

Now till the past two or three years it is safe to say that the demand in Canada has been greater than the supply, and hence the markets of the United States have been largely drawn on. Thousands of dollars have annually passed southward and thousands of frames of brood and bees have come northward. Generally, I think, this trade has been satisfactory to both sides. Our money arrived in good condition and passing out into general circulation did our friends in the great Republic admirable service and their bees arriving in fairly good condition aided us by placing our honey crop in a shape in which we could use it.

But it seems to me that now Canadian bee-keepers are fully equal to any demand for bees that may be made on them by their fellow citizens, the question "Where shall we find a market for our bees?" is quite as often heard as the question, "Where shall we find a market for our honey?" Realizing that the market for bees was very uncertain and dull at best, bee men have been keeping down increase, still there has been an increase till numbers throughout the more wild parts of Ontario are overstocked. I believe that within an area of some seven miles from where I write not less than one hundred stocks are for sale, and the prospect is that not fifteen will be sold, and this section is by no means exceptional.

And yet this very spring the American bee-keepers will, as usual, do a thriving business with Canadians. They will send colonies and nuclei over long distances and by expensive routes, and place them next door to men having more bees than they can attend to. Why is this? Simply that the foreigner sells his bees at a lower figure. He realizes that a change has come over bee-keeping during the past ten years, that the prices for honey are greatly reduced, and that by advanced knowledge and approved appliances he is able to produce bees more cheaply and *acts on this*, while his Canadian cousin, no doubt as fully aware of the change, acts less reasonably, for he still fixes his price as when honey sold readily at from 15 to 20 cents per lb., when the mortality rate was much higher, and increase depended solely on the instinct of the bees.

Now, gentlemen, I suggest that we lower our prices to meet this changed condition, and that we supply our own markets. No person will send a long distance and pay express charges and run more or less risk in transportation for an article he can get at home.

To avoid misapprehension allow me here to say that I do not want to purchase.

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Garafraxa.

For the Canadian Bee Journal.

THE GENERAL BEE-KEEPERS VS. SPECIALISTS.

I HAVE been much amused with some of the articles which have appeared in the CANADIAN BEE JOURNAL of late: such as the "Survival of the fittest," "Weed out small Bee-men," "Priority of Location," etc. Now, as a small bee-man in a corporation, kindly permit me to answer those small-souled men who appear to think that the bee-craft should be confined to *specialists*.

First, I have kept bees for the past fifteen years, sometimes having twenty colonies, at other times not even one, according to seasons or carelessness. I have even bought honey since I began keeping bees, and can only remember of having sold 50 lbs. one season, that was a year of *big luck*; but during the fifteen years I have given away much to friends and invalids, which act has been the means of causing them to purchase hundreds of pounds from specialists, directly or indirectly. I myself have paid out more money in that period, buying queens, bees by the pound and colonies, and bee-keeping appliances from specialists, than I have derived from the busy bees. I know it has not been their fault. Let us get down to business. There are nine small bee-men in this vicinity which average, when in luck, (which luck is generally good snow drifts, tucked about the hives in winter) seven or eight colonies each; when the luck is not good, about two each, which at most would make but one small apiary, and I know they have paid out more money for bees and supplies to specialists on an average, than they have derived benefit from the bees. I wish to point out the fact that not *one* of the nine I have mentioned, ever sold honey, and I know none of them expect to make any capital from their bees, but keep them because they like to see them work and swarm, and also to obtain honey for their own use. (They sometimes get a *big haul* in the winter when several swarms freeze to death.) Also to lay in the shade on Sunday mornings during swarming season; in some cases partly as an excuse, from the old woman hustling them off to hear some dry monotonous grinder of old half worn out theories.

Now, Mr. Editor, I submit if all small bee-men, inside the limits of every town and corporation, were struck off their little bee hobby, that specialists would find the demand for queens, bees, foundation, etc., diminished considerably, for such parties are more liberal in buying notions than more experienced apiarists who look to the profit side alone. It is in the majority of cases, the country bee-keepers who flood