

keting of the honey, I think I can do no better than give you my methods, as I have been very successful in selling at a good price all the honey I have ever produced. In the first place, never be stingy over a good dish of honey, and, like the old Scotch lady, always give 'the guld thing.' It has the twofold effect of educating your neighbors to eat honey, and of keeping your apiary from being molested. Always put your honey up in clean, attractive packages; work the home market for all it is worth; charge a fair price, and charge everybody the same price. Never sell a pail of honey without labelling it 'Pure Honey,' and always have your name and address on every package. Never deceive a customer, don't be afraid to offer your honey for sale, and, if possible, keep some on hand the year round. As to wholesaling, have had little experience, so have nothing to offer, only this: Be sure and never sell on commission."

Prospects of Crop and Prices for the Coming Season.

Speaking of honey and the selling of the same naturally has a tendency to cause us to speculate somewhat as to prospects for the coming season. I was glad to note in Editorial Column of April "Canadian Bee Journal" that reports are generally favorable over Ontario as regards to how bees have wintered. I am very sorry, though, to say that these "favorable" reports are not general in York County, by any means, as winter and spring losses are away above the average. Probably, as intimated in the editorial referred to, honey-dew is largely responsible for the trouble. At any rate, my own experience would seem to bear out this idea. At the home and Cashel yards honey-dew was plentiful last season, and the winter loss is heavy at both

miles away, where no honey-dew was in evidence, every colony is alive, and, with the exception of a couple of colonies, all are very strong at this date, April 27th. To make matters worse, the continued freezing at night and thawing by day, for over four weeks, has heaved the clover, so that much of it is destroyed, and the balance badly damaged. Certainly, with us, the prospects are not bright towards securing a crop of honey. As to prices, whether the crop be normal or small, when one takes into consideration the bare market, and inflated prices of all necessaries, it seems reasonable to think that honey should sell higher than in former years, and continue at or near the present ruling prices. In common with some others, I differed a little with Mr. Sibbald when he expressed this view in the President's address at the Ontario Convention, but the more I think over conditions as they exist the more I am convinced of the reasonableness of his contention. Practically everything that the bee-keeper has to buy has advanced and is advancing, so, as hinted at previously, the only way the bee-keeper can keep level with economic conditions is by advancing the price of the commodity he has to sell, viz., honey and beeswax.

To show that I am not alone on this question, I am going to quote from a letter just to hand from our friend Denis Nolan of Newton Robinson. Among other things Mr. Nolan says: "The loss (of bees) is at least fairly heavy, clover is suffering under unfavorable weather, tins advancing ten per cent, and, above all, the purchasing power of money is lower now than it has been for years." The conditions as outlined by Mr. Nolan, are apparent to all, and it rests with us, as beekeepers, to decide how best to meet these conditions. It has been common

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The Middlesex Association met in London, Saturday, M afternoon session; attendance of m Among the visi Messrs. W. A. Ch F. Holtermann Laing (St. Thomas the "Canadian Bee sions were exceedi