

are handicapped by no long freight haul. And how are markets made in the present day? By advertising, surely. Right here, then is our opportunity for co-operation. No bee-keeper could afford to advertise individually, but if we only join hands we can so increase the general knowledge and the demand for honey that the price will standardize itself.

The general public has only the vaguest ideas about the production of honey, and little knowledge of its food value. Spread this information broadcast, and instead of wondering where you are going to find a good market you will not be able to supply the demand. Then, having learned our first lesson in co-operation, we shall be ready to establish some sort of an exchange, where the honey can be graded and placed in marketable packages, with the seal of the association upon it, thus assuring the purchaser of the quality and against adulteration.

Now for a plan of campaign. Of course the exhibitions offer us our first great opportunity, and with very little expense they can be made the means of spreading information. The Provincial Association might look after the large fairs as has been before suggested, and the County Associations could see to it that the smaller fairs in their own county had an exhibit. Individual exhibits should be encouraged as much as possible, and the Association take charge of a general exhibit of information, such as handling bees, method of extracting, comb-building, queen raising, etc. Now in our county, we have a tradition that if you want to get a crowd together you must give them something to eat, so why not take advantage of this as a means of advertising and give the visitors an opportunity of testing the honey. I have recollections of delectable lunches of honey and graham wafers, eaten at school after 10 o'clock when the lights were supposed

to be out. When we could no longer capture a supply of graham wafers from the pantry, we found them too expensive, and fell back on brown bread, which tasted almost as good. This little reminiscence is just given by way of a hint.

Now, Mr. Editor suggested having leaflets printed, setting forth the food value of honey. Well, there is no reason why we cannot do that now. The W. I. is doing it, and these leaflets could be sent to all grocers handling honey, either at the expense of the Association or of the shippers, as was decided. They could also be made generous use of at the fairs.

If any further efforts were thought necessary at present the newspapers could then be used. At any rate, it would be wise for each Association to appoint a committee to see that all items of interest concerning bees found their way to the local papers. Now, if every bee-keeper will take this matter up heartily we shall soon have an opportunity for finding out, experimentally, the principles of co-operation. Of course it will mean every one putting his hand in his pocket, but it will be money wisely spent. Up to the present the Government seems to be paying a large part of the bill for whatever is accomplished by the Associations.

MASSACHUSETTS SHORT COURSE.

Throughout the year the Massachusetts Agricultural College has been receiving calls for a course in bee-keeping. To meet the demand, a short course, covering the lines indicated in this circular, has been arranged.

During the past year a regular department of instruction has been established at the College. This consists of an apiary, a museum, and library equipment.

The works as laid out is of the most practical nature, and every attempt will be made to emphasize the points which

are worth while, giving modern methods and keepers.

Course limited to those who have no previous experience in bee-keeping.

The following experiments will give the work:

FACULTY

Doctor Burton N. Professor in Bee-keeping, Experiment Station, Amherst.
Doctor William P. the Massachusetts Experiment Station, Amherst.
Doctor George E. Botany, Massachusetts College, Amherst.

Doctor Henry T. 1 Entomology, Massachusetts College.

Doctor James B. Veterinary Science, Massachusetts College.

Other bee experts will give other lectures.

COURSES

1. Practical Phase. Lectures and demonstrations and individual instruction in the handling of bees; rearing bees; construction and use of hives; comb and cell rearing; increasing of colonies; the hiving of bees and their treatment known to occur in the State. Doctor

2. Crops for Honey and excursions. The fruits and forage plants yielding nectar how to grow them.

3. The Relation of Plants to Beekeeping. A study of the flowers which produce foods of bees; a micro-