

Good comb honey in frames on hand to supply them, it would not be advisable to feed syrup so late in the season. Instead of that leave them alone until into winter quarters (a warm repository, for such is necessary for winter feeding) and then put on a Jones winter "Feeder" with sufficient stores to do till spring. Or supply them with the "Good Candy."

MARKETING.

The meagre proceeds of the apiary this season one would think, could be disposed of without any trouble; yet so unskilful are some people in this important branch of the business that we find them even in the scarcity going about seeking customers, and offering their diminutive stock at starvation prices. Such people have neither patience nor prudence, and they spoil the market till their stock is exhausted. The regular apiarist has these always to contend with, but the annoyance this time will be of short duration, as the small stock will not go far in the public market. Not that I am in favor of taking advantage of the scarcity to demand an exorbitant price for what we have. We only want a fair price. Considering the skill and labor required for the production of honey, and the risks involved in wintering, etc., the price has been hitherto too low for fair profit and remuneration. For this the bee-keepers themselves have been to blame—the small ones, and even some of the big ones. The prime cause is premature rushing of the crop on the market, whether it be large or small. Before the hot weather and fruit season are over, while there is yet little or no demand for it, it is hurried on, much of it unripe, and sold for what it will bring. Honey, being largely carbonaceous as food, is for autumn, winter and spring use, not specially adapted for summer food. In hot weather people want cooling fruits and vegetables, and not much honey. Hence the folly of rushing honey away from the hives in the summer to the market when it is not wanted. A chief reason for such action is no doubt the inability to properly preserve the honey. Extraneous honey is easily preserved good for months and even years, but the comb honey, to preserve it good for any great length of time, requires very proper handling.

HOW TO PRESERVE HONEY.

If the extracted honey is properly cured before being taken from the hives, or evaporated afterwards, it will usually granulate when a few weeks old, and will then save almost anywhere. But with comb honey it is quite different. No matter how well cured and capped when taken from the hive, if not kept in a suitable place, it will greatly deteriorate in quality. And it will some-

times granulate no matter how kept. The granulation, however, is not essentially injurious, but the deterioration from low temperature and dampness is decidedly so. While we are not able always to guard against the former condition, we may against the latter. To preserve comb honey from deterioration, and in a measure from granulation, it must be kept in a *warm dry place*, duly ventilated. No matter where the place is so long as these conditions are subserved. When the time comes to market the honey, one half of the secret of success lies in the injunction, "Do it decently and in order."

I used to know a bee-keeper who would come to the market with a lot of "black strap," buckwheat, candied honey, in an old rusty milk can with no lid, and a dirty old pair of rusty scales to weigh it out on, and old black newspapers to match. That, in an old spring wagon with an unkempt, rickety horse, was his outfit. For an hour or two after he had left the market he could be seen delivering his sales here and there, from one to five or six pounds of honey in each hand on a piece of the aforesaid paper duly exposed to sun and dust. Fortunately, such specimens of bee-keepers are rare. The fraternity on the whole are characterized by cleanliness and taste as well as good judgment.

It is astonishing how far neatness of package and taste of get up will go in selling honey. Try it, ye who practically ignore these pre-requisites, and see for yourselves. Have a label for glasses, tins and pails advising purchaser that extracted honey will almost always granulate, and instructing him how to liquify it without injury to flavor or quality. Give your grocer packages and crates with which he will not be ashamed to adorn his shelves. Be sure your honey is ripe before you take it to market. Let the comb honey also be labelled with name and proper advice. Something like the following would answer for both. "Pure honey from John Smith's apiary. Almost all kinds of pure extracted honey will granulate and become quite solid in cool weather. To liquify without injuring it, melt slow in warm—not hot—water, by placing the tin or glass of honey in another vessel containing warm water. Comb honey, which must be kept in a warm, dry place, will also sometimes granulate, and must then be used in that condition, as a temperature sufficient to melt the honey would also melt the comb." Some such form may be neatly printed on a moderate sized label, and will always explain itself.

The next essential in marketing is to sell at home instead of looking abroad for a market. Sell to your neighbors round about and develop "home market." The consumption of honey