

rent of shop and ground, equalling \$30, and a cost of about \$11, for carting honey to R.R.; when we have a cost of \$200 as the cash outlay on the apiary each year. Now, not to be mean, (there is not a mean thing about a bee-keeper) we will meekly take the place of the hod-carrier, giving away all our hard hours of brain work, like a philanthropist for the good of our fellow bee-keepers and call our time worth \$1.25 per day or \$391.25 for the 313 working days of the year. To the \$391.25 add the \$200 cash outlay and we have \$591.25 or the actual cost of 4,500 lbs. of honey. By dividing the \$591.25 by the 4,500 lbs., we have a trifle over 13¢. or the cost of one pound of comb honey. If we allow that one-half more extracted honey can be obtained than comb honey we have about 8½ per pound or the cost of extracted honey. I here leave the subject for your discussion with the simple thought that whosoever is not content with \$1.25 per day for their labor must sell their honey for more than 13¢. per pound, or go out of the business, for those who sell for less than that works for less wages.

G. M. DOOLITTLE.

R. L. Taylor said there are many points to be taken into consideration. Mr. Doolittle has mentioned some of them, but not all. He has said nothing about the loss in wintering or from disease. He thought the prices given were too low. J. A. Green also thought them too low. The President said his honey had cost him \$2.47 a pound this year.

F. Wilcox, had not stopped to figure, but would be willing to contract to furnish comb honey at 10 cts. He had an excellent location. Had followed the teachings of Mr. Doolittle and thought him second to no apicultural writer.

James Heddon was sorry to see Mr. Wilcox thus throw a wet blanket over the convention by claiming to be able to raise honey at so low a figure. We should do all we can to keep up the price of honey, and because an excellent location enables us to raise honey at a low figure, is no reason why we should sell lower than our brethren. Said Mr. Heddon: "I should like to ask Mr. Wilcox a few questions. What kind of a hive do you use?"

Mr. Wilcox—"The old style Heddon."

Mr. Heddon—"A slat honey-board?"

Mr. Wilcox—"Yes."

Mr. Heddon—"What kind of a surplus arrangement?"

Mr. Wilcox—"The old style Heddon case."

Mr. Heddon—"You practice tiering up?"

Mr. Wilcox—"Yes. I believe that is the best way to raise honey."

Mr. Heddon—"It strikes me that you are not a very ardent follower of Mr. Doolittle's teach-

ings. I believe I shall have to claim you as one of my disciples."

Mr. Wilcox—"Why so?"

Mr. Heddon—"Why, you stated a few minutes ago that you were following Mr. Doolittle and considered him the greatest teacher. Now you admit that you are following my teachings."

Mr. Wilcox dropped his head as in deep thought, and, as the laugh went round, stammered something about the convention agreeing with him that Mr. Doolittle's general teachings were very good.

Mr. M. M. Baldrige, of St. Charles, Ill., then read an essay entitled:

#### PRICE OF HONEY—HOW TO CONTROL IT.

The published program of this Society informs me that "Controlling the Price of Honey" is one of the topics to be considered at this meeting, and that the writer is requested and expected to open the discussion.

Having for the past thirty years had more or less experience in handling honey, and having been satisfactorily successful in "controlling the price" of it, I will at once proceed to outline briefly my ideas of how to do it, and how others may do likewise. The plan is so very simple and practical, so it seems to me, that it should readily be understood by others even though it be not endorsed. It is as follows: To fix the price myself, and sell only to consumers.

But, says one, that may do with a small crop of honey, but how would you manage with a large crop—one that you could not possibly dispose of, at retail, and through your own individual efforts? In that case I would fix the price myself, and sell to consumers through retail agents, and pay the agents a liberal commission for handling the honey and collecting the pay for it. But, says one, why not sell the honey outright to retail and wholesale dealers? Simply because that plan delegates to others the right to fix the price on honey to both dealers and consumers. When dealers buy honey it then becomes their property, and they then have the legal right to sell to others at cost, or at any other price they please. Not so by my plan.

Now let me illustrate my plan more fully, and as follows: Suppose I have, say 1000 pounds of comb honey in small sections. As soon as the honey is secured, say in July, I would select perhaps five responsible groceries having a good trade, and as near my apiary as possible, and supply each of them with one crate of honey—about 25 pounds at a time, and no more. This would perhaps be enough honey for the month of July.

In August, or as soon as sold, I would supply the same groceries with the same amount of