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VOL. III, NO. 37

1887

DECEMBER 7

PUBLISHED EXCLUSIVELY IN THE INTERESTS OF THE HONEY PRODUCER

THE CANADIAN



JOURNAL

THE FIRST \$

WEEKLY

IN THE WORLD

ONE DOLLAR PER YEAR

THE GREATEST POSSIBLE GOOD TO THE GREATEST POSSIBLE NUMBER

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BEETON ONT.

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We can supply Binders for the JOURNAL 55 cents each, post paid, with name printed on the back in Gold letters.

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TO CONTRIBUTORS

Communications on any subject of interest to the Bee-keeping fraternity are always welcome, and are solicited.

Beginners will find our Query Department of much value. All questions will be answered by thorough practical men. Questions solicited.

When sending in anything intended for the JOURNAL do not mix it up with a business communication. Use different sheets of paper. Both may, however be enclosed in the same envelope.

Reports from subscribers are always welcome. They assist greatly in making the JOURNAL interesting. If any particular system of management has contributed to your success, and you are willing that your neighbors should know it, tell them through the medium of the JOURNAL.

TABLE OF CONTENTS.

PAGE

Bee keeping and other pursuits.....	759
North American Bee-keepers' Association.....	749
Bees, Legs of the	751
Honey market, Commission men and the.....	755
Honey Cost of.....	752
Honey, Production of extracted for table use.....	749
Honey out of the comb, Name for.....	751
Honey, Getting the best price for.....	755
Reports of Vice Presidents.....	756



7/8 Cords of Beech have been sawed by one man in nine hours. Hundreds have sawed 5 and 6 cords daily. "Exactly" what every Farmer and Wood Chopper wants. First order from your vicinity secures the Agency. No Duty to pay, we manufacture in Canada. Write for Illustrated Catalogue sent FREE to all. Address **FOLDING SAWING MACHINE CO., 303 to 311 S. Canal St., Chicago, Ill.**

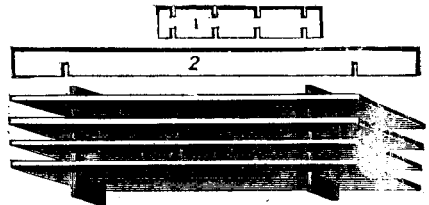
FEEDERS.



We have quite a number of the ordinary Feeders yet in stock which we will sell at 40c each; per 25, \$8.75. These cannot go by mail, so must be sent by express or freight.

IMPROVED CANADIAN FEEDER.

This is the Feeder spoken of on page 610 of the current volume of the JOURNAL. It is arranged with the float as shown in the engraving below. Holds 12 to 15 pounds of feed, and



may be divided making two feeders if needed. The price is 50c. each, made up; per 25, \$10.00. In flat each 40c.; per \$8.75. All orders can be filled by return freight or express.

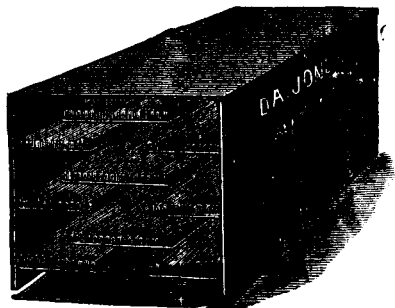
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For feeding in winter, or at any time when the weather is too cold to admit of feeding liquids.

Price each, made up.....	\$0 30
Per 10, "	2 75
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These are placed above the cluster, filled with candy which is made by taking pulverized or granulated sugar, and stirring it into honey nicely warmed up, until the latter will not hold any more in solution. Allow the mass to stand till both are thoroughly mixed. Then place in Feeders and set over frames, packing around nicely to keep in the heat.

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HONEY WANTED!

We will take all the No. 1 EXTRACTED HONEY that is offered us at
10c. PER POUND

In exchange for supplies at our Catalogue prices. The honey is to be delivered at our own station, charges paid, but where it is sent to us in our own style of sixty pound tins we will allow 30 cents each for them or we will return them to the shipper at his expense. We cannot undertake to pay for any other style of package, though we will be agreeable to return them when empty.

For No. 2—off color— we will pay 9 cents per pound, same conditions as above.

For No. 3—Buckwheat and unsaleable grades for table consumption—we cannot offer more than 6 cents, as above.

Samples had better be sent us in all cases. They can be sent us safely, in small phials, which must be packed in wool or batting and put in a pasteboard box of suitable size.

For prices where supplies are not wanted, write us.

If you are satisfied that your honey will rank No. 1, you can send it along without sending sample.

Always send us an invoice of the weight and number of packages and put your name on every package.

Where it is not convenient for you to prepay the freight, we can pay it at this end and charge the amount on account.

The D. A. JONES CO., Ltd., Beeton, Ont.

IF

YOU ARE A SUBSCRIBER

—TO THE—

CANADIAN BEE JOURNAL

THIS OFFER WILL INTEREST YOU.

This Special Offer is made to *Subscribers* of the CANADIAN BEE JOURNAL.

To *Every Subscriber* who will forward to us the name of a *new* subscriber, accompanied by \$1.00, before April 1st, we will send FREE a copy of Rev. W. F. Clarke's "Bird's Eye View of Bee-Keeping," price 25 cents, or W. Z. Hutchinson's "Production of Comb Honey," price 25 cts.

To those sending us the names of two *new* subscribers, accompanied by \$2.00, we will send FREE a copy of James Heddon's "Success in Bee Culture," price 50 cents.

To those sending us three *new* names, with \$3.00, we will send Dr. C. C. Miller's "A Year among the Bees," price 75 cents.

To those sending us four *new* names and \$4.00, we will send A. I. Root's "A. B. C. in Bee Culture," paper, price \$1.00.

To those sending us five *new* names and \$5.00, we will send either Prof. Cook's "Bee-keepers' Guide," cloth, or Root's "A. B. C. in Bee Culture," cloth; price, each \$1.25

This offer is only to subscribers. Should anyone not at present a subscriber, wish to avail themselves of the offer, \$1.00 extra for their own subscription will make them eligible.

To all subscribers who send us ten *new* names and \$10.00, we will send FREE, Jones' No. 1 Wax Extractor, price \$4.00.

We will send sample copies for use in canvassing, on application.

THE D. A. JONES CO., Ltd., Beeton, Ont.



"THE GREATEST POSSIBLE GOOD TO THE GREATEST POSSIBLE NUMBER."

Vol. III. No. 37

BEETON, ONT., DEC. 7, 1887.

WHOLE No. 141

THE NORTH AMERICAN BEE-KEEPERS' SOCIETY.

SECOND DAY.—MORNING SESSION.

Meeting called to order at 9 a.m. President Miller in the chair. The first paper read was by T. F. Bingham, Abronia, Mich., entitled :

PRODUCTION OF EXTRACTED HONEY FOR TABLE USE.

The heading of my essay implies that extracted honey has other than table uses. Those uses, however, are not in this essay to be even alluded to. I am merely to dissertate upon this special sweet as it relates to table purposes.

The above heading also implies that there is a difference in extracted honey—either because it is differently produced, or that after its production it is subject to common and material changes as ordinarily handled by bee-keepers or honey-producers.

Let us first consider that honey, while being a peculiar sweet, is in no wise an exception to other non-crystallized saccharine substances in its tendency to absorb water and undergo fermentation. Honey, like other sweets, takes on these abnormal conditions, slowly or with rapidity, in proportion to the heat and moisture with which it is surrounded; the only exception to this rule being in the consistency of the honey itself. Thus if the honey is very thick, its changes are slower, while if thin, they are more rapid.

This view will enable everyone familiar with honey, whether in the comb or extracted, to understand why there is such diversity in the keeping qualities of honey. Comb honey often undergoes changes while in the hives, rendering it necessary for the bees further to refine it.

I dwell upon this point particularly, as it lies at the foundation of the successful production of all strictly No. 1 honey. Much has been said and written concerning adulterated honey, etc., but it remains for the bee-keepers themselves to determine the future demand for honey.

The above outline of facts leads us directly to the conditions necessary to the production and maintenance of strictly No. 1 honey of any class, whether American clover honey (in which even Canada sympathises heartily), or American basswood, Canada linden honey, in which we all sympathise.

The first condition not depending upon the flowers from which honey is obtained, may be briefly stated thus, viz. : to be left long in the hive of a populous colony of bees, before extracting. On this point much has been said and written, and while I shall not attempt argument on this disputed question, I will humbly ask, who shall decide ?

No one will deny that bees have a large stock of "bee-sense," and that among bees "doctors never disagree !" Then if the bees do not regard honey as having *keeping qualities* until it has been refined and gauged and sealed, why should bee-keepers ? Assuming, then, that clover or other honey has been duly refined, gauged and sealed by the bees before extracting, and that we have just now placed it upon the table in a neat Muth two pound bottle, just in time to cool before tea, need we hope for a better presentation for table use ?

As I have now the honey upon the table, and have outlined the method of its production and presentation, it would seem that the leading query had been answered. But I wish to further intimate now, having obtained the best quality

of honey of any class whether buckwheat or other, it may be maintained in its pristine excellence.

If extracted late in the season, after the weather has become cool, it will keep perfectly sound in a clean pine barrel, bunged tightly if stored in a cool place. The barrels should be stood on the end not having the bung, if designed to be kept long into the next season. By so doing the head having the bung may be easily removed, and one or two inches of the surface honey taken out.

The object of separating this surface honey from the honey below or deeper in the barrel, is to avoid mixing that which has suffered by contact with the air, from that which has not. Upon opening the barrel, if any change has taken place, the surface will be found to be soft, perhaps foamy. Remove this soft honey until you find the solid honey below. Use the foamy honey for vinegar; melt the other in a water bath, skim and put it in Mason jars, nicely sealed and put in a cool place, the colder the better. Such honey will remain clear for a long time, and will be as fine as if just taken from the combs, as long as it may be desirable to keep it. If only such honey were offered to the public, the market would not be *overstocked*, and the *prices* would be satisfactory.

T. F. BINGHAM.

J. A. Green preferred tin for use in storing honey, as barrels sometimes impart a flavor and the honey is not so easily liquified.

R. F. Holterman preferred square tin cans with a wooden jacket.

Dr. A. B. Mason liked barrels. He could remove the honey very readily with an ordinary spade of small size.

A. I. Root was not certain that barrels tainted the honey, but he knew that tin never did.

Geo. E. Hilton mentioned second-hand lard cans as cheap packages for extracted honey.

President Miller called attention to the fact that several years ago Mr. Doolittle used wooden boxes, coated with wax, as cheap packages for shipping extracted honey. The honey is placed in them just as it begins to granulate, and left until candied solid before shipped. He asked if any one had used them and how they liked them?

James Heddon had tried them sixteen years ago and discarded them. It is too slipshod. If everything works all right it does very well, but there are too many if's. We produce honey by having it perfectly ripened in the hive. When extracted it is placed in large settling tanks, and from them drawn off into square, zinc-coated tin cans, each holding about 50 lbs. The openings

are closed with screw caps with corks inside, and the honey is then stored away in a cool place. "Now," said Mr. Heddon, "you may talk as much as you please, but the majority of customers prefer their honey in a liquid state. And I'll tell you how I liquify it before shipment. Across one end of my bee cellar a space nine feet wide is partitioned off. In this space is a wood stove and connected with it is a coil of steam pipes. With this stove the temperature and ventilation of the cellar can be controlled, not only this, but the heat from the stove is utilized in melting the honey. A large box is placed in the first floor just over the partitioned off space containing the stove. This box has a cover and is heated by the coil of steam pipe. The box will hold 800 lbs. of honey in cans. If I put in the honey at night, and a chunk of wood in the stove, the honey will be melted by morning. Another set of cans may then be placed in the box, another fire built, and evening finds this batch of honey melted; 1600 lbs. per day with no fuss and daubing. The square jacketed tin cans are the best for a jobbing trade.

Prof. Cook said there was a difference in tin. Lead tins ought not to be used because of chemical action.

James Heddon asked if coke tin would not answer; it is light and cheap.

A. I. Root said it did not look so nice. He preferred the charcoal I.C.

N. W. McLain had read the report of some chemist in the *British Bee Journal*, in which it was stated no danger need be feared from chemical action, with any tin heavy enough to answer for holding honey.

Mr. T. Bingham said, that so far as chemical action was concerned any tin was safe if it was tin. Coke tin is different from other tin because of a difference in the iron upon which is placed the coating of tin. Block tin is all the same, and it is from this that all tin is made.

R. F. Holterman said that coke tin was more likely to rust when standing empty, unless very carefully cleaned.

J. A. Green said that tin should be used for shipping honey for table use; for manufacturing purposes, oak barrels paraffined answered a good purpose.

James Heddon said it all depended upon circumstances.

Quite a number spoke of the peculiar characteristics honey has of absorbing moisture from wood. Soaking a barrel to make it hold honey only made matters worse. The wood should be thoroughly seasoned and hoops tightly driven.

A vote on the matter of vessels for shipping

honey resulted as follows : 13 preferred tin, 4 wood, and 40 preferred both.

Prof. A. J. Cook now took occasion to speak of the recent visit of Mr. T. W. Cowan. The Professor had never met any one so familiar with everything connected with bees. It made little difference what the topic, he was able to say : "Why, Mr. Blank wrote about that in the Blank Bee Journal," giving the year and other particulars. He is a walking encyclopædia of bee-culture in view of the many resulting benefits, and the pleasant and profitable recollections following such a visit. The professor moved that the thanks of the society be tendered Mr. Cowan for his visit, and that he be elected an honorary member of the "North American Bee Keepers' Society." The motion was supported and carried unanimously.

Immediately following the above was another motion made by Prof. Cook relating to the Rev. L. L. Langstroth.

Mr. Cowan had told Prof. Cook that of all the injustice done by American bee-keepers, the greatest was that which had robbed Father Langstroth of his rightful claims to the invention of the movable frame hive ; consequently the Society could not do itself a greater honor than to forward a goodly purse to Father Langstroth, who, in his affliction, would receive it with such grateful appreciation. The Professor moved that a collection be taken up, and that to it be added the amount remaining in the treasury after defraying all legitimate expenses, and that the Secretary be instructed to forward the whole to Father Langstroth, together with expressions of sympathy from the Society. Carried unanimously. As the collection was being taken up, Mr. Heddon remarked : Let us not call this a donation, let us call it paying back what bee-keepers stole from him." The collection amounted to \$20.

After a short recess, Prof. A. J. Cook, Agricultural college, Mich., gave a most interesting lecture on

THE LEGS OF THE BEES.

Illustrating his remarks by charts. As the Professor has promised to write out his lecture for publication, your reporter will not attempt to give even an abstract. A vote of thanks was given Prof. Cook for his lecture, after which the convention adjourned until 1.30 p.m.

AFTERNOON SESSION.

Convention called to order at 1.30 with President Miller in the chair.

Mr. T. G. Newman, Chicago, Ill., gave the following address on :

NAME FOR HONEY OUT OF THE COMB.

Eight years ago this Society passed a resolution in favor of calling honey, when taken from

the comb, by this cognomen—"Extracted Honey."

Since then many efforts have been made to change that name, but so far these efforts have been unavailing ; and now the matter has been referred to this Convention to decide whether it shall be changed or not, and to me your Secretary has assigned the opening address on the subject.

At the outset, let me say that there is but one valid objection to the continued use of the present name, and that is there are so many "extracts" on the market, and some think that "extracted honey" means the "extract of honey"—not the real thing ! But only the wilfully ignorant could come to such a conclusion.

If we have a change we must take it a *sine qua non* that the changed name must be an improvement ! Now let us look at all the names proposed so far :

- | | |
|------------------------|------------------------|
| Ex-comb honey, | Loose honey, |
| Comb-freed honey, | Floramel, |
| Separated honey, | Honey, |
| Combless honey, | Liquid honey, |
| Uncombed honey | Freed honey, |
| Divorced honey, | Free honey, |
| Centrifugal honey | Slung honey, |
| Strained honey, | Bulk honey, |
| Expelled honey, | Pressed honey, |
| Cycloned honey, | Honeyseim, |
| Extricated honey, | Pure honey, |
| Emitted honey, | Nectar, |
| Evolved honey, | Drained honey, |
| Extruded honey, | Thrown honey, |
| Thrashed honey, | Clear honey, |
| Quick drained honey, | Absolutely pure honey, |
| Honey out of the comb, | |

Of all these 33 names not one is as good as "extracted," and some are perfectly preposterous. Nearly all are indefinite, inelegant, uncertain, unsuitable, and wholly inappropriate—therefore, as we should be foolish to make a change unless there is also an improvement, to make any change I think would be unwise.

When honey is *candied*, what a misnomer it would be to call it *liquid* honey !

Just fancy calling it cycloned honey, or thrashed honey !

Two questions are to be propounded to this Convention in this matter, and as a jury it is to decide :

1. Is it desirable to make a change in the name of honey when it is removed from the comb ? and the other is :
2. If so, what shall that name be ?

I propose that these questions be put to vote after a full discussion, and that the decision shall be final.

T. G. NEWMAN.

It was unanimously voted that there is no better name for extracted honey than its present one.

The Secretary then read an essay from J. H. Martin, Hartford, N.Y., entitled :

COST OF THE PRODUCTION OF HONEY.

In computing the cost of production, figures should show the cost for several years. I find that the cost of production, in my bee-yards, has varied from 2 cents to 50 cents per pound. I inventory my bees at \$5 per colony.

In 1886 I had 200 colonies valued at \$1,000; and empty combs, hives, fixtures, etc., \$300. Interest at 6 per cent, \$78; hired help, rent of apiary, etc., \$72. My own labor five months, at \$30, \$150—total expenses, \$300. I secured 10,000 pounds of honey, at a cost of 3 cents per pound.

In 1883 my yield was 10,000 pounds from 160 colonies, and the cost per pound was 2 cents. In 1882 my yield from 100 colonies was 200 pounds with expenses of \$100, or equal to 50 cents per pound as the cost of production. This year the yield is 6,000 pounds, at a cost of 4 cents per pound.

Taking the average for a longer series of years, the cost of production would be 5 cents per pound. The above figures are for extracted honey.

I count my time at five months, for during the remainder of the year a bee-keeper may turn his attention to something else, i.e., unless he is producing comb honey, when, if he prepares his own crates, sections, etc., three months more time should be added, and 50 per cent. should be added to the cost, making the cost of comb honey at least 10 cents per pound.

One of my out-apiaries has the following showing for this season. It contained 50 colonies, and was worked for extracted honey. Expenses, \$40, honey produced, 2,200 pounds; cost, 1½ cents per pound.

I find that each year I can drop some of my old appliances and take a less number of steps. I think that an expert ought to manage 300 colonies, if in one yard, with little or no help.

The apiarist having surplus combs for every colony, and working for extracted honey, making only a moderate increase, can handle a large amount of honey with ease.

To get the best profits from bee-keeping, but little help should be employed, and fixtures used to facilitate rapid manipulations. The bee-keeper should keep just ahead of the bees, and not spend much time talking to book-agents.

J. H. MARTIN.

After the reading of the above an essay from Mr. G. M. Doolittle, of Borodino, N.Y., was read, as follows :

THE COST OF HONEY.—SHOULD NOT THE BEE-KEEPERS HAVE A FAIR COMPENSATION FOR THEIR PRODUCTION.

Ladies and gentlemen of the North American Bee-keepers Association, your Secretary has asked me to furnish a short paper on the cost of honey, as a starting-point to the profound discussion regarding "controlling the price for honey, marketing, etc., to which a whole day's time of the convention was to be devoted. I feel incompetent to perform this task, but realizing that each must add his little if we would have

the muckle in anything, I will make the trial, and if I fail, I hope some wiser head will take it up. In the first place bee-keeping is no ordinary calling in life, and I hope the members of the convention will bear this in mind during the discussion they are about to enter upon. Many seem to suppose that an apiarist is entitled to no more pay than the man who cuts wood, carries the hod, or breaks stone on the highway, whose market value is about \$1.25 per day. If this be so, who, I ask, or what, will pay the bee-keeper for his sleepless nights, passed in planning and framing ideas to be carried out in the apiary during days of toil in the hot sun, only perhaps to find his plans were not what he wished, so he had the whole ground to go over again, till success crowns his achievements. There are doubtless many before whom this will be read that have spent more hours, days, weeks and years over a true solution of the problem of bee-keeping than the most noted lawyer or physician ever spent over his calling. If this is a fact, shall they not have as good pay? and yet some of our number are so insane as to think the bee-keepers can afford to work for the same wages that the hod-carrier does, (he who never spent an hour's thought on his profession in his life,) that dealers in honey may feel a satisfaction in selling it cheaply. Again, the dealer who pays 8c. per pound for extracted honey tells us he cannot afford to sell it for less than 10c. which gives him a profit of 25 per cent., and yet the bee-keeper must furnish brains, interest on capital invested, rent of land and buildings, pay taxes on bees, and pay for the transportation of his honey, besides doing a whole year's hard physical work in producing the honey, all for the remaining four-fifths of the selling price. There is a wrong somewhere about this and the sooner we begin to realize it the better. After carefully looking over the ground I have been led to believe that 45 lbs. of comb honey to the colony on an average is all bee-keepers as a rule, will get, taking one year with another. I formerly thought 50 lbs., but this year has taken some of the conceit out of me. Now, allowing that one man can care for 100 colonies of bees without any outside help, he will get 4,500 lbs. of comb honey as the result of a year's labor. But this is not clear gain by any means, for we have, at six per cent., \$36 interest on the \$600 capital his investment in bees would require, \$4 for taxes, \$25 for sections, \$40 for shipping cases and glass for same, and \$30 for comb foundation to fill his sections. To this add double interest on \$200 invested in hives, which would be needed to keep them in repair, equaling \$24,

rent of shop and ground, equalling \$30, and a cost of about \$11, for carting honey to R.R. ; when we have a cost of \$200 as the cash outlay on the apiary each year. Now, not to be mean, (there is not a mean thing about a bee-keeper) we will meekly take the place of the hod-carrier, giving away all our hard hours of brain work, like a philanthropist for the good of our fellow bee-keepers and call our time worth \$1.25 per day or \$391.25 for the 313 working days of the year. To the \$391.25 add the \$200 cash outlay and we have \$591.25 or the actual cost of 4,500 lbs. of honey. By dividing the \$591.25 by the 4,500 lbs., we have a trifle over 13½c. or the cost of one pound of comb honey. If we allow that one-half more extracted honey can be obtained than comb honey we have about 8½ per pound or the cost of extracted honey. I here leave the subject for your discussion with the simple thought that whosoever is not content with \$1.25 per day for their labor must sell their honey for more than 13½c. per pound, or go out of the business, for those who sell for less than that works for less wages.

G. M. DOOLITTLE.

R. L. Taylor said there are many points to be taken into consideration. Mr. Doolittle has mentioned some of them, but not all. He has said nothing about the loss in wintering or from disease. He thought the prices given were too low. J. A. Green also thought them too low. The President said his honey had cost him \$2.47 a pound this year.

F. Wilcox had not stopped to figure, but would be willing to contract to furnish comb honey at 10 cts. He had an excellent location. Had followed the teachings of Mr. Doolittle and thought him second to no apicultural writer.

James Heddon was sorry to see Mr. Wilcox thus throw a wet blanket over the convention by claiming to be able to raise honey at so low a figure. We should do all we can to keep up the price of honey, and because an excellent location enables us to raise honey at a low figure, is no reason why we should sell lower than our brethren. Said Mr. Heddon: "I should like to ask Mr. Wilcox a few questions. What kind of a hive do you use?"

Mr. Wilcox—"The old style Heddon."

Mr. Heddon—"A slat honey-board?"

Mr. Wilcox—"Yes."

Mr. Heddon—"What kind of a surplus arrangement?"

Mr. Wilcox—"The old style Heddon case."

Mr. Heddon—"You practice tiering up?"

Mr. Wilcox—"Yes. I believe that is the best way to raise honey."

Mr. Heddon—"It strikes me that you are not a very ardent follower of Mr. Doolittle's teach-

ings. I believe I shall have to claim you as one of my disciples."

Mr. Wilcox—"Why so?"

Mr. Heddon—"Why, you stated a few minutes ago that you were following Mr. Doolittle and considered him the greatest teacher. Now you admit that you are following *my* teachings."

Mr. Wilcox dropped his head as in deep thought, and, as the laugh went round, stammered something about the convention agreeing with him that Mr. Doolittle's general teachings were very good.

Mr. M. M. Baldrige, of St. Charles, Ill., then read an essay entitled:

PRICE OF HONEY—HOW TO CONTROL IT.

The published program of this Society informs me that "Controlling the Price of Honey" is one of the topics to be considered at this meeting, and that the writer is requested and expected to *open* the discussion.

Having for the past thirty years had more or less experience in handling honey, and having been satisfactorily successful in "controlling the price" of it, I will at once proceed to outline briefly my ideas of how to do it, and how others may do likewise. The plan is so very simple and practical, so it seems to me, that it should readily be understood by others even though it be not endorsed. It is as follows: To fix the price myself, and sell only to consumers.

But, says one, that may do with a small crop of honey, but how would you manage with a large crop—one that you could not possibly dispose of, at retail, and through your own individual efforts? In that case I would fix the price myself, and sell to consumers through retail agents, and pay the agents a liberal commission for handling the honey and collecting the pay for it. But, says one, why not sell the honey outright to retail and wholesale dealers? Simply because that plan delegates to others the right to fix the price on honey to both dealers and consumers. When dealers *buy* honey it then becomes *their* property, and they then have the legal right to sell to others at cost, or at any other price they please. Not so by my plan.

Now let me illustrate my plan more fully, and as follows: Suppose I have, say 1000 pounds of comb honey in small sections. As soon as the honey is secured, say in July, I would select perhaps five responsible groceries having a good trade, and as near my apiary as possible, and supply each of them with one crate of honey—about 25 pounds at a time, and no more. This would perhaps be enough honey for the month of July.

In August, or as soon as sold, I would supply the same groceries with the same amount of

honey, and thus continue from month to month, or from time to time, until all is sold. This would perhaps cover a period of eight months. As each grocer or retail agent, I should sell on an average at least one crate of honey per month.

A crop of 2,000 lbs. could thus be disposed of, and during the same length of time, by and through ten agents, and a still larger crop by having a proportionate number of retail agents. But my experience teaches me that honey should be kept on sale, and *in sight*, every month in the year; that more or less honey is wanted by consumers all the while, and that any grocer, worthy of the name, can get rid of at least one crate of honey during each month. This being the case, the average grocery should be able to sell not less than 300 pounds per year. By dividing the crop of honey in pounds by 300 this would give very nearly the number of retail agents necessary to dispose of any size crop the producer may have, in case he is willing to cover each month of the year.

Now about the pay: This may be collected at the close of each month, or as soon as each crate of honey is sold. By this means the producer runs no heavy risk in having his honey disposed of through retail agents. In case of an assignment, or bankruptcy, on the part of the agent, the honey on hand and unsold at the time, belongs to the producer, and he has the power to remove it at his pleasure.

What about the commission for selling the honey and collecting the pay? The retail agent should have a liberal commission, so as to secure his hearty co-operation. As he has, however, no cash invested in the honey, a liberal and satisfactory commission to both parties would perhaps be from 10 to 20 per cent. on the retail. I can find plenty of retail agents who would be satisfied with 10 per cent. net commission.

Now a few words about the retail price: My judgment, based upon experience, is that comb honey, in small sections, should retail at from 15 to 25 cents per pound, depending upon its quality and general condition, and not upon the weight or size of the package. Dark honey should retail at from 15 to 18 cents, and white honey at from 20 to 25 cents per pound, and the 1-pound, 1½-pound, and 2-pound sections should be sold at the same price per pound, and let consumers take their choice. To me it seems wrong to ask more per pound for the 1-pound section than for the larger sizes.

My observation is that consumers are willing, in many cases, to pay as much per pound for a 2-pound section as for the smaller sizes, and that it is economy for them to do so. Honey-producers are to blame for encouraging the present difference in price, and should tolerate it no longer.

As the foregoing relates entirely to my plan of supplying consumers with honey by producers, and through their home markets, I will now say a few words about distant markets and the large cities. These should and must be likewise sup-

plied with honey, but none, *save the actual surplus*, after the home markets have been provided for, as herein indicated, should be sent to these markets. And this surplus should not, as in the past, be sent to the present class of commission houses, but to honey-houses owned, leased, or controlled by an association of honey-producers. Each honey-house should then supply the groceries, or retail agents, throughout the city of its location, in precisely the same way that the producer supplies his home markets, so that the system shall be uniform and harmonious everywhere.

The honey-house shall be strictly a wholesale supply house, and should have, as its manager, a competent and financially responsible agent of a honey-producers' association. The honey-house should have travelling agents, and enough to supply properly the requisite number of responsible groceries, or retail agents, in the city of its location, every month in the year, and likewise one or more to visit other markets in the State or territory tributary thereto, to see that none are neglected. This plan would perhaps do away with the necessity of having more than one wholesale supply house in any one State. It seems to me that there should be such a honey-house in each of the following cities, to wit: San Francisco, Denver, Kansas city, Omaha, Minneapolis, St. Louis, Chicago, Detroit, Indianapolis, Cincinnati, New York, Philadelphia, and perhaps a few other large cities.

And now, says one, how are the managers of these supply houses to be paid? Simply by and through a proper commission on the honey sold by and through their retail agents. This would require two commissions in order to reach consumers.

But, says one, I thought you were opposed to commission men, and that you proposed to get rid of them altogether. By no means; for in order to carry out my program successfully commission men are necessary, and besides I have never advocated their destruction. All I have ever proposed or desired to do was simply to stop patronising the *self* appointed commission men who now sell our honey at wholesale, and who have had in the past, and still have at present, a great deal to do in fixing and manipulating the price of it.

My position is, that the producers are the proper parties to fix the price on honey to consumers, and that this can be done through an intelligent committee appointed by the delegates of an association representing the honey-producers of the United States. This committee can and should agree upon a scale of prices for both white and dark honey in sections, and how the same should be graded, and these prices should and would be satisfactory not only to producers, but likewise to consumers.

The disposal and distribution of honey on the plan herein briefly outlined can be, and has been, adopted by individual producers, but by no means so successfully and harmoniously as by and through a protective and co-operative association of the leading honey-producers, and for that reason I am decidedly in favor of organising as indicated, at the earliest practical moment.

M. M. BALDRIDGE.

After the reading of the above essay the following discussion ensued :

J. A. Green found it difficult to induce grocermen to adopt the commission method.

R. F. Holterman considered a stock company preferable to the plan outlined by the essayist.

James Heddon said it is supposed that supply and demand control the price of products, but is true only to a certain extent. For instance, potatoes the present year are a very short crop, but not so short a crop as honey, yet the price of honey has not doubled, while the price of potatoes has increased 300 per cent. The point is here. Honey is a luxurious luxury, and always will be and the market for a luxury is easily glutted.

A. I. Root said he was unable to completely grasp the plan outlined by Mr. Baldrige, but he felt that something might be done to keep up the price of honey. He was convinced that Mr. Heddon was correct, that honey is a luxury, and that people who indulge in luxuries care little for prices. He had sold more honey this year than ever. The high prices were no hindrance. It made a little difference at first, but when the matter was explained, that honey was a short crop, and that it might soon be impossible to get any honey, then customers again began buying more eagerly than ever. It was a pleasure to deal with such customers; those who would buy the first strawberries, or high priced celery in winter, no matter what the price. It may be extravagance, but very pleasant extravagance for the purchaser.

Mr. T. G. Newman remarked that an even distribution of the honey crop was all that was needed, even in "years of plenty." There was no truth in the theory of over-production, the low prices were the result of an uneven distribution. Now, that prices had advanced to a paying figure, every bee-keeper should see that all the home markets are well supplied before shipping to the large cities.

James Heddon said last spring we tried to get up a convention of honey producers, and everybody said we were trying to get up a "corner" to control the market, etc. We never advocated anything of the kind, all we urged was the getting together to see if anything could be done to get better prices.

Dr. Mason was interested in the discussion, but not so much so as he would have been did not his home market take all his honey and would take ten times as much.

E. J. Oatman, Dundee, Ill., was called upon for an address upon :

GETTING THE BEST PRICE FOR HONEY.

He asserted that there had been a mistake made in putting his name upon the program, but he would say briefly that no set of rules would be given. Circumstances varied and we must be governed by them, in other words we must sell honey where we can do so to the best advantage, and that is all there is of it.

Mr. R. A. Burnett, Chicago, Ill., then read a paper upon :

THE COMMISSION MEN AND THE HONEY MARKET.

The struggle that has existed from the beginning of the era of man, seems to abate but little if at all. To get the largest return for the smallest outlay, seems to be as general amongst the people of to-day as amongst those who have gone down the centuries that have preceded the present

one. We may find the reason for this, in assuming that it is a natural law—ours, as it were, by inheritance.

The child soon gathers ideas of value, and in the exchange or barter of marbles, each endeavors to get the best of the bargain, about to be consummated. It may be that both parties are satisfied, each rejoicing over his success, and this is as it should be; but, alas, it is often the exception than the rule; for very soon some friend shows to one of the parties how he was beaten in the trade, by telling him how many more "chinas" he would have given for a like amount of "mibs," and "Cornelia;" and thus destroys his peace of mind and body; for he is very apt to exert himself to find the boy who got the best of the bargain and entreat him to trade back; but the usual reply is: "Not much, it was a fair trade, and now if you want your Cornelia back, you can have it for all the chinas. Thus if he gets back the "Cornelia," he has lost all the "mibs" and "Cornelia" cannot do much without a constituency.

But the boy who got the worst of the marble trade grows to manhood, and as a rule forgets or laughs at the remembrance of his misfortunes in the marble period. He is now engrossed in the interesting pursuit of apiculture. By and by he has some beautiful honey to dispose of. We will suppose that he has not been a regular subscriber for a paper devoted to the pursuit in the life that he has chosen; or if he has, that portion which was devoted to giving market reports, has been, at his solicitation, eliminated from its pages.

Now he has more honey than his home market can consume at a fair value. He casts about him for another outlet that may bring him the needed money to exchange for food and shelter—"for man cannot live by bread alone;" this being alike true of honey, will, I think, be conceded by all present. He is now without a guide having cut off his source of information of what honey is bringing in the great marts of the country.

However, he knows a man living in a large city (who may be a tinsmith). This friend goes to his grocer and asks him what honey is worth. He is given the retail price, which is communicated to his country friend. The price given is a high one. At once, without more thought, he sends (probably by express), 1,000 or 5,000 lbs. of honey. This brings from 10 to 50 times as much as the grocer could retail, he refuses to take it, and it lies about the express company's room until the shipper can be heard from; or turned over to sell to parties who know little about honey, and perhaps care less for it.

In case the owner goes to the city, he finds it difficult to sell the honey at anything near the price that he expected. Merchants are supplied for the present, and unless they can buy it at a very low figure, they prefer to buy in small quantities from the commission merchant who makes honey a specialty; for if anything should be wrong about it, he can get immediate redress, and that without much trouble, as the commission man can be easily reached.

Thus baffled the owner now seeks some commission-house to aid him to dispose of the honey. But not having market reports in his bee paper he finds no one whose name is familiar, and the chances are that he finds it necessary to make

the acquaintance of a firm whose chief business is "live poultry or veals, etc." They think they can dispose of his honey all right, and the much worried bee-keeper finally takes the train for his distant home, and awaits patiently for the sale of his honey.

It so happens that the city to which the honey was shipped, is that season in the vicinity of the large yield, and these parties find that the honey does not sell very quickly, and coming to the conclusion that the price asked is too high, they drop it and still it does not sell: until some day a shop dealer comes along, and finding that these parties are not well posted, offers a very low figure, and finally gets the honey. The husbandman gets account of the sales and is sorely disappointed, vowing in his wrath, that he will never send honey away from home again. He has simply repeated the marble act, and lost his "mibs."

But we will look at this industry from another standpoint: Mr. Smith is an apiarist, Jones and Brown are grocers. Smith is a friend of Jones', but does not like Brown; but Smith needs sugar, and he goes around to the different establishments to get pieces. He finds that Brown will give half a pound more for a dollar than he can get elsewhere; but he is a little afraid of Brown's weights and measures, and he concludes that if Jones will sell an equal amount for the dollar, he will not buy of Brown. He returns to Jones and states what he can get at Brown's, and that he is astonished and feels hurt to think that Mr. Jones would ask more than anybody else. Mr. Jones defends himself by stating that he cannot afford to sell for less and have any margin. Is it to be supposed that this answer is satisfactory to Smith? No, not five times out of six; as Smith feels he must buy where it is the cheapest, notwithstanding that this course will have the effect of reducing the profit of the producer.

We might give hundreds of illustrations of a like nature to the above; for it remains a fact, that if A sells cheaper than B, the buyer will go there; but the seller must find the party who will pay the highest price. Here we may state that the commission merchant stands between the squarely opposed interests—that of buyer and seller, or producer and consumer. To get the product, he must satisfy the producer: to sell the same he must meet the views of the buyers. This, it may be said, is governed by supply and demand. Very true! but the degrees may be modified by wise measures, and this depends upon the amount of knowledge possessed by the merchant.

To succeed as an apiarist requires, in my opinion diligent study of all that pertains to the business, and constant watchfulness that an enemy does not come upon his charges unawares; or be found ignorant of anything that is a factor to success, and only by experience and careful attention is the highest success attained. All this is true of the merchant, although methods may differ, and the man or woman who succeeds as a merchant, might fail as an apiarist.

It is said that a Scotchman, hearing a man imitate the lowing of a cow at a play, became much interested, and applauded the effort, saying, "Thats gran' mon; the coo could nae doe better, hersel'." Later on the same man had occasion to imitate the roaring of the lion, but he did this so indifferently that Scotty called out:

"Na! na! man, *stick tae the coo!*" This would serve to illustrate the idea that we are not all fitted by inheritance and education to do all things well.

My friend, Prof. McLain will enter into a scientific discourse on the bee, and become perfectly enthusiastic in describing its wondrous construction, and ability to perform the work that we find completed, when the honey is placed in cells securely capped or sealed. But what a sorry job I should make were I to undertake it before a learned convention.

I read several articles in the bee-papers during the past year, and my recollection is that in conclusion it was agreed that methods, which had proved satisfactory, were the safest, and that a complete change of the present systems of doing business would be hazardous; but that they might be improved upon is no doubt true.

R. A. BURNETT.

REPORTS OF THE VICE-PRESIDENTS, FROM ONTARIO.

While the report of an inferior honey-yield throughout America generally cannot be excepted by Ontario, we are nevertheless pleased to say that a kind Providence has favored us above the average. The winter of 1886-87 proved favorable to successful wintering, and early March reports looked promising; spring, however, resulted in much dwindling, and bees generally were not in first class condition for the honey flow.

Maple yielded honey exceptionally well, and in Canada some of the oldest bee-keepers say this means a generally poor honey yield. However questionable this may be, the prediction proved correct.

From all directions reports show that the average yield was little if any above 25 lbs. per colony. In my own apiary, wherein almost every colony was in the best of condition to avail themselves of the honey flow, there was not one day when the bees worked in a manner indicative of a first class honey flow. Basswood, which everywhere—by the abundance of the blossom—promised so much, was an almost complete failure, owing to the intense drouth; and yet from this source a great part of the honey of 1887 was secured.

I may say that last spring there was neither comb nor extracted honey left upon the market, thus leaving a clear market for the coming crop. This being the case, it can readily be imagined our supply will not be equal to the demand of former years at usual prices. First class comb honey in about one pound sections sold in quantities during August and September at 14c. per lb., and the same article is now in demand at 18c. per lb. wholesale. We do not glass sections.

As to extracted honey; I purchased in August, and have within the last two weeks, pur-

chased first class honey at 8c. per lb. in 1000-lb. lots; it is wholesaled in 60-lb. lots or over, at 10c. per lb.—one cent higher than last year. It retailed at 13c. per lb.—also one cent higher than last season.

While the past prices of honey, and the public idea that an advance in price places it upon the list of luxuries, prevent any material rise, we are free from that injurious cutting in prices from which we have suffered for several years. The method of marketing extracted honey has also undergone a change. We used to retail largely in tin packages of all sizes, and do very much wholesaling in kegs. The consumers found that the tin cans were of no use, and now, with of course some exceptions, the most desirable method of marketing honey, is in self-sealing gem jars, and the careful housewife can always make use of these. Of course, a house purchasing 30 or 60 lbs. of honey, purchase a can. Our wholesale package is the 60-lb tin can with a wooden case about it. Honey can readily be liquified in these.

The demand for honey labels is also largely a thing of the past, as it all adds to the expense of the honey without a corresponding return. Our consumers are also becoming acquainted more generally with the fact that honey granulates. For several years prizes have been given at some of our exhibitions for displays of granulated honey, and also best small lots granulated honey; this custom commends itself.

As to British markets or foreign markets of any kind nothing has been done. The scarcity of the article alone would have prohibited export, a ready sale being found at home. The Ontario Bee-Keepers' Association will hold its annual meeting at Woodstock, Ont., on Jan. 10th and 11th, 1887. A hearty invitation is extended to our American brethren to come and take part in our meeting. In conclusion, permit me to suggest that at this convention we take up for discussion the question of "Ventilation and shade for hives."

R. F. HOLTERMANN.

FROM FLORIDA.

I have been unable to learn much of the success in other portions of the State, except that there has been a light crop generally, and there is very little honey on hand to be disposed of. In the southern portion of the state, where the wild pennyroyal is found, quite a little crop was gathered in the winter and early spring months, but so far as I have learned the later crop was very light.

Here on the east coast the bees gathered honey slowly through the last half of the winter, but

by April 1st, they were quite short of honey, and feeding was done by most of us for several weeks.

The early crop of May and June was a light one, but enough to give many of us a surplus over and above what is likely to be required in the apiary during the year.

Little was expected of the black mangrove for this season, but although it came in late, and its season did not last as long as usual, the bees gathered steadily from it, and strong colonies stored from it as high as 100 lbs. each; fourteen lbs in one day being the largest record per single colony. This mangrove honey is of fine quality and has nearly all gone on the market at good prices.

The fall flowers have yielded a light crop that has helped considerably since the middle of September, although heavy rains have interfered largely with the gathering of it.

I think that about one-third of an average crop is all that can be claimed for Florida for the season of 1887.

W. S. HART.

FROM IOWA.

From all I can learn the season of 1887 has been a very poor one throughout the state. The eastern and southern portion probably suffered worse than the northwestern part. Fruit bloom and the early blossoming of white clover put the bees in good condition. Brood-rearing went on till they were fairly booming. But they got just enough nectar from these sources to build up rapidly, and not enough to store any. White clover proved a failure for honey in all parts so far as I know. Hence, those bee-keepers who depended on that for their white honey got scarcely any.

Those living near enough to linden forests to catch the flow from that magnificent honey-tree, got a partial crop. As it was, I only obtained about 20 lbs. per colony of well-filled sections of white honey—all linden.

The fall crop was very light owing to the continued drouth. I think that the honey crop of Iowa can safely be put as low as one-fourth, and perhaps it is even worse than that. The effect which this condition of things has had on prices is very marked. I can sell comb honey easier this year at 20c. per lb. than last year at 12c. Now it goes off quick, while last year it was a drug in the market.

I have noticed more bees working on red clover this year than ever before. The reason of this is, that on account of the drouth the clover heads were much smaller than usual, and the bees could reach the nectar. But mine did not get enough to make any show in the hives.

EUGENE SACOR.

FROM GEORGIA.

The honey crop has been below an average in this State. About May 1st, for about two weeks, there was a fine flow from the poplar or tulip tree, which grows abundantly along all our water courses; but a drouth came on and the flow ceased. From then until Sept. 1st the bees barely gathered enough for their own use. Since September they have gathered enough honey from asters, goldenrod, etc., to carry them through the winter.

Apiculture is every year becoming more developed in our state. The honey is put up in better shape for sale, and consequently commands a better price.

For the benefit of northern bee-keepers who may intend to locate in the south, I will observe that apiaries, in order to be profitable in our state, must be located along our water courses, where the only reliable forage abounds. Of all our southern forage I esteem the tulip tree as the most reliable and certain, taking one year with another.

J. P. H. BROWN.

Augusta, Ga.

FROM INDIANA.

The present condition of bees in general is very good, and they will begin the winter with all the conditions favorable, strong in bees, and an abundance of well ripened honey.

While the crop secured has been very light, yet there is enough to pay expenses in most well managed apiaries. Throughout the season bees have done well for themselves. Their failure to secure a surplus for their owner is not altogether chargeable to the drouth, but to atmospheric conditions for in this part of the state—east central—the drouth did not begin until July, and our honey season ends by July 1st or July 10th.

JONAS SCHOLL.

Lyon's Station, Indiana.

FROM VERMONT.

Bees were confined in their hives last winter about five months, and the mortality was very great, some prominent apiarists losing as many as 25 per cent, and some even 40 per cent. Many colonies that survived were very weak and built up slowly.

There was a scarcity of early honey; fruit-bloom passed by hardly noticed by the bees, and then came a season of hot and dry weather which kept back the clover till the very last of June. Still bee-keepers were hopeful, because the previous season was a failure, and one poor season seldom follows another. Bees swarmed lively, which was also considered a good indication.

Basswood promised well by budding uncommonly full. It opened earlier than usual, but was deficient in nectar, the bees only working early in the morning and late in the afternoon.

Those who expected a big crop got a good many sections partly filled, while those who were more careful, only giving what room was actually needed, got their sections finished when basswood bloom closed. Many of the sections were filled with thin combs, and had empty corners, which made light weight, but otherwise the quality of the honey was very good.

I should say that the yield might be one-third of what might be obtained in a good year, though some report more and some less. In Addison county the crop will aggregate from 90,000 to 100,000 lbs.

E. O. TUTTLE.

Charlotte, Vt.

FROM QUEBEC, CANADA.

The past season with us has been a fair one for honey gathering, particularly where clay and heavy loams predominate, notwithstanding the unprecedented lack of rain, and the rapid maturing of the flowers. In some localities honey has been gathered very late, the autumn being fine. The losses the past winter have averaged about 18½ per cent, and the reports indicate an average production of 16½ lbs. of extracted honey, and 26 lbs. of comb honey per colony, spring count.

H. F. HUNT.

Seaton, Que.

FROM PENNSYLVANIA.

This State had an exceedingly light crop of spring honey, and in certain sections an almost total failure. Late in the fall there was an exceedingly heavy flow of honey, apparently from asters, of which there was a profuse bloom. In some parts this fall honey was abundant enough to admit of extracting, while leaving the colonies ample for winter. Owing to this flow of honey so late in the season, it is expected that bees will go into winter quarters strong and amply provided with both young bees and provisions.

During the winter of 1886-87 this market was flooded with California honey at ridiculously low prices. Grocers retailed honey as low as 8c. per lb., and the consumption of honey was thereby greatly stimulated, and many who never touched honey before, ate and enjoyed it. While the supply of California honey at low prices lasted all was well, but now that honey is scarce and higher prices asked, grocers will not buy unless forced, and then in small quantities.

The public in this city having tested honey from California which they pronounced good, are averse to paying enhanced prices for honey

produced east of the Rocky Mountains, and in this market at least, California honey is and will remain a formidable competitor of all eastern extracted honeys.

Our Philadelphia Bee-Keepers' Association tendered a reception in one of the historic spots of this city, viz: "Carpenters Hall," to our distinguished visitor, the Hon. Thos. W. Cowan and lady, of England. Mr. Cowan kindly exhibited his microscope, and many had an opportunity to inspect and study the anatomy and physiology of the bee, such as was never previously afforded them.

At our annual State Fair held in this city, it has been my aim to make the bees and honey an attractive feature. I induced several bee men to ship honey for exhibition and sale, and the results were very satisfactory. I had upwards of four tons of honey staged and on the ground, the greater part of which was put into consumption almost immediately.

This market is at present fully supplied with honey, taking into consideration the probable sales at enhanced prices. We have had no cold weather yet.

ARTHUR TODD.

Philadelphia, Pa.

FOR THE CANADIAN BEE JOURNAL.

BEE-KEEPING AND OTHER PURSUITS.

HS you express a desire to hear from those in Canada who combine bee-keeping with other pursuits, I herewith give you mine, and if it is of any service to you, you may make use of it. I am teaching school about seven miles from my home. When the roads are bad as now I remain near the school, but in the fine weather I drive home.

I pack my bees on their summer stands as I have not a good cellar to keep them in. This spring I had four colonies, which I intended to keep from swarming, but all got the start of me but one, and so they increased from four to fourteen.

Now, you see the difficulty under which I labor. I am away all spring from 7.30 a.m. till 6 p.m. I cannot see what my bees are doing through the day. I cannot get them unpacked and prepared for work to advantage.

I am thus hemmed in till July. The most important season, that of preparing for the first clover honey flow is then over. I am at home till the middle of August, and then, when I should begin to prepare my bees for winter, I am away again, and I can not do much Saturdays and evenings, especially by way of feeding and changing feeders, so you see bee-keeping and teaching do not exactly suit. You may think if my bees were near my school I could do better. So I might, but still I would be away from them all day (which is the time I watch for swarms and robbing). If this were all, however, I

might make out, but I find it difficult to serve two masters. If I spend all my energies on my school, my evenings must be employed for it, and so my bees suffer (as they have done). If I give my evening thoughts to the bees, my school will suffer, and so I will be doing an injustice to my employers. Therefore I conclude that to make most of either, one or the other must be given up. Of course, a limited number, say three or four might be kept for one's own use and not interfere much with school work, but in that case bee-keeping must be looked on rather as a source of pleasure than profit. Now, as to my ideal combination.

To the man who has or can purchase a large tract of comparatively waste land, I would say combine sheep-raising with bee-keeping. The alsike clover yields food for both sheep and bees in summer, and food of the best quality for sheep in winter. The sheep need little or no care in the summer when the bees need most. You harvest your clover when the swarming season is past and when you can tier up your hives and keep bees gathering without extracting. Your sheep need little care beyond proper feeding in winter, and this gives you time to prepare for next honey season, and then again in the spring before your bees need care, if you manage rightly, your sheep need little or none.

This, then, is my ideal combination. If you like bees keep them, but have bees as your main summer work and the sheep your main winter work. If time forbids your shearing the sheep you can always find a man to do it.

Trusting this suggestion may suit some I remain
Yours truly,

JAMES SHAW.

Kemble.

SUNDRY SELECTIONS.

THE WINTER FEEDER AND HOW TO USE IT.

F. W. FULFORD.—Please send me a winter feeder by express and give me directions how to handle it, also how to prepare the food for use.

Brockville, Nov. 14, 1887.

Take about five pounds of honey and put twelve pounds of sugar with a pint of water. Put the water in a pot and stir the sugar and honey into it. Keep stirring it while it is heating, or perhaps it would be better to take hot water to commence with. Boil it a few minutes until it becomes thick and will not quite break on ice or a cold substance like wax when you sugar off. You should boil it slowly and, as soon as it cools, while it is about the consistency of dough, turn the feeder right side up; place the three first shelves in; fill up with food; place in alternately shelves and food until it is filled; fasten the lid on tight and put it over the frames. If

EXCHANGE AND MART.

Advertisements for this Department will be inserted at the uniform rate of **25 CENTS** each insertion—not to exceed five lines—and 5 cents each additional line each insertion. If you desire your advt. in this column, be particular to mention the fact, else they will be inserted in our regular advertising columns. This column is **specially** intended for those who have bees or other goods for exchange for something else, and for the purpose of advertising bees, honey, etc. for sale. Cash must accompany advt.

\$1.00 Will secure you by mail, post paid, 250 Noteheads and 250 Envelopes with your name, business and address printed on the corner of each. Send in your order now. **THE D. A. JONES CO., Beeton, Ont.**

HONEY.—We can take all that offers in exchange for supplies, at prices found in another advertisement in this issue. **THE D. A. JONES CO., Beeton, Ont.**

SECTIONS.—We have a large lot of V groove sections put up in 500 boxes in the following sizes, viz., 3½x4½x1½ 3½x4½x1½, double slotted, which we will sell at \$2 per package, and will take as pay either honey or cash. **THE D. A. JONES CO., Beeton, Ont.**

ADVERTISEMENTS.

BARNES' FOOT-POWER MACHINERY



Read what J. J. PARENT, of Charlton, N. Y., says—"We cut with one of your Combined Machines last winter 50 chaff hives with 7 inch cap, 100 honey racks, 500 broad frames, 2,000 honey boxes and a great deal of other work. This winter we have double the number of bee-hives, etc. to make, and we expect to do it all with this saw. It will do all you say it will." Catalogue and Price List free. Address W. F. & JOHN BARNES, 574 Ruby St., Rockford, Ill. 21

BEE-KEEPERS ADVANCE

Is a Monthly Journal of 16 Pages. 25 CENTS PER YEAR. Clubbed with the CANADIAN BEE JOURNAL for \$1.10. Sample copy sent free with our catalogue of supplies. Don't forget to send name and address on a postal ticket

J. B. MASON & SONS, Mechanics' Falls, Me.

W. Z. HUTCHINSON,

ROGERSVILLE, GENESEE, CO., MICH.

HAS published a neat little book of 45 pages, entitled

"THE PRODUCTION OF COMB HONEY."

Its distinctive feature is the thorough manner in which it treats of the use and non use of Foundation. Many other points are, however, touched upon. For instance it tells how to make the most out of unfinished sections, and how to winter bees with the least expense, and bring them through to the honey harvest in the best possible shape.

Price 25 cts. Stamps taken; either U.S. or Canadian

CANADIANS

Want to supply their wants at home as much as possible, but heretofore they have not been able to do so, at least for bees by the pound, frames of brood, and nuclei. We have decided to furnish them at the prices as found in the following table:

BEEES BY THE POUND.

	May	June	July	Aug. 1st	Sept.
Bees, per ½ pound	1.75	1.50	1.00	1.00	.90
" " pound	3.00	2.50	1.85	1.75	1.70
Frame of Brood	1.75	1.50	1.00	1.00	.90
2-frame nucleus..	4.00	3.50	3.00	2.75	2.50
3 " " "	6.00	5.50	4.75	4.50	4.50

Frames of brood cannot be sent alone. Queens are not included in above prices. Choose the kind you want and add enough to price found here to cover cost of queen.

Two frame nucleus consists of ½ pound bees, two frames partly filled with brood and honey, and a nucleus hive. If wanted in either "Jones" or "Combination" hive, add price made up, and deduct 40c. for nucleus hive.

Three frame nucleus, same as two-frame, with the addition of another half pound of bees, and another frame of brood, etc.

All prices here quoted are for frames that will fit the "Jones" or "Combination" hive.. You may have whichever style you desire. Be sure to specify when ordering.

The above must go by express.

QUEENS.

	Homebred	Untested	Tested	Selected	Virgins
May	2 00		2 50	3 00	
June	1 50	1 00	2 00	3 00	0 60
July	1 00	90	2 00	2 50	50
August	1 00	1 00	2 00	2 50	50
September	1 50	1 50	2 50	2 75	
October	2 00		2 50	3 00	

FULL COLONIES.

	Italian	Holy Land Crosses	Caribbean Crosses	Hybrids
May	\$9.00	\$10.00	\$11.00	\$8.50
June	8.00	9.00	10.00	7.60
July	7.50	8.00	9.00	7.30
August	6.50	8.00	9.00	6.50
September	6.50	7.00	8.00	6 00
October	7.00	8.00	9.00	6 50
November	8.00	8.00	9.00	8 00

The above prices are for up to four colonies; five colonies up to nine, take off 3 per cent.; ten colonies and over, 5 per cent. Colonies as above will each have six to eight frames of brood, bees and honey, and good laying queen.

The D. A. JONES Co., Ltd., Beeton.

PRINTING

PRINTING

Supply Men, Foundation Dealers,
and Bee-Keepers,

SEND FOR ESTIMATES FOR WHATEVER
YOU REQUIRE IN THE WAY OF

CATALOGUES,

PRICE LISTS,

CIRCULARS,

LABELS,

OR GENERAL PRINTING.

A large number of cuts in stock of
which patrons have free use.

THE D. A. JONES CO., Ltd.,
BEETON, ONT

up, and of the various parts made up, so that should there be any portions of the hive you do not wish you can easily ascertain what deductions to make.
Sample hive, made up.....\$2 90
Add ten per cent if you wish the hive painted.

PRICES OF PARTS.

	made up flat.
Bottom stand.....	12 09
Bottom-boards.....	15 11
Entrance blocks (two).....	03 03
Brood case, invertible, including set screws and frames wired when made up or punched for wiring in flat.....	60 45
Honey Board (wooden) slotted, invertible.....	10 07
Honey board, metal and wood, invertible	30 25
Surplus case, invertible, including wide frames and separators.....	60 50
Cover, half bee-space.....	15 12
Sections, full set of 28 in flat.....	15 15
Tin Separators, seven to each.....	10 10

The cost of one hive such as you would receive, in the flat, would therefore be (without honey boards of either description) \$2.15. Add the cost of whichever style of honey-board you prefer, and you get it exactly. If you do not designate either we shall always include the wooden-slotted one.

DISCOUNTS IN QUANTITIES.

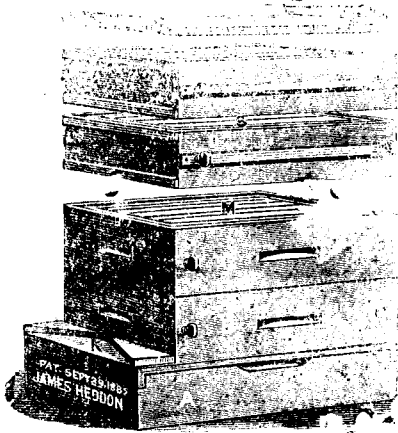
For 5 hives or more, 5 per cent. ; 10 or more, 7½ per cent. ; 25 or more, 10 per cent. ; 50 or more, 15 per cent. These discounts are off the prices quoted above, either nailed or in flat.

INDIVIDUAL RIGHTS.

We will sell individual rights to make for one's own use, and to use the new hive or any of the special features of Mr. Heddon's invention at \$5. We do not press the sale of these rights, believing that the hives cannot be made to good advantage by anyone not having the proper appliances. We will sell however to those who wish to buy, and for the convenience of such we append a list of prices of what we would likely be called upon to furnish in any event :-

Woodscrews per 100, boiled in tallow.....	\$1 25
Tap bits for cutting threads.....	1 50
Tin Separators, per 100 proper width.....	1 50
Brood Frames per 100.....	1 25
Wide " " ".....	1 50

HEDDON HIVES !



We are the owners of the patent on this hive in Canada, and we are in a position to make and sell the hive gotten up in any shape to suit the purchaser—either in flat or nailed up.

A complete working hive consists of bottom-stand, bottom-board, entrance-blocks, two brood-cases, one honey-board, two surplus cases (in good seasons we often use three surplus cases on the hive at one time) and cover. So that if you order these hives in the flat this is just what will be sent you.

Sample hives we make with the brood-frames wired and the surplus cases supplied with fifty-six 4½ x 4½ 7 to the foot sections. These are designed for testing the complete working hive.

In quoting prices of brood-cases and surplus cases, the set-screws, brood-frames and wide frames with their tin separators are always included, both in flat and made up. We quote the prices of sample hives made

Heddon's 1887 Circular.

NOW READY.

ALL ABOUT THE NEW HIVE.

Canadians who wish my circular to know about the new Hive, ONLY, should send to the D. A. JONES CO. for theirs, as I have sold the patent for all the American British possessions to them, and have no more right to sell the hive in their territory than have they to sell them in the United States.

Address,

JAMES HEDDON,

DOWAGIAC, MICH

TOOLS For BEE-KEEPERS

HAMMERS.

We shall hereafter keep in stock a full line of tools suitable for bee-keepers. For ordinary use, where a person has only a few hives, etc., to nail, we have an iron hammer (with adze eye) which we can send you at 15 cents.

Then in steel hammers we have three styles all with adze eyes, which we sell at 40c., 50c., and 60c each.

Small hammers—steel face with adze eyes, just what are needed for frame nailing, etc., No. 55, 35c.; No. 52, 50c.

SCREW DRIVERS.

With good hardwood handles and of the best steel—nicely finished, round bits, in two kinds, No. 1, 5 inch bit, 18c.; No. 2, 6 inch bit, 20c.

TWO-FOOT SQUARES.

In iron squares we have two kinds—the first of these is marked down to one-eighth of an inch, and is marked on one side only, the price is, each, 20c.

The other style is marked on both sides down to one-sixteenth of an inch—price, each, 35c.

We have a splendid line in steel squares which we can furnish you at \$1.35. They are well finished and are usually sold in hardware stores at \$1.75.

TWO FOOT RULES.

A splendid line in rules we offer at, each, 18c. Then we have a nice box-wood rule at, each 25c.

HAND SAWS

Just at the present we have but one line in these—26 inch long—A. & S. Perry's make—usually sold at 75 cents we offer them for 55c.

PANEL SAWS.

These are what are often called small hand saws, and for the finer classes of the bee-keepers work are indispensable. We have started out with two lines in these. The 18 inch are of good steel (Shirley and Dietrich) and can be sold by us at 50c.

The 20-inch are finer steel—same make—that money.

PLANES.

Iron block planes, just the thing for dressing off hives, each, 75c.

Wooden smoothing planes—the best of the kind, 85c.

All the above goods are sold at prices 20 to 25 per cent. below the ordinary retail price, so that when ordering other goods you may just as well have a try you want as the cost of transportation will not be any greater. These will be included in the next revision of our price list.

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BEETON, ONT.

RAY'S OF LIGHT.—A new publication devoted to Bee-keeping and Poultry-raising. A number of the leading, most practical and successful Bee and Poultry-Keepers have already been secured as regular contributors. Its principal aim will be to advance progressive ideas upon the various topics of modern scientific Bee-culture and Poultry-Raising. Subscription, 50 cents a year. Sample copy free.

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Our Circular sent free on application.

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THE CANADIAN BEE JOURNAL
FINE BOOK & JOB PRINTERS.

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is attested by hundreds of the most practical and disinterested bee-keepers to be the cleanest, brightest, quick est accepted by bees, least apt to sag, most regular in color, evenness and neatness, of any that is made. It is kept for sale by Messrs.

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and numbers of other dealers. Write for SAMPLES FREE and Price List of Supplies, with 150 COMPLIMENTARY and UNSOLICITED TESTIMONIALS from as many bee-keepers in 1885. **We guarantee every inch of our Foundation equal to sample in every respect.**

CHAS. DADANT & SON,
HAMILTON, Hancock Co., ILL.

Promote a Home Market!

By judicious distribution of the Leaflet,

"HONEY: Some Reasons why it Should be Eaten."

It never fails to bring results. Samples sent on application. Prices printed with your name and address: 100, 80c.; 250, 25; 500, \$2.00; 1,000, \$3.25.

The D. A. JONES CO., Ltd., Beeton, Ont.

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MANUFACTURED BY

W. T. Falconer, - Jamestown, N.Y.

Are unsurpassed for **Quality** and fine **Workmanship**. A specialty made of all sizes of the **Simpli-city Hive**. The **Falcon Chaff Hive**, with movable upper story continues to receive the highest recommendations as regards its superior advantages for **wintering** and handling bees at all seasons. Also manufacturer of **FALCON BRAND FOUNDATION**. Dealer in a full line of **Bee-Keepers' Supplies**.

Send for Illustrated Catalogue for 1887. Free.

W. T. FALCONER.

BEE-KEEPERS' GUIDE,

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MANUAL OF THE APIARY

15,000 SOLD SINCE 1876.

The fourteenth thousand just out. 10th thousand sold in just four months. More than 50 pages and more than 40 costly illustrations were added to the 8th edition. It has been thoroughly revised and contains the very latest in respect to Bee Keeping.

Price by mail, \$1.25. Liberal discount made to dealers and to Clubs.

A. J. COOK, Author & Publisher,
State Agricultural College, Lansing Mich

250 ENVELOPES

—AND—

250 NOTE HEADS

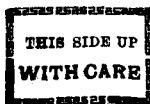
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On good paper, printed with name and address, post paid.

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BEETON ONT.

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These are for pasting on the tops of cases.
Price, per 10, 5c. by mail, 6c.
" 100, 25, by mail, 27
" 1000, 1.50 by mail, 1.60

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NO BEE-KEEPER SHOULD BE WITHOUT

Clarke's Bird's Eye View of Bee-keeping

68 pages, bound in cloth; profusely illustrated; price 25 cents.

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BEEES AND HONEY

TO ALL that are interested in Bees and Honey, send for our **Free** and Illustrated Catalogue of Apiarian Supplies. Address

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BEEES AND HONEY

We will with pleasure send you a sample copy of our **SEMI-MONTHLY CLEANINGS IN BEE-CULTURE**, with a descriptive Price-list of the latest improvements in Hives, Honey Extractors, Comb Foundation, Section Honey Boxes, all books and journals, and everything pertaining to bee-culture. Nothing patented. Simply send your address on a postal card, written plainly.

A. I. ROOT, Medina, Ohio.

FOLDING BOXES

Our Cartons for enclosing Section Honey are the best and lowest priced in the market. Made in one piece. With or without tape handles, with Mica fronts or without. In the flat or set up. Printed or not, any way to suit. We are bound to satisfy you. We have just put in special machinery for their manufacture and are prepared to fill orders promptly. Price list **Free**. Samples 5c.

PRICE LIST OF 4 1/2 X 4 1/2 X 2 OR THINNER

	500	1000	5000
Advance Printed.....	\$ 4 50	\$ 7 75	\$32 50
Same with Mica Front.....	5 50	9 25	40 00
Same with Tape Handle.....	5 25	9 00	38 75
Same with M F and T H.....	6 50	10 50	46 25

14 oz **Glass Jars** 25.25 per gross, including corks and labels. 1 1/2 and 2 gross in a case. Catalogue of Honey labels free.

A. O. CRAWFORD, S. Weymouth, Mass.

OUR 60 LB. TINS.

We have already sold enough of these to hold a crop of over 100,000 lbs of honey. They are better made than ever, and are encased in our new style of wooden case. Have a large screw top, as well as a small one, and are thus excellent for granulated as well as liquid honey. The prices are:

Each.....	\$ 0 50
Per 10.....	4 80
Per 25.....	11 25
Per 100.....	42 00

"Charcoal" tin used in these. As a rule "coke" tin is used.

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