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CANADIAN BEE JOURNAL

PUBLISHED MONTHLY.

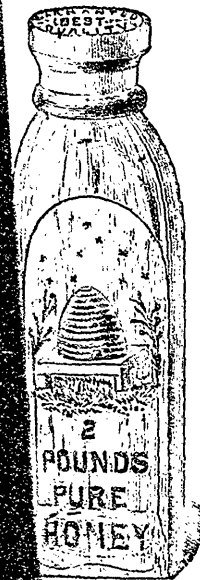
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NEW SERIES
Vol. III, No. 5

BRANTFORD, ONT., DEC., 1896.

WHOLE No.
382

We have several times purchased from Chas. F. Muth & Son, Centre avenue, Cincinnati, Ohio, a jar called the Math Square Glass Honey Jar. An illustration of which is here given.



We believe almost everyone who saw these glasses in the Gould, Shapley & Muir Co. honey exhibit at Toronto, Ottawa and Brantford, admired them, and enquired as to the price and where they could be purchased. Some of the advantages in this jar are, they are strong and square, therefore less liable to breakage and they pack in less space. Then they are distinctly a honey jar having the character of the contents marked by letters blown in the glass. Honey in

THE MUTH HONEY
JAR.

package shows to good advantage. I would like to see such a package more generally used. This package has been selected to contain the honey to be exhibited at the Imperial Institute, London, England. Some day, we shall be able to get these jars without duty added. In the meantime bee keepers can correspond with Muth & Son for prices and particulars.

The British Bee Journal of October 22nd, 1896, has the following under the head of "Special Prepaid Advertisements."

20 LB. of Beautiful HONEY, in tins or bottles, 9d. per lb. Sample sent. MISS COOKE, Litcham, Swaffham, Norfolk.

VERY Fine Extracted HONEY, 6 cwt. FOR SALE, in 28 lb. tins, at £3 per cwt. Samples 3d. WALKER, Belton Rectory, Doncaster.

NEW HONEY in bulk, from the Lincs. B. K. A. Honey Depot. £3 per cwt Samples 3d. R. GODSON, Tothill, Alford, Lincs.

The above quotations bring honey in bulk at nearly 18c. per lb. It would appear to us that our honey properly put upon the market in Great Britain, would nett the Canadian Producer a very fair price. Shall we make an effort in this direction?

* * *

Will those who have a sufficient number of colonies to be justified in expecting to be able to supply honey

A Honey for export next year, or Exhibit. any one who may have honey and is a member of

the Ontario Bee Keepers' Association for 1896, send their names at once to the President Ontario Bee-Keeper's Association, R. F. Holtermann, Brantford, Ont. The object of the above is to give members of the Association for 1896 an opportunity to have their names placed in a list in Europe. so the dealers there can correspond direct with bee-keepers in Ontario. No one will derive any benefit from sending a name unless they may be in a position to supply in fairly large wholesale lots. If this catches the eye of any one in Canada not a member of the Ontario Bee-Keepers' Association, he

can have the privilege by sending his \$1 fee by December 8th to Wm. Couse, Secretary Ontario Bee-Keepers' Association, Streetsville, Ontario.

* * *

We have frequently drawn attention to the immense quantities of honey which could be used to great advantage in the preparation of such articles as cakes, vinegars, liquors

and tobacco. It is not our desire to make tobacco and liquor more attractive, but it is beginning to be an open secret that the most enterprising and successful manufacturers are using honey in their manufacture. There is an example in the city of Brantford, well worth following. Messrs. Paterson & Son, manufacturers of confectionary, biscuits, pickles and jams, frequently buy honey from us and use it in the manufacture of their goods. Probably their enterprize lead them to use honey, and recognizing the superiority of such goods, they continued using it. Their business has constantly increased. They have a large establishment and bee-keepers will wish them well. Their leading lines in honey cakes are, Honey Jumbles, Honey Bar and Western Mixed. Buy and draw attention to them, if you can. Of late the cry has gone forth that vinegar is largely adulterated and often positively injurious. We have suspected this for a long time and our house uses only honey vinegar. Who will come forward and manufacture a special brand of honey vinegar? We think the public would be ready to use such an article and pay a fair price for it.

* * *

We are pleased to note in the report of the York County Bee-Keepers' Association by Mr. Louis Mapes that they have not forgotten to thank our Governments for what they have thus far done for bee-keeping. Bee-keepers are looking for still further support, and one of the ways to get this is to fittingly recognize what they have already

done for us. There are individual members of parliament, irrespective of party, who have helped us and bee-keepers will be pleased to notice that nearly all of them have been sent back to parliament by their constituents. Our readers will remember the kinds words spoken to us at the Brantford convention by the Hon. A. S. Hardy. The following is a letter which shows the impression which the bee-keepers present, made upon that distinguished gentleman:

TORONTO, Jan, 17th, 1896.

MY DEAR SIR :

I notice through the press with pleasure that you have been elected President of the Bee-Keepers' Association. Permit me to offer my congratulations. I must again offer my explanation and apology for my stupid blunder in not keeping the date of the open meeting properly before me. It was arranged some months or six weeks ago, and I should have had a proper note made of it in my diary for the new year, and not trusted to my memory.

I was greatly pleased with the personnel of your Convention, that is with those of them I saw when present on Wednesday evening. They appeared to me to be a much more than ordinarily intelligent body of men, of the finer sort too. Thanking you for having asked me to preside believe me

Very sincerely yours,

ARTHUR S. HARDY.

R. F. Holtermann, Esq., Brantford.

May we have a profitable time during the Toronto Convention and acquit ourselves as individuals and as an association in a manner to encourage further recognition from the country. Our cause is good. Shall we be worthy of our calling and advance it as opportunity offers?

* * *

The proposed By-laws as published on page 953 of THE CANADIAN BEE JOURNAL,

is an advance report of the Proposed committee on By-laws. The object is publishing the report in advance, to give everyone an opportunity to study them before the annual meeting. The committee consists of Messrs. Darling, Couse and Holmes.

Through the Toronto Globe the editor of the Canadian Bee Journal, has invited manufacturers of vinegar and consumers of vinegar to visit the Council Chambers, Toronto, Dec. 8th, 9th and 10th, to see and test samples of honey vinegar. Will those attending the Ontario Bee-Keepers' Association Convention those days please bring along samples of vinegar. Those not able to attend, can send samples, charges prepaid, addressed to R. F. Holtermann, Bee-Keepers Convention, Council Chambers, Toronto. Send so as to reach Toronto about the 8th of December. We would advise putting the vinegar in a neat, clear pint or quart bottle. Put your name on a label pasted on the bottle. If you like, write the editor of the Canadian Bee Journal stating what quantity you can supply and the price f.o.b. your railroad station.

* * *

As we go to press, we are pleased to be able to announce that on Saturday, Nov. 21st, the president of The Annual Meeting the association of the Ontario Bee-Keepers Association. The object of his visit was to arrange with the Controller of

Inland Revenue for the enforcement of the Adulteration Act, thus taking this great expense from the individual or association and putting it in the hands of the Government, the place it properly belongs. A fuller report will be given to members at the annual meeting. Mr. Holtermann also secured the presence of Mr. Macfarlane, the chief analyst of the department, and the Controller, Sir Henry Joly de Lotbiniere has promised to amend, if bee-keepers wish it, the Adulteration Act, which amendment requires no act of Parliament, but can be made by order in council, compelling bee-keepers to place no honey on the market with the per centage of water above a certain standard. Such an act would stop the marketing of thin and unripe honey. The object of the visit of the Dominion Analyst is to get the views of the asso-

ciation upon this question. While in Ottawa, Mr. Holtermann received a promise from the Hon. Sidney E. Fisher, Dominion Minister of Agriculture. He will be present at some time during convention, probably the first day.

Lord Aberdeen's Reference to Our Association.

It is with some satisfaction we notice that the first gentleman in Canada our Governor General, is a regular reader of this Journal and of our reports. In his recent address at Markham, he made reference to our work in the following terms:—"What did we read in one of the Toronto daily newspapers last Monday? We read, or might have read the following: 'Canadian apples, London, Sept. 27. Messrs. Woodall & Co. of Liverpool, report that Canadian fruit arrived freely during the past week, and has shown more quality. The quotations per barrel are as follows: Fancy reds, 14s. to 17s. 9d. good reds, 12s. to 15s.; 20 oz., 9s. to 11s.; White & Co., of London, report the arrival of 700 barrels from Canada, chiefly fall fruit, fetching 10s. to 14s. per barrel; also 800 Nova Scotians, chiefly Gravensteins, fetching 8s. to 12s. A large quantity came here via Liverpool, of which Baldwins fetched 11s. to 13s. per barrel; Kings, 14s. to 17s.; Greenings, 10s. to 11s. A lot of these were slack-packed fall fruit, and ought never to have been shipped here, as it spoils the business. There is every prospect of good business for good apples, properly packed, arriving here in good condition.'

"It is not the first time that we have heard something of this sort. If any one were to stand up in this crowd and say something hostile to Canada or her trade, I don't think he would get a favorable reception. I would not envy him. But what about sending inferior and badly packed articles to a distant market? However unintentional there is the liability to a harmful result. (Hear, hear.) I believe Sir Charles Tupper, when High Commissioner, did good service when he objected to all the apples from this continent being described as American. He encouraged a system by which Canadian apples should be classified as a distinctive article in the British market. This is, of course, desirable, but it involves responsibilities, as well as advantages. If Canadian apples are to be classified as such, this, of itself, emphasizes the need of care and watchfulness. And I venture to say that the Ontario Fruit Growers' Association

has done good service in this direction. I believe there is still some difference of opinion as to whether the inspection and grading of fruit should be compulsory. There is, in fact, already a statute providing for this, but I understand that it is to a considerable extent inoperative. If, however, the Fruit Growers' Association believe that it ought to be put in full force, I have little doubt that they will succeed, and it is to be hoped, therefore, that they will move forward in that direction, if such action seems clearly desirable. I have alluded to fruit, but similar observations might be applied to other products, and more especially to those of the Dairy. And not only is watchfulness needed, but we must also agree that a system of cold storage would do much towards enabling the Canadian farmer to enter the British market. As to the association to which I have referred, and others of a similar sort, I think their existence certainly illustrates that recognition on part of the farmers of the need of scientific, as well as energetic, methods of farming, and their existence is therefore doubly to be welcomed. Farming is a pursuit needing skill, brains and all the resources of our community, and, as I have said already, those who promote the agricultural interests, are doing a patriotic work, of benefit not only to themselves, but to future generations."

—Canadian Horticulturist.

In the above, coming from the Governor General, there is that which bee-keepers may well weigh with care. We require scientific, as well as energetic methods of keeping bees. For export we certainly think that honey, as well fruit, should be inspected and graded. By beginning the export trade in the right way, we will avoid the loss of money and energy from which other countries have suffered so much. At present in Europe, with few exceptions, Canadian honey is unknown. The few who know it, hold it in high estimation. We wish to retain the good opinion of those who know it, and to introduce it to the very many who have, as yet, never heard of it.—ED]

The sweetness of uses of adversity is one of the things best understood by contemplation from a distance.

The positive knows what will happen three weeks from now, and if it doesn't happen he knew that, too.

York County Bee-Keepers Meet.

The Y. C. B. A met at the residence of Mr. P. Byer, Markham, on Tuesday, 28th inst. Among those present were Messrs. W. S. Walton, President, Scarborough Junction; J. Davison, Unionville; D. W. Heise, Bathesda; Wm. McDonald, Unionville; Wm. McEvoy, foul brood inspector for the province, Woodburn; L. Hall, Pine Orehard; A. H. Crosby, Markham; Anthony Lonston, Wexford; R. W. Ward, Claremont; W. E. Button, Ringwood; Jas. Slack, Claremont; L. B. Baker, Ringwood; L. Mapes, W. D. Reesor, D. Brown, Jacob Wideman, Markham; Mr. and Mrs. Ira Badgerow, Ballantray and others.

After the usual formula of opening the meeting, the president made a short address and then called on Mr. J. Davison for a paper on his method of producing comb honey. Mr. Davison has produced a great deal of comb honey and has been very successful in winning prizes for his produce at our agricultural fairs. His remarks which smacked strongly of experience, were followed by a few comments by Mr. McEvoy and others.

The delegates Messrs. D. W. Heise and L. Mapes, who were sent to represent our society at the annual meeting of the Ontario Bee-Keepers Association held at Brantford in January, were then requested to give their report. After an expression of approval from the society for the work that they had done, Mr. D. W. Heise was asked to read a paper on "Some things we should not do."

Mr. Heise has found out pretty well the things we should not do in bee-keeping.

Perhaps the next time we meet he will tell us "some things we should do."

His paper was well received.

The president then called on Mr. McEvoy for an address. In his opening remarks Mr. McEvoy commended our Government very highly for the bills that they have passed in the interests of apiculture, making reference to the Foul Brood Law, the Spraying Law and the Pure Honey Law. He then talked for a short time on the cause and treatment of foul brood. His address was very instructive and was well appreciated.

The President and Secretary were authorized to frame a resolution and to forward the same to our Government, commending them for the work that they have done in the interests of apiculture in our country.

After making Mr. McEvoy an honor

member of our society, the company repaired to the diningroom where a bountiful tea was served. After which hearty expressions of thanks were tendered to Mr. and Mrs. Byer, for their hospitality and the meeting adjourned.

I wish to say here, for the benefit of all who may wish to join our society, the annual membership fee is 50 cents and every member receives as a premium, the Canadian Bee Journal.

LOUIS MAPES, Sec'y.

Markham, Ont., May 29th, 1896.

Ontario Bee-Keepers' Association Convention.

Programme for the annual meeting of the Ontario Bee-Keepers' Association to be held in the City Council Chambers, Toronto, Dec. 8th, 9th and 10th, 1896.

TUESDAY, DECEMBER 8TH.

- 2 P. M.—Minutes of previous meeting.
 2:30 P. M.—Secretary's Report.
 3 P. M.—Report of Committee on By-laws, (report as drafted by them found on page 958, C. B. J.), J. K. Darling, Almonte.
 3:30 P. M.—Report of Committee on Honey Legislation, S. T. Pettit, Belmont.
 4 P. M.—Question Drawer—Subjects for discussion to relate to the Management of an Apiary. If there is room for further discussion, questions relative to the management of an apiary to be taken up.

EVENING MEETING.

Probably an address by the Hon. Sidney E. Fisher, Dominion Minister of Agriculture.

President's address. Discussion.

Paper by J. W. Sparling, Bowmanville. Discussion on above.

WEDNESDAY, DECEMBER 9TH.

- 9 A. M.—Shall the Dominion Government pass an Order in Council, compelling bee-keepers to put upon the market honey containing a certain percentage of saccharine matter, or as bee-keepers term it, well ripened honey. (Mr. Thomas Macfarlane, F. R. S. C., chief analyst Inland Revenue Department, will be present.)
 10 A. M.—Treasurer's, auditor's and affiliated societies report,
 10:45 A. M.—New business.
 11 A. M.—Discussion on question relating to the Management of Bees,

AFTERNOON.

- 2 P. M.—Election of officers. "Principles of Summer Management." A. E. Hoshal, Beesville, Ont. Discussion.

EVENING.

- 8 P. M.—What stand should Canadian bee-keepers take in regard to the Bee-Keepers' Union of the North America and North American Bee Keepers' Association. Address by Prof. C. C. James, M. A., Deputy Minister of Agriculture, Toronto. [If some time during the day will be more convenient for Prof. James, room will be made in the programme.]
 9:30 P. M.—Discussion on the best methods of rendering old comb.
 9:45 P. M.—Discussion on wintering bees.
 THURSDAY, DEC. 10TH.
 9 A. M.—Building up of Bees in Spring. C. W. Post, Trenton, Ont.
 10 A. M.—Discussion on Granulation and Liquefying Honey. Question Drawer.

Samples of honey vinegar will be open for inspection by manufactures of honey vinegar and others. Anyone is invited to bring a sample or come and inspect.

The Companion Calendar.

It is said that the expense of making the Companion Art Calendar for 1897 was so great that had it been published in the usual quantity it could not be sold for less than one dollar. Four beautiful female figures are reproduced on four folding pages. Each figure is lithographed in twelve colors, being a true reproduction of the original water-color painting, which was selected because of its excellence of design and charm of color and tone. The size of each of the four folding pages, is 10½ by 6 inches.

It is by far the best piece of color work the Companion has ever offered. Both as a calendar and as a gem of the lithographer's art, it is so attractive that it becomes a valuable addition to the mantel or centre table of any room. It is given free to all new subscribers sending \$1.75 to the Companion for the year 1897, who receive also the paper free from the time the subscription is received till January 1, 1897.

Celebrating in 1897 its seventy-first birthday, the Companion offers its readers many exceptionally brilliant features. Fully two hundred of the most famous men and women of both continents have contributed to the next year's volume of the paper. For free Illustrated Prospectus address,

THE YOUTH'S COMPANION,
 205 Columbus Ave., Boston, Mass.

REPORT OF THE PROCEEDINGS....

of the Twenty-Seventh Annual Convention
of the

North American Bee-Keepers' Association

Held at

Lincoln, Nebraska, October, 7th, and 8th, 1896.

By Dr. A. B. Mason, Secretary.

(Continued)

Following this discussion Mr. L. D. Stilson read a paper on

SOME OF THE CONDITIONS OF NEBRASKA.

To some of you it may seem strange that we should have conditions here which are not found elsewhere; surroundings make new conditions. As you will readily observe by looking at the map, we occupy a central location in the United States. This, of itself, would not create conditions different from other localities. But look further and see our beautiful State lying just at the foot of the mighty Rockies, and only a little ways from our western border is the line of eternal snow. Then look to the north, the east, the south, and find us in the midst of the greatest garden-spot in the world, and you begin to realize some of the possibilities the future has in store for us. Here seems to be a central meeting-place for widely-varied conditions.

The pioneer bee-keeper, like the pioneer farmer, on these broad, fertile prairies had to begin his experimental work all over again; he was met by conditions which were untried and of which he knew nothing. The honey-flow was new to him, thousands of acres, rich in flowers, but not a tree or bush in sight an inviting field for the apiarist. Wild bees were to be found along our eastern border. As the settler moved westward he took with him the few hives of bees. These increased equally well, whether located along some stream or whether placed along the high tablelands in the central part of the State. A little study on the part of the master, soon taught him that the flora of the State was a rich field for the honey-gleaner; and that the wind and waters had brought down from the peaks of the western mountains, plants of such hardy nature that ere the frosts of winter had left the ground at their roots, the tops were furnishing honey and pollen for the honey-bee, while species of the same families brought to us from the

South or East would be 10 or 20 days later, thus extending the honey-harvest. In this way we find the red cedar, wild plums, wild grapes and wild cherries; these, with many of the small plants, are valuable in furnishing food for building up early in the spring.

When the missionaries first went to a certain race of heathen they found each man had, or was making for himself, an idol. Among the articles carried by the missionaries were some cocoanuts; these the natives soon seized upon as gods ready-made. When we, as pioneers, first came to Nebraska, we did not have to hew our farms from the timber, as in the Eastern States, but we found farms ready-made. But ready-made as they were, like the idolator, we knew not how to grow crops to the best advantage, and to some of us, at least, it is a study yet. We plowed too much land, we sowed too much grain, we planted too much corn, and as a consequence, weeds infested the land, and for several years past the great bulk of our honey has been produced from "heart's-ease"—a plant something like the smartweed of the East. It grows in every waste place, it springs up in every stubble field, and no matter whether it is dwarfed by drought to a tiny plant of a few inches, whether watered by copious showers and grows to the height of a man, it always blossoms full and is always laden with honey.

It is said that necessity is the mother of invention. Necessity is only putting a man where he is obliged to think and act for himself. Necessity is only putting a man upon his own individual manhood.

Here in Nebraska necessity has put too good many of us where we were obliged to do some good, hard thinking for ourselves, and as bee-keepers it has done us good. Instead of moving our apiaries, as some of our Eastern friends advise us to do, to near the virgin forests, we continue to plant

and to hoe, to reap and to mow, but in our planting we look to a double harvest learning by study and experience that the tree or plant richest in honey is also richest in fruit, grain or forage, so that not only do we plant for grain or fruit, but for honey as well. We are learning that the best forage clovers make better beef and butter when then are the richest in honey. The fruit-blossoms rich in honey, produce as rich or richer fruits than those which produce none.

Nebraska is to-day a land of groves, planted by the pioneer farmer. Many of these groves were planted with a trable end in view—first, wind-break or screen; second, for fuel, and third for their fruits or honey. It cost no more to set trees which serve these three purposes, and the wide-awake tree-planter was not slow to catch the idea.

The climate of our State is such that plants secrete very rich nectar, so that the bee can gather it and after storing in the hive it can at once be sealed over, retaining to a great extent the aroma of the flower from which it was gathered. A few years ago we extracted from one super clean, returning the combs, and in four days we extracted 50 pounds again, nearly all sealed, and weighing 15 pounds to the measured gallon. This was pure heart's ease, and samples have never shown granulation.

In bee-keeping, as in all other branches of agriculture, we have made serious mistakes. We have profited by some of these, but of others we are still at sea, the compass broken, and the log-book lost.

The winter problem is to us one of great interest. Some seasons our bees will go through the winter with little or no loss, then again under seemingly the same conditions, a single day of wind, dust, and snow will wipe the apiary out of existence. How to avoid these losses we have no certain rule. Tell us, ye wise men, how to avoid these winter losses, and ye shall be held in grateful remembrance.

As a rule, the bee-keepers of the State have had but little difficulty in disposing of their honey crops at fairly good prices. True, at such centers as Lincoln and Omaha the shipment of Southern and California honey keeps the prices lower than in the interior of the State, and he who forces his honey, be it ever so good, on an overstocked market, loses by the operation. But the wide-awake, practical bee-keeper who puts up his honey in fine shape and courts the home market of his nearest town, invariably receives good returns for his honey. As a rule, we have no use for the commission-men in our business, they are of no value to us in disposing of our apiarian products. We believe in sell-

ing by the producer direct to the consumer, with no interference of middlemen.

As a whole, our Nebraska bee-keepers are students of the text-books on apiculture, and readers of the various bee-papers of the nation. They are attendants at the farmers' institutes and farmers' conventions, and consequently the patent-right shark has poor picking here. Our people do not consider that to buy a farm, township or county right of some new-fangled notion or nostrum is the right road to success in bee-culture.

We have learned long ago that we do not know all of bee-culture; therefore, it was

RESOLVED. To invite the wise men of the East, the West, the North, and the South to hold this convention here, that we might sit at your feet and learn, not in bickering and strife, but in brotherly love, explain the systems best in practice by you in the avocation in which we are all engaged.

L. D. STILSON.

As no discussion followed Mr. Stilson's paper, Prof. Lawrence Bruner, Entomologist of the Nebraska State University, gave a very interesting talk on "The Wild Bees of Nebraska," many of which, with the honey-bee, were illustrated on a large map, as were also their heads, tongues and legs.

At the Secretary's request, Prof. Bruner very kindly consented to put his "talk" on paper, and it is as follows:

THE WILD BEES OF NEBRASKA.

Incidentally, in connection with the work as taken up, when making observations on the visits of the honey-bee to various flowers, the wild bees have been collected and studied. The present paper is a partial result of such studies.

The title chosen for this paper may have been somewhat misleading to many of those present. They may have thought to themselves, "Why, have we many wild bees in this State? and, if so, where do they live?" That this thought may not remain with them any longer than possible, I wish at once to say that it is chiefly of other than the honey-bee that I am to talk.

Unless one has paid some attention to the study of insects in general, he or she is very apt to imagine that a bee is a bee, a bug a bug, and a grasshopper a grasshopper—that there are several or even many distinct kinds of each of these insects never occurs to him or her. The entomologist, however, soon learns to his sorrow that the variety of insect life is great. He begins to wish that there were less kinds, and that each lacked their par-

ticular and peculiar habits—the subject begins to enlarge so greatly.

By a very little work in the direction of collecting specimens of the native or wild bees of this State, we have already gathered close to 200 distinct kinds. Some of these are large and quite conspicuous, hence are known to most of us. Others are small and inconspicuous, and are unknown even to most entomologists.

All bees are more or less connected with the fertilization of flowers—i. e., they gather and carry the pollen from one flower to another. These flowers among themselves are constructed on very different plans, hence require different methods for bringing about their pollenization or fertilization. It stands to reason, then, that the bees which perform this task must differ one from the other in structure as well as in habit.

Our efforts thus far have been confined principally to the gathering or capturing and naming of these bees, with the result that there already have been brought together in the neighborhood of 200 distinct species or kinds. These belong to at least 37 distinct genera, and possibly to others still unrecognized. It is estimated that by future work in this same direction there will be at least 100 additional forms found to inhabit our State, since our studies in other directions go to show that the State is one exceedingly rich in its flora and fauna. Our birds seems to exceed those of any of our sister states by fully a half-hundred kinds. We have more species of grasshoppers than they, and our tiger beetles are double theirs. Our botanists tell us that the kinds of plants belonging to our flora are similarly extensive.

All bees differ from their allies—the wasps—in being anthophilous, or honey and pollen eating, instead of carnivorous. As has already been hinted, our native bees vary greatly one from another in color, structure, size, and habits. This is to be expected when we take into consideration their numbers and the vastly different flowers from which they must obtain their food, and that for their young.

First of all, much depends upon the form and length of a bee's tongue, whether or not it will be able to reach and secure the nectar that lies more or less deeply hidden away within the recesses of flowers. Not all bees are equally well equipped in respect to this organ. Some have this organ short and blunt, hence are confined in their search for food to such flowers as have their nectar near the surface. Others have their tongue excessively lengthened, and therefore can obtain nourishment from deeper

flowers. Some bees are slender and are thus enabled to creep into flowers where plumper-bodied species could not venture. A few of our bees are solely nectar-gatherers, but most gather both the nectar and pollen. All of them feed their young with either nectar or pollen, or a combination of the two.

The representatives of a few genera are parasitic, living as guests (uninvited) in the nests of hosts that are obliged to work for them for nothing. Cuckoo-like, these parasites linger near the nests of their hosts until the latter has a cell about completed and provisioned, and are away, when they stealthily enter and leave an egg, and are off, ready to repeat the operation when opportunity presents. These parasitic bees are just as particular about their homes for prospective offspring as are all parasites. To this end they invariably select the nest of some particular host, a given parasite invariably choosing the same species for its host. In this way the careful observer can frequently determine the presence of a particular bee in a given region, although he may not have been fortunate enough to see or take it.

While a hive-bee, or honey-bee, is social in its habits, and contains an additional form (worker) to the female (queen) and male (drone), nearly all of the wild bees are solitary and are without this worker. Only the bumble-bees are thus provided, and here more than one female are to be found in a single colony.

Where the student has so many distinct forms to deal with as he has here, it becomes necessary for him to select some means for their separation. This has already been accomplished, and it is now comparatively easy for us to locate any bee in the group where it naturally belongs. Some of the characters thus employed are wing venation, presence or absence of spines on the legs, length of tongue, number of join's in the lip and jaw appendages, and the absence or presence in varying amount of hair upon the body or legs of the bee, which is to be classified.

Taking up some of our native bees separately, it has been found that about the following can be said of their appearance and mode of life.

The genus *Holletes* is composed of rather robust, hairy, wasp-like insects, more or less well equipped for carrying pollen, which they carry to their solitary nests for food for their young. The nests are made in the ground by the female, and are filled cell by cell with pollen, and an egg laid in each when finished. There are probably two broods a year.

To the genus *Prosopis* belong bees with coal-black and naked bodies. These bees are said to fill their brood-cells "with a mixture of disgorged honey and pollen." The cells are lined with a hard cement which is smoothed out with the broad, short tongue, and gives the appearance of earthenware. Although not strictly confined to certain flowers for their food supply, they habitually choose strongly-scented ones for this purpose.

The species of *Sphacodes*, also black or black and red bees with comparatively naked bodies, have similar habits with those of the preceding genus. The tongues in these are a trifle longer, and hence their possessors are less restricted in their foraging.

The species of *Halictus* are still more favored in their development of tongue and pollen-gathering apparatus, and accordingly visit more flowers in their season for food for self and young. The genus is very extensive and contains some of our smallest bees, a few of them measuring less than one thirtieth of an inch in length. Only a comparatively few of the many species found in our State have been named, hence the worker must first see to this important work before he can record any possible special habits belonging to any given form.

Our most brightly-colored bees, belong to the genera *Augochlora* and *Agapostemon*, both of which are made up of forms having their bodies in part or entirely metallic green or blue. Some of these also are very small, and are as yet unnamed.

The genus *Andrena* is perhaps the largest one belonging to our fauna, and like *Halictus* is made up of forms most of which are new to science. As shown by the illustration these bees are admirably fitted for collecting pollen with which they provision their nests.

The genus *Nomia* comprises but three or four distinct specimens related to *Andrena* in habit but differing much in the structure of the hind legs and antennæ of the males. *Eunoimia* also belongs near here. It has but two representatives of our fauna.

The genera *Macropis*, *Megacillissa*, *Panurgus*, *Calliopsis* and *Perdita*, with possibly one or two others, are represented by from one to several species each. None of these have been studied with sufficient care to warrant our trying to give their habits at this time.

In the genus *Nomada* we have bunched an extensive series of brightly-marked small to medium-sized wasp-like parasitic bees. These are loafers that through disuse, possibly, have lost the pollen-gathering and carrying arrangements that at one

time may have belonged to their ancestors. Living as they do in the nests of different species of *Andrena* and *Halictus*, each with some particular host, there are many species of them.

Another genus of these parasitic bees quite common to Nebraska is *Eoëopus*, the various species of which live in the nests of *Colletes*.

Melecta, *Stelis* and *Coelioxys* are also genera of the cuckoo tribe. They impose the caring and rearing of their young respectively upon the members of the genera *Anthophora*, *Osmir* and *Megachile*.

The different species of the genus *Osmia* are usually metallic green or blue, but others are plain black. These bees with several other genera are provided with pollen-gathering hairs upon the ventral side of the abdomen. Some of them nest in the ground, others in the wood or the stems of plants, and still others are said to select the deserted shells of snails for that purpose.

Heriades, *Monumentha*, *Anthidium* and *Lithurgus* are allied genera with but few representatives in our State.

To the genus *Megachile*, which is an extensive one, belong the leaf-cutters. These are, for the most part, rather large, robust bees which are very thickly clothed with long hairs. They construct their nests in the stems of plants or in burrows of partly rotten wood, and make the cells of carved pieces of leaves which they cut for the purpose. One species of the genus is especially fond of red clover blossoms, and no doubt does much towards fertilizing them.

One of our prettiest little bees in the State is a member of the genus *Ceratina*. It is bluish-green and has the habit of excavating the pith from brambles, briars and other similar plants. As it is without the pollen-gathering hairs either upon its legs or body, and rather than be a "cuckoo," it feeds its larvæ with a semi fluid honey.

The genera *Eucera*, *Melissodes*, *Xenoglossa*, *Synhalonia*, and *Dadasia*, are mostly rather large bees in which the antennæ of the males are much longer than in the females. (Quite a number of species are to be met with in our State.)

Emphor, *Habropoda*, *Anthophora* and *Clissodon* are also large bees which are fairly well represented here.

The carpenter-bee, *Xylocopa*, is also one of our wild bees. This is the large blue-black and yellow bee that makes its nest in holes made by itself in solid wood.

Of course *Bombus*, to which belong our various bumble-bee, is rather well represented here; and almost every school boy or girl can tell of more than one thrilling ex-

perience that he or she has had with them.

The genus *Apathus*, which is represented by three species that live as inquilins in the nests of *Bombus*, is interesting. These bees are very similar in appearance to the with which they live as invited guests, or not, as the case may be.

Lastly, among the native or wild bees of Nebraska can be included the honey or hive bee.

LAWRENCE BRUNER.

How many varieties of bumble-bees have we?

Prof. Bruner—I think we have ten in the West, in the East four. The bumble-bee lives along the Rocky mountains. The Western portion of the State has more varieties than the East.

Prof. Bruner—What is the size of our Nebraska bees?

Prof. Bruner—they go from the largest bumble-bee to a bee that is very small indeed—about 1-30 of an inch.

What kind of a bee is it that visits the maple tree?

Prof. Bruner—These are called the leaf-cutting bee; they are smaller than the bumble-bee. There are the leaf-cutting bees which makes holes in the center of partly decayed wood. These holes are about $\frac{3}{8}$ inch in length and $\frac{1}{4}$ inch in diameter. These bees cut the pieces with their jaws. Their jaws work like scissors.

Mr. Masters—I have seen bees work on rose leaves, but I did not know what kind of bees they were.

Prof. Bruner—Some bees work on the leaves of the rose and some even on the petals.

Dr. Miller—Professor, what is hibernation?

Prof. Bruner—Passing through the winter in a torpid state, and coming out alive in the spring—like a squirrel.

A member—Are there any stingless bees in the world that store honey?

Prof. Bruner—I don't know. I read that there was such a bee introduced from South America, but they found that they could sting a little better than the honey-bee!

Prof. Bruner said that he would bring his collection of bees to the convention room, which he did. It was a very fine display, and attracted much attention.

It was then voted to have the afternoon session at 2 o'clock, and the evening session at 7:30 o'clock. The convention then adjourned till afternoon session.

WEDNESDAY AFTERNOON SESSION.

The Convention was called to order by Pres. Root at 2 o'clock.

The first thing on the programme was the following:

PRESIDENT'S ANNUAL ADDRESS.

Well, friends, its a grand thing to produce a nice crop of honey, to raise a nice crop of apples, to make a nice display in clay, to raise nice potatoes, which I know something about. It is a grand thing to succeed in any of these enterprises. We have heard something about this particular State of Nebraska, 500 miles long by 200 miles wide, and we know a little about your products here. We cannot have nice apples without taking care of them. May the Lord be praised for the nice apples. In Ohio we had great beauties this year, and it was only by hard work and labor on our part. We made a grand effort, and we succeeded beyond our expectation. We must not only prepare the soil, but we must get the best seed and best varieties; and then we must take care of them all the way through.

I have been brushing up at this forenoon's session. The veterans must have produced nice honey. We have had nicer honey this year than ever before, but there is a man—Francis Danzenbaker—that I wish to speak of. This man and I had some trouble, but we are good friends now. He has produced some fine honey. We have shipping cases put up for the honey-boxes, not allowing the honey to drip. I believe this credit surrounds his good name. Sometimes we spend considerable time in our convention wondering where the credit of these things belongs. I think it is the evidence of better things. There is no great credit without great labor. We feel proud of our fairs and expositions. I can remember the time when I spent many hours in making foundation, and it didn't work. I can remember when my wife wanted me to burn everything up. Well, I persevered and succeeded, and now it is just as simple as can be. One difficulty after another has been overcome as the years passed by, and I don't know as the coming generation will ever know of these difficulties.

In speaking of these various crops of apples, nice sections of honey, etc., I have been thinking of another crop which is of more importance, and when our brother was reading in chapel this morning, it seemed to me that he had found just the right selection to read. This institution is growing, these boys and girls are being trained for that which makes them happier and nobler, and leads them into the way of righteousness. It is some thing like this: "In God we trust, to him we look for progress." We are all of us children, we

are all growing, we are all learning. And when I see these students with all these advantages, and hear these brothers tell of their workings with the bees, I can only say, the Lord be praised.

I do feel that these conventions cost a good deal money, but you can afford to come; it may be only once in a life time. I hope this Association will keep going. I shall never let another of these bee-keepers' conventions pass without attending if it is a possible thing, and I want to have you all present.

Brother Langstroth has gone; B. Taylor has gone; Allan Pringle has gone; some others may have gone. Perhaps I may never be present at another meeting; this may be the last chance I shall have of being with you. We have the promise that in due time we shall reap if we faint not. Sitting among the assembly of the young here, we have reminders that our work in this life can be profitable. We certainly want to take as much pains with humanity as we take with the apples. We want to assist them to a higher plane, we want to keep the enemy away, and keep the good work going on. What is grander in this life than to engage good men and women to hold up this work of ours? The enemy may be marching in upon us while we rest, and snatching up what good remains, while we know but little about it. *God bless you.*
A. I. ROOR.

The Secretary then read a paper written by Prof. A. J. Cook, of Claremont, Cal., entitled

A NATIONAL BEE-KEEPERS' EXCHANGE

Knowing as I do the objection in the minds of some of the wisest and best of our bee-keepers, to the presenting of papers at our meetings, I will send only a few words on what seems to me one of the most important questions that confronts the bee-keepers of the United States.

It need hardly be said that one of the most important characteristics of the highest civilization, which marks the close of the nineteenth century, is the fact of organization. Those trades and professions where all the members can organize and get together, not only make much more rapid progress than do others less fortunate, but the general intelligence and pecuniary success is much more marked. The lawyers, doctors, and many of the trades people have become so thoroughly organized that even the price they fix upon their service is known and indeed established by all the members of their profession, and thus they have it in their power absolutely to charge their own price upon any service which

they may render. Not to pay this price is to go without service, for all act together, and no honorable man will cut the stipulated price of the profession.

I had occasion not long ago to inquire regarding the professional service of the Californian physician. I wrote to practitioners in several towns and found, as I expected to, that the rates charged for counsel, for office visits, for visits in the town, or visits in the country, were almost identical. It need not be said that this is greatly to the advantage of any trade or profession.

I recently had occasion, in the city of San Diego, to engage a livery to go 12 miles from the city. I was to leave about two o'clock and must return that evening. The road was somewhat mountainous. The charge was \$3.50. I complained of the amount, when the proprietor told me that I must take two horses. It was too hard for one unless I had the whole day for the journey, and he said the livery people of the city had fixed upon \$3.50 as the proper amount to charge for a team. We see that the livery men of San Diego are united. We also see that this is better for them, as well as for their horses.

One of the great reasons why the manual labor pursuits have been so slow to advance; why the laborers in this field have had nothing to say as to prices of their service; and why success, especially in the agricultural field, has been so uncertain, has been the fact that organization, from the nature of the case is almost impossible. The farmer (and by this I include bee-keeper, horticulturalist, etc.) is isolated. Association becomes difficult, and thus there is more or less suspicion, lack of confidence, so we see why associated effort is almost impossible. The fact, too, that success in agriculture, especially where people are willing to work long and hard, and practice the utmost economy, does not always require education, at least of a broad sort. This is another reason why association becomes more difficult.

I believe that we are all agreed that no laborer is more worthy or more deserving of appreciation than he who works in the agricultural field. If this is true, as we become more civilized, and have more of the spirit of Him "who went about doing good, and in whose life there was no guile" there will be no tendency to look down upon the agriculturalist. Such terms of opprobrium as "hay-seed," "mud-sill," will not be heard, and the farmer will be regarded as one of the noble men of the world. The thing that will bring this about will be thorough organization. To-

day the farmer has nothing to say in regard to the price of his products. When he goes to market either to buy or sell, the other party always fixes the price. The merchant or doctor must live, and fixes his price accordingly. From association he is able to do this. The farmer must sell, and so takes what he can get. The amount he receives for his wares may come far from paying expenses, yet he must sell all the same, and does sell, though he sees debt and hunger staring him in the face. This is all wrong, and there is a crying need for reform.

I have already stated that because of isolation, and often because of lack of culture and knowledge of the world, the agriculturist is suspicious. He lacks confidence in others, and though he himself would not cheat another, or even think of doing so, yet he is apt to feel that every other man's hand is against him. This fact stands strongly in the way of association among the agriculturists, yet association is the one thing desirable. It is bound to come. "Ever the right comes uppermost," and it is certainly right that the man who toils often from five o'clock in the morning till nine in the evening, an honest, noble toil-toil which is at the root of all prosperity—should be recognized as worthy of all respect and of the best success. I believe that the one thing necessary to merited success and just recognition is thorough organization. To secure such organization there must be more general education. I believe that this education is rapidly coming to the farming class of our country. The education may not come from the school or college, but it is as surely coming. The agricultural paper is being read as never before. Farmers' clubs and institutes are carrying the college or university to the farmer. I believe that through these agencies our rural population will soon lose their suspicion and distrust, and will soon be educated to a point where they can work together, and be placed more on a level with those who labor in the village or city.

Is it not true that there is more of culture and general intelligence among the bee-keeping class than any of the other manual laborers in the country, if we except, perhaps the horticulturist? If I am correct in this view, then it is true that there is no better place for general organization to commence among the farming class than among the bee keepers. The work, and most gratifying success of the Bee-Keepers' Union proves that this point is well taken. Every bee-keeper, worthy of the name, reads one or more bee-papers.

He usually also reads the books treating of bees and apiculture. The intelligence which comes from this wider reading makes the bee associations more interesting and valuable. It will also make it possible for bee-keepers to organize and form exchanges. Have we not, then, as bee-keepers, a duty to perform? The duty to show the value of organization, and also help forward our own success.

The gratifying success of the Citrus Fruit Exchange of Southern California shows clearly that such movements can be made of tremendous advantage to the pomologist. There is now on foot a movement to bring the deciduous fruits also into this organization. To show the need of this, I have only to state that the raisin crop of the San Joaquin Valley was marketed last year at a loss of one-half million dollars. The raisin men have recently formed an exchange, and are already offered a price just double that of last year. We owe a debt of gratitude to the pomologists of Southern California. They prove that an exchange is practical and exceedingly desirable. Many fruit-growers, a few years since, since, saw bankruptcy staring them in the face. Through the Exchange, these same people are now prosperous. The honey-producer, of California, at least, has no fears as to producing honey. Could he be sure of a good price for his output he would have no question of a very satisfactory success in his business. When he has to sell the finest honey at three cents per pound, and that, too, in years of scarcity throughout the country, he becomes discouraged, and he has good reason for his discouragement.

There are only three ways, at present at least, for the general producer to market his products. He must do it through commission-men, or through organization, f. o. b., as it is called, or else he must organize, put his own agents in the general market and distribute and market his own products.

The commission system has been thoroughly tried in California and elsewhere, and has proved itself an entirely stranger to success. There is no way for the producer to get his share of the fruits of the market if he deals with the commission-men.

The f. o. b. system is better, but provides for no distribution in the markets, and is not found in practice to work well.

The third system, of putting agents in the field and thus distributing the products where they are needed, looking out that the market is glutted, is found on common sense, and has been found to work remarkably well.

ably well. The enormous business done by the Southern California Fruit Exchange for the past year, when all the agents were new and untried men, was done at a loss of less than one-half of one per cent! This is certainly a marvellous showing for the first year. Previous to last year, the f.o.b. system was in vogue. As the agents become known and experienced, the success will be greater, and more, if not all, the producers will join the Exchange. Indeed, the great impediment in the way of success comes from the fact that so many stay outside of the Exchange. Many of them acknowledge, that but for the Exchange no success would be possible, yet believe that they individually can do better outside. Thus they selfishly remain outside and imperil the whole system. The fact of these outsiders keeps the commission business alive, and the commission-men circulate reports and do everything else they can to injure the organization. These are obstacles in the way which time will remove. How quick such a joyful riddance will come, depends upon the producers themselves.

I believe the Honey Exchange of Southern California will be able to move on to a bright success. My reason for this opinion is that the bee-keepers of this section, like the fruit-growers, are men of some education and breadth. They will not distrust each other, nor will they expect and clamor for perfection at once. I believe, also, that very soon the bee-keepers will unite with the fruit-men, and thus the machinery which is of necessity very expensive, will not have to be duplicated. It will also be much cheaper, from the fact that the agents in the markets of the country will have work the year through. The honey will be sold in early winter; the citrus fruits later in the season, and the deciduous fruits may go on to the market all through the summer months. The raisins and dried fruit can be used for filling, as they can be marketed at any season of the year. This whole scheme is entirely philosophic. It is founded entirely on good sense. It is necessary to the best success of our best people, and so must come sooner or later into general use. Is it not our duty and privilege, by word, pen and act, to do all we can to further this plan? I believe Southern California is already ripe for such action. I see no reason why other sections of the country may not also join in this good work. I look forward to the time—I believe I shall live to see it—when there will be this general association among all our farmers throughout the entire country. I sincerely hope that the discussion which shall follow this paper will do

much to hasten this consummation. May we not take courage from the fact that the Bee-Keepers' Union has met with such gratifying success in its good work.

I hope that our Bee-Keepers' Exchange of Southern California will receive great help from your discussion and action, and that your sessions will be in the highest degree interesting and profitable.

A. J. Cook.

Following the above paper, at the request of the Secretary, Dr. Miller, read a paper written by Thomas G. Newman, of San Diego, Calif., on

THE "UNION" AND AMALGAMATION.

Uniting the forces and massing the energies are always desirable when an important undertaking is at hand, providing always that there be a union of sentiment, and the work to be accomplished is based on the same lines of thought.

In the matter of uniting the "North American Bee-Keepers' Association" and the "National Bee-Keepers' Union," there has been much discussion, and there are now two distinct parties arrayed against each other—the one for it, the other against it.

In Gleanings for Sept. page 669. Dr. Mason states that before 1893, the Union was called the "North American Bee-Keepers' Union." This is an error. It never had but one name, and that was and is—"The National Bee-Keepers' Union." The words "North American" were appropriated by the "Association," and were not therefore available for the "Union," without confounding terms. It would have been appropriate, but as a matter of fact it was never used in connection with the Union.

The "nonsense" which has been published, like this: "I saw away with amalgamation, and let the Union set about to re-organize itself as soon as it can"—is simply ridiculous. The Union is all right, and needs no re-organization. It asks nothing but good-will from its neighbor—the North American Bee-Keepers' Association—and can live and prosper, doing its own work—that work for which it was created—without losing its head, its temper or its understanding. Its uniform success, and its excellent financial condition, is something all should be proud of, instead of hurling at it such crazy "shots," or empty cracked "shells" as the foregoing quotation, and calling it a "poor fizzle," etc.

Dr. Mason well says in Gleanings, on page 670: "This country of ours is too large" to warrant annual meetings, and



A. I. ROOT, Medina, Ohio.
President N. A. Bee-Keepers' Association.

expensive personal representation. That is incontrovertible.

We must also be careful about forming a "National Honey Exchange"—the only one to-day has nothing to boast of except contention and debts. (For proof, see the Pacific Bee Journal for October, page 14.) I believe that the only way such can be made to succeed is to have a large capital and buy the honey outright from beekeepers, and then selling it as its own. Where there are too many conflicting interests, there will always be contention and strife. Let the Association beware.

To have two "classes" in the Union—one protective and the other non-protective is impracticable—why so. I fully concur in the remark of the editor of Gleanings, who says, "I doubt the wisdom of having two classes of members. If any of them need protection, they all want it."

While I am quite willing to coincide with the majority, and work for anything

reasonable which may be agreed upon. I advise caution and deliberation. Too hasty action may be regretted later.

THOMAS G. NEWMAN.

E. T. Abbot—It would seem to be the best possible thing we can do, to have a committee appointed to take these two papers in hand, and give us something definite to discuss. I move that a committee of three be appointed to take up the subject of a new constitution, to look over the subject and fix it the way it should be, and report in the morning.

Mr. Abbot's motion was seconded and carried. The committee appointed was as follows: Dr. Mason, Geo. W. York and A. R. Root.

Mr. Abbott—Mr. Chairman, I would like to offer a resolution right here:

"WHEREAS, Mr. Frank Panton has wrongfully insulted this Association by refusing

to furnish to the printer a copy of the minutes of the St Joseph meeting held in 1894 for which he received the sum of \$25 as per the direction of the Association; therefore be it

Resolved, That his name be dropped from the roll of membership, and that he be debarred from again becoming a member of this Association until he has made due apology and amends for his unwarrantable action."

Mr. Abbott—Mr. Benton refused to send his full report to the printer, and would not even return the money.

A member—Had I been in Mr. Benton's place, I would have stuck my head into the first barrel I came to.

Mr York—Mr. Benton was asked at the Toronto convention, whether he would send the rest of the report, and he said he would do so.

A member asked, "Is that correct?" Answered, "That is correct."

Mr. York then read from the Report of last year's meeting, where, in reply to the question by Rev. W. F. Clarke, "Will you, or will you not, turn over that Report?" Mr. Benton replied, "I will." And Pres. Holterman said, "That settles it."

A motion was made and seconded to drop Mr. Benton's name from the roll of membership.

A member arose and said, "He is no longer a member because his dues have not been paid." Before the question was put Pres. Root said:

"I confess I feel loth to do anything of this kind. Mr. Benton is very slow in keeping his promise. I presume he has intended to furnish us with the report, but he is very slow. Another thing, as far as sending the \$25 back again, more than one bee-keeper has been slow in sending money back. I hope he means to send it back, but he may never do so. I think we are too easy on men of that sort. Maybe he does not have the money. I don't know.

Dr. Miller—Gentlemen, I don't want to vote on this motion, but I want you to [laughter.]

Mr. Abbott—I want to say another word. I don't want it to appear that it makes any particular difference to me, so far as I am concerned, that is not the question. Mr. Benton wilfully circulated false reports, but this is of little concern, because no one will know whether they are true or false. I sent them through the United States mails, and when a man refuses to make any amends, then it is time for us to go our way and let him go his, and have no conversation with him. I think he can do along without us, and I think we can do along without him.

Dr. Miller.—I don't want to vote for this resolution—it is an unpleasant thing to do; but I do believe, dear friends, we have allowed things to pass that should not be passed. So to be consistent, and get this sort of thing wiped out, I will vote, too.

The question was then voted upon and carried.

A member asked, "Did Dr. Miller vote?" Answered by the President—"I heard his voice."

This was followed by a paper by Rev. Emerson T. Abbott, of St. Joseph, Mo., on

THE SUPPLY-DEALER AND THE HONEY-PRODUCER.

My subject is a broad one and should be of interest, as it has relation to the general make-up of society. It opens the question of the dealer's right to be, and his relation to mankind at large for good or bad.

In this age of close competition, low prices and slow profits, it has become popular to talk of doing away with so-called "useless middlemen." If this idea should prevail, of course, society would be re-organized, and our method of doing business materially changed. While I do not object to any buyer trying to get as near to the first producer as he can, yet I do think that it is a mistaken idea that all dealers belong to a class that might rightly be called "useless." In other words, I maintain that a dealer not only has a right to be, and is not a useless member of society, but he is a real producer of values, and is just as important a member of the body politic as any other producer. More, in many cases he is an absolute necessity.

This opens a wide field for discussion, but I shall confine my remarks to dealers in bee-keepers' supplies, and their relation to the honey-producer, and indirectly to the community at large. What I shall say will be equally applicable, with the necessary modifications, to dealers in any other class of goods.

First, the dealer is a producer just as truly as the man who keeps bees and markets his honey, or as the owner of a factory who takes boards and cuts and fits them into hives; or, to go back still further, as the man who grows a tree, cuts it into board, and then cuts these boards into hives or sections. In the broadest possible sense of the word a producer is one who satisfies human desires. Some may say he is a creator of value, but what makes value? Evidently, human desire, for if no one desires a thing, it cannot be said to have any value in the sense of a market price. If no human being wanted honey, the man or woman who kept bees and secured it surely would be a useless producer. But just as soon as the securing of a crop of honey

would satisfy a human desire, then the person thus administering to the wants of mankind would become a real producer, and a creator of value. Now, if creating a value is production, then everyone who adds to the legitimate value of anything is a producer, and is not a mere trafficker in the fruits of other men's labors.

WHAT MAKES VALUE.

A thing may not have any value, or at least not very much value, in Michigan or Ohio, but it may have great value in Nebraska. If bringing an article from Michigan to Nebraska will cause it to satisfy more, or a greater human want, than it would if left in Michigan, then whoever brings the article to Nebraska, the point of consumption, creates a value. Whoever brings an article from the place of no desire, or of little desire to the place of greater desire, is a real producer, for he satisfies human want. To say that he is a "useless middleman," a non-producer, and that the man who chopped the article out of a log, or planed it out of a board in Michigan, is the only real producer is, in my opinion, a mistake. This idea is founded on a false conception of what production is. It limits production to the narrow field of producing value out of the original raw material. I might ask right here who it is that deals with raw material. Is it the man who cuts a hive out of a board, the man who saws the lumber, the man who fells the tree, or the man who planted the seed and grew the tree? I hold that every man who helps to put the fruits of human labor into channels where they are best suited to satisfy human desire adds to the value of the article thus manipulated, and is therefore a producer.

Let us see, then, if we can, how this kind of production on the part of the supply dealer is of any real benefit to the honey-producer. How does the dealer satisfy any human desire from the standpoint of the keeper of bees?

WHAT THE DEALER DOES.

It is the dealers business to place articles in stock, such as the consumers in his line are likely to want, and hold them there until the consumer is ready for them, and then to furnish them to the consumer in such quantities as he may desire. In doing this the dealer runs many risks; especially is this true of dealers in bee-keepers' supplies. At the same time he confers special benefits upon the possible consumer, for there is much uncertainty in this business, and every dealer in bee-keepers' supplies runs the risk of having a stock of goods left on his hands until the next sea-

son, and in some cases he is lucky if he finds a market for them then.

Now if it were not for the local dealer the honey-producer would have to lay in a stock of goods himself, and run the risk of not having any use for them for a season or two—or possibly never. It is very hard to keep stock of any kind without its depreciating in value. This is especially true where it is kept by the ordinary bee-keeper who has no good place for storage. Even a dealer with the best of facilities is very apt to find some dead stock on his hands after he has been in the business a few years.

The losses incurred by the consumer by deterioration, and that arising from not being able to get his goods when he needs them most, and in such quantities as he may desire, I am sure will more than over-balance any profit the dealer may make. Then, it does not necessarily cheapen the article to the consumer to be able to buy it at the point of primary production. Freight on small quantities is always higher than it is on carloads, and those who are engaged in the first act of production can afford to sell their goods for less profit in large lots than they can in small quantities so that the dealer's profit does not of necessity come out of the consumer's sum.

A thing has real value in proportion to the amount of human labor that is required to produce it and place it at the point of consumption. If, by handling large quantities of an article at a time, each individual article of the sum total can be placed at the feet of the consumer with less of human labor than would be required if only a few articles were moved at a time, then the cost of production is cheapened, even though each man through whose hands the articles may pass receives profit on the same. In this way it comes about that the dealer is not able to provide for the satisfaction of his own desires, but he enables the consumer to satisfy his desires, and at a less cost of human energy than would be required if the dealer were eliminated from the economy of modern trade.

THE DEALER AN EDUCATOR.

Then again the dealer is an educator. He is constantly calling the attention of the consumer to new and better, and therefore, cheaper methods of doing work or satisfying human desire. It is to the dealer's interest to study carefully the best methods of the industry that create the demand for his stock in trade. From such dealers the consumer often gets information which is of much more value to him than is the

of his entire purchase. This is especially true in our industry, where so many who are engaged in it in a small way know so little about it.

It is true there may be too many dealers, but it is generally to the advantage of the consumer where this occurs. There are too many for their own good, but the consumer has no cause to call them useless on that account.

There are many other points along this line which I would gladly touch, if I had time, but I will leave them to be noticed by those who may engage in the discussion of this paper.

THE DEALER'S RIGHTS.

If the dealer is to receive recognition, then what are his rights? Has he any which other producers are bound to respect? I think he has. The first one which I will mention is his right to be freed from competition with the people who are engaged in putting into shape the goods in which he deals. The factories of the country owe it to the dealers who handle their products not to bring those dealers into unfair competition with themselves. I am compelled to say that the dealers in bee-keepers' supplies have felt the pressure of such competition during the last few years. The factories have each been so eager for trade, and have tried so hard to over-reach the others engaged in a similar business, that they have sought for direct communication with the consumer. Many times in so doing they have ignored the rights of those engaged in the sale of their own goods. More than one dealer has bought early in large quantities, and before the season was out found that the firm from whom he secured his goods, owing to dull trade, was offering the same goods in small quantities for less than he had paid for them by the carload. This seems to me to be unjust and unfair competition, and shows a disregard of the rights of the dealer by the very class of people who should be most interested in his prosperity. A local dealer creates a demand and sells goods where a distant factory could never find a market, and it is not just for them to try to take the trade after another, by this energy and push, has created the demand.

In the second place, the dealer has a right to the pay for the goods he furnishes at the time he furnishes them. There is no greater curse to modern society than the miscellaneous credit system. Credit may be a good thing, but I am honest in my opinion that it would be a blessing to all if no man or woman could get anything for consumption before it was

paid for. I do not mean to say that no man should eat who is not able to pay for what he eats, as there are many people who are proper subjects of charity, but I would like to see the time come when a man would shrink just as much from asking one to trust him for goods as he would from appealing to him for charity. A good motto to adopt, especially for young people, is, "Pay as you go; if you cannot pay, don't go."

WHAT DOES THE SUPPLY-DEALER OWE TO THE HONEY PRODUCER?

He owes to him to fill his orders promptly, and to furnish him the best goods he possibly can for the money. He owes it to him not to try to force articles on him for which he has no use, and which can in no way add to his success. The supply-dealer who does this either by personal appeal, or by a flaming and misleading "ad," in a paper commits a grievous wrong for which he will be held morally accountable, just as much as he would if he secured money or property under false pretenses, which would be recognized as such by the laws of the land. One is just as much lying as the other, and just as criminal, morally speaking.

Lastly, the supply dealer and honey-producer owe to each other mutual respect, confidence and forbearance. The calling of one is equally as honest and honorable as that of the other, and, as business is now conducted, each needs the other. Their interests are identical, and there should be no strife or clashing between them. In a world where there is plenty of room for all, each should be willing to give to the other all the room he needs. Thus laboring together, all can go through the world happy, contented, and without class strife or mutual denunciation.

EMERSON T. ABBOTT.

Mr. Abbott said: "I want to get credit for all the meanness I do"; and some one answered, "You will get it."

J. C. Stewart—I like the ideas just given by Mr. Abbott, very much. I think we could not get along without men who are willing to invest their money in goods. We must do things in the correct way, and should try to control the prices of our products. Let us fight to the last to accomplish this.

A Member—We are very apt to look at things just on one side, when we should study all sides.

A Member—I feel that there is a lot thinking going on here; we might get it the surface if a resolution were offered, that we might dispense entirely with the commission merchant and supply-dealer.

E. Kretchmer, Red Oak, Iowa—I think that the commission man could properly be classed with the dealer. The commission man is simply my agent to sell my goods, and if I employ a man I do not know, it is my fault, if I have any trouble about it. Everyone should know whether the firm with whom they deal is reliable or not.

Mr. DeLong—I am a honey-producer myself. I think I claim the ground that I am producing something, and I don't ship any honey to commission men. My plan is to keep the commission man off entirely, I have dealt with supply-dealers. I produced 450 pounds of honey this year from a single colony. I used a 10-frame, four-story hive. In 1891 I produced the same quantity.

A Member—How do you know the number of pounds?

Mr. DeLong—I weighed the honey. I would not deal with a commission man if were possible to avoid it.

Dr. Miller—Let me give you an illustration. I wanted some feeders. I went to a planing mill and had them cut out, and I put them together myself. I found that I did not have as good a feeder, then, and the part that I did get cost me more than the whole thing would if I had gotten them of a supply-dealer.

A Member—Take the matter of sections: How much do you suppose I can get sections for? I can get them for \$2.50 per thousand.

Dr. Miller—The idea of expense comes in. I must have sections of the nicest kind, and my shipping-cases must be the best I can get, and so I go to the expense of getting the highest priced articles. Mr. Secor thinks he must have sections and cases that cost a little more than mine, and Mr. Abbott gets goods that costs still more. We go so far with this matter that our products finally cost too much.

Mr. York—I wish to suggest that we have a recess of 15 minutes, to give the people a chance to join the society. We have as many here as there were at the meeting at Toronto last year, and yet only 35 paid their dues at that meeting. I am sure there were over 100 bee-keepers in attendance at the last convention. We had at Toronto 50 members, but they were not quite all present.

The Secretary—There were 34 members who paid their dues at Toronto, and two absent. There were also 14 lady members, three life members, and two honorary members present. We have lost several members by death, and I move that an obituary committee of three be appointed.

The Secretary's motion was seconded

and carried, and Messrs. Secor, Lang and Abbott were appointed as said committee.

President Root—We want to get better acquainted, and we want to know more about you, so we will have a recess of 15 minutes.

Wednesday Evening Session.

The convention was called to order at 8 o'clock by President Root, who stated, that as the speakers had not yet arrived, an opportunity was offered for any questions or discussions that the members would like to make.

Mr. York—Suppose we have a song by Dr. Miller.

Dr. Miller—Instead of a song, I would like make a few remarks on the subject of comb honey production. I am in favor of producing comb honey because I think I can get more out of it; but I am glad that there are those who do not agree with me. Others favor extracted honey because they get better results. If we were down south I believe the production of extracted honey would be better.

(Continued in the next issue)

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When coming to the Ontario Bee-keepers' Convention be sure and get a single ticket to Toronto and at the same time get the ticket agent for a Railroad Certificate. There are almost sure to be more than 100 getting certificates at the convention when the return ticket can be purchased for single fare. If less than that number the return ticket will be two times single fare. So no one runs any risk of loss by doing as directed above. The Palmer House, corner of King & York Sts., is headquarters. \$1.25 single rooms. If members double up in rooms the rate will be one dollar per day.

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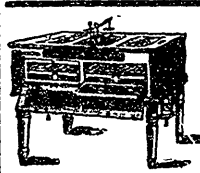
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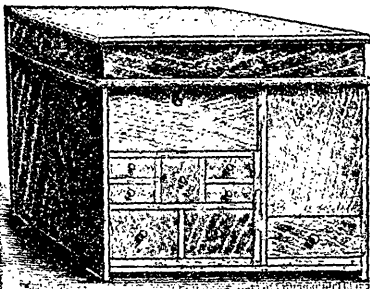
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