

that their success was not due to any particular kind of hive, packing, location, or other minor factors, but simply because they gave their bees abundance of good stores. After a number of years' "experience" with many "mistakes" made in the meantime, I have never changed that view, and upon that main principle rests the success of good wintering, all other factors mentioned, such as hives, packing, etc., being mere incidentals. To the beginner I would urge due attention to this matter, especially if living in a cold climate, otherwise he will not only have unpleasant and unprofitable "experience," but in the end will have to pronounce his bee-keeping career as a huge "mistake."

When taking a retrospective view like this, many events come to one's mind which, while interesting to the parties directly concerned, are not so to readers in general, so I will close this random article, but I wish to add that, with all my varied ups and downs in the struggle to make a living from bees, never once have I regretted my choice of a life vocation; and while we have not made so much money, the friends and associations formed during the time our work has been going on are valued far above monetary considerations. The help received so ungrudgingly from many friends in the past in the way of advice, etc., is remembered with pleasure, and it is always a source of pleasure for me to help others struggling along, when it is in my power to do so. Never once do I recall asking for any favor from a bee-keeper but that it was granted in a spirit showing that the help was freely given. Last, but not least, the best help I have had in the matter of attaining any little success in life that has come our way is the company of a *good wife*, and let me say that every beginner needs this "experience," otherwise his life is apt to be pretty much a series of big "mistakes."

BE A BOOSTER

E. D. TOWNSEND, IN THE BEE-KEEPERS' REVIEW.

You are all acquainted with the fellow who sets on a goods box in front of the local store and spins yarns about things of small import. He tells you his town is "on the hummer," there is nothing doing, the poorest place to buy things, etc., in the state. You will notice that in all his "bluster" he will not tell you *where* the better town is, for he is a natural born "knocker."

Be a booster. It will not cost you a cent to tell of the good things of your town, forgetting the things you disapprove of, for every time you speak good or evil of your town and its people, either a good or bad impression is spread broadcast.

Brother, we would like a good word from you to your neighbor bee-keeper about the National. If you cannot say a good word, say as good a word as you can, then, if you think there is something wrong in the management of the National Association, write me your thought, and suggest any improvement or change you think would make the National of more benefit to the members, and I assure you that every suggestion will be considered. Write to-day.

In approaching a prospective member, say to him, WE are trying to build up the National so it will be the largest and best association on earth; that the management has done something for the members in a financial way in the past, and will promise to do *more* during 1913 than any previous year.

Then there is the social feature. Bring him with you to our state meetings. Get him interested in the Association, then he, too, some day will be a "booster."

The National has never in the past had the support of more than about one per cent. of the available material. It is so with all farm associations, about

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