

## Apiarian Exhibits at the Fairs

The following from the "Bee-Keepers' Review" by Editor Hutchinson contains many useful hints on the conducting of honey exhibits and will make profitable reading for intending exhibitors at the fairs.

"For 15 years I did not miss making an annual exhibit of bees and honey at our state fair; and, for three or four years, I also made exhibits at the state fairs of Indiana, Wisconsin, Illinois and Missouri. It will not pay to travel from state to state with an exhibit unless the exhibit is unusually large and attractive—enough so as to win the lion's share of the premiums. On the other hand, it will not pay to get up a large, expensive exhibit, unless it is to be exhibited at several fairs. In order to thus make "circuit" of several state fairs, it is necessary to charter a freight car, and travel with the exhibit. In no other way is it possible to avoid fatal delays at transfer points. The work is terribly hard there is the packing up at night, and travelling nights in a freight car, the "hurrah boys" of getting upon the grounds, and the exhibit set up in time, and the friendly rivalry with competitors, but there is a fascination about it that, to an old exhibitor, is almost irresistible.

There has been, in times past, some opposition to these apiarian exhibits, on the ground that they were often made by supply dealers who, in their eagerness to do business, did not hesitate to urge a man to effect a sale. If the fruit of the seed sown at these gatherings were a crop of producers, I might admit that, possibly, there would be some injury to existing bee-

keepers, but, after the experience that I have had, I am thoroughly convinced that nothing of the kind occurs; in fact, the exhibition of hives, implements, and large quantities of honey tastily put up, impresses the crowd with the true importance, magnitude and complexity of modern bee culture; imparting the idea that the bee business is quite a business—one that cannot be picked up and learned in day by some Tom, Dick or Harry.

Anything that increases the consumption of honey is a benefit to the pursuit; and, as usually managed, these bee and honey shows call the attention of crowds of people to the excellence and deliciousness of honey as a food; and the producer and consumer are brought face to face. At a fair, people are abroad with a disposition for sight-seeing, investigation, and the purchase of novelties and nick-nacks; and a fine display of honey, together with its sale in fancy packages, can not help benefiting the exhibitor as well as the pursuit. Honey to be sold at fairs ought to be put up in small packages. It may be difficult to put it up in packages so small as to be sold at five cents each, but I believe it has been done, while there has been no difficulty in putting honey in packages that may be sold for 20 or 25 cents each. People at fairs don't wish to be burdened with heavy or bulky packages, and the honey must be put up in such shape that it can be eaten on the grounds, or else carried in the pocket or handbag with no danger of leakage. I remember that, one year, at the Michigan state fair, Mr. H. D. Cutting sold nearly \$40 worth of honey put up in pound and half-pound, square, glass bottles, and in glass pails. One year, at the Detroit exposition, at least 1,500 pounds of "honey jumbles" were sold at a cent apiece, by three exhibitors in the bee and honey department. These