

it may be resorted to with advantage, but to make a business of it, as some of the writers recommend, is going too far for me. Neither am I convinced that the use of starters is better than full sheets of foundation for reasons already given.

Linwood, Ont.

### Organization Necessary.

BY H. G. SIBBALD.

Two important phases of bee keeping, viz:—managing out apiaries by the "shook swarm" method, and organization of bee keepers for the purpose of marketing more advantageously "the likely to be" increased product of these apiaries, are occupying much space in our most progressive bee journals at present.

The first means more honey, or in a word, expansion.

The latter: progression and co-operation:—To every thinking, intelligent, business bee keeper the thought will come. "If we keep more bees, and our honey product is greater, what will become of it; must the prices drop if we over produce?" and the answer must readily come: "Yes, unless we keep the business end up with the producing one." The demand for honey must be increased by a systematic distribution, steady even prices, judicious advertising, and by producing the best quality possible, and also labeling each package with the name and address of the producer, thereby giving the consumer more confidence in the purity of honey. By our present haphazard way of marketing, systematic distribution is impossible. Honey being crowded to centres, and other places left bare, prices are unsteady, and dealers are afraid to buy unless they buy very low. Producing honey of a quality is rather discouragad than otherwise, because, honey is honey, and the fellow who extracts thin un-

capped nectar sells for as much as his neighbor who takes it ripe. If the producer labels his goods, the dealer scrapes his name off so that others will not get his address. Honey is hardly ever advertised in a way to be likely to increase its consumption. It's everybody's business to do it, and nobody does it.

Competition also is an evil at present, and has a tendency to lower prices. One bee-keeper quotes a dealer at 8c; another is told that if he wants the order he must sell lower. Consumers, Dealers, and Wholesalers are frequently quoted same price, which discourages any large concern from dealing in honey.

Therefor we must advance along the line of marketing, and remedy the above noted evils by co-operation and organization which has done much for other industries and will certainly help us.

Let there be a big rally to Barrie where this matter is to be taken up by the O.B.K.A. and some definite work may be done. Come with ideas and not stumbling blocks and there is no reason why Ontario cannot have a honey exchange and wholesale honey depot, controlled and managed by themselves where honey may be handled economically, systematically and honestly.

Claude, Ont.

The editor of the Review advises against putting exhibits of bee supplies in the same room in which a convention may be held, because it divides the attention, and groups of bee-peepers will be persistently gathering about the exhibition talking in an undertone, very greatly disturbing the general discussions that may be going on during the sessions of the convention. I agree with Bro. Hutchinson. A hint to those who are getting up conventions will not be amiss.—Editor "Gleanings."