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J. E. FARR.

WEST

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JOHN H. REED.

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CO-OPERATIVE SALE OF HONEY

Indones W. J. Johnston.

I was at the Bee-keepers' Convention in Toronto last month and heard your eloquent address on the above subject, and as you have asked for discussion on the matter, I beg leave to place my views before the bee-keepers of Ontario as follows:

I believe co-operation will standardize the price of honey and reach markets which have not as yet been found; also bee-keepers can dispose of their honey at once and get their money, which will enable them to work to better advantage, than having to write all over the country for a market and send it out in small consignments, which takes the profit off when you have to pay cartage and freight on a small quantity.

Now in reading over your plans, you offer some grand suggestions, which I think should be taken up at once by the committee. In forming the Honey Exchange I would suggest that the shares should be put as low as possible, so that all bee-keepers could join it, even the small man with 15 or 20 colonies of bees, and share in the profits of the organization on equal conditions with the largest producers. The Honey Exchange would be able to set the price of honey and be in a position to advise bee-keepers what they should get for their different grades of honey. For instance, No. 1 white honey, well ripened, at 11c; No. 2 at 10c; No. 3 at 9c, and so on, according to grade. These figures are only imaginary (trusting they will be realized), but they serve to illustrate a plan to work from.

Now, to finance the same, the banks would advance the money to carry out the work; the honey could be shipped through the banks as security, if necessary, and the producer could get his money. As you say, at the end of the year, after capital had been given its fair interest and cost of management all met,

the remainder of the profits could be struck and each bee-keeper paid a small dividend or percentage on the honey he has sent to the Exchange, and each would be paid in direct proportion. I would not look on the interest on shares seriously for a couple of years until the organization was properly working. I fully believe the shares should be limited, and one-man-one-vote should be the rule, irrespective of the number of shares he may hold.

Now, I think the Exchange should be controlled by a board of directors, who would be in sympathy with the plan of organization, and who would use their best judgment to make it a success and keep it free from personal gain. If the Exchange could organize to handle 1911 honey it would meet a longfelt want, and as a producer I am willing and ready to take shares in it.

Cannington, Ont.

SUCCESSFUL ORCHARDING

That Canadian farmers are anxious to know just how the advice tendered so freely by experts pans out commercially in practice, is indicated by the widespread interest manifested in the results of "The Farmer's Advocate" demonstration orchard, near London, Ont.

In 1909 this three-acre orchard, handled according to up-to-date methods, yielded three hundred dollars clear profit, besides one hundred dollars rent, and every other item of expense. Two hundred dollars' worth of fruit was the most that had ever been sold from it before.

This year, in spite of an extraordinary combination of adverse circumstances, in the form of late spring frosts and hail, and an early autumn freeze, which destroyed fifty dollars' worth of Spies, all but \$14.88 of the hundred dollars' rent has been made up.

So complete was the failure on unsprayed trees that many neighboring far-

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