January, 1913

tter work in sellness and profesnal consumption. to women. Still cess in reaching of these classes t method of sellset of arguments hers, and it will

professional man atter of price as woman an arguts effect, as well to the children. ear on the fact e, but don't do he question. It se doubts where in the difference nere is a differvill keep well if d then tell her an is interested ness man is too orkingmen need cepting the one le will pay the h it.

uying to re-sell tent of saleabilou have a good have it in such sold at a profituse for the couply for the grol the same argustudied and its where you are trade exclusive different classes thods to reach

you so far are salesmanship.
to be true in an accept them going to say to however, is a inion, and, of sate.

Some Suggestions

Wherever it is possible I would advise a direct-to-the-consumer trade in honey. Where that is not possible, I would get as near that as you can. For comb honey uniform grading rules are advisable, and if a prediction is in order, I will predict that the time will come when we will have central grading stations, where all the honey of a given locality is sent to the producer, there to be intelligently graded and cased. This, of course, refers to the wholesale trade.

For the consumer trade I would use the 4½x4½ slotted section, packed in shipping cases holding 12 pounds. This is about the right amount to sell to an individual for home consumption.

For extracted honey I would recommend the 10-lb. friction top pail, and then I would put ten pounds of honey in it. I must condemn the method of selling extracted honey and including in the weight the tin which contains it. You don't ask your customer if he wants to buy ten pounds of honey and tin, and yet that is really what you are selling him. When he believes that he is buying a certain number of pounds of honey, and then finds that part of it is tin, he is apt to feel that he has been taken advantage of, and that does not leave the proper feeling for future sales. It is all right where you tell him he is getting the pail weighed in, but it is not always told, and he has a right to be dissatisfied if he buys ten pounds of honey and doesn't get it.

DON'T LET BEES STARVE

Heavy Winter Losses Predicted Where Bees Are Not Fed.

Buckwheat honey seems to have been very scarce last fall. Dealers in this product who usually buy and sell from fifty thousand pounds every year are having greater difficulty than usual in getting this winter's supply. As bees in a great many parts of Ontario de-

pend on fall honey for their winter's stores, this would indicate that they will also be running short before spring unless the bee-keepers are careful to see that they are supplied with artificial stores. The Provincial Apiarist, Mr. Morley Pettit, gives the following directions for making feed for wintering bees:

Place twenty pounds of water in a boiler on the stove and bring to a boil, then stir in fifty pounds of best granulated sugar, stirring thoroughly until fully dissolved; bring the syrup nearly to a boil again and stir in three teaspoonfuls of tartaric acid previously dissolved in half a cup of water. This makes a good thick syrup, which will make the very best of winter stores for bees.

A good colony of bees will require thirty or more pounds of this syrup unless they are well supplied with honey. At this late date the only feeder to use for outdoor-wintered bees is the halfgallon fruit jars. Fill the jar, draw over the top a piece of cheesecloth, then screw down the ring holding the cheesecloth tight. The jar of syrup is now placed upside down on the frames of the brood-chamber, so arranged that the bees can come up between the frames and suck the syrup through the cheesecloth. Air pressure will prevent the syrup running out any faster than it is taken by the bees. Five or six of these jars can be placed on one hive at once and warm packing placed around them to prevent the escape of heat from the colony. In a few days the bees will have taken the syrup all down and stored it in the combs, when the jars can be taken off and the packing fixed down on the hives for the winter.

The Ontario Agricultural College, Guelph, is offering a free course of lectures on bee-keeping, lasting two weeks, during January. Persons interested in taking this course should write to the president of that institution asking for a copy of the program.