

lose none of its appearance through imperfectly prepared sections and packages. We are making large quantities of spruce sections but the majority are of white basswood. In sorting the section honey which is to be sent over, be careful and see that none but the nicest honey and whitest sections are taken. Regarding shipping crates, different sized sections will require different sizes and styles of crates. It should be the object of every producer to put up his honey in neatly made crates of light material. We think that no part of the crate need be more than three-eighths of an inch thick; the ends might be of three-eighth inch lumber nicely planed, the bottoms and tops of one-quarter inch, with one-quarter inch around the sides for holding glass; a light wire nail of proper length will hold them together equally as well as a much coarser nail, and present a much finer appearance.

BEES YET IN WINTER QUARTERS:

Our bees are still in winter quarters with a strong probability of remaining there for a month yet. Just as long as they are quiet and easy as now we will not disturb them.

Spring birds have made their appearance, but suitable weather for bees to fly has not yet arrived. Here we have had nearly a week's rain, but on the first of April it turned to snow and we had a general freeze up. The temperature in our bee-houses is higher now than in winter and we will keep it so until the bees are set out.

FOR THE CANADIAN BEE JOURNAL.

MARKETING HONEY.

HAVING been very much interested in the discussions of late, in the CANADIAN BEE JOURNAL, relative to marketing honey, I thought I would like to say a few words on the subject. The question "Home Market vs. City Market" depends much, it seems to me, upon the adaptability of the producer as to peddling, or being a good salesman, and also upon a paying employment outside of apiculture. If I am a poor salesman and cannot make a success of peddling, or if I have business, or can get such that will pay me good wages, then I say it is to my advantage to send my honey to some city market to be sold on commission, or otherwise. If on the contrary I love to peddle and can get the good will of all I meet, as well as to have plenty of spare time, then I should go about the sur-

rounding country and towns and sell my product. In either case the laborer is "worthy of his hire," and if I can get good wages at home I ought not to growl at the commission charged by my commission merchant, or at the small returns made when all things are selling at a low figure, most if not all equally low, as compared with honey. Again if I peddle honey I am entitled to my pay, and the consumer should not growl if I charge more for my honey when delivering it from house to house than neighbor A got (*nett*) for his after paying his commission merchant, freight, etc. The trouble is that we cannot all see things on this "live and let live" principle. If Mr. Holterman can sell 2,000 lbs. of honey in 4 hours, or as much as I can in 4 weeks, he is entitled to as much pay for those 4 hours time as I am for my 4 weeks, yet how many do you suppose would accord this to him? A short time ago I hired a man to cut some wood for me, who is rather a slow wood chopper. The usual price paid here is 50c. a cord for cutting wood, and of course I expected to be charged that, so made no bargain as to the price. When I came to settle with the man he charged me 60c. per cord. I asked him how it was that he charged more than others did. He said after "beating about the bush" a spell, "you get your money very easy out of bees, while I have to work long and hard for mine, so I thought I would charge you the 60c." Here is the point exactly. It is this envious disposition which creeps in. If we see a man who has real ability doing the same work (and getting the same pay for it), that it takes another four times as long to do. We come to the conclusion at once that it is not right for the one to get any more per hour or day than the other. Let us get this prejudice out of our minds and accord to all what they honestly acquire.

Now a word about peddling honey from house to house. Mr. Holterman says, show a sample, but I say, leave a sample at each house. It will pay largely. A few years ago I lacked the wherewithal of ready cash to pay my taxes. Having on hand quite a quantity of honey, I thought I would "try my hand" at peddling. Accordingly I took some 20 pounds and went to a village not far distant. After putting up my horse I took my sample and went to every house, leaving about $\frac{1}{2}$ lb. with a printed slip of paper telling the price per lb. and the day I would again be around with some of the same kind of honey. As I entered each house I gave a pleasant "good morning," got acquainted with the little ones by giving them a taste of honey, or if none such were present spoke a kind word to the dog, cat or bird, called for a dish (anywhere from the