

didn't want to be bothered trucking the honey around in the winter. Evidently he had made so much money in the business that the addition of a couple of cents a pound to his crop was not worth considering. He could get the couple of cents, all right, if he would cultivate his home market; he would have something to do in the winter to keep him from getting gouty, and he would have the comforting assurance that he was keeping the price of honey up a notch by keeping at least one crop, or part of it, where it should be.

It isn't necessary to "peddle" honey to sell it around home, unless you like peddling (which I don't). It is simply a matter of putting your honey up in small, attractive packages, instead of in barrels, etc., and keeping every grocery store in sight supplied—keeping them supplied, remember—and not merely getting them to take a few cans or glasses, and then going away and forgetting all about it. Give your grocery man a good commission; keep him well supplied with every kind of package, watch your market and learn what particular form and size of package it likes best, and last, but not least, see that your grocer does not let his stock run too low, for he won't sell very much unless he has enough to make a show, and he will let his stock run out unless you watch him, for, be it remembered, there is an everlasting string of commercial travellers selling syrups, jams, jellies, and all kinds of such stuff, and they will crowd you out if they get a chance. The grocer will do what is easiest, and if he can order from a traveller by simply saying "yes," he will do it in preference to writing to you or sending to your house, even if you live in the next block. One thing you have to learn, and that is, that if you don't watch your own business, it won't be watched

(except by the chap who is watching for a chance to kill it). Drop in on your grocer regularly. If he needs more honey he will tell you to bring it along (if you ask him). He is very willing to sell it, but you have to bring it to him, or he will forget all about it. Don't be afraid of your product. You have an article that is miles ahead of the stock of the commercial jam, jelly, and syrup man—and nobody knows it better than he does.

My home market uses something over two pounds per head per annum. Not very much, but more than the average, and more than they would use if they didn't see it every time they went into a grocery store. Say! what would happen if all the people in York county used it in the same proportion?

Fenelon, Falls, Jan. 1, 1906.

## QUERIES AND ANSWERS

Q.—Would you be kind enough to give me a little information how to manage my bees in the spring. I winter on the summer stands, and I find when the sun gets strong and warm the bees come out in great force to have a flight, and a great number are lost on the snow. What I would like to know, is it advisable to close them in, or is there any stated time to allow them to have a flight? I have had in March the snow black with dead bees.—J. W., Peterboro, Ont.

A.—I would not close the bees in the hive, but keep the entrance open at all times, so that they may fly whenever it is warm enough, and the sun shines directly on the front of the hive I would shade by leaning a board in front of it. I have scattered straw or chaff on the snow for the bees to alight on, but there is always some too old or feeble to return to the hive. Of late years I have paid more attention to getting young bees in the fall. They are more likely to winter, and be strong and vigorous in the spring.—F. H. Smith, St. Thomas, Ont.