

WOMAN'S DEPARTMENT

CONDUCTED BY

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"WHY GO INTO SO MANY BRANCHES?"

This was the pertinent question asked at our convention after Mr. Clark had spoken on the combination of fruit, bees and poultry. "Would not you get your profits from three times as much as any one?" The point was raised by Mr. Chrysler who thought that if it required as much effort to master the other lines of business as bee-keeping, he would rather be excused. It is a question much argued over these days, some believing like Mr. Clark that it is wiser not to have your eggs all in one basket, others that it is best to have them all in one basket and then watch the basket. If it was simply a question of profits then the slogan of the Review "Keep more bees" would be the answer. However, though getting a living takes up most of our time, yet it is not the sole object of living, and each one of us has certain powers and ambitions which most emphatically demand an outlet, or we are discontented. Take our provincial apiarist for instance. He is an advocate of specialization; yet no one doubts that if he were to put the energy into "keeping more bees" which he puts into the work of his department that he would be dollars ahead. He himself might argue that his work is only an extension of the bee-keeping. Perhaps so; yet it is doubtful whether getting the clerical work of the department in hand was not pretty nearly equal to the learning a new business. Then there is Mr. Tyrrell, who also says "Keep more bees." Yet he is editing the Review. Now bee-keeping and editing a journal, even if it is a bee journal, are two very different lines

of endeavor,—at any rate, if the effort of turning out a small portion of copy monthly is any criterion to judge by. Again, take Mr. Clark, who is evidently a man with a taste for executive work and whose energy finds an outlet in planning the proper dovetailing of the three branches of his work. Even the humble writer of these lines would do better if she would stick to her bees. But instead of that she dabbles at half a dozen different things, and although she does not make quite so much money yet she knows a good deal more about living than she would otherwise. The truth is, as a writer in a late number of "Gleanings" remarked, it is largely a question of the individual. We all know men who have specialized in bee-keeping and made a great success, and we know and respect them. They are probably our best bee-keepers. Then again there are other men who simply could not pour all their effort into bee-keeping and yet who enjoy keeping bees and keep them well even if not quite so well as the man who specializes.

Then also keeping more bees means covering more territory, and while there is no end of unoccupied country, it is not always accessible. The young man may be willing to scatter his apiaries many miles apart, but the older man may want to remain at home. It is easier to overstock with bees than with chickens or fruit. The three make a capital combination particularly for the man on the outskirts of a town or city.

One of the bee-keepers I was out with on institute work owed his start in bee-keeping to the fact that his father had a number of hives of bees who, not

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having time to hand them over to got into bee-keeping in that way. The bees were to look after them, and it is not a bad idea in a young family to have no interest the young people be only a side line may become a specialty. The main thing if keep bees is to look so that you do not to the neighborhood foul brood. Others want to shut anyone sure of bee-keeping, is not room for all t

Disposing of the Honey are Born at

Salesmanship :— 1, customer; 3, thing sold;

Salesman :— 1, Intro himself; 3, using sa his class.

Customer :— 1, F 2, city; 3, retailer; 4 trade; 6, dentist; chemists.

Thing sold :— 1, bottles; 3, 10 lb. pa wrapping; 4, price; 5,

Mail orders :— 1, Pa customer; 3, advertisi reach.

Wholesale :— 1, Hun crop reports; 3, distri

This was the interest gram which met our afternoon of the convention. Mr. Tyrrell, of the Review, the speaker. In opening humorously that we had part of the convention to product the crop ar him to tell us in a few dispose of it. Bee-keepers much on this principle, the year producing a crop