

All hives should be examined now, and requeened if the queens are not satisfactory. Old queens should be dispensed with and young ones put in their place.

We will gladly publish the names of any one found adulterating wax. Why cannot the Ontario Bee-Keepers Association authorize some one, whose duty it would be, to prosecute anyone found adulterating either wax or honey

One of the heaviest summer rains that we have ever had in this section came on the 9th. Much damage was done in many localities. The bottom lands were flooded, but the beautiful weather, since, has caused the white clover to bloom, and yield honey. Before the rain the bees were lying quietly about their hives, but since, they seem to be gathering honey quite plentifully. Many of the fall flowers, especially the mints, are beginning to bloom.

LABELS A PAYING INVESTMENT.

There is a prevailing opinion with many that it only pays to put on handsome labels occasionally. When you have honey for sale, and if you have a quantity of honey sold and ship it in bulk, then the sale is made, and it is not worth while to paste labels on the packages to make them look more attractive. We might here mention some instances to prove that it does pay to use labels, and liberally at that. We received an order some time ago from a merchant doing a large trade, asking us to send him a quantity of honey put up in various shapes. He mentioned glasses specially, for, he says, we have some customers who like and choose articles put up in an attractive way. We shipped him a few hundred pounds in glasses of various kinds, in order to make an attractive display. We then shipped about the same quantity in various sized tins ranging from one half to five pounds, with two cases of ten pounds, all nicely labelled. The balance of the 1,500 pounds we shipped in sixty pound tins, with our ordinary case, which is rather a neat, light case, yet after shipment usually appears unsightly on a counter, so we had the cases covered with beautiful chromo labels, and the following was the result. He orders another lot of sixty pound tins, covered with labels same as last. This is what he said:—"Your last shipment of honey, which was put up in accordance with our order, arrived, and was placed on our shelves and counter, that is, the glasses and small honey tins were placed on the counter in a little pyramid, which looked very pretty, and a few on our shelves. The sixty pound tins were just set down on the floor, then a row on top of them, the pyramid being topped with two cans, making

three sixty pound tins in height, and to our surprise, when we quoted the price of the sixty pound tins, and of the small packages, we sold all our sixty pound tins, many of them going without breaking bulk. We feel confident that we can sell tons of honey in this way. What we supposed would take best with our customers is yet standing on the counter selling slowly, while at one cent a pound less, they are buying in sixty pound lots. We attribute this large sale to the nice way in which you had the cases labelled, but as some of the labels were torn and dirtied in transit, we want you to send us a few extra ones to replace those that may be off when the goods arrive in future. If you had some nice labels suitable for putting on the glass jars and other glasses similar to those on the tins we think it would help them to sell especially after the honey begins to granulate, although it has a beautiful white appearance when granulated, which it does with us very quickly in cold weather, it is hard to satisfy our customers from looks, that it is pure. Do not spare the labels—give us plenty of them, and we can sell the honey." Now, this is a sample of several other letters and we find that where the honey is kept in an unsightly package, and drawn off the same as molasses, that the sale is slow. Put all the attraction on you possibly can in the shape of labels; give it a prominent place in the store where it is the first thing the eyes behold when you go in, and the last as you go out, and put your honey at a reasonable price. When you sell without breaking bulk in a large package, say sixty pounds, always make the price at least one cent a pound lower than you would if you sent it out in pails or vessels. Who ever heard of a business man of any kind taking a prominent stand, and building up an immense business without a liberal use of printer's ink?

TABLE OF CONTENTS.

| | |
|---|-----|
| An interesting work..... | 101 |
| A question of distance..... | 102 |
| Bees and rheumatism..... | 103 |
| Bees and honey..... | 104 |
| Bees at Blangowrie..... | 105 |
| "Bee dance" The..... | 106 |
| Best swarm catcher, The..... | 107 |
| Bee hunters' exploit on the island of Timor..... | 108 |
| Carniolans and carboolic acid..... | 109 |
| Carniolans as non-swarmers..... | 110 |
| Fall fairs..... | 111 |
| Foul brood and the inspector..... | 112 |
| Foul brood, A letter from New South Wales re..... | 113 |
| Hatching queens in incubators..... | 114 |
| How to get good queens..... | 115 |
| Introducing queens..... | 116 |
| Labels a paying investment..... | 117 |
| Lambton Bee-keepers' Association..... | 118 |
| Plan of securing queens in large swarms, A new..... | 119 |
| Swarm in a hobby-horse, A..... | 120 |
| United States Honey Producers' Exchange..... | 121 |
| When the queen flies away..... | 122 |
| Yellow Carniolans never pure..... | 123 |