

under existing conditions more can be realized by selling on commission. In deciding this question we must consider not only present profit, but a market for future crops. One thing must be arranged for, no matter what may be the plan of selling, namely, to manage that all shippers shall receive the same amount per pound for honey shipped about the same time. I sometimes ship several cars at or about the same time, some of which sell more quickly than others, and some perhaps sell for more per pound than others. In this case, the first money received is paid pro rata to all shippers, and when all returns are in, the average net price per pound is found and settlement is made on that basis.

Each shipper's honey is marked by having his initials on each case, and as each lot is weighed separately, each one gets paid for just what he ships.

As my paper is already longer than I expected to make it, I will close. The opinions set forth are drawn from an experience of several years in an association of bee-keepers here (in Arizona), and I trust that the ideas here brought before you may be of some value to our fellow bee-keepers in some places where the conditions are right for co-operated action among honey-producers.

DEAR DR. MASON:—I have prepared the enclosed article on honey-exchanges, but after it was prepared the thought occurred to me that it seemed rather terse and dogmatic in style, as if coming from one having "authority to speak," and as most of those who hear the paper will probably be entire strangers to me, perhaps a little explanation or showing of my right to speak would not be amiss, but to embody it in the article itself seemed to me rather on the line

of boasting, and I thought it would be better to write you individually, and then let you offer any prefatory or explanatory remarks you see fit.

My experience with exchanges has been quite extended and varied for one person, having been a member of the Maricopa Co., Ariz., exchange, where I put a crop of 70,000 pounds into the exchange; also a member of the California exchange, with a crop of 28,000 pounds; also the Colorado exchange, of Denver, with a crop of 8,000 pounds, mostly comb; also a local fruit association here in Wisconsin.

So you see I have had opportunities not falling to the lot of many to know something of the good and bad points of exchanges. I believe in them thoroughly, and these criticisms are not made to destroy confidence, but to help build on a surer foundation.

C. A. HATCH.

The following is Mr. Hatch's paper, on

Why Bee-Keepers' Exchanges Fail.

Trying to cover too much territory is one of the mistakes most common in organizing bee-keepers' exchanges; trying to do too much business, as, for instance buying, selling, and manufacturing, when, perhaps, the whole membership are entirely without experience in any of these lines.

It would be much like a young man grown up and educated in the city, assuming to run a large farm; or a farmer's son with no experience trying to run a large commercial establishment. Practical knowledge comes by practical experience, and by practical experience only. Therefore, let us walk before we run, and learn to manage small affairs before we assume control of large concerns.

Making too many rules and restrictions is another hindrance to success. These may be well enough