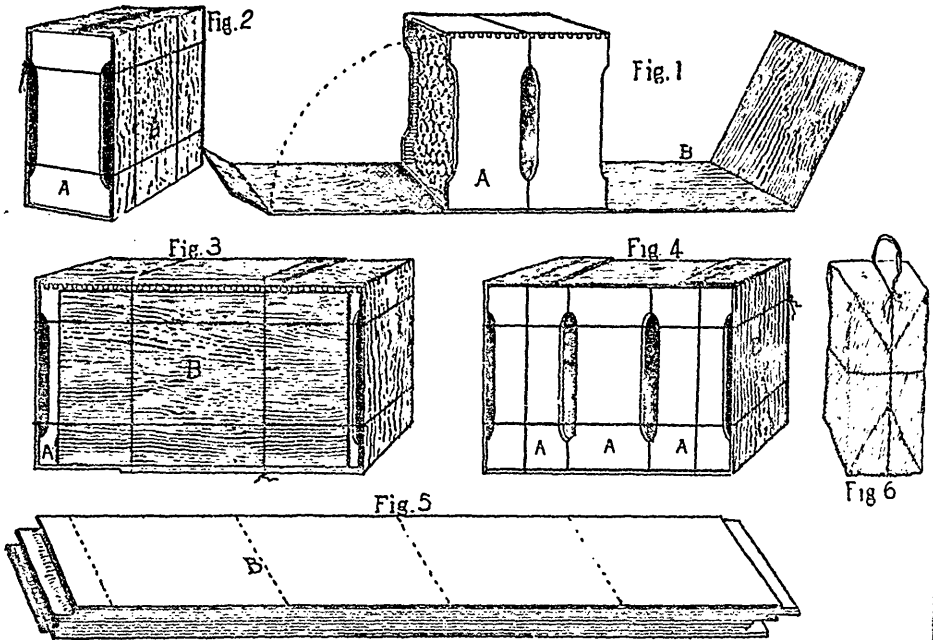


Sometimes when I have a little leisure I tie up a number of these packages so a customer does not have to wait for it to be done, and you are not hindered much when you are in a hurry. By putting up packages containing one, two, three four, five, and six sections each, you will be able, by combining these, to give the customer the exact amount he may want. You can put it up in packages containing an exact amount, as 25-cent, 50-cent, or dollar packages, or almost any other amount, as the sections will vary a little in weight, and you can select the ones that will make it come about even for the price you may need. I sell the most 50-cent and dollar packages.

As you can make this much plainer to the reader than I can, by a cut or two, I

and forward a few times. It pays to make it easy and convenient for a customer to handle these packages. The customer gets his honey home without breaking the cappings or having any "mess" about it, and is much more likely to want more.

I put up other combinations; but these I send are enough to illustrate the method, and each can make combinations to suit his own case. Sometimes if the sections are not well fastened in, or the customer wishes to carry it a long distance, I cut these "splints" off and make a separator between each section. Some may say this is too much trouble—let the customer take care of it after it is sold to him. I have found it to pay me to be to all this trouble.
—From *Gleanings in Bee Culture*.
Kingsville, Ohio.



have sent sample packages just as I have put them up. To be of the most value, a thing of this kind should be just exactly as described. So I have sent you samples just as I put them up, using the same method and material, even to the paper and twine, without any selecting whatever.

You will notice that some of the packages have a convenient handle or bail to carry them by. These are for the "foot-folks" and those on bicycles, or those who go on the train and wish to take a package to a friend. This bail is made by cutting the twine long enough to weave back

Jack's Problem.

Jack (mystified)—Papa, there's one thing I don't understand kerzactly.

Papa—Well, what is that?

Jack—I dig a hole here on the beach and a wave comes along and washes it and goes back again. Then I find the hole all filled up with sand. I thought the ocean was made of water, but it seems to me it's nothin' but sand.—Harper's Round Table.