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CANADIAN BEE JOURNAL

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NEW SERIES
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BRANTFORD, ONT., OCT., 1898.

WHOLE NO.
404

The annual meeting of the Ontario Bee-keepers' Association, will be held in Guelph, Dec. 6th, 7th Annual Meeting and 8th, next. We Ontario Kee-keepers' had the pleasure of Association. attending an executive meeting of the Ontario Agricultural and Experimental Union, which was held at the same time as our Ontario meeting. They have their meetings on the same dates. A letter published elsewhere, is the outcome of some correspondence between the experienced, energetic and painstaking secretary of the Experimental Union and ourselves. There should be a splendid meeting of bee-keepers at Guelph. We cannot have too many good men turn out. With the low rates and special attractions, there should be an excellent meeting. The programme will be published as quickly as received.

* * *

We have not said much about the honey crop for special reasons. To say that the crop was not heavy The Honey Crop. would be untrue. In a few localities of limited areas has it been light; in others a good crop, and in a very large portion of the honey producing districts, the crop has been very heavy. To state this earlier would have resulted in many people foolishly disposing of their honey crop at exceedingly low figures, and those who are not ready to try and find fault, would have blamed the Canadian Bee Journal for making such a statement. As it is, however, there has been a rush of honey

to the markets. Storekeepers have filled up and many purchased first-class honey as low as 5 and 5½ cents; and comb in 4¼x4¼ sections (much of it of doubtful appearance, even if it tasted all right) has been sold as low as 7½c. per section. It appears to us this price is entirely too low, but honey sold at such figures must find rapid channels for consumption and create a corresponding demand. We know that there is no necessity for selling honey at the above figures.

* * *

When untruth and slander has to be resorted to in order to injure an individual or person in the eyes of others, it is a pretty strong proof that their action will bear pretty close inspection. At the London Exhibition at least half-a-dozen bee-keepers came to the editor of The Canadian Bee Journal, stating that they had been told, that he and the Goold, Shapley & Muir Co., had been flooding Western Ontario cities and towns with honey at low figures, so that bee-keepers could not dispose of their crops at advantageous prices. We do not hesitate to say that the above statement is a deliberate falsehood with not one shadow of foundation. It looks very much as if some one made it to injure the supply business of the company. The fact of the matter is, that at that date the company had not sold one ounce of honey in any city in Ontario west of Toronto, excepting Brantford, and there only some spring honey, and it was sold to their own men only.

The statement is absurd on the face of it. The company purchase and handle 50,000 to 100,000 lbs. of honey over and above their own production. They have to buy from bee-keepers and sell again, making margin enough to pay freight and business expenses, to say nothing of some gain for handling. So they must sell at something more than the lowest prices bee-keepers are selling at. The above denial is written by the request of several subscribers who are our friends.

* * *

Last winter bees wintered successfully in almost any shape. Packed and un-

A Note of Warning. thing but queenless colonies wintered all-right. I would like to warn bee-keepers that it was an exceptionally favorable winter and the conditions which answered then, may not pass muster again for many years. Have a queen for every colony, and abundance of good stores. This excludes stores with honey dew, but not well ripened buckwheat honey. I believe that instead of the centre of the brood chamber being empty and the stores outside of the cluster, unless the best conditions prevail to take away moisture, it is better to have fewer empty cells and compel the bees to spread over their combs and prevent the stores from absorbing moisture.

The Toronto Industrial Honey Exhibit.

The Toronto Industrial has come and gone, and with it another excellent showing by Ontario Bee Keepers.

Those exhibiting were—Goold, Shapley & Muir Co., G. E. Saunders, James Shaver, Chas. Brown, R. H. Smith, J. W. Sparling, Geo. Langs, Wm. Goodyear.

The honey exhibit adjoined that of the carriage exhibit, near the main western entrance. The exhibits were very large and complete and tastefully displayed.

The Goold, Shapley & Muir Co. took most firsts. On bee supplies they took all firsts.

G. E. Saunders did very well, took first for most prizes on honey. James Shaver

took first on best 10 pound comb; Goold, Shapley & Muir Co., 2nd

Chas. Brown had probably the best exhibit he ever had.

R. H. Smith had a very neat and tastefully arranged exhibit.

J. W. Sparling had a splendid exhibit, and the tastiest decorations of any in the building.

Mr. Geo. Langs and Wm. Goodyear also had good exhibits.

Mrs. J. W. Sparling was a bright star in the social life of the honey building during the two weeks sojourn at the fair.

Large crowds visited the honey building, and many indulged their appetite with the sweet nectar, but on the whole there was a great falling off in sales from last year. This was, no doubt, the result of the large honey crop. JAS. J. HURLEY.

The Ontario Convention at Guelph.

R. F. Holtermann, Esq., Brantford Ont.

Dear Sir—I have applied to the Grand Trunk and to the Canadian Pacific Railway Companies for a return to Guelph, starting on Monday December 5th, and ending on Saturday December 10th, at a single fare rate. In writing I have mentioned, the Fat Stock Show, the Poultry Show, the annual meeting of the Ontario Bee Keepers' Association, the meeting of the Guelph Poultry Association, and the meeting of the Ontario Agricultural and Experimental Union. We are going to work very hard indeed to get a single fare rate. If we are not successful in this, I think we should certainly arrange to have one certificate cover all the features of interest in Guelph for that week. I certainly think it would be a good plan for each in advertising their meetings and shows which will take place in Guelph the same week. Who are the President and Secretary of the Bee Keepers' Association this year? Kindly let me hear from you at your earliest convenience giving any suggestions which you can. Possibly we could get a card mentioning the different meetings and shows which will take place in Guelph during the week, giving the dates of each, and mentioning the terms which we can make with the Railway. These posted in conspicuous places might work to the advantage of all.

Yours Truly,

C. A. ZAVITZ,

Sec'y Ontario Agricultural and Experimental Union.

United States Bee-Keepers' Union Convention

Held at Omaha, Neb., Sept. 13th, 14th and 15th.

President's Address.

Once more we meet in annual convention; and once more west of the great "Father of Waters." Much of importance had transpired within the short year since last we assembled. Another honey season has come and gone. The year's record can soon be completed. Judging from reports received, in many regions of our country the season has been a very poor one; in a few localities it has been one of abundant yields of honey. In view of this condition, it would seem that the ruling price of honey should be higher than last year. Whether or not it will be, will depend much upon those who have the honey to sell. If like many who rushed their honey to the large city markets last year, the price this year will not be high. But if it is kept out of the large centers as much as possible, and sold more in the local or home markets, there should be no difficulty experienced in securing a good price.

But my address to day is not intended to be an exhaustive discussion of the proper methods of marketing honey—that may well be left to this convention, the members of which have had much more experience in that line than have I.

If we may judge from the general and almost overwhelming increase in the business of manufacturing bee-keepers supplies, and the demand for them, this year, there has been an unprecedentedly large growth the past year or two in the industry which we all have the honor to represent. It seems that many of the apiarian manufactories have never had in succession two such large seasons' business as the past two have been. This of itself indicates a development quite beyond the ordinary expectation. It means, I think, that those who were in the business heretofore have been enlarging their apiaries, and that many new recruits have come into our ranks, to begin the business of honey-production.

On account of the smallness of the bee itself many of our new friends might be led to the conclusion that there is little to be learned concerning its management, and not much financial profit to be obtained. But not so. Some of the wisest men of the centuries gone by have devoted

much of their lives to a study of the habits and management of the little, busy bee. The apiarian galaxy of immortals includes the names of Huber the blind, Dzierzon, Quinby and Larzstroth, who completed their labors and are now entered into well-merited reward. Of the present time leaders who have gained enviable notoriety, may be named, Doolittle, Miller, the Dadants, Root and Cook. Of course there are many others almost equally prominent, both of the past and of the present, who might be included did time permit to name them all.

By patient and painstaking investigation much has been discovered in relation to the usefulness of bees and their profitable care. But who shall say that the end of knowledge concerning them has been reached? Verily, there is neither beginning nor ending to the study of this wonderful insect. He who created it gave a most valuable gift to mankind. Not alone for the delicious honey it stores for man's use, but as an aid to the greatest success of the horticulturist the bee should be most highly valued. This is a feature of the bee's important work that cannot be too frequently mentioned, or too highly estimated. Often it has been very clearly shown that had it not been for the multitudinous visits of bees during the blossoming period, but little fruit would have resulted. Intelligent horticulturists of to-day encourage the keeping of bees in close proximity to their fruit orchards and groves.

Now, let me call your attention from a contemplation of the bee and its lofty place in the economy of Nature, down to a consideration of this organization, which is maintained in the interest of the producers of honey. It has noble and far-reaching objects to carry out, which are sufficiently important to easily justify its existence. But what we need to do at this convention, it seems to me, is to devise plans by which we shall be able to cause the bee-keepers of this land to see the need of their being active members in this organization. While some grand work has been done during the past two years, there remains much that needs to be accomplished, and very soon. The question is, How can it be done?

In the first place, I have contended all

along that we need a large membership. And that will mean a full treasury—a consummation devoutly to be wished. War is expensive. It costs in cash and energy to fight the battles against wrong. But it pays in the end. The one stupendous evil that needs the aid of every bee-keeper in this land in order to its overthrow, is the giant of adulteration. Not only the adulteration of honey in the city markets, but the adulteration of almost every food product known to-day. In order to a successful suppression of this great evil, all organizations must unite, and bring to bear upon those in authority all the influence possible, so that laws already enacted for the suppression of adulteration shall be rigidly enforced; and that new laws shall be passed where such are not now upon the statute books.

Some one has said that the way to secure a national enactment against adulteration of food products is, first, to enforce the State or local laws against this growing evil. I think there is sound sense in this suggestion. In Illinois we have a strong law against the adulteration of foods and medicines. But so far I have heard of no attempt at its enforcement. Now, had we sufficient funds at our command, in the treasury of the United States Bee-keepers' Union, I should suggest that we at once begin the prosecution of one of the leading adulterators of honey in Chicago. Could a single clear conviction be secured, with the subsequent heavy fines and term of imprisonment imposed, I have no doubt it would have a most wholesome effect not only upon the price and demand of pure honey in Chicago, but throughout the surrounding country as well. And thus, no doubt, other States might be encouraged to begin the enforcement or passage of similar laws, the result of which would be appreciated by a pure-food loving people—a people who are daily suffering from the evil effects of the consumption of the deleterious and disease-producing substances used in forming the miserable compounds put upon the market to-day.

Then, it seems to me that this Union should devise and carry out some scheme by which the public may become better acquainted with the merits of the product of the apiary. Too few people are aware of the real value of honey as a food. Too many look upon it as a medicine, and to be taken in homeopathic doses. Outside of the overthrow of adulteration, I believe there is no other subject that equals in importance to bee-keepers the widening of the demand, or the table use, of honey. For years I have been satisfied

that were the honey product properly distributed the price realized by the producer would be more satisfactory—more proportionate to the cost of production.

This, of course, will naturally lead to a discussion of co-operation in marketing—a great subject! It has been very plainly hinted to me that I am one who opposed this Union taking up that line of work. Fellow bee-keepers, co-operation in the marketing of honey means much more than most of us have yet thought. If we seemingly are unable to secure a large membership in our Union, when the fee is only \$1.00 annually, how could we expect that very many would unite and hold out an agreement to dispose of their whole crops of honey through this or any other organization? The great trouble would be, I fear, that just enough would remain out to so weaken the effect of the Union's effort along the line of co-operative marketing that failure would be the result. But perhaps by a thorough system of grading, and the establishment of a high standard of purity and quality of the product put on the market through the Union, a demand could be developed sufficiently large so as to take all the best honey that the Union could control or obtain. In that case, success could be assured.

But I am quite willing to leave this whole subject to the wise counsels of the Union's membership—it is too difficult for one small brain to solve satisfactorily.

In conclusion, I desire to express my sincere appreciation of the confidence reposed in me, and the honor conferred upon me, by my re-election to the presidency of this Union at its meeting in Buffalo last year. With a full realization of my inability to do justice to the requirements of the office, yet I have ever endeavored to do what I could to hold up the Union in its grand mission in the interest of bee-keepers; and I trust that I may soon be permitted to welcome my worthy successor, into whose strong hands I will gladly place the work and responsibility that accompanies the presidential office.

Faithfully yours,

GEORGE W. YORK.

Chicago, Ill., Sept. 1, 1898.

The following are a few of the papers read at the convention;—

Best Size of Hive for Use in the Apiary.

Dr. Mason has given me an exceedingly broad and interesting subject, but as I and every one who cared to say anything on this subject have recently had our say, I will treat it as briefly and concisely as possible. "For use in the Apiary," this

includes every locality in the world, every system of management, every kind of bees, comb and extracted honey; and you want to know the one "best size of hive" for all these localities and conditions. "I don't know," guess yourself. For several years I have been trying to find out the best size of hive for extracted honey in the Sespe Apiary, with a very strong desire to prevent swarming, or any further increase of stock. My experiments lead me to believe that Dadant's hive and system would be the best for this purpose. but my apiary contains over eleven thousand Langstroth combs, and to change these to the two sizes in the Dadant hive is out of the question. Large combs and plenty of them in the brood-chamber, with prolific queens to match, give the largest number of bees per colony, and with plenty of super room the larger the colony the more honey we get per hive; and, yes, I must say it if it paralyzes friend Hutchinson, it would be much more profitable to get all the honey from a location with 200 large colonies, than it would be to get it all with the same number of bees in 300 smaller colonies. The 300 smaller hives would require more labor per hive to care for them than the 200 large hives. They require more care to prevent starving, more labor and annoyance to hive swarms, the first cost of the hives would be greater, and the expense of feeding them through a dry year in California would be greater.

Four years ago I deepened a few ten-frame Langstroth brood-chambers, making the frames twelve inches deep, and used a regular Langstroth super above to extract from, with a queen excluder between. These hives produce fine large colonies and I would be satisfied with them if they would not swarm, but they do swarm with me nearly as badly as the regular ten-frame hive, and when this happens they are not so desirable because the brood chambers are too large for a divided colony, or to hive a swarm in without contracting with the division-boards.

My apiary also contains 67 regular 12 frame Langstroth hives which are open to the same objection; they are too small to prevent swarming, and too large to hive swarms in, and altogether do not average as much surplus honey per hive as the ten comb hives. Dadant prevents swarming by tiering up those shallow extracting supers, and always putting the empty combs next to the brood-chamber without a queen excluder between, and, if swarming is prevented his brood-chamber is all-right for size.

I have been through the shallow frame fad for comb honey, and am satisfied that

any frame smaller than an eight-comb Langstroth is unprofitable in this locality, and for extracted honey I am satisfied that any hive smaller than a ten-frame Langstroth is unprofitable.

The upper limits of size are not so well defined, as they depend entirely on the prolificness of our queens, the length of time our bees have to breed up in the spring before the honey flow commences, and our success in preventing swarms. One of my neighbours, Mr. Keene, keeps his bees in eight-comb Langstroth hives four stories high, without any queen-excluders or any one to watch for swarms, and his average yield per colony is just about the same as his neighbors who put in their time during the swarming season watching for swarms and hiving them. If next season is a good one I want to try a large number of ten and twelve comb Langstroth hives three stories high. Will start with single-brood chambers in the spring, and when these are nearly full of brood will raise them up and put another brood-chamber full of empty brood combs under them and a super full of empty store combs above them; and if they do not swarm and their average of surplus honey is as high as the balance of the apiary will put another brood chamber under every hive.

J. F. McINTYRE.

Sespe, California.

Organization Among Bee Keepers.

Mr. President and Members of the U. S. B. K. U.:

Your humble servant can in no wise add to the many excellent articles that have appeared on this subject from time to time; no one realizes that more than himself, but the subject is an important one.

The bee-keepers of the United States should aim to have the best organization in the country, and unless I am very much mistaken, there is no good reason why they should not succeed. You may say, "easier said than done;" to be sure, but "nothing without labor." The first questions then are: How shall we proceed? How can we get the bee-keepers interested? We cannot hope to succeed unless we first get them interested. I would not advise any new or untried plan. Neither would I advise any plan that has been tried in the past and failed. We can look around us and see many successful organizations; let us profit by their experience and adopt a system of organization that has proven successful.

We should look around us, take the most successful organization we can find for a

pattern, adopt its plan, and just go to work and excel it.

There is a prevailing idea that what we need is a fat treasury; it is not necessary to a good organization. I would rather enter a battle for our pursuit with 100,000 bee-keepers at my back, than with as many dollars in the treasury, backed perhaps by one-tenth that number of bee-keepers. Money alone cuts a poor figure in such an organization, unless backed by commanding influence. With one hundred thousand; aye, one half that number of interested bee-keepers behind us, there would be powerful influence, and no lack of funds.

You will observe that all successful organizations extend their order into nearly every town, village and hamlet, so must we if we would succeed. We must first get the bee-keepers interested in the work by forming or encouraging the formation of local societies; such a course will give them a personal interest in the undertaking. A little reflection will convince you, that the interest in our organization at the present time, is strongest in those localities where there are local organizations.

In conclusion, I will repeat, we must profit by the experience of others, adopt some popular and successful plan of organization and go to work systematically, determined to succeed.

W. F. MARKS.

Marketing Honey.

After the honey harvest is over, we look proudly at the piles of nice white cases, with such beautiful clean looking combs shining through the glass, and realize that all that care and skill can do to make it attractive has been done, we come face to face with that momentous question, what shall we do with it. The old time honored method of bundling the whole crop off to some city commission house, selected by guess usually, to get returns for it perhaps sometime, has proved so unsatisfactory that we have all been working at this vexing problem which has not kept pace with other improvements in apiculture. Eliminating unnecessary charges and expenses, getting closer to the consumer, trying to educate the public to the knowledge of the beauties, healthfulness and desirability of honey, as a food, and a medicine, airing the subject in the bee journals, even forming exchanges, and talking of combinations, trusts, or what not. Some good has come of this agitation doubtless,

but the principal point impressed on my mind by the greater part of the sage councils of the experts is, get your honey in nicer shape than the other fellow, and you can sell yours, and its none of your business what he does with his. This method is strictly in accord with the golden rule (Chicago Edition) "Do others or they'll do you," but that other fellow cuts the price, and in the hard times the price is of more importance to the consumer than polish. The result is a constant strife to outshine your neighbor, and a more pronounced vacuum in the wallet, as well as a more exacting market.

"Competition is the life of trade," and death of profits. Right here it might not be too badly out of order to quote some chunks of concentrated wisdom from the ready pen of our general manager Secor.

"There was a time in the history of mankind when the individual seemed to be the more potent factor in society and business than at present * * * but the world is older than it was, almost everything is done differently from what it used to be * * * Business methods have so improved that a dollar goes farther in transacting the world's business than it did in the old time. This has been brought about through organization, and combination, a great many individual dollars brought together through associated efforts, may be made to produce effects which never could have been brought about by the same individuals acting each for himself independently. Men interested in a common purpose are enabled to unite on a common plan of action and work to some effect."

That would seem to point to a combination of bee keepers, to make the most possible out of their product, to do business at the minimum expense, and maximum profit, but few believe it possible for so large a body to hang together, and so all stumble along in the same old rut.

My first experience as a honey salesman was pleasant enough, for I had an extra fancy crop to sell, and it was before sandpapering sections was fashionable. To set a white clean sample beside a grimy, travel stained one, ask more at wholesale than the grocer was selling at retail for, and get his order, was just fun. One dealer in Scranton had a very large stock of comb honey, conspicuously displayed, which made me doubt my ability to make a sale there. He came out of his office with the usual eye to business, and I remarked "you seem to be loaded for bear in the honey line, sorry I did not get here earlier in the season, but

just take a look at my samples and perhaps you will wait for me next year," with this I laid a sample of "Fancy White," before him. He picked it up, held it to the light, turned to me with a curious look and said, "Great Scott! how did you make that?"

It was his first sight of a "strictly fancy" section of honey, and the price was away above what he was accustomed to, but I wrote his order for 25 cases, 35 sections to the case.

On that trip a drug drummer showed me around the city. (he was my cousin) and wanted to trade jobs with me, as he had to bore them to buy drugs, while they tumbled over their collars to buy honey.

It's different now. Last season I went into Johnson's at Easton, Pa. He is one of my old reliable customers, and found a case of "Fancy Whites" which was just a little better than I could show. Basswood was a failure and my best was only Alsike clover. He informed me that it was brought to his door for 8 cents per pound. That was like a jab in my solar plexus. I asked him faintly how much he had like that, "Only one case—it was so cheap," he said "that he was afraid of it." "Well Johnson," said I, "have you any ice?" "Of course I have," said he, "but what do you want of ice?" "To put on your head my dear man," I replied, "you are in danger of going crazy, to let a man get away with any honey like that at 8 cents per pound." And I trotted out quotations from New York and Philadelphia at 13½ to 14 for such goods, "but," I continued, "you can't expect that man will find all your neighbors in a trance as you were, and you will not get another chance to buy from him, so you might as well give me your order"—which he did.

This season's reports say that the honey crop is a small one, but I expect to hear hard times and low prices just the same.

Every year finds fewer people with money to buy luxuries, and newspaper prosperity don't count in actual transactions.

My idea of the best way to market our honey in this locality, is to combine several crops, send one salesman to the grocery trade direct, take the orders from samples, giving time the same as is the common custom with wholesale dealers, and make the second trip when time has expired, to collect the bills and take more orders. The expenses are proportionately less as amount of sales are increased.

I prefer to sell comb honey by count instead of weight, but that method requires careful uniform grading and packing.

The grocer nearly always sells by count, and it saves him time and annoyance to buy as he sells. To pack good and poor together in the same crate under the plea that it is worth as much per pound, if it only is of the same quality and color, regardless of finish, (by which I mean full sections, well sealed), leaves half a dozen cells on the dealer's hands unsold—and his entire profit is in that same half dozen.

If your crate is marked "Fancy," let every section be up to that grade, and also No. 1 the same way. I begin to think that selling culls at all is bad practice. They are worth more to extract and use as bait sections next year, and it demoralizes some markets so that only cull prices go for any grade.

Is it too much to hope that the wisdom and experience of this convention of the United States Bee Keepers' Union, will point out some better method of selling our honey than to glut the markets of a few large cities that fix the general quotations which govern nearly all prices everywhere.

S. A. NIVER.

Groton, N. Y.

Migratory Bee-Keeping.

I am a firm believer in the philosophy of Mr. Newman, who, with reference to convention papers, once said: "Small sticks will kindle a fire, but large ones will put it out." It is therefore unfortunate that our Secretary should have allotted to me a subject of such limitless proportions; and I earnestly hope he will not shun his obvious duty to assume full responsibility for whatever degree of disappointment that may be occasioned by the presentation of this feature of the programme.

Perhaps no subject could have been chosen affording greater scope for elaborate discussion, or capable of more diversified application. If we should follow, in his preparatory rounds, the bee-keeper of our arid South-west, who, after the bloom of the valley has been blighted by scorching desert-winds, seeks to gain another flow at greater altitude in the mountains; should we fall in with a French bee-caravan, in its nocturnal march to the fields and gardens of the peasants; go with our Scottish friends in their annual tours to the heather with bees; review the experiences of Perrine, Baldrige, Flanagan, et al. on the Mississippi, and include the floating apiaries of the Egyptians, by means of which it was sought to take advantage of the successive development of the flora in the Valley of the Nile, more

than 2,000 years ago, I fear the "fire" would be extinguished.

The title of our subject savors somewhat of romance and adventure. But there is also a very practical side, as many who have engaged in migratory bee-keeping stand ready and qualified to attest. It is this practical side in which we are more particularly interested; for of all the benign attributes of our cherished vocation, the beloved pursuit of bee-keeping, the dollar which may accrue, is not the least fascinating to the specialist; if, indeed, it is to any, whether engaged in bee culture for profit or pleasure.

As has been demonstrated by innumerable instances, bees may be transported with profit, under favorable conditions, to distant pastures; yet I believe heavy expense in moving for a special flow which is anticipated, is rarely warranted, and many cases may be cited to the discouragement of the practice. The advisability of the procedure in each case can better be determined by the apiarist in charge, whose portion it will be to abide the result. The uncertainty of nectar secretion, even when an abundance of bloom is assured, renders the undertaking more or less hazardous, and especially so when the supply is anticipated from a variable and uncertain source; as, for example, the linden. With the mangrove of the South it is less uncertain, and in favorable seasons the flow is equal in extent to that of the linden under like conditions; hence, with the advantage of natural waterways to facilitate moving, and where the apiary equipment includes a commodious transport, and where, as a result of earlier activity, a powerful force of workers has accumulated, which by enforced idleness, through lack of forage, become consumers instead of producers of honey, all of which tend to lessen the possibility of loss and reduce the chances of failure, there is a strong incentive to action.

Impelled by visions of blooming fields known to exist 50, 100 or 200 miles up the coast, and a realization of the possible achievements of such an adequate force of workers, a move determined upon is very hopefully or confidently undertaken; and in many instances the results have justified the effort; occasionally the bee-keeper is handsomely rewarded for his enterprise. In the history of American bee-keeping, as chronicled in our journals, instances of such successful migration are now on record, to the credit of enterprising apiarists in their operations of 1898. The minor details, with regard to the preparations for moving and handling the product need not be reiterated

further. The importance of ample ventilation, pure air, restricted draft, water supply, subdued light, secure confinement, space for the cluster, careful hauling etc., is well known to every one competent to undertake the management of an apiary, whether permanent or portable. It might be well, however, to consider briefly the objects of migration and the conditions which determine its success or failure. First of the important requisites to success, is a thorough knowledge, not of the care and management of bees, alone, but of our fields of operation as well. With these, irrational moves, incurring heavy expense, will not be made; while, with them, opportunities are occasionally offered to materially increase our product. Failure, to be sure, may and sometimes will, through causes which the apiarist has no control, meet the best of plans. But of what business enterprise may not the same be said?

From personal observation of various parts of the country, I recall but one place the advantages of which I regard as of sufficient to warrant the expense which the undertaking involves; and while a continued practical test might disprove my faith in this field and its possibilities, I beg permission briefly to cite the circumstances and conditions upon which it is founded. Permanently established in a certain locality in the South are apiaries which, for nearly a score of years prior to the freezes of 1894-95, have yielded annually (with but one or two exceptions) an average per colony of not less than 135 lbs. of honey. Here the flow comes in May, June and July. Distant 150 miles, and connected by navigable waterways, good crops are usually harvested each year during the winter and spring months. Other localities, as easily accessible, not unfrequently give a surplus flow through September and October.

If these "staticary" apiaries are a source of profit to their owners, as they evidently are, why may they not be made doubly so through the utilization of such natural advantages?

When through the great primary cause, innate love of our pursuit, which has inspired its true followers in their noble work of founding the UNITED STATES BEE-KEEPERS' UNION, a union that is obviously destined to become the greatest and most powerful organization of bee-keepers on earth, and when through its influence bee-keeping shall have been lifted to its rightful place among the industries of the nation; when our product has become a staple household commodity, and bee-keeping knowledge and methods are

brought correspondingly to a higher state of perfection, these opportunities and neglected advantages will be embraced, and under keen competition, migratory bee-keeping, pursued with systematic diligence.

Titusville, Pa., Sept. 1st, 1898.

Advanced Methods of Comb Honey Production.

The subject assigned me by your worthy Secretary is an important one.

The greatest difficulty in dealing with it consists in the large number of supposed to be superior systems and every one wedded to his own. But for all that the advancement recently made in the fine art of taking comb honey is marvelous indeed, and I often admire men and methods. Presuming, the object your secretary had in view was that this paper shall be helpful rather than a delineation of many and conflicting methods I shall in the main confine myself to my own system, believing it to be the best.

First of all, quality and reputation must be maintained even if necessary at the expense of quantity. The foundation must be faultless. The filling of the brood chamber at the approach of the clover flow or main crop with sugar syrup I regard as a most pernicious practice. I state this with due respect for the views of others. Later on I will give a better way. May I digress long enough to state that the Statutes of Canada, when any such syrup reaches the supers and is offered for sale, make such practice a wilful adulteration and the Government at its own charges will do the prosecuting. It is no digression to state that perfect wintering is a mighty factor in the production of comb honey. It is not enough to bring ninety five or even one hundred per cent of our stocks through the winter alive. We should see to it that they are practically in the same condition that they were at the approach of winter with plenty of stores, healthy and strong; and able to rush out and catch the first and every honey flow coming within reach. And then the spring management must be such that the brood chamber at the time of giving section supers is practically full of brood from side to side and from front to rear. Briefly then, brood spreading, timely and judiciously, with some uncapping, must be practiced. And now for the better way, when the spring flow sets in sharply, in order to leave the whole brood chamber to the queen

and to provide against the practice of feeding sugar syrup, extracting supers must be given; these with their contents are left on to keep up brood rearing until clover yields freely. These supers are then removed and comb honey supers take their place. Generally, at this time if the work has been well done the brood chamber will be practically full of brood which will be of far greater value than sugar syrup and it cost nothing, and your comb honey will be pure and your reputation unswayed. With this management neither bait combs, half supers nor double brood chamber will be wanted. The bees will go up for standing room, and go to work with a right good will. I must not forget to state that at the time of changing supers the comb containing the most and youngest brood should be placed next the sides of the brood chamber. This will make more room for the queen, retard swarming and force the honey into the sections; then when swarms do issue their numerical strength will gladden your weary hearts and cause you to rejoice in hope of a rich reward. The large entrance has become an indispensable necessity in my practice. For that purpose I use the wedges so often referred to, and the dividers for creating a double bee space at the outside of the sections, is also indispensable. The former distributes the bees and the latter holds them just where wanted, so much so that sometimes the outside and rear sections actually get ahead of those near the entrance, but that is not the rule. The habit of the young bees meeting the field bees above the entrance near the centre is so strong that a cluster is sometimes formed and the field bees continue to go up at the centre, but a little cool weather will usually break that up and a proper distribution will follow. Hive swarms on starters, in hives contracted to about two-thirds of their size by the use of dummies, let them remain upon the old stands, and at once transfer the supers to the new swarms. A queen bar or excluder must be used, give shade and a lot of top ventilation, which should be closed the fourth or fifth day in the cool of the evening. We may yet learn how to continue top ventilation with profit. What seems to me to be the most difficult thing is to give the right amount of super room. I would say, be careful to give enough and be just as careful not to give too much. But what's enough and what's too much? How shall we know? Well I reckon from existing conditions and prospects. Years of careful observation will guide us pretty well. Want of space forbids giving many useful

pointers. My experience with deep cell foundation, fence separators and plane section is too limited to be of value. But whatever changes we do make I do hope we will not depart from the standard 4½x4 sections. The cost will be too great for an imaginary gain.

NOTES

Foundation should touch the sides of the sections and come to within one sixth of an inch of the bottom bar.

I have used thousands of bottom starters and fail to find much benefit from them. But I have learned this, that if they overlap one-quarter inch or so no harm will result, the bees will cut them to fit and unite them all right.

If holes are found in the septum of foundation the bees lose time and add too much wax in mending.

Feeding back on account of granulating should be discouraged.

S. T. PETTIT.

Belmont Ont.

The Scientific Side of Apiculture.

"Science is often said to be theory" while "labor is practice," and many of our successful, hard working men, look down upon those whose mind is entirely turned to the scientific side of a subject without much regard for the practical side of it. The scientist is said to be "lazy" because he wastes valuable time in apparent loafing, that might be successfully employed in money producing labor. It is true that he is always experimenting, trying new things, which fail oftener than they succeed. He spends hours, and days and weeks, watching his bees flying out and in, he tries all sorts of hives and never has two of the same shape. He wantonly destroys entire colonies in costly experiments. In short he make a botch of everything he undertakes. But, after all, it is he who makes the progress, of which we take the benefit.

It was the scientific apiarist who found out that the queen was not a "king," but a mother, and that the drones were not the females, but the male bees. He discovered how the queen was reared and how she mated, and how we could help nature and rear queens artificially. He has taught us why a queenless colony did not succeed and what could be done to save it.

He has discovered that the bee-moth was not the enemy of man's interest to the extent that was popularly believed, and that it was not much more to be feared than

the house-fly, and he promptly showed us how to avoid its ravages among the hives.

It was he who discovered that what the bees carried home on their legs is not wax, but pollen, and that this pollen is necessary to the rearing of brood, and he has taught us how to supply this needed pollen artificially in seasons of scarcity.

It was he who discovered that comb was made out of digested honey and not out of pollen, and that this comb was, therefore, the most expensive part of the habitation of bees. He has sought for the means of returning this expensive material to the bee, after it has been melted up in an undervalued article of commerce, and he has finally succeeded in pointing to us successful methods of doing this.

It was he who found out that success in bee-culture could not be achieved until the entire hive was under the control of the apiarist, and he invented the method of having each comb hung to a separate frame, so that we might take our hives to pieces "like a puppet-show." In this one particular alone there has probably been as much study and as many inventions, and brain worrying trials as on all the rest of the scientific study of bees put together.

It was the scientist also who ascertained and taught us that the drone is fit only for the reproducing function, and that we should avoid raising it in large quantities, that surplus consumed by them in a state of nature should be the share of the hard working apiarist.

Is the work of the bee-keeping scientist over? No, not any more in bee-culture than in electricity, or in farming. We might as well say that we have reached perfection and that nothing more remains to be learned.

To increase production by new methods, to improve our bees by selection, to breed races with longer proboscis and greater prolificness, to produce red clover with shorter corolla, so that our bees may derive profits from its plentifulness throughout the land are a very few questions of the day.

But there are probably many improvements to be made of which we do not dream any more than we dreamt of talking to our friends at the end of a wire forty years ago. Progress is so sudden and so unexpected in all things that it is quite probable that the next century will reveal as much novelty and as much advancement in our line as the past century has brought forth, and we may achieve in bee-culture as wonderful things, compared to the past, as has been achieved in

other channels, through the discoveries of science.

C. B. DADANT.

General Advice to Bee-Keepers.

I do not know how Secretary Mason came to assign me this topic, for it was none of my choosing, in fact I did not have any idea that I was to be on the program until I received notice that I must be on hand with a paper on the above subject. As I make it a point to obey the orders of my superiors, I could not do better than prepare the paper. The truth of the matter is, however, that Brother M. has struck me just right, for if there is anything on which I am strong, and at my best, it is in giving advice. True, I am compelled many times to say, in the language of the traditional preacher, "Do as I say and not as I do." However, let this be as it may, I am immense on advice. I am by advice as the doctor said he was with fits when reminded that the drug he was using was likely to produce them. He responded, using a word which is usually written with an h, a dash and an l, that he was that on fits and that was all right. He was safe if he could only throw his patient into fits, for he could cure them. Now that is the way I am on advice.

Perhaps it was a little oversight in the Maker of all things that I was not brought into being early in the history of mankind and made a sort of "director general of advice." Possibly I might have saved some people a good deal of trouble, even though it should have been at the risk of getting myself into worse trouble. For I want to tell you, that giving advice is not always the safest thing in the world. Many times those who need advice the most are inclined to resent it, and get "hot," as we say, if it is given to them, and a hot man, or woman either, for that matter, is not always an agreeable person to deal with.

But, as the preacher would say, "to return to my subject," the first advice I have to give is not to wait until you get into some trouble with your neighbors, and want some one to help you out before you think of joining the United States Beekeepers' Union. For if you do, you may not always get the help you need. "In times of peace prepare for war." for sometimes being "prepared for war" will enable you to keep the peace better than anything else. Having joined the Union, never ask its general manager to do anything for you which you can just as well do for yourself. Before you ask for help

at all, read the constitution of the Union carefully and be sure you understand its aim and purpose fully. Remember that it is no part of the Union's business to meddle with neighborhood or family difficulties, even though there may be something about bees mixed up with them. Do not ask the Union to aid you against your neighbor simply because you have a purely personal spite at him, and you think this will afford you an opportunity to "bring him to time." Nearly all of these personal difficulties can, and should be, settled without any help from the Union.

Do not expect too much of the Union at the start, or because you have paid your dollar for a few years, and not needed or gotten any help, conclude that you will save your money and not continue your membership. Fire comes when you least expect it, and for that reason a wise business man keeps his property insured all the time, and considers that the feeling of security which he has is abundant pay, even though the fire may never come.

You should remember also that a strong union is a benefit to the industry as a whole, and even though you may never want direct personal aid, yet you will indirectly be benefited, for whatever benefits the whole works more or less benefit to each individual part.

Do not get the notion that the Union is a sort of trust to force up the prices of honey, for when one man gets more for a thing, several men generally have to pay more for it. One trust is just as wicked as another. If it is wrong to corner wheat, flour, nails, oil, lumber, etc., it is just as wrong to form a pool on honey. It is all right to open new markets, create new demands in various ways, or to aid in delivering the crops to other and more profitable markets, but no union should form itself into a trust to regulate the price of food products. This should be left to demand and supply, whether the food be honey or something else. Those who attempt anything of the kind are enemies of society. Do not join in the general hue and cry about the useless middle man and swear he lives off other people's labor. Remember that whoever satisfies a desire is a producer, and that the man who opens a market is as much entitled to pay for his labor as the man who helps the bees produce a crate of honey. There will be tradesmen as long as the world stands, and according to the theory of the evolutionist, that which survives is the fittest.

Do not conclude that it is because something is out of joint politically that you

get such a low price for your honey, or have such a hard time in the world. There has been something out of joint in this direction as long as I can remember. The "outs" have always laid all of the trials and tribulations of the people to the "ins," and the "outs" have wanted in, and the "ins" have wanted them to stay out.

I presume this will be true until the "blowing of the last trumpet," if one ever blows, and then we will all want to get in, I presume. Some may be left out even then. I cannot say how that will be.

If you are a beginner in the bee business, do not think you need everything you see advertised. Things are made to sell in this business just the same as in others, and sometimes the people who buy them get sold. The more experience you have with bees the more you will discover that there are a lot of things you do not want. Go slow on the new things, and let the other fellow do the experimenting.

If you take a bee journal, and you should, if you ever want to find out how wise some of the fellows are who write for them, do not sit down and write the editor a long letter, the first time you see anything in the paper you like, and tell him what a smart fellow he is, and what a splendid paper he is making out of the "Apis Dissectum." He may say some things you do not like in the next issue, and then you will want to take it all back, but you can't. What is done is frequently harder to undo than it was to do. Then, if you give a testimony to every pillmaker you may run out of new material in time.

Do not try to run the paper for the fellow who owns it. He may have had more experience than you have. If he has not, and you are real anxious to show what you can do, you would better start a paper of your own. "Always room at the top," they say, but I have noticed that some things are real shaky at the top, a tree, for illustration. It would be better to go a little slow until you get your hand in, and your nerves a little steady. Be very mild and gentle, especially with editors and cross bees. Do not provoke them to use their prosterior extremities too much, as it might prove injurious to them and uncomfortable to you. It is apt to create a sudden sensation of heat.

If you have a little success, don't brag or tell what big things you have done. It may bring you more competitors than will be good for the business. Let the supply dealers and the factory people do the bragging. They can tell of tons and

tons of stuff they have sold and how they started with a ten cent knife and a shoe box, and have grown and grown, until now they cover acres if they wish. It is true this may induce more fellows to try the factory, but that will not hurt you. "Competition is the life of trade," but some fellows seem mighty dead at times who get too much of it.

Do not tell all you know, for if you do the other fellow will know as much as you do, and it is not well to know too much. It makes one's head tired to carry so much wisdom, and then if people find out, a fellow knows a lot, they are all the time wanting to have him tell it, and he cannot find time to do anything else.

In conclusion, I would say, be content with your lot, but not too contented,—no progress in that. Be enthusiastic, but not too much so. One feels so bad, when he gets all the enthusiasm knocked out of him, as he does at times. Be honest, but do not say too much about it. People may think you are "off," if you do. Be kind to the bees, for if you don't, you may wish you had.

If you have not joined the Union, do not discuss this paper for only members can vote. Better give the secretary a dollar and make him promise never again to ask me to give "General Advice to Bee-Keepers."

TAYLOR ABBOTT.

Convention Notice.

York Bee-Keepers' Association will hold its annual meeting in the County Council Chambers, Saturday Oct. 15th. Forenoon session 10.30, afternoon 1.30.

D. W. HEISEL.

Honey and Bees Wax Wanted

For the next thirty days we are prepared to take five thousand lbs. of strictly number one clover honey in barrels or sixty lb. cans payment to be taken in bee goods manufactured by us at catalogue prices. Any one having the same should send a sample by post putting his name on the same and write us as well. Address,

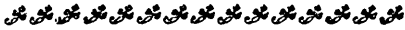
Goold Shapley & Muir Co. Limited.

Brantford, Ont.

P. S. We are also buying beeswax for cash or trade, and may possibly also buy honey for cash.

Eighteenth Annual Meeting

OF THE ONTARIO BEE-KEEPERS' ASSOCIATION.



Continued.

If they can produce large quantities and can afford to lay it down for less money than we can it is going to be against us.

Mr. Holtermann—The present subject is perhaps a little foreign to the paper, but perhaps it is one of very great importance. I will give you an experience we have had in connection with the British market. I will have to ask for a little time to do this. The Goold, Shapley & Muir Company, Ltd., of Brantford, have within the last three months, since the 15th August, together with what they have produced, purchased and resold, handled at least 60,000 pounds of honey. Now you must remember that we have to buy that honey from the bee keepers and we have to wholesale it again. Our last experiment was to go to Toronto to the Pure Food Show; we thought it would be a good opportunity there to introduce honey to the public of Toronto. There, we dropped \$75 at least. So that it is not all profit. At the same time we say this, (we are in the windmill business as well as the bee supply business) that as long as that business can stand experimenting, we will occasionally drop a little money and will not kick too hard at it. A great many say, "if I can get six cents net for my honey and sell my entire crop I will keep more bees." Now then, first of all, in Canada we are not properly organized; proper efforts have not been made to distribute honey to centres where it is scarcer. We have special advantages in Brantford; there are other shippers and part of a carload is shipped perhaps to New Brunswick, Nova Scotia, the North West Territories and so on, and in that way carloads can be shipped, and in the same way when we are wanting to make joint shipments. The freight item is a great one, and we overcome it in that way to some extent. In regard to the British market, I remember meeting a gentleman in Ottawa who said he had made a special study of honey there and its values, and I have yet to see the man who says that we cannot get a large market in Great Britain and at a better or as good price as we are securing

here. There was a gentleman by the name of Watson who worked for us at the Toronto Exhibition; he has a diploma as an expert in Great Britain and has been at a great many of the honey shows and knows just exactly what the quality of British honey is and what it is worth there; he went back to England after the Toronto Exhibition and is now arranging to take orders and sell honey in Great Britain, and he is satisfied and convinced that that price can be secured. In the spring of the year the curator of the Imperial Institute recommended a firm as being reliable, and the Goold, Shapley & Muir Company made shipments of about 7000 pounds, and two or three other bee keepers joined and we sent 10,000 pounds of honey. That honey was graded carefully, a choice shipment of clover honey, so many cans marked A. B. and so on, and we had several cans of buckwheat honey. We wrote them and said, you shall not put all that honey upon the market in one lot; you are to put in on the market, the letter "A" first, "B" second, "C" third, and so on. A month or two after they wrote us they had an offer of five and something cents a pound for the whole lot. We wrote back to them that our instructions were to sell according to these letters, "A," "B," etc. The busy season came on and as there was not someone whose special business it was to look after that honey—I was too busy to pay any attention to or think about that shipment—it got on towards the fall of the year before I could again pay attention to it. In the meantime I wrote to Prof. Robertson who was going to England, and I asked him to have an eye to the honey; he said he was very busy and had a great many lines to look after—dairying is perhaps his line more than anything else—and I wrote him about this shipment, and one thing they complained of was that some of the honey had a minty flavor. As far as I can make out, what they mean by that is the Linden honey, which has a little stronger flavor, and the British market will never give us as high

a price for it as for the clover that they are used to there.

Mr. Gemmell—Was there no Aster honey?

Mr. Holtermann: No everything was white except the buckwheat. One of Prof. Robertson's men went and inspected the honey and reported he could not find any minty flavor to the honey. Then through Ottawa we got the name of a party whom it was thought could handle large quantities of honey; they went to this firm and, to our surprise and horror, we got a letter from that firm saying that they had been to see that honey, that the boxes had been stripped off the entire shipment, the cans had been taken out and the boxes removed and in that way mixed up the entire shipment.

NOW THE QUESTION IS WHAT TO DO WITH IT.

By several reports that we have had from men who have been in that country we are informed that from 39 to 41 shilling, (sold by auction as apples), is the price that No. 1 Clover honey would fetch there, that is for 113 pounds; that brings it over eight and a quarter cents. The freight rate we got on that 10,000 pounds of honey, prepaid through to London, was 65 cents a hundred. We are not discouraged. It may look as if we ought to be. I am now a little doubtful about the quality of that honey. We decided it was in the best interests of bee keeping not to put that honey upon the market as a Canadian first class honey.

There are two companies now who are writing to us and just before I came down here I wrote back to those who are willing to handle some of that honey; I know they are a good company, and, after consulting with the company, we decided we would not give them that London honey as a sample of first class Canadian honey, we would sooner lose two or three or whatever cents a pound it is. We are thinking of again sending a small shipment of honey there. We think it will be successful, and the freight rate I got to Liverpool the day I came down here was 58 cents; that is from Brantford. So you see that the freight rate is not so high, and in addition to what I am telling you, I met a gentleman who lives in Hamburg the greater part of the year; I met him at the Toronto or Ottawa Exhibition, I forget which; they sell smoked salmon and other goods and have an extensive company in Quebec or Montreal; one of the partners is in the City of Hamburg; he understands the market there and he says that he is satisfied that in Germany we can get an opening for Canadian honey. I didn't believe that and I questioned

him pretty strongly, but he is a solid business man. They sell a great deal of produce and he says even there there is a good opening, he is satisfied. That is just what there is before us at the present time and the reports of nearly all these men is that there is a very large opening in Great Britain. It is not a matter of how many pounds are sent to Great Britain, but they want a good article. What is sent from Australia and these other countries is not to be compared with our clover honey. If you take our clover honey and the British clover honey, in a great many instances you could not tell any difference. And if we are prepared to put such an article on the British market we will develop a market, just as has been done in other lines. We are not discouraged. I do not think bee keepers have any reason to be discouraged; it is a matter of taking hold of this thing in a special way; let it be someone's special business to look after it and I think the results will come.

Mr. Dickenson—I think it is a mistake for any bee keeper to put anything but No. 1 honey on the English market. It is sage honey in California. The heather I suppose is the kind of honey, the white honey that the British people are using.

Mr. Hall—Excuse me.

Mr. Dickenson—These samples of sage honey that I had sent to me from Liverpool came from California.

Mr. Gemmell—That is white.

Mr. Holtermann—In regard to California honey what they say is, first of all, it has a bad reputation there as to purity, and in the next place, what they get of California honey has what they call a minty flavor; our honey, I do not think, will need to come down to that level at all.

Mr. Dickenson—That is one feature in connection with an exportation that is made by anybody; it should be A. No. 1 Clover. This honey that I had sent me was first class honey; it had a nice flavor.

Mr. Gemmell—Sage honey is.

Mr. McKnight—I would like to put Mr. Dickenson in a correct position with regard to the character of heather honey. Heather honey is as dark as Golden Syrup. It is a very peculiar article; there is no other honey like it; it cannot be extracted, there is that peculiarity about it, and notwithstanding that, it commands the highest price in the British market of any other honey. I am very much interested in this discussion for the simple reason that over ten years ago a like discussion took place, both inside and outside of this Association. I am perhaps the only man here that has a

personal knowledge of the British honey market, or at least I had. At that time it was very strongly urged by some of our members that we should export our honey; and it was not only urged that we should export it but that we should contribute a certain amount of our Government grant for that purpose. I opposed that, as some of you will remember, because I knew it would not be in the interests of honey producers of Ontario. Knowing as I did what they might expect for their honey over there, I saw it would be a fatal thing indeed for them to undertake that. I was getting from 12½ to 15 cents a pound; I knew very well then and I know it now, and my opinion expressed then is borne out by the evidence Mr. Holtermann gives you to-day; I knew then and I know now what you can get for your honey in Britain; I knew then and I know now that you can sell all the honey in Britain that you want to send there; I knew then and I know now that you cannot expect to get a return of more than seven cents a pound for it; you could not get it then and you cannot get it at the present day; you cannot secure it. Is it advisable under the present conditions to send your honey over there and take all the risk of sending it; take the risk of losing it entirely through a dishonest commission man; take the risk of breakage and all the rest of it? Far better for you to sell your honey in Canada; and I may add that there is an unlimited market in this country as far as production goes. We are selling honey to the public to-day, and we sell them two pounds of honey for what they can get one pound of butter for; and if the matter is properly pushed you will find a sale for your honey. Everybody knows that the general consumption of honey in Canada is one hundred fold more than it was fifteen years ago and I believe it will go on.

My advice to you is, so long as you can find a satisfactory market at home sell your honey at home. I said I knew more about the condition of the British honey market than any man here. It is from personal experience. Some of you know I was one of your representatives over there when we sent over that magnificent display, the finest that has ever been made in the world, the finest and the best that ever will be made in the world again in our day. I visited all the principal cities in Great Britain, England, Ireland and Scotland when I was there; I made it a special object to enquire as to the probability of an opening there for our honey. American honey at that time was sold, to

my knowledge, on Market Lane by auction at tuppence a pound, when we, with our Canadian honey, after spending \$2,000 in expenses, returned to every man who sent a pound of it, ten cents a pound for their extracted honey and paid them for their package as well. Not only that, but I went to the largest departmental store in Britain, Lewis & Company of Liverpool, perhaps the largest in the world; I went to the foreman and talked honey to him; he brought me down a two pound tin of California honey very nicely put up; very nice honey. I don't know whether it was sage or whether it was not. I looked at it and it was very nice looking. He told me he had bought that honey and could get all of it that he wished to have at three pence ha' penny a pound, or about seven cents. I say again, and I repeat it to emphasize, if you send money to England you cannot and you could not within the last ten years at any rate expect to realize more than seven cents a pound on an average for it. Will it pay you to do that and take the risk of it? I think not. I never knew a pound of honey sold in this country under seven cents a pound.

Mr. Hall—You don't live in our district; we give them 20 pounds of Buckwheat honey for the dollar.

Mr. McKnight—That is the only return you have given to the public for all the money that has been contributed to help you along in your industry; that is the only advantage that the public has got for the public money that this Association has received, and they have been well paid for all they have contributed. They are entitled to something and they are getting it now in cheap honey and in good honey.

Mr. Holtermann—We know perfectly well there are any amount of men in the room who are selling their honey and are very pleased if they can get wholesale seven cents, to sell it at that; and even in those days I know that honey was selling at six and seven cents; so that I am right with Mr. McKnight, in saying we have not begun to develop our Canadian market; that we have paid too much attention entirely to producing and we have let this part of the question take care of itself. We want to do more on that line and I am with him right there, but at the same time do not let us ignore the British market or underestimate its value.

Mr. Pickett—I think the first thing for us to do is to establish a character at home; let us get the confidence of our people. When we have a very large surplus we can well afford to take

a smaller sum for it. But under existing circumstances, I find the great difficulty is the individual producers, many of them, have no character in the eyes of the public; not that they are not honest men, but they have not gone to the necessary trouble to establish a character for the article they have, and hence cannot get the price. I do not sell one pound of honey under nine cents in bulk. I could not sell 12,000 at that, I do not suppose. Unfortunately, I am like a lot of my fellow beekeepers, when I want information nearly everybody is ready to give me all I want; and I am just in that position to-day; if I have any thing that is worth anything to the beekeeping public they are welcome to it. However, I presume I have not got it. But I think what I have mentioned is the first thing we need to do. Some of us were asked to contribute something towards the advancement of the interests of our Province to the World's Fair; each of us sent something over there with no expectation of receiving even a recognition; I had been selling my honey and was laboring hard to get a reasonable figure, and one day I got word that I had been successful in getting a notice there; I got word from one here and another there and I thought: Well now, I have listened to that till it has become stale, it is probably true, but I haven't seen any authority myself, and from that day to this I have sold all the honey I have got. I try among my neighbors and friends and sell to them at what I sell to others. Some sell to their neighbors for more than they can get from others. If that is the way to treat a neighbor and get his confidence I don't know it. I treat my neighbors as I do others and they come to me for it and I get rid of the crop I have.

Mr. Couse—Is the merchant in your village a neighbor as well as the farmer is?

Mr. Pickett—My neighbor merchant in the village does not handle it at all.

Mr. Couse—He wouldn't handle it under those circumstances.

Mr. Newton—My thoughts agree with Mr. Pickett's, although I do not go very extensively into extracted honey; I have made an aim ever since I started to establish my market at home; and I have not sold at less than 9 cents; I have made an aim to establish that market and to produce a good article and to satisfy all my customers and I never sold any below nine cents in bulk; I always get ten cents retail for all the extracted honey I produce. I do not go into it very extensively, as I

said before, because I can turn over my comb honey into money far faster. I think we ought to start at home and educate all our customers round about us and get them to eat it. I was speaking to some man and he was saying he got seven cents for his honey. I sell it in 20 pound pails at \$2.20, can and all; if they return the can I return them twenty cents; and most of my customers take it in twenty pound lots. Up to two years ago I never had a ten pound can in my yard; I educated them to buy twenty's, and they usually bought twenty pound lots; within the last two years some of them have been driven to ten pound lots. I suppose it will go down, but as long as people start at two pound jars it will continue that way, but if you try to educate them in the start to use twenty pounds and put in their winter stores I think they will keep on. Some of them order 20, some 40 and some 50 pounds at a time, and they pay me ten cents a pound for it; and as long as I am in business there I think I will have no trouble in getting the prices I have established. Outsiders will come in and sell for eight cents; it does not affect me one particle, I can get rid of my crop at ten cents a pound.

Mr. Hoshal—The discussion has drifted somewhat away from what I had in mind; that is, the British market. Last season I had rather a surplus of extracted honey on hand. As an experiment of my own and without any view of ever saying anything much to anybody about it, I sent some off to the old country market, to Liverpool, with the result that it netted me just about what it would bring here wholesale, somewhere between seven and eight cents; the honey I sent was basswood. I have thought since in my own mind that that was a mistake, it should have been clover. Now concerning our own home market, there is one point I would like to emphasize about honey, and it is a point I carry out myself. When we place it in stores and expect a storekeeper to sell it or any other merchandise for us, we should be able to pay him something for it. I really think when we do not do that we are cutting our own throats and cutting our own prices; we should set the price ourselves on the honey, whatever it is, and then whenever we ask anybody to handle honey for us give them a trade discount and hold rigidly to that.

Mr. Best—Down east they put the market down, and they placed it at five and six cents. I did not wish to take that and I am holding till the market comes up to what I think I will take. I have some

very good honey; and they sold good honey at five and six cents; the market is spoiled until there is a demand again. There has to be a demand to raise it again, either through scarcity or education as Mr. Newton has said. I am aware that what these gentlemen state is correct in reference to the bitter business; we have established a market and we only sell what is ordered and we receive a good price for it. I have now considerable good extracted honey for sale, but I am not willing to take the prices that are offered.

Mr. Evans—I think one of the main points in selling honey is not to have any small packages; if a man gets one pound or two pounds it is eaten up at once, and he thinks it is precious stuff and he cannot afford to buy it. When he takes a good lot, before he gets through he does not find it is quite so expensive and he is satisfied to buy more. I think we have to thank ourselves very largely for the prices we have to take; I think the great difficulty is that bee keepers do not cultivate their own markets. I sell about a ton of honey every year within about three miles of my own place and I get one dollar a pail for ten pound pails. I sell the stores some but I find they sell very little; the people come to me. I am several miles out of Toronto, but I cannot afford to sell it in Toronto. There is no doubt it is sold there at seven cents a pound. I know I was in a store at Toronto junction a short time ago, and I asked the man eight cents a pound for it; he rushed around the counter for "The World," he said, "let's see what the quotation is in 'The World.'" I knew the quotation in the Toronto papers was six cents a pound. I don't think it has ever been changed. I said, never mind "The World." You will find those quotations have been there for the last few years. If every beekeeper would sell around home there would be very little to rush into the big cities and then those low prices would not be quoted in the papers. I think the beekeepers made a big mistake when they agitated a few years ago that there should be quotations of the prices of honey in the papers. I remember that being brought up in the Association. It would have been very much better for us if it never had come up; it injures us in selling our honey around home.

Mr. Newton:—I omitted saying anything when I was speaking with regard to my retail trade at home. I may say that the stores in our village handle as much

honey as my customers do. I allow them ten per cent for selling; that is, I sell for nine cents instead of ten to them.

Mr. Holtermann:—Ten per cent is not enough.

Mr. Newton: Well, they are willing to do that with me. We all know that there are people in the community that would not come to us to buy because they expect to pay cash for it; they go to the store keeper and they expect to get it on credit. The men in the village have dealt with me ever since I have been in the business and I have supplied them at nine cents and they have not kicked yet.

Mr. Brown—I have been shipping honey this last four or five years to Edinburgh, Scotland; we got seven cents a pound for it; and this year they could get California honey for a great deal less, so we have sold our honey at home this year.

Mr. Hall moved, seconded by Mr. Best, that the best thanks of this association be tendered to Mr. Cogshell for his valuable paper; and that they express their regret at his absence from the Convention. (Carried with applause).

(To be Continued.)

Programme of Annual Meeting of the Ontario Bee Keepers' Association.

To be Held in the City of Guelph on Dec.
6th, 7th and 8th.

6th.—2 p.m.—Reading minutes of previous meetings.

2.30 p.m.—The President's address. Mr. J. B. Hall is invited to open discussion on the address.

3.30 p.m.—Papers by H. G. Sibbald, of Cooksville, on "Spring Management."

D. W. Heise invited to open discussion on this paper.

4.30 p.m.—Paper by W. J. Brown, of Chard on "Summer Management." Mr. James Armstrong invited to open the discussion on this paper.

8 p.m.—Prof. Jas. Fletcher, of the Experimental Farm, Ottawa, has been invited to give an address or paper.

9 p.m.—Paper by F. A. Gemmill, on "Rational methods of Extracting Wax." W. A. Chrysler will open discussion on this paper.

7th., 9 a.m.—Official reports and communications.

10.30 a.m.—Paper by W. B. Hutchinson, of Flint, Mich., on "Management in

- Swarming Season." A. E. Hoshal invited to open discussion on Mr. Hutchinson's paper.
- 11.15 a.m.—Paper by R. F. Holtzmann on "Honey for Market." Mr. F. A. Gemmell invited to open discussion on Mr. Holtzmann's paper.
- 2 p.m.—Paper by J. D. Evans, of Islington, on "The Rascally Supply Man." John Newton invited to discuss this paper.
- 3 p.m.—Election of officers.
- 4.50 p.m.—Paper by J. K. Darling on "Making our Association More Useful." Mr. Jas. E. Frith invited to open the discussion on this paper.
- 8 p.m.—Paper by Dr. A. B. Mason, of Toledo, Ohio, on "Thoughts by a Novice." Mr. C. W. Post invited to open the discussion on this paper.
- 9 p.m.—Dr. Mills, of the Ontario Agricultural College, is invited to address the meeting.
- 8th., 9 a.m.—Paper by R. H. Smith, of St. Thomas, on "The Management of Comb Honey."
- 10 a.m.—Paper by J. Fixture, of the Experimental Farm, Ottawa, on "Some Experience on Wintering Bees." Mr. W. J. Brown invited to open the discussion on Mr. Fixture's paper.
- 11 a.m.—Unfinished business and new business.

There will likely be some representatives of the Dominion and Provincial Ministers of Agriculture, as an invitation has been extended to several.

There will be arrangements made with the railroads for rates, also for hotel accommodation.

The executive have endeavoured to arrange an interesting programme, and it is hoped that the attendance will be large as the City of Guelph is very central and a beautiful city to meet in.

W. COUSE,
Sec.

Streetsville.

Notes From the Central Ontario Apiaries.

On the first of August, the comb honey all being removed, the next thing to be done was to move all the bees to Murray Canal, a distance of about 30 miles, for the buckwheat flow. Rawdon apiary was moved first. The top stories were left on all the hives, honey boards were removed and the screens tacked on and shortly after sunset the entrances closed and they were ready for loading on the car next morning. They were left during the night with the honey boards placed on the

screens, bottom side up, and as they are cleated on the upper side with one inch cleats it allows ample ventilation and they are also protected in case of a storm. The bottom boards are also removed and screened the same as the tops just as they have been since June.

I find it a great convenience in closing up the hives for moving to have the bottoms removed as there is no clustering outside.

The next morning they were carried on hand-barrows and placed in the car. The bottom tiers were set on 2x4in scantling to give bottom ventilation and the second and third tiers on 2x8in plank resting on the side bars of the stock car, thus giving each hive perfect ventilation.

By storing everything very closely we managed to get the whole outfit in the car, including the honey. The car was run out to Trenton on the evening train and was placed on a siding alongside the home apiary and the honey unloaded and the vacant room filled up with more bees from the home apiary until we had 180 colonies in the car.

We started out next morning at seven and about ten minutes run took us to our destination, a small sandy knoll a few yards south of the Murray Canal. We unloaded from the main line and had just 2½ hours to do the work, but as we had plenty of help the boys were lying in the shade for some time before the train came for the car. The bees were then liberated and in a few minutes were working on the buckwheat. The screens were then removed and tied up in small bundles and sent to Trenton by first train and placed in the same stock car which is to go north next day for the Springbrook apiary. Arrived next morning at Springbrook at 8 a. m. and the same night had them all ready to go on the car. Loaded them next day and run them to Trenton and placed the car on the Central Ontario docks and about eleven o'clock that night they were transferred to a passenger steamer and taken to the west end of the Murray Canal and were placed on their stands and liberated before daylight.

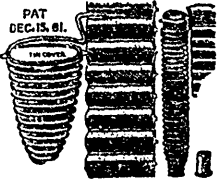
There was no accident of any kind in moving and no loss of bees. The passengers were greatly annoyed at this kind of freight and asked many questions concerning the bees.

This latter locality is a great buckwheat district and I never saw bees work better on buckwheat. In two weeks time the top stories were perfectly sealed but the extracting is yet to be done.

Trenton, Sept. 10th, 1898.

(To be continued.)

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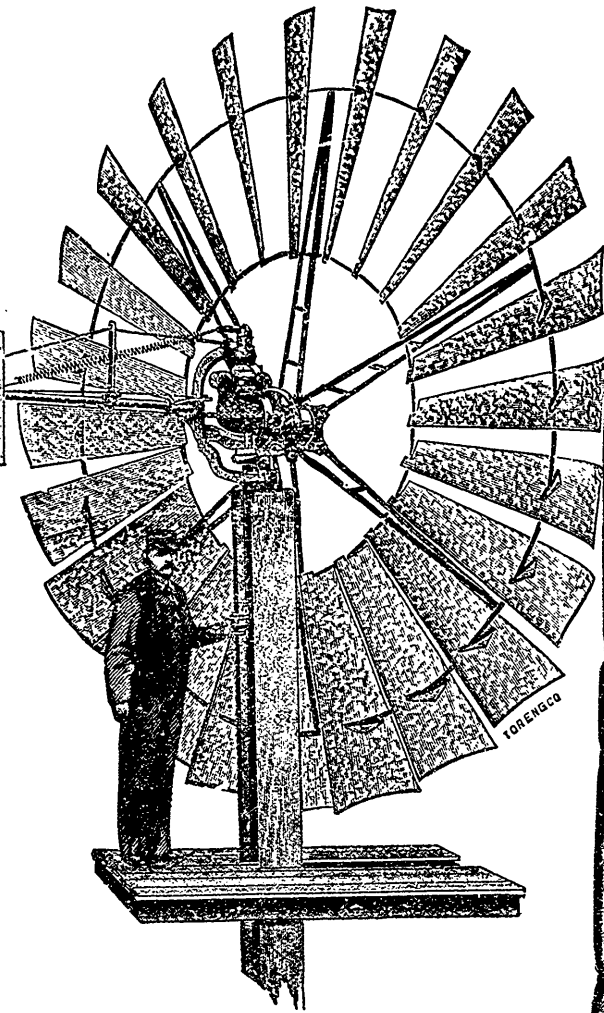
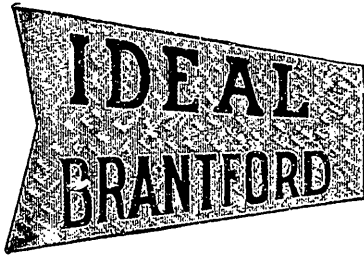
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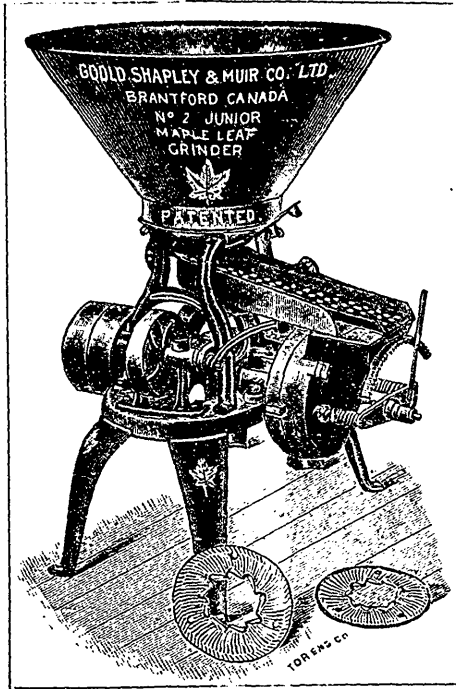
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