

fail colonies of bees — they all say: "single-comb observatory hive." But let the premium list be what it may, the exhibitor should make it his guide and counsellor. It should be studied thoroughly; not only the apiarian part, but all of the rules and regulations. The exhibits must fit the list—must comply with its requirements. I remember an old man who once made quite a creditable exhibit, perhaps as good as some exhibitor who received \$75 in premiums, yet this old man received only one meager premium of \$2.00. He felt that he was treated unfairly, but the only trouble was that his exhibits did not meet the requirements of the list.

Plan well beforehand what you will exhibit, and now you will exhibit it. To illustrate, one man who had had no experience in exhibiting at fairs met me the second morning after we were on the grounds and said: "Well, I suppose that you have been planning all night just how to put up your exhibit so as to 'do me up'?" "No," I answered, "I knew before leaving home exactly in what shape I should set up my exhibit." "You did," he exclaimed, "well, that beats me. Had it all planned out before you left home? Well, well." This planning and arranging an exhibit is half the battle. Time and time and again have I seen an exhibitor beaten by some one who had fewer and inferior goods, but who knew how to exhibit them to the best advantage. Many a time have I heard H. D. Cutting say, in passing an exhibit, "Wouldn't I like to get in there and arrange that exhibit. Some of you fellows would have to take a back seat if that exhibit was only up in shape." And he was correct.

Have everything the very best that it is possible for you to get it. Remember that in these days it is only the very best that can secure a premium. To go to a fair with a second grade article is only time and money wasted. Never stop with "That's good enough," or "that will have to do." It is good enough only when you can make it no better, and even then you will often find that it is only second best. Nothing takes the conceit out of a man like making exhibits at the fairs. I have been at it now for about 15 years, going to five State fairs last year, and I expect to start next week on a similar trip, and I suppose it is this experience that is largely to blame for my modesty.

But to return, not only have everything first-class, but have it ready a week before you start. If you don't you will be hurried at the last, will forget things, not do good work, and leave home tired and

frustrated, and if there is any place where a man needs to be at his best it is with an exhibit at a fair. Have everything all ready and boxed, and each box labeled with its contents, so that you will not have to be opening box after box in a worried search for needed articles. I remember one great, big, stout, enterprising bee-keeper, whose home is in this city, who once upon a time came up to Detroit with an exhibit. His comb honey was packed in bulk in big boxes, his honey crates or cases in the flat, his extracted honey in bulk, and his bottles ordered of Muth to be sent by freight to Detroit. How many times he went to the freight office after those bottles I do not know. But they finally came and were washed and filled in the night. Then there were broken combs to be disposed of in some way and the drip cleaned up. The sound of his hammer kept folks awake until four o'clock in the morning, and then he lay right down on the hard floor and slept the sleep of the exhausted, I guess. Not only should the comb honey be packed in its exhibition cases, but the cases should be in a dust proof case or crate with handles on the end. The extracted honey should be bottled and packed. By the way, the nicest way of packing bottles of honey is by the use of card board, of the cellular style, made into partitions of the egg crate style. This kind of board is made by the Thompson and Norris Co., Nos. 2 to 24 Prince St., Brooklyn, N. Y. It is cheap and the company that furnish it will cut it up and cut the kerps for putting it together. I had about 500 bottles packed that way last year and took them to five state fairs, and not one bottle was broken. A little excelsior is put in the bottom of the boxes.

Now a suggestion (you know this paper is only suggestions) about preparing bees for exhibition. Take too combs of bees and sealed brood from the colony having the bees you desire to exhibit. Set them in a hive. Put a queen in a cage on top of the frames. Shut up the hive and keep it shut up until towards night the next day. Keep it out of the sun while it is closed. When it is opened set it by the side of the old colony. In a day or two most of the old bees, that is, the flying bees, will have returned to the old hive. Now release the queen. Do this a week or two before the bees are to go away. The day before they are to go away take them to a new stand. Shake the bees from one of the combs, returning it to the old colony. This gives an abundance of young bees that can bear confinement. The day that the bees are to go away, set the comb of bees