

...The Canadian Bee Journal

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NEW SERIES
Vol. VIII, No. 1.

BRANTFORD, ONT., JULY, 1900.

WHOLE No.
425.

Annual Meeting

Twentieth Annual
Meeting Bee-Keep-
ers' Asso., Ontario.

HELD AT
TORONTO,
DEC., 1899. . .

Marketing of Extracted Honey.

H. G. Sibbald, Cooksville.

My experience in marketing honey may not be as great as that of many of you, but, as you know, I am not altogether responsible for the position you find me, therefore, need not apologize. After having secured a crop of honey it is of the utmost importance to the experienced bee-keeper, and not a little concern to the beginner to know how to market his product so as to have the largest returns in dollars and cents. With this end in view then let us be feasible. If a large crop has been obtained don't tell everybody about it, don't publish it in every journal you know of. If you do it will have a tendency to lower the price of honey, decrease the number of bee-keepers, and of course, cover you all over with glory as the greatest bee-keeper in the world.

Next, don't be in a hurry to sell your product, wait until there is a demand for it. In the meantime find out all you can about the market in other locations. Take into

consideration the fruit crop, and anything else that will affect the price of honey. Make up your mind to have a fair price, and don't get faint-hearted when the dealer tells you about the big crops of honey in California and the rest of the earth. Be in a position to jolly him about how scarce it is here and there, and if he wants honey he will soon talk business and you will get your price.

After the small fruits are out of the market the demand for honey will commence. Supply your local trade first with a good article, selling at a fair retail price. See that the grocers in your nearest town or city are supplied with an assorted stock, say half pound and one pound jars, two, three, five, and ten pound tins, also some in bulk all nicely in liquid form. Charge them twenty per cent. less than retail price. If you have still more than this trade will be likely to handle sell it to the wholesale commission merchants at ten per cent. less than grocer's prices, or look for an export trade. Then, there can be no cutting of prices, and all will reach the consumer at an even price. Be honest, give good weight more rather than less. If you sell by sample let the sample be a fair representation of your product, and that of the best quality. In fact, make your customers' welfare your own, for the more he can sell the more you will require to supply him.

THE LIBRARY UNIVERSITY OF GUELPH

It was my intention when I promised to read a paper on marketing extracted honey before this convention not to go much into detail, rather to place the matter before you with a view to organization for the purpose of selling the product so that an even and a fair price may be maintained, and also that our honey might be distributed more evenly over the Province, or shipped abroad in a conservative business-like way. As we are marketing our honey at present, if a man in England wants 25,000 lbs. of honey he would not know who to apply to for it. Only a few months ago a Winnipeg man wanted 10,000 lbs. put up in 5, 10 and 25 lb. tins, naming a certain number of each. I could not direct him to any one who would be likely to supply him. This ought not to be so. We ought to have a place where a reasonably large stock of honey is carried, and where dealers at home, as well as in other countries, could apply with reasonable assurance of having their demands supplied. Business is being carried on in quite a different way from what it was twenty or even ten years ago. Now, large business concerns are amalgamating, trusts are formed, companies seek monopolies, large departmental stores have sprung up and are flourishing. What does this mean? I believe it means that the old adage, "Competition is the life of trade" is recognized to be the death of the trader, and that people have more faith in combination being the life of trade; and for my part I feel that if bee-keepers had an organization and headquarters for honey distribution, a bureau of information concerning honey crops, we would fare much better than we do, going it blind, as it were, cutting prices on one another, selling our product through commission men

who don't know clover honey from buckwheat, or bass-wood from bug-juice, and whose only aim is to get rid of the consignment, get their commission and be ready for another lot. One season those who send honey to the west do well; next season everybody ships west, the market is glutted, prices down, bee-keeper is disappointed. Another season very little is shipped to that market not enough to supply the demand. One year shipments are made to England that pays well, another season when we are short at home and England well supplied by countries that were short the year before, we make larger shipments and come to grief. Can the members of the O. B. K. A. do anything to improve our condition in this respect? I believe they can, but will leave that for discussion.

The President: We have had a very interesting paper and in my estimation, one that is well worthy of our consideration. Anything that commences to affect the public is worthy of note. I would call on Mr. Newton, to open the discussion.

Mr. Newton: I am sure that it is a pleasure for me to start the discussion on the paper which we have before us, because it is a very able paper, and there is plenty of room for discussion. I just jotted down one or two things that I will speak of. The best recommendation we have for selling honey is to produce a good article to start with. If you can sell a good article, and people buy once, they will usually buy from you again. If you sell something that is poor and thin you do not often sell the second time. (Shows some samples.) Here is a sample which was taken unripe; you can see how soon it has granulated. This one is

a ripe granulated honey that the in our over th the su discuss honey way of past. to conti get all because keeper' journal them th by wai say, "W believe it woul in com seems think p product divide it has b As t comes a few afraid i think (the der the ma people until f more s general Don't r demand Then own h think remem a ste speakin when honey, said, " said,

a ripe sample. The unripe will granulate far sooner than heavy bodied honey. With reference to that thought concerning organization, in our Oxford society we have talked over the formation of a Guild, it was the subject of one of our half-day discussions, that we might collect honey together and secure a better way of disposing of it than in the past. I know there are lots of things to contend with, because we cannot get all bee-keepers to think of this, because they will not attend bee-keeper's societies nor take bee-journals, and if you try to persuade them that they can get better prices by waiting a little longer they will say, "We will do what we think." I believe if we had small unions formed it would be beneficial. I don't believe in combines very much, but this seems to be the day of them, and I think perhaps we could get rid of our product to better advantage and divide it more equally than the way it has been done in the past.

As to cutting prices, it generally comes through these men that have a few hives of bees and who are afraid it is going to spoil, and never think of waiting until they find out the demand for honey, but rush to the market and sell it. If these people would only wait a little while until prices were fixed, it would be more satisfactory to bee-keepers in general and to themselves also. Don't rush to the market before the demand for it comes in.

Then, we don't want to blow our own horn too much lest people think there is such a large crop. I remember some years ago going into a store in Woodstock and speaking to a grocer, it was a year when there was not very much honey, I gave him my figures, he said, "That is too high altogether." I said, "friend, there is very little

honey in the country, and in a month or six weeks you will have to pay more for it." He commenced to jolly me, and I said, "who gave you your information?" "Oh, the Traders' Report" said he, "it tell us everything." He would not buy from me. Three weeks after he wrote me to send down 25 cases, and I sent my prices with an advance of ten cents a case, and he took them.

Then, we must look after the different crops of fruit, and govern ourselves accordingly. If fruit is scarce honey must come in demand to take the place of fruits.

Then, as far as the local trade is concerned I have alluded to that before at other conventions. I think it is the main thing to look after our own home markets and keep them well supplied with a good article and not cut prices, and always give good weight. It does not pay to give short weight in anything. For the local trade in small quantities I think that glass is most suitable, and in liquid form. For my own trade if they keep honey and it begins to granulate I take it home and liquify it for them gratis, glad to have the opportunity to do so, because I think it pleases customers far better. We are trying to educate them, but we cannot do it very fast. We ought to do what we can to please our customers.

Mr. Darling: I feel somewhat interested in this discussion. One thought I have is with regard to the cutting of prices, and I do not know that we can get over that difficulty; I believe co-operation among bee-keepers would work as well as among any other class of individuals; but we have found and we think we always will find, there are individuals who are a law to themselves. There was an old gentleman, a member of

this association for two or three years, he did not bring a very bad article of honey into town, perhaps not as nicely handled as a good many others, I said to him "you sell your honey too cheap; we get so much for our honey." What was his answer? He said, "you fellows have got the honey and you sell it; but they don't know much about me, and if I don't sell my honey cheap then I cannot sell it at all." There was one time we had better prices than now. I sold at ten cents, and I found other people were selling at nine cents. I had a pretty good supply, and I sold at nine cents, and then the parties sold at eight cents. Where will this end? As soon as they get our prices they will go and put it in a little bit under that. I fully endorse what Mr. Newton has said in regard to liquifying honey for the local dealer. I had an experience which I will relate. I sold some sixty pound tins, and one man told me one tin was not as good as the other, I looked at it; it was really dark near the bottom. "What have you been doing with it? That is burnt." He said, "I will tell you; it got hard, and I took it home and put it on the stove to melt it, and I thought it would burn, and after it had got melted up I was afraid it was too thin and I put a little sugar in it." (Laughter.)

Mr. Newton: That just brings a thought to my mind. We had a gentleman at our Oxford Convention this fall, and he was telling us about the thickness of his honey—I think it went 14 pounds to the gallon. Of course, he thought he was giving too much weight for the money, and we tried to advise the man that was the best way to do it, as it would always hold the market. He had been experimenting and putting water in and trying to thin it down. I think

that the advise he got at our Oxford convention convinced him on that point. Then, as Mr. Darling says, the grocers are not bee-keepers, and they don't all know how to liquify extracted honey without burning it.

Mr. Prickett: There is a thing that ought not to go out without explanation; the grocers will be placing your honey on the scales and it won't weigh fourteen pounds to the gallon. We must be careful not to put an estimate on our honey that one half of it will not reach. Our good friend is not saying anything too terribly amiss, but it is the effect that may follow. He knows as well as I do honey does not average that. As to this paper on marketing honey I believe it is one of the most able papers that has ever been presented to this Association. I think our young friend is making his mark in this association. I have been many years a bee-keeper and I speak from experience in this matter of selling. There are a few things we need to do; first, we need to be strictly honest. If a man asks you if you have ten thousand pounds of honey, if you have, say so, but don't say it in such a way that it will be heard right down to Toronto. If you have a poor crop, say it in the same manner.

Mr. Hall: I am sorry the last speaker spoke as he did. He is man I respect very highly. However, let me advise young and old. Never offer for sale, except to a manufacturer, any honey that does not weigh fourteen pounds to the Imperial gallon or 12 pounds to the gallon wine measure.

Mr. Prickett: That gentleman is correct in his statement, but in the honey business most of us have been handling wine measure.

Mr. Hall: Then 12 pounds to the wine measure is very good honey,

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and if it is less than that it has something wrong with it, and we should let grocers know that 12 pound honey, wine measure, is good honey, and 12 pound honey will keep for years. I think good honey should be fourteen pounds to the Imperial gallon or twelve pounds to the wine measure.

Mr. Dickinson: I consider this one of the most important paper in connection with the bee industry, and hearing this paper read takes me back to two years ago when the matter was being discussed "what we were to do with our surplus honey" I think that the state of affairs in connection with bee-keepers generally through the province has greatly changed since 1897. I think we had a pretty good crop that season and expected a very large crop the next year, therefore it made us discuss that subject. If we have a large surplus it means the price must be low, and I had an idea at that time, 1897, that we might be able to put some honey on the British market if we could once establish there a reputation for Canadian honey. I had the opinion of a friend in Liverpool that there would be a very large demand, as the British people when they give an order give a large one, and I thought it would make a wonderful difference in the disposing of our surplus if we could once establish ourselves in the British market. In regard to "how to market extracted honey," I undertook to try what could be done so far as Canadian honey was concerned in that market. I have letters in my possession, that would discourage Canadian bee-keepers as to what Canadian honey would do there. However, I sent over my samples to my friend, stating that when a man undertook to find new markets he must be prepared to take all chances, and I was prepared to let my goods

speak for themselves. In 1898 I sent over a nice shipment. I was advised not to send less than thirty thousand pounds as a trial shipment. My friend said, "Don' send less than 25 cases." I sent that. I was very well pleased with the results. He has kept me posted as to what the market price is there, that is, for Californian honey, and so far as my information goes at the present time that is the honey the Canadian has to compete with in the British market. I think it is an important point in connection with marketing extracted honey to keep posted in regard to the markets of the world. You want to get to know pretty near as much as they think they know over there, and no doubt you will be told there are large crops in Chili or California, which might have a tendency to make you be satisfied with a low price. A bee-keeper that is putting honey on the foreign market ought to be ready to take what the market allows in competition with the world, because if there is a large crop in California he certainly will have to take less for Canadian honey on the British market than if there was a small crop there. I have in my possession a letter which would satisfy any bee-keeper in Ontario how we stand in respect to quality. I will read it for the benefit of the members of the association. This is just in two years. It is not necessary for me to tell the bee-keepers that it is necessary to send a good article. It is always necessary to sell a good article of honey even in your own market, and it is more important to send the very best clover honey into the British market.

"I have pleasure in sending you account sales for 78 cases of new Canadian honey with draft on Bank of Montreal, Hamilton, for £176.4, net proceeds of the same. I hope the

result will be satisfactory. I sold it net cash terms, the buyer paying landing charges, namely: dock and town dues, master portorage, which makes the price about 47s. 6d, no other lot having brought so much. The highest price paid so far this season is 46s. 6d. The buyers are very much pleased with the quality, but thought we were rather stiff in the price. They expressed their regret, however, that they are not able to get more. Should you be able to get any more of equal quality that you can ship at the price we would have no difficulty placing it. We hope there will be a large crop next season, and if quality is maintained you will have no difficulty in getting a price equal to the best on the market."

I do not think we can for a moment imagine we are always to get high prices for honey in the British market, because supply and demand no where more affects the market. This friend sent me samples of Chilian honey. He had made a sale of 300 barrels of this honey. As soon as I tasted it I found my honey does not come up against that class of honey at all, and he would have to sell it for half, and he did sell it for 23 shillings. On the other hand I have a sample of California honey, but I found that honey to be a superior honey to the Chilian, and it goes right up against first-class Canadian. Therefore, it will depend a good deal on what their crop is in California. I do not know so much about other foreign countries, but I know Chilian honey is an inferior article. Therefore, it is quite necessary to be posted on what the California market is before we can expect any great things. We will be governed by supply and demand in that matter. As far as having a corner on honey in Canada I think it

is necessary for some of the larger bee-keepers to find a new market, and let the smaller bee-keepers get the benefit of the local market, and also keep our local markets supplied all the time; and the prices will be better all around. In good seasons we must ship out our surplus.

The Question Drawer.

Opened by J. B. Hall, Woodstock.

Q. Does the meeting think it advisable to encourage the public to keep bees?

Mr. Hall: Yes—No. I would like to encourage all those that have natural tact to keep bees, and are in a locality where it would pay them to keep them, but to indiscriminately advise every one to keep bees for a living would be to do a great injury. We should be very cautious how we encourage people to keep bees. I may be a rather peculiar temperament; I think a bee-keeper, like a fiddler, is born. If a man can look after ten thousand little things and do everything right, and do them at the proper time and in the proper way, and is desirous of keeping bees, and is willing to live in a new country, encourage him.

Q. Is it advisable to give excluders between all supers when working for extracted honey?

Mr Hall: One word will answer that: Yes. Why? First, by having the queen excluder below you can work as fast as you choose during the extracting season or manipulate your supers and have no fear of killing your queens, it makes no difference if you kill a few hundred workers, because there is thousands coming on every day to take their place. You save fifty per cent of the time during extracting knowing your queen is not there, and there is no danger of killing her. The nature of the queen

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is to keep to the top of the hive, and it is only the bees filling in to the top above her that drives her down. Finally she comes down to the bottom board; they cramp her so that she cannot lay enough eggs, and consequently they get the swarming fever; and therefore I find it advisable for extracted honey on all occasions to have a queen excluder.

Mr. Newton: I asked the question, and it was for friend Holmes' benefit, but he is not here. He said, in his paper, he only used them where he was hiving swarms.

Mr. Hall: Mr. Alpaugh worked for me three years. The second year he worked for me I wanted him to work on shares. One of the three seasons there came two or three cold days, and he picked out twenty hives of bees that had nicely capped honey on the tops; he went to work at one o'clock and quit at six; he had to carry some honey about fifty yards to get it to the extractor. His sister was visiting him at the time, and she assisted him by shutting down the gate of the extractor when the pail was full. Make a guess how much honey he had? He did a big half days' work because the queen was shut off.

Mr. Shaver: Eight hundred pounds.

Mr. Hall: He took over one thousand lbs. He could not have done it if the queens had been there. He got over fifty pounds per super from them. That is one advantage of having your queens down—you can work with confidence.

Q: Has any one had any experience with Carniolan bees? If so, how do they compare with other races of bees?

Mr. Hall: I am the first man that had Carniolan bees in Canada. I purchased a Carniolan queen. She was eighteen days in the mail bag,

and when I received her there were three live bees with her. We looked at her and came to the conclusion that she was not worth much; however, we got her safely introduced and she lived about six weeks, but during that time we raised some queens from her. I have never had a better lot of bees than the daughters of those queens—never for quantity and quality of honey. Of course we kept them for a couple of years, and we thought we would like to have a change, and we received three importations after that, but they were not worth the powder to blow them away. I like Carniolan bees mixed with Italians. My bees are that mixture. Of course you cannot control these young ladies. They go out visiting, and therefore if I have any other blood it is from accident, not from design.

Toronto Industrial Exhibition.

Prize list for 1900.

Class 76—Honey and Apiary Supplies. Open to all Bee-Keepers—Agents excluded. Entrance fee, 25c each entry.

Section 1. Best and most attractive display of 50 lbs. of extracted granulated Clover honey, in glass, quality to count 80 points, display 20 points. 1st, \$5; 2nd, \$4; 3rd, \$2; 4th, \$1.

Section 2. Best and most attractive display of 50 lbs. of extracted granulated Linden Honey, in glass, quality to count 80 points, display 20 points. 1st, \$5; 2nd, \$4; 3rd, \$2; 4th, \$1.

Section 3. Best display of 500 lbs. of liquid extracted honey, of which not less than 250 lbs. must be in glass, quality to count 80 points, display 20 points. The first prize is given by the Toronto E. D. Agricultural Society. 1st, \$18; 2nd, \$12; 3rd, \$8; 4th, \$5.

Section 4. Best 500 lbs. of Comb Honey in sections, quality as per

score card to count 100 points, display 33; total 133 points. 1st, \$22; 2nd, \$17; 3rd, \$10; 4th, \$6.

Section 5. Best 12 sections of Comb honey, quality to be considered, that is to say clean sections and best filled. 1st, \$5; 2nd, \$3; 3rd, \$2; 4th, \$1.

Section 6. Best 100 lbs. of extracted Liquid Linden Honey, in glass, quality to count 80 points, display 20 points. 1st, \$7; 2nd, \$5; 3rd, \$3.

Section 7. Best 100 lbs. of extracted Liquid Clover honey, in glass, quality to count 80 points, display 20 points. 1st, \$7; 2nd, \$4; 3rd, \$3.

Section 8. Best 10 lbs. of extracted Liquid Clover honey, in glass. 1st, \$4; 2nd, \$3; 3rd, \$2; 4th, \$1.

Section 9. Best 10 lbs. of extracted Liquid Linden Honey, in glass. 1st, \$4; 2nd, \$3; 3rd, \$2; 4th, \$1.

Section 10. Best 10 lbs. of extracted Liquid Buckwheat honey, in glass. 1st, \$4; 2nd, \$3; 3rd, \$2; 4th, \$1.

Section 11. Best Beeswax, not less than 10 lbs. 1st, \$4; 2nd, \$3; 3rd, \$2.

Section 12. Best foundation for brood chamber. 1st, \$3; 2nd, \$2; 3rd, \$1.

Section 13. Best foundation for sections. 1st, \$3; 2nd, \$2; 3rd, \$1.

Section 14. Best exhibit of Apiarian Supplies. 1st, \$10; 2nd, \$5.

Section 15. Best and most practical new invention for the Apiarist, never shown before at this Exhibition. 1st, \$6; 2nd, \$4; 3rd, \$3; 4th, \$2.

Section 16. Best six varieties of uses to which honey may be put in preparing articles for domestic use, the increase they are likely to make in the demand for honey, quality and originality to be considered. 1st, \$6; 2nd, \$4; 3rd, \$3.

Section 17. For the most tasty and neatly arranged exhibit of Honey in the Apiarian Department, to be limited to the quantities called for in the preceding sections, all the Honey

to be the product of the exhibitor. The first prize in this section is given by the Ontario Bee-keepers' Association. 1st, \$25; 2nd, \$16; 3rd, \$8; 4th, \$5.

Section 18. To the exhibitor taking the largest number of prizes for Honey at this Exhibition, 1900, to be awarded by points as follows:—a 1st Prize to count 5 points; a 2nd, 3 points; a 3rd, 2 points; and a fourth prize, 1 point. 1st, Silver Medal; 2nd, Bronze Medal.

The Western Fair Prize List.

Class 57—Honey, Etc. \$1400 in cash offered as prizes in this department. Entries positively close Sept. 5th.

Section 1. Most tastefully arranged exhibit of Comb and Extracted honey Bees wax, the product of exhibitor put up in marketable shape. 1st, \$16; 2nd, \$12; 3rd, \$6; 4th, \$4.

Section 2. Comb Honey, 200 lbs. in sections, put up in most marketable shape. 1st, \$10; 2nd, \$7; 3rd, \$5; 4th, \$3.

Section 3. Liquid Extracted Honey, 200 lbs., put up in most marketable shape. 1st, \$7; 2nd, \$5; 3rd, \$3; 4th, \$2.

PRIZES IN EACH, SECTIONS 4 TO 14—\$3, \$2, \$1.

Section 4. Comb honey, 20 lbs. in sections, in best marketable shape

Section 5. Liquid Extracted Clover Honey, 40 lbs. in glass packages.

Section 6. Liquid Extracted Honey, not clover, 40 lbs. in glass packages.

Section 7. Extracted Granulated Honey, 20 lbs., in glass packages.

Section 8. Beeswax. 10 lbs.

Section 9. Honey vinegar, half gallon, in quart glass packages.

Section 10. Maple Syrup, half gallon, in quart glass packages.

Section 11. Largest and best variety of domestic uses to which honey may

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be put, prepared by the exhibitor or his household, two samples of each—Canned Fruits, Cake, Pastry, Meats, Vinegar, etc.

Section 12. Comb Foundation, for surplus honey, by manufacturer.

Section 13. Comb Foundation for Brood Chamber, by manufacturer.

Section 14. Display of queens put up in shape to be readily seen by visitors.

Section 15. Queen Cage admitted to mails by postal law. Diploma.

Section 16. Assortment of glass packages for retailing extracted honey. Diploma.

Section 17. New and most practical invention for use of Apiarists. Diploma.

Section 18. Display of Honey-bearing plants, named and labelled. Diploma.

Section 19. Display of Apiarian Supplies. Silver Medal.

Central Canada Exhibition, Ottawa.

Class 8. Sec. 63—Honey and Apiary Supplies,

Prize No. 1015. Best 30 lbs. of Extracted Granulated Honey, in glass, 1st., \$4, 2nd., \$2, 3rd., \$1.

Prize No. 1016. Best display of 100 lbs. of Liquid Extracted Honey, of which not less than 50 lbs. is in glass, quality to be considered. 1st., \$10, 2nd., \$5, 3rd., \$2.

Prize No. 1017. Best display of 100 lbs. Comb Honey, in section display, fresh appearance and finish to be considered, 1st., \$10, 2nd., \$5, 3rd., \$2.

Prize No. 1018. Best 10 lbs. of Comb Honey, quality and finish to be considered, that is to say, body and flavor of honey, and clean and best filled sections, to be considered, 1st., \$5, 2nd., \$3, 3rd., \$2.

Prize No. 1019. Best 10 lbs. of Ex-

tracted Clover Honey in glass, 1st., \$2, 2nd., \$1.

Prize No. 1020. Best 10 lbs. of Extracted Linden Honey, in glass, 1st., \$2, 2nd., 1.

Prize No. 1021. Best Beeswax, not less than 10 lbs, 1st, \$2, 2nd., \$1.

Prize No. 1022. Best Exhibit, the object being to educate the public as to Bees—their natural history, the bee-keeping industry and its relation to horticulture, 1st., \$5, 2nd., \$3, 3rd., \$2.

Prize No. 1023. Display of Bee-keepers' supplies, 1st., Diploma, 2nd., \$1.

Prize No. 1024. Best Foundation for Brood Chamber, 1st., \$1, 2nd., 50c

Prize No. 1025. Best Foundation for sections, 1st., \$1, 2nd., 50c.

Prize No. 1026. Best Hive for Comb Honey, 1st., \$1, 2nd., 50c.

Prize No. 1027. Best Hive for Extracted Honey, 1st., \$1, 2nd., 50c.

Prize No. 1028. For the largest, most tasty and neatly arranged exhibit of honey in the Apiarian Department, all the honey to be the product of the exhibitor (\$10.00 of this prize is given by the Ontario Bee-keepers' Association.

Bee-Keepers Ten Sins.

1. Wintering weak colonies.
2. Not allowing sufficient stores for winter.
3. Not packing colonies warm enough for winter.
4. Not uniting weaklings in spring.
5. Making untimely artificial swarms.
6. Extracting honey at the wrong time.
7. Using foundation too sparingly.
8. Selling honey at too low a price.
9. Lazily attending conventions.
10. Being selfish about imparting information to others.—Rheinische Bienenzeitung.

THE
CANADIAN BEE JOURNAL

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JULY, 1900.

EDITORIAL NOTES.

THIS number commences another volume of the Canadian Bee Journal. Seven years have passed since the present publishers purchased and took over the publication from the D. A. Jones Co. of Beeton, these years have brought their experiences and taught their lessons. Apiculture in Canada has been steadily advancing. We trust that we too have advanced and that we have added in some measure at least to the intelligence and success of our readers in apicultural lines. We are indebted to many who have encouraged us by their kind words and substantial support in the way of their own subscriptions, the subscription of others and articles, for these we are grateful and ask for your continued support.

EXHIBITION season is coming apace. Toronto opens August 27th, London Sept. 6th, Ottawa, Sept. 10th. We give the lists of prizes in the honey departments of Toronto, London and Ottawa. Bee-keepers should not lose sight of the advantages to be derived from making exhibits at the fall exhibitions, a display of honey will remind the public that there is such

a thing as honey. Old people and young people and children will have their memory refreshed and their appetites whetted for honey by the sight of it. This desire taken advantage of by proper a person in charge will result in a sale, which is a kindness to the purchaser, to say nothing of the advantage to the bee-keeper.

HONEY crop reports so far have been very varied, some have written us cheerfully and hopefully, others again the very opposite to this; we believe that the information we have received would warrant us in saying that while there is nothing like the total failure of last season, there is going to be a very general shortage. Clover bloom is scant in most districts, the drought has been against it and not much expected from basswood. As to prices it is yet early and the market must get settled from the first rush that it is always subjected to, we would merely say don't be in a hurry to sell, if your article is good you can afford to hold it for a while. Read carefully Mr. Harry Sibbald's paper on "Marketing," read at the O.B.K.A. Convention—it is seasonable.

THE National Bee-Keepers Association of the United States meets at Chicago, Aug. 28, 29, and 30, as will be noted by the letter from Secretary Mason, which appears elsewhere in this issue. The programme will no doubt be an excellent one, besides the opportunity of visiting the great

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city, and we would recommend any of our readers who can take a holiday to themselves on the above dates not to miss going to the convention. Our brethren on the other side have always shown the warmest and kindest feeling toward Canadian visitors and treated them with the greatest possible courtesy. The Editor of the Canadian Bee Journal regrets his inability to be present, but he wishes a pleasant and profitable time to those who can. Editor York of the American Bee Journal, (Chicago) replying through his paper to Secretary Mason who suggested that he might be willing to help delegates to secure lodging places if they ask him, says: "Yes, we will be glad to do what we can toward securing lodging places for those who will notify us a sufficient time in advance of the meeting. Already several have requested it. We think the Revere House will be able to care for one hundred or more, and likely the balance of the convention can secure lodging through their friends and acquaintances residing in Chicago, aside from ourselves. Please do so if you possibly can, as we will likely have all the applications we shall be able to place. There is an excellent restaurant with reasonable charges, adjoining the hall, where doubtless most of the members will get their meals. The best part of a convention is the time between the sessions if as many as possible can be kept from getting scattered. That is one reason the committee tried to secure hall, hotel and restaurant accommodations all within a half block of each other."

SECRETARY Wm. Couse, of the Ont. Bee-Keepers Association, has kindly forwarded to us the following letter, which he received from Professor Robertson regarding the Canadian honey exhibit at the Paris Exposition. It will be of interest to our readers and especially to those who contributed to it:

Mr. W. Couse,
Streetsville, Ont.

Dear Sir:

I have yours of July 3. A very excellent exhibit of Canadian honey has been made in Paris. It was put up by and was in charge of Mr. Small, a well-known bee-keeper of Dunham, Que. As the jurors have passed on the food products during the month of June, and will not likely be induced to re-examine any further exhibits of honey, I do not think any good end would be served by sending forward honey at the end of this month. The honey which was put in a conspicuous place in the Canadian Section of the Colonial Building, looked very well indeed. It had a fine color, and was nicely arranged, and I think will secure an award of first merit from the jurors.

Yours truly,

JAS. W. ROBERTSON,
Commissioner.

We understand that most of the exhibitors intended sending a renewal of the new season's crop. They no doubt will feel somewhat disappointed. We are glad, however, to note the good standing of the exhibit as a whole.

Handling Bees.

By Elliott J. Reiss, M. H. A. C.,
Wyee, N. S. W.

Handling bees? Time was when handling bees consisted in catching a swarm, and placing it in an old box, and when the box seemed to be full of honey and comb, getting a fire shovel, and with a handful of sulphur killing the bees. Then the honey was taken, and the brood thrown away, or else the bees were smoked with old rags, cow dung, &c., the combs cut out, honey taken, and brood destroyed, the box being put back for the bees to return and fill again, and so on.

The latter plan is still carried on in parts of this country, but such methods will not do if the bees are to take their proper place as farm stock.

Handling bees has been reduced to quite a science, so that as a general rule, there is little danger of making acquaintance of their "hot foot," if you know how to go about it. The fact requisite is CONFIDENCE. There is little to be feared, and usually you can take a handful of bees from a cluster, and shut your hand on them, squeezing them if you like, and let one fly out at a time, and you will be surprised to find that they do not sting, or attempt to do so.

The second requirement is KNOWLEDGE. There are times when it is unsafe to handle bees unprotected, i. e., when the honey flow ceases abruptly, when the swarm is queenless, or have been disturbed, or when there are animals about with strong odours, or when you are perspiring

freely, when robbers (bees) are around, &c.

Again, with proper knowledge, you can always tell the temper of the bee by the sound which they make, or by their posture. Of course, there are times when the apiarist has to handle his bees, knowing full well that he will receive a "reception," but not often, and even this may be avoided if he does not mind risking loss. So that, taken all around, there is no more danger in handling bees than other farm stock. True, the bees sting, but the horse kicks, the cow uses her horn, &c., and all when least expected.

The tools required are—first, a smoker, then a bee veil. I consider a bee veil a nuisance, and seldom use one, as they obstruct the vision, and also, are close and stuffy on a hot day. Some people rig themselves up in a bee dress, which is much worse still. Bee gloves are made of gutta percha, and are only in the road for work. A lady, whom I instructed, used mittens, made of linen, starched, and found them effective. So, then, summing up the tools, I say the bee veil is a necessary evil, useful to have, but the bee smoker is an absolute necessity. There are people who profess not to need a smoker, but their movements are necessarily slow, and they must kill more bees, so that I have no patience with them. Because you have a smoker, there is no need to send a blast like that of an engine furnace amongst the bees, or to suffocate them with smoke; but, judiciously used, you can quieten down the roughest swarms, or drive or handle bees just as you like.

I will go through the *modus operandi*. Here stands a hive, which it is desired to examine.

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First puff a few whiffs of smoke in at the entrance. This drives the guards into the hive. If you smoke the entrance too much you send the bees just where they are not wanted—at the top of the hive. Next, gently puff up the cover, and smoke in on top of the frames. This will drive the bees out of the way. If a quilt, lift one corner, and smoke across as you lift it off. Never puff smoke between the frames, but across the top, and if wind is blowing, always puff on the windward side—the wind will send the smoke across. Presently you will hear the bees set up a contented hum. Now take out a frame. In all your movements or jerks or jars be gentle. You will find it pays amongst bees, and you can work quicker. Lift the frame with both hands, and examine the side next to you. If you desire to examine the other side, lower the left hand, and swing the frame around as on a pivot; then lower the right hand, and you have the frame turned around only upside down to put it back reversed. If you turned a frame over heavy with honey and brood, the chances are you would have an accident, and the comb would part company with the frame; but by handling in this way, you can turn and examine both sides of the heaviest comb you will find in a hive without the slightest danger, and so proceed with every frame. It is well to see your smoker is well alight in the case of some of the bees becoming wild. A few puffs of smoke will always quieten them. The best smoker is the hot blast. Almost any make does good work. I never could get the cold blast to do satisfactory work.

Much handling may be avoided by carefully noting and studying

the habits of bees. An expert can, to a great extent, tell how his bees are getting on from outside appearance, i. e., the bees coming in and out briskly, with no loafing and fooling round, shows the hive is in full work, and everything O. K.

Then towards evening a large number of bees will be seen coming out, and flying about the hive. These are young bees, taking their first lessons in the use of their wings. Such a hive does not need examining more than once in eight days in the honey season, to see that no queen cells are started; at other times, not so often.

If the bees are observed to be very restless, it indicates swarming, and if on opening the hive queen cells are started, and young bees hatching in great numbers, it may certainly be expected.

If bees are observed hanging in clusters on the outside of hive, this shows they are loafing, or else the hive is too small or too hot, and by putting on an empty super they will be got to go to work at once.

If bees are observed flying straight in an straight out without stopping, robbers are at work. They are in a hurry to leave, and if bees are found struggling together about the hive, and flying about cracks or covers, it is certainly robbers. Bees never, when working naturally, fly straight out of hive, but come out on the alighting board, and seem to look round before going off. Do not confound robbers with young bees on their afternoon flight, as beginners are apt to do.

If bees are crawling all over the front of the hive here and there, seeming to be looking for something, some mishap has come to their queen; she is certain to be

found missing. The bees also work in a listless, don't-care spirit.

Then, dead bees lying round, their appearance, their dropping on the entrance-board, the smell of the hive, dead grubs, and cocoons of wax-moth, all have their tale to tell to the apiarist.

The hearing also plays an important part, as by the sound you can tell the temper of your friends, and locate a queen if there are several in the hive, as she has her own distinct note.

From the foregoing you will see the necessity of using your eye, ears, hands, and your brains also, if you wish to make a successful apiarist. "Knowledge is power" as much in handling bees as in anything.—The Agriculturalist.

Communications.

Editor Canadian Bee Journal :

Please allow me to remind the readers of your journal that the next convention of the National Bee Keepers' Association will be held at Chicago, Ill., on the 28th, 29th and 30th of August next, commencing on Tuesday evening the 28th.

The session will be held in Wellington Hall, No. 70, North Clark street, about a block and a half from the office of the American Bee Journal, and about five blocks directly north of the Court House. The hotel at which lodgings, etc, may be secured is the Revere House, on the southeast corner of Clark and Michigan street, only about half a block from the hall. Rates for lodgings will be 50 cents per night,

but several will have to occupy the same room, and the proprietor of the hotel has assured Mr. York that good beds will be furnished. As it may be possible this hotel will not be able to accomodate all the bee keepers, each one should secure a lodging place as soon as possible after arriving in the city. There is generally no trouble in finding enough to eat at reasonable rates.

The program for the meeting will be somewhat different from what it has usually been. It is intended to have one paper at each session and occupy the remainder of the time in asking, answering and discussing questions, the papers will be by such noted bee keepers as Mr. Thos. W. Cowan of England, Mrs. Asklin of Minn., Dr. Howard of Texas, Herman F. Moore of Ill., S. A. Niver of New York, and Mr. Atkin of Colo., and the question box will be in charge of such old veterans as D. W. Heise of Canada, C. P. Dadant, Dr. Miller, and Geo. W. York, editor American Bee Journal, of Illinois, Hon. R. L. Taylor of Michigan, and O. O. Poffleton of Florida.

As yet I have been unable to learn what the railroad rates of fare will be, but presume they will be the same as heretofore for the G. A. R. encampment, one and one-third fare for the round trip from some localities, one fare from some other territory, and one cent per mile each way in the Central Passenger Association territory. Any station agents will furnish needed information on this matter as soon as they get their instructions.

A. B. MASON, Secretary.

"I was just doing it to pass the time," "as if you could kill time without injuring eternity!"

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The Month's Work

A. E. Hoshal, Beamsville, Ont.

The honey harvest in most localities ends with the close of the basswood bloom about the fifteenth of this month. From the first of the month, therefore, until this date, except when drought or other causes interfere with the honey-flow, the management of the bee is simply a continuation of that described in C. B. J. for last month, namely: caring for swarms, continued addition of surplus cases from time to time as required and the removal of honey from the hives when completed. All surplus honey both comb and extracted on the hives at the close of the honey flow should be removed as soon after as completed by the bees.

If the swarms were hived in contracted brood-chambers as directed last month, they will be found at the close of the honey flow to contain little or no honey in their brood-chambers. These should now at the close of the honey flow have their brood-chambers enlarged to their full capacity by removing the fillers and inserting frames of combs containing honey, should, however, these combs not contain any honey, then the surplus honey should not all be removed from the hive, or the colony will be left in a starving condition and injured thereby.

In the monthly articles thus far contributed I have described for the spring and summer, what for want of a better term we will call the "management of our colonies," supposing that they came through the winter all right. I wish now to state, that I consider all this but one half of successful

honey production, the other, and if anything the more important half, is queen rearing. This is not a notionate fancy of the fastidious ones in bee-keeping, but an essential part of modern, financially, successful honey production. It will often be noticed in two colonies which have wintered equally well, and have had the same chance, that one will gather double the amount of honey the other will, or there may be one or two colonies in the yard which will far outstrip any of the others in the amount of honey they gather, and if a record of such a colony or colonies be kept it will be found that their record is much the same year after year, and further, a colony which is offspring of such a one will itself also be a good honey gatherer.

These differences in the records of different colonies in the same yard and under the same conditions are wholly due to their queens, and if the bees themselves do not inherit from their queen and the drone she mates with (these are their mother and father) good honey gathering qualities, no system of management no matter how perfect or well carried out will make up for such a lack; the management of our apiaries is not to impart honey gathering qualities to our bees, but simply to make the most of those that they already possess, and it is the height of folly to tolerate anything but the best working strain of bees in our apiaries.

Space will not allow us to describe all about how to raise good queens, it would take a whole C. B. J. to do that. However, the following plan if carried out will soon improve the quality of the bees in any apiary.

Work all colonies of the best honey gathering and other good qualities for comb honey, and the poorer ones

for extracted honey, using empty combs in the extracting cases—not foundation. This will hasten the swarming of the best colonies and retard the swarming of the poorer ones. When a colony swarms the old queen goes with the swarm, and if the parent colony after casting the swarm be examined, it will be found to contain a number of queen cells in different stages of advancement, and when any of these cells are capped, they can be removed and given to other colonies to re-queen them.

To re-queen a colony first remove or destroy its queen, if it contains one, and then exchange one of its combs of brood for a comb having on it a capped queen-cell taken from one of our best colonies which has swarmed and which we wish to breed from. In a few days this cell will hatch, the young queen therefrom mate and shortly after begin to lay.

Sometimes a colony thus treated will swarm when the queen-cell given them hatches, in which case the young queen from it will be with the swarm. This swarm can be hived on the stand of the parent colony and worked the same as any other swarm for honey, and the parent colony given another queen-cell as before to hatch, first being careful to destroy whatever other queen-cells there may be in it, or the bees remaining in the old hive can be shaken off of its combs in front of the hive containing the swarm and allowed to unite with it, and the brood be given to weak or other colonies as most desirable to mature and hatch.

It often happens that a number of queen-cells which we wish to use are built on the same comb. In order to utilize all such it will be necessary to provide ourselves with queen-cell

protectors. These cells can then be carefully removed from the comb on which they built with a pocket knife, placed in these protectors, and when thus caged they can be fastened between the combs of brood in any colony where desired and allowed to hatch. In thus protecting cells use only those which are nearly ready to hatch. In giving a queen-cell to any colony always be sure that there is no queen in the hive, or other queen cell which will hatch before the one you are giving it. Every colony which has not done satisfactory work and swarms should have its own queen-cells destroyed, and be given one of these protected cells taken from one of our best colonies, or else united with some other colony or swarm.

During July all colonies which it is not intended to winter should be united with those to be wintered. In selecting the colonies to be wintered, always select those containing the best queens regardless of their strength, and unite with them the colonies containing the poorer queens, always first destroying such. By thus uniting, the weaker colonies which contain good queens can be brought up at once to sufficient strength to winter.

If a careful selection in breeding and uniting as described be carried out during that season, there will be a marked difference in the honey-gathering qualities of the bees the season following, and if followed up year after year, a strain of bees hard to beat will soon be developed and especially so if in addition to the above a good Italian queen from some reliable breeder be obtained each year, and as many cells as possible developed from her and given to other colonies, and the drones from undesirable colonies destroyed.

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Subduing and Handling Bees.

By Morley Pettit, in *Farmers Advocate*.

"It is true that bees cannot bite and kick like horses, nor can they hook like cattle; but most people, after having had an experience with bee stings for the first time, are inclined to think they would rather be bitten, kicked and hooked, all together, than risk a repetition of that keen and exquisite anguish which one feels as he receives the full contents of the poison bag from a vigorous hybrid, during the height of the honey season." (A. B. C. of Bee Culture.)

The writer well remembers using an old-style smoker, manufactured by the author of the above, from which live coals would occasionally fall on the hand; and these were often mistaken for stings. However, bees do not sting, promiscuously, anyone who approaches them, nor do they know one person from another, except as one learns their whims in order to deal with them peaceably. They are often much annoyed by persons standing in their way and interfering with their work, as is aptly illustrated in the work quoted above. "If you should go into a factory, and stand in the way of the workmen until a dozen of them were blocked up with their arms full of boards and finished work, you would be pretty apt to be told to get out of the way. Now, you are to exercise the same common sense in an apiary," and not stand in front of a hive or anywhere in the bees' line of flight.

Avoid quick or agitated movements, striking at flying bees or jerking the hand back in fear of being stung. Last summer a toy windmill was placed near the yard to frighten birds from a cherry tree. It so enraged the bees, partly by its rapid motion and partly by being in their line of flight, that thirty or forty of them might be seen at anytime buzz-

ing about it, and darting at the revolving fans. Their especial enemy, as they seem to think, is the lawn mower, whose rapid motion in front of the entrances, even on cool days, often bring them out "like hot shot."

The smell of perspiration is very offensive to them. For this reason so-called sting-proof clothes and gloves are objectionable in hot weather, as they cause so much extra perspiration that the bees are almost sure to get in more stings at vulnerable points than though the clothing were light and cool. For myself, I prefer a complete suit of white cotton, and a bee veil, of mosquito bar with fine black net veiling before the face, attached to the end of a broad-rimmed straw hat, and tucked into the clothing far enough down on the breast to stand out clear of the face. This, with a good smoker filled with rotten wood, and burning well, renders a person reasonable safe from stings.

To open a hive, blow two or three gentle puffs of smoke in at the entrance, and, having removed cover and cushion, blow smoke over the frames as you gently turn back the cloth, beginning at one corner. It may be necessary to blow some down between the frames, but too much smoke will often cause the bees to run excitedly over the combs and perhaps out of the entrance. Then they become almost unmanageable, and even the queen may run out and be lost. Black bees, or those containing some Carniolan blood, are worse for "running" than pure Italians; but even they may lose their heads at times. When they start running it is often best to quit smoking altogether, go on carefully with your work, showing no signs of fear, and they will soon quiet down. Avoid jarring the hive at any time. Much depends on letting neither bees nor bee keeper become excited. By a

little observation and judgment one soon learns how little smoke may safely be used, and exactly the right moment to apply it. Before lifting out a frame push those on either side of it over far enough to allow it to come out without rubbing or crushing bees. All combs should be straight and even to manipulate nicely. "Crushing bees fill the air with the odor of poison, which irritates the bees. So also when one bee is provoked to sting, others follow because of the odor of poison." ("The Honey-bee.")

Unlike other stinging insects, the honeybee leaves its sting in the wound, so is only able to sting once, and usually dies soon after. The sting should be removed immediately by scratching with the finger nail or brushing against the clothes, else it would continue working in and injecting the poison into the wound. To grasp it between the thumb and finger would be to squeeze the last bit of poison into the wound. Do not rub or irritate the part in any way, as that only increases the swelling. The best remedy is to forget; but an application of cold water or cold wet cloths without friction is good in bad cases.

Above all, never allow horses to enter the apiary: for the bees will rush out at them and sometimes sting them to death, even at night.

Honey Eye-Wash.

Put into an ounce vial of pure honey a piece of alum as large as the end of the little finger, and then put the vial (corked of course) into a cornmeal dough, and cook it until the cornbread is done. When cool, take out the vial and it is ready for use.—N. B. HOLLISTER in American Bee Journal.

Literary Notes

The Toronto Daily Star has introduced into Canada a feature which is novel as it is conspicuous in connection with newspaper advertising. It prints a line in red ink every day across the top of the page advertisement of one of their large advertisers. The marvel of its readers is as to how the thing is done. At the same time it prints special announcements of its own upon the front page of its paper from time to time also in colored ink, sometimes printing a paragraph at the bottom of one of the columns of the front page, and occasionally strengthening its front page cartoon with some colored ink. As an illustration of this latter, upon the day that it was announced that Pretoria had been taken by General Roberts the Star printed a cartoon showing "Bobs" with a brush in his hand "painting the map of South Africa a British red," painting it from ocean to ocean, as in geographies, hereafter that part of the world will be colored.

As an up-to-date newspaper, The Toronto Daily Star eclipses all its rivals. It is dignified without being heavy; bright without being flippant; aggressive without being ill-natured.

Light, air and sunlight are important factors in keeping the family and the house in a healthy condition. Nothing could be worse than the habit some people have of keeping the house in darkness from early morning until night. The house should be flooded with light and air for several hours each day.—J. LADIES' HOME JOURNAL