

Mr. Dickenson: You wouldn't advise that if you had the room.

Mr. Hall: I fill up one corner of the cellar and leave the rest of the cellar for other use.

Mr. Dickenson: You would still put them up?

Mr. Hall: Certainly. Then you have got the other part of your cellar for other uses.

QUESTION BOX.

Q. What is the best method of marketing comb and extracted honey?

Mr. Hall: The best method of marketing anything is find a customer who desires the article. If you find a man that wants it he will pay you the best price. If you cannot find him you had better retain your article. I find the best way to retain your customers is to put your article up in a marketable shape, so that it will not give them any trouble. I will give you an illustration. Last fall, or in the early winter, a firm from Rat Portage wanted me to place their order for three hundred crates of comb honey and some extracted, and one reason, they said, that we want to secure your honey is because we like the way you put up your goods. It is not the quality of the goods at all. That did not give them any trouble, but the goods they had got from other parties were broken down, messy and sticky, and our goods were clean. They could handle them with satisfaction, therefore they wanted to place the order. They wrote me again this season for comb honey, and I had to tell them it was too late. Therefore, I say the best way to market any goods is to find your customers, and give them something that they cannot, no matter how they try, find fault with.

Mr. Smith: It is the practice with many bee-keepers in handling extracted honey to run it into pails when it

is newly extracted, and just store it and market it as the market calls for it. I find that the pails which have been filled and which lie around for some time are not in as nice a looking condition to supply to a customer as they are when the honey is freshly put into them. What is your experience?

Mr. Hall: I sell but precious little honey in small quantities except to those who come to the house. My favorite plan is to let the honey ripen in the hive before taking it, put it through my extractor, and the same day put it into the sixty pound tins and screw them down tightly and not let the atmosphere in; it will then retain the aroma as well as the sweetness of the honey. They come to me and want some of my choicest clover honey, and sometimes I haven't any. I give them a taste of the honey I have, and they say, "That is the nicest clover honey I ever tasted." I let them take it and think as they please. Do not be too particular explaining what it is. Everyone wants thistle honey, and all pronounce it beautiful clover honey. If I told them it was thistle honey they would begin to cavil, and I could not supply them, and, therefore, I do not say anything about it,

Q: What if the best form of hive stand?

Mr. Hall: I would not like to answer that question; if I did I would have somebody shying a brick at me. I can tell you the hive stand I use. I use four half bricks. I have in the apiary some of the Hedden hive stands, but if I was making them I wouldn't use that kind. I use four half bricks. They don't rot themselves and don't rot your hives. I wouldn't like to say that it is the best form of stand; but that is the stand I prefer. They stay there all winter and do not crack much.

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