honey gets more plentiful men will have to wake up and try and sell it, and combine to do it when necessary.