

apiary it cost me \$3 per day to get the same amount of honey extracted with a 6-comb Cowan extractor. Two good honey carts, carrying 4 supers, or 32 combs of honey, at a load, are necessary to bring the honey in from the apiary, one cart being loaded in the apiary while the other is extracted in the honey-house.

The capping-box should be large enough to hold all the capping from one extracting, to give time for the cappings to drain dry before the apiary is ready to extract again. Bingham honey-knives, kept clean in cold water, are the best to uncap the honey until we get a power-driven machine that will uncap both sides at one operation.

I use smokers with 4-in fire-tube.

Plenty of tank-room is necessary to give the honey time to settle and become clear and sparkling before it is put into cans or barrels, and to prevent delay in extracting, by having to wait for cans or barrels to put the honey in.

Having a field and apiaries, with machinery to run them, and a good system of management, we will now consider the marketing of the crop.

If the cost of producing a pound of honey is 4 cents, it is easy to see that the man who is obliged to sell all of his honey at 4 cents will soon conclude that bees don't pay, and get out of the business. To make money, he must be able to hold his honey until the market price rises, for every cent he makes is in the difference between the cost of production and the price at which he sells. Organization undoubtedly helps to hold up prices. The organization of the California National Honey-Producers' Association, together with a medium crop instead of a full crop, as was expected early in the season, has kept the honey

market from going to pieces in California this year; but organized weakness is not strength—it is only a bluff. The Steel Trust has been considered a pretty strong organization, and yet it has not been able to prevent a depreciation of its stock to the extent of over \$300,000,000 in the last few months. Why has this thing happened? Too many of its members had to have money, and steel stock had to be sacrificed to get it.

When the holders of any stock or commodity are financially weak, the price of that stock or commodity is bound to fall; but when they are all strong the price is equally sure to rise.

When a large crop of honey is harvested the bee-keepers, or a large majority of them, are financially weak, and while they are making sacrifices of their honey to get money the price is bound to rule low; but their honey, when sold, goes into the hands of strong men, and soon the price begins to rise. If you have money to live on, and no debts to pay, just wait until it gets to the highest price, then sell.

J. F. MCINTYRE

Mr. Geo. W. York, in the absence of the writer, then read the following response by E. S. Lovesy:

I fully agree with Mr. McIntyre at every point he advocates except the queen-excluders. I can get more honey by giving the queen free range, as I run entirely on the division plan, giving the bees plenty of room; and if the queen should get into the surplus boxes, I can make good use of the brood, making colonies or building up. I believe in building up strong colonies before I divide, as the results are disastrous to divide and attempt to build up afterward.