

The Colorado Honey Producers' Association.

MR. W. COUSE,
Sec. O.B.K.A., Streetsville, Ont.

Dear Sir:—

In reply to your favor of recent date, would say that our Association was organized five years ago but did not incorporate until 1899. Our aim is to supply the members with their bee supplies as cheaply as possible, quality considered, and to sell their honey and beeswax at as good a figure as possible.

To enable us to get our supplies at the right price, we must buy in carload lots and discount our bills. By doing so we are also in a position to sell supplies to bee-keepers outside of our Association and make a small profit on them. We have a wareroom in the business portion of the city where we keep a large stock of supplies and store our honey until it is to be shipped out. With the assistance of a helper, I attend to the selling of the bee-supplies and the handling of the honey crop. I also attend to the book-keeping and correspondence.

All honey sold under the trade mark of the Association must be graded according to the rules laid down by the Association, and to make sure that this is done every lot is inspected upon delivery; lots found defective must either be graded over or they will be sold, without our trademark attached to the cases, as mixed lots.

We have now built up a splendid carload trade in comb honey, and,

owing to our close grading, we are able to obtain better figures for our crop than others. We nearly always sell our honey on the terms of spot cash as soon as car is loaded. We have several houses that will send the money for a carload with their order and leave the selection of the lots of honey to us; this shows that we have the confidence of the trade.

We charge everybody, member or non-member, 10% commission for all sales of honey, but if after the close of the year our books show a surplus, the same is then divided among the members according to the amount of commission paid by them. The year before last, when we had only a wareroom from July to December for the storing of our honey, our expenses were very light and it cost our members only 1-10 of 1% to market their honey. Last year we fitted up our salesroom and commenced to carry a complete stock of supplies, and kept the store open the year through, therefore, our expenses were larger, but still it cost our members only 3% to market their honey last season.

If a member is in need of money we will advance him one dollar per case on all honey as soon as delivered at our wareroom. Every member has also a right to set a price upon his honey, but there are very few now that do this. We also have a way of securing reliable crop reports from all sections of the State, and other honey producing sections of the West, and, therefore, are in a position to



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Page Woven Wire Fence

Owing to the variations of the Canadian climate, considerable allowance must be made in all fences for contraction and expansion, which makes an ordinary wire fence unserviceable, as when it expands it becomes so loose as to prove of little value. Note this makes it elastic and self-regulating. The Page Wire Fence is made of "Page" wire, which is twice as strong as ordinary wire. Prices are particularly low this season. 50,000 miles of Page fences now in use. We also make Gates, Ornamental Fences and Poultry Netting. The Page Wire Fence Co., Limited, Walkerville, Ont.