

nations are far from satisfactory. You should be as willing as any one—in fact more so—to show up the parties from whom you purchased the adulterated article. But you do not do this. You talk of buying a lot from commission men in your first letter, and now you say it all came from Eckermann & Will, less what you got from old box hives and combs melted out of your own yard. If Eckermann & Will sold you the adulterated material, we want to expose them. You surely know just from whom you got it. No business man will meet with such a misfortune as yours, and not know where to lay the blame, even though he had no redress. You cannot clear your character of the suspicion that attaches to it under any circumstances, though you can do much to lighten it, by an upright, manly statement. Out of your own mouth you are condemned. You claim to have been in the supply business for 20 years and over, and yet cannot tell parafine from pure wax. Had it been in a small quantity there would have been some excuse, but in such a large matter there can be none. We find that the first sample of comb sent *did* come to hand all right, but the writer of this did not know of it. It was examined as to quality of *make* and not as to material, because then there was no suspicion that you were doing anything unfair. We beg to apologize for so much of that paragraph as was unfair to you. But this slight inadvertence on our part does not make the matter the less serious for you.

Unless you can clear this affair up, there is no doubt but that your future trade will be very materially interfered with, but you have yourself, and yourself only to blame. You say that in all cases the second lots of foundation sent out "were all right." Look on page 218, and read the following, neither of which seems to say so:

"In looking over the BEE JOURNAL last evening I saw an article on "Bogus Foundation," how Mr. R. E. Smith has swindled a number of beekeepers with his adulterated stuff. As regards myself, I furnished my own wax, 40 lbs. I expected my foundation made out of it, when the foundation I got proved to be worthless. I sent a sample to Mr. Smith to show him how it acted; he replied for me to send it back, and he would send me some that would be all right, as he stated in BEE JOURNAL. When it came, I went to station one morning when it was almost

cold enough for frost the night before. I could feel my fingers dent into it through the paper. If any the last he sent was softer than the first. I ordered it to be sent back. I also sent him an account to pay me for 38 lbs. of wax at 30c. per lb., the number of lbs. of foundation he sent in the first place. Mr. Smith has not said whether he would pay me or not. I have found out from other sources that Mr. Smith is not noted for being honorable. From the way he has acted with me I would conclude that it is only the laws of the land that hinders him from being a highway robber. I don't care who hears me say so.

Yours, etc.,

SAMUEL STAFFORD

Sheddon, Aug. 7, 1890.

This morning's (14th) mail brings us a letter from Messrs. Eckermann & Will, which throws a good deal of light on this affair. So two years have passed since Smith bought wax of the people whose honor he has tried to impugn. Surely he will not tell us that he has had this adulterated stuff on hand for two whole years, and never sold any of it. Such a statement will not wash. Instead of getting out of the mire we are afraid the bands are tightening on him.

Syracuse, N. Y., Aug. 13, 1890.

Gentlemen:—Your esteemed favor of the 9th was duly received, and in this morning's mail we have a copy of August number of THE CANADIAN BEE JOURNAL. We read the rather remarkable letter of Mr. Smith with no little surprise, and its contradictory contents were proof at once that this man is dishonest.

It is strange that in his letter, Mr. Smith mentions our name in two different places, stating that he had bought 1,500 pounds of beeswax from our firm; but strangest of all is the fact that in looking over our books, we found not a pound of wax sold to Mr. Smith in the past two years. The statement, therefore, at the beginning of his letter is a deliberate falsehood, and we shall call Mr. Smith to account for this statement through our attorneys.

For some unexplained reason he is interested in shielding some commission house from which he practically acknowledged that he had received a so-called refined wax.

For any false impression, however, which this letter may have left in the minds of manufacturers and consumers of Comb Foundation, we wish to say that we have supplied tons upon tons of beeswax to all of the leading manufacturers of Comb Foundation, including Messrs. Chas. Dadant & Son, A. I. Root, Richardson & Son, J. & R. Myers, and many others without a single complaint as to purity.

Our thorough knowledge of the article we handle, as well as our knowledge of the requirements for use in Comb Foundation forbid our supplying anything but absolutely pure beeswax for this purpose.

By giving this letter a space in your esteemed publication, you will greatly oblige,

ECKERMANN & WILL.