

get such a low price for your honey, or have such a hard time in the world. There has been something out of joint in this direction as long as I can remember. The "outs" have always laid all of the trials and tribulations of the people to the "ins," and the "outs" have wanted in, and the "ins" have wanted them to stay out.

I presume this will be true until the "blowing of the last trumpet," if one ever blows, and then we will all want to get in, I presume. Some may be left out even then. I cannot say how that will be.

If you are a beginner in the bee business, do not think you need everything you see advertised. Things are made to sell in this business just the same as in others, and sometimes the people who buy them get sold. The more experience you have with bees the more you will discover that there are a lot of things you do not want. Go slow on the new things, and let the other fellow do the experimenting.

If you take a bee journal, and you should, if you ever want to find out how wise some of the fellows are who write for them, do not sit down and write the editor a long letter, the first time you see anything in the paper you like, and tell him what a smart fellow he is, and what a splendid paper he is making out of the "Apis Dissectum." He may say some things you do not like in the next issue, and then you will want to take it all back, but you can't. What is done is frequently harder to undo than it was to do. Then, if you give a testimony to every pillmaker you may run out of new material in time.

Do not try to run the paper for the fellow who owns it. He may have had more experience than you have. If he has not, and you are real anxious to show what you can do, you would better start a paper of your own. "Always room at the top," they say, but I have noticed that some things are real shaky at the top, a tree, for illustration. It would be better to go a little slow until you get your hand in, and your nerves a little steady. Be very mild and gentle, especially with editors and cross bees. Do not provoke them to use their prosterior extremities too much, as it might prove injurious to them and uncomfortable to you. It is apt to create a sudden sensation of heat.

If you have a little success, don't brag or tell what big things you have done. It may bring you more competitors than will be good for the business. Let the supply dealers and the factory people do the bragging. They can tell of tons and

tons of stuff they have sold and how they started with a ten cent knife and a shoe box, and have grown and grown, until now they cover acres if they wish. It is true this may induce more fellows to try the factory, but that will not hurt you. "Competition is the life of trade," but some fellows seem mighty dead at times who get too much of it.

Do not tell all you know, for if you do the other fellow will know as much as you do, and it is not well to know too much. It makes one's head tired to carry so much wisdom, and then if people find out, a fellow knows a lot, they are all the time wanting to have him tell it, and he cannot find time to do anything else.

In conclusion, I would say, be content with your lot, but not too contented,—no progress in that. Be enthusiastic, but not too much so. One feels so bad, when he gets all the enthusiasm knocked out of him, as he does at times. Be honest, but do not say too much about it. People may think you are "off," if you do. Be kind to the bees, for if you don't, you may wish you had.

If you have not joined the Union, do not discuss this paper for only members can vote. Better give the secretary a dollar and make him promise never again to ask me to give "General Advice to Bee-Keepers."

TAYLOR ABBOTT.

Convention Notice.

York Bee-Keepers' Association will hold its annual meeting in the County Council Chambers, Saturday Oct. 15th. Forenoon session 10.30, afternoon 1.30.

D. W. HEISEL.

Honey and Bees Wax Wanted

For the next thirty days we are prepared to take five thousand lbs. of strictly number one clover honey in barrels or sixty lb. cans payment to be taken in bee goods manufactured by us at catalogue prices. Any one having the same should send a sample by post putting his name on the same and write us as well. Address,

Goold Shapley & Muir Co. Limited.

Brantford, Ont.

P. S. We are also buying beeswax for cash or trade, and may possibly also buy honey for cash.