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LET SOMETHING GOOD BE SAID

When over the fair fame of friend or foe

The shadow of disgrace shall fall, instead

Of words of blame, or proof of thus and so,

Let something good be said.

Forget not that no fellow-being yet

May fall so low but love may lift his head;

Even the cheek of shame with tears is wet

If something good be said.

To generous heart may vainly turn aside

In ways of sympathy; no soul so dead

But may awaken strong and glorified

If something good be said.

And so I charge ye, by the thorny crown,

And by the cross on which the Saviour bled,

And by your own soul's hope of fair renown,

Let something good be said.

—James Whitcomb Riley.

NOTES AND COMMENTS

By a York County Bee-Keeper

Is Canadian Foundation Adulterated.

From report of the Worcester Co., Mass., Bee-keepers' association I clip the following from a letter written by Dr. E. F. Phillips, of the United States Department of Agriculture, Washington, D. C., which was read at their annual convention.

'You may be interested in some things which were found by the bureau of chemistry of this department. Samples of comb foundation were examined from all over the United States, and no adulterations were found. However, three samples were received from Canada which were not pure, and, it is claimed, that a considerable portion of the comb foundation used in Europe contains paraffin or cerasin.'

Canadian manufacturers, what do you have to say to such a statement as that? By all means, if possible, Dr. Phillips should be prevailed upon to give the names of the manufacturers of these adulterated goods. From what I know of the different firms and individuals manufacturing comb foundation in Canada, I feel sure that without ex-

ception they would court investigation as to purity of their products. On the other hand, if, perchance, we have some imposters, as Dr. Phillips' report would lead us to think, was the case, in justice to the bee-keepers and honest manufacturers, think an exposure of the guilty party or parties should be made public.

Wintering on Solid Sealed Stores.

In a recent issue of "American Bee Journal," Mr. Hasty thanks Mr. Dadant for his defence of "natural conditions in the fall in preference to having all combs completely solid with honey." This is, of course, a comment on Mr. Dadant's reply to an article of mine in A. B. J., in which I combated his statement that "bees will not winter well on solid sealed combs of honey." If Mr. Hasty or Mr. Dadant will carefully read the article in question, don't think they will find that I advocated having all the combs in the hives with honey, indeed, such condition would necessitate a man having a bank behind him if he wanted to fit up three or four hundred colonies like that. Mr. Dadant made the unqualified statement that "bees will not winter well on solid sealed combs of honey," and as actual experience has proven to me that such a claim has no weight as far as Ontario is concerned, felt it unwise to let such a statement go unchallenged. I tried to make it clear that I would not meddle with colonies that were heavy in stores, but on the other hand I claimed and still claim, that if a colony is light, much better results will be obtained by first contracting and then feeding until the remaining combs are solid, or better still replace the light combs with solid combs of honey. As to the number of combs to leave, that will depend on the strength of the colony. Personally, have found that five Quinby combs solid with honey or sugar syrup will bring the strongest colony through

in splendid condition. As to "natural conditions" referred to by Mr. Hasty, by which I presume he means empty comb in centre of brood nest for bees to cluster on; would hazard the guess that two-thirds of winter losses in cold climates are caused by the aforesaid "natural" conditions.

Rapid Work in Extracting Honey.

In January 15th "Gleanings," Mr. Alexander describes how they take the honey from the hives in extracting time. He says: "One man stays in the extracting building and does all the extracting; another man stays with the hives we are working at, and opens all of them and takes out about half of the combs and puts all the empty combs back and closes up the hive, while the third man takes out what heavy combs he can and takes the full ones to the extracting building and brings the empty combs back. In this way we find no trouble in extracting from 30 to 32 hives per hour, or on an average a hive of nine combs in a little less than every two minutes." Counting 40 pounds to the super, that would mean in eight hours' work about 10,000 pounds in a day—not a bad day's work, without a doubt. Our sympathy is extended to the poor "duffer" who is all alone in the extracting house. While I don't pretend to be any swifter than the ordinary mortal, yet I have the conceit that I can alone literally bury with combs two ordinary helpers in the extracting house, if the combs are sealed as they should be. But we had forgotten; Mr. Alexander don't believe in such foolishness as allowing the bees to seal the combs. This will explain his "two-to-one" proposition in the matter of distributing his helpers in the apiary.

When we recollect how Editor Root warmly approves of the efforts of such men as White, Townsend and others in the matter of urging bee-keepers

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to leave their honey on the hives till sealed over, it is rather amusing, to say the least, to note that not a word of protest is uttered when contra statements come from such an influential and extensive apiarist as Mr. Alexander. In our humble opinion, such examples coming from such prominent bee-keepers do enough harm to more than counterbalance the good that would otherwise accrue from their teachings.

Stopping Leaks in Honey Barrels.

While we have been adversely criticizing some of Mr. Alexander's teachings, here is something by way of stopping leaky barrels which it will pay every one to paste in his hat: "If any of you are troubled with your honey-packages leaking, either barrels or tin pails, just rub the leaky places with common hard soap and see how nice and quick the trouble is over."

Are Numerous Winter Flights Beneficial?

In January "Canadian Bee Journal," speaking of the bees flying frequently, I am made to say that such conditions are "possibly conducive to best wintering." I meant to say (if I didn't) just the opposite: not "conductive to best wintering," as I firmly believe that numerous winter flights are harmful, rather than beneficial. A thorough flight about December 1st, with good stores, bees should and will winter finely even if they do not have another flight till some time in March. In my limited experience bees have always wintered better with me with those conditions, than was the case when they had numerous winter flights, which, by the way, is not often the case in our locality. This season, however, is an exception. On January 21st and 22nd weather was the warmest we have ever experienced for this time of the year. Thermometer stood at near 60 during the day, and at 6

a.m. on morning of 22nd it was 48 Fah. The bees seemed almost crazy, fronts of the hives covered, and large clusters on some of the alighting boards. On the 22nd thousands of bees were carrying in water, as if it were an April day; some bees were noticed nearly half a mile from the yard. If we have much of such weather, certainly bad results are sure to follow, as brood-rearing will start with a vengeance, to the detriment of the colonies later on. Methinks that just such a winter as this will prove the efficacy of having the bees on solid sealed stores, and the writer wishes that more of his bees were just in that condition.

Later—Since penning that item re adulterated foundation, I have received a letter from Dr. Phillip, giving the facts of the case. The different samples were examined in 1891, and Dr. Phillips, in the letter I have previously referred to, was quoting from reports of that year. Probably it was public property at that time, but, if so, I have forgotten it, and would therefore beg pardon of Canadian Bee Journal readers for rehashing such antiquated news. The Canadian samples were sent by Prof. Shutt to Dr. Wiley, and Prof. Shutt says in his letter to Dr. Wiley that the samples were obtained from a man (whose name I withhold) who claimed that he got his stock of foundation from the United States.

[We stand corrected in regard to your statement about winter flights in last issue. We find, on referring to your MSS., where you say that "Bees have had more winter flights than are possibly conducive to best wintering," that we have mistaken the word "than" for "these," and inserting the comma made the paragraph to read exactly the opposite to what you evidently intended. We regret the error. —Editor.]

Hints for Beginners

R. F. HOLTERMANN

How much the average bee-keeper is at the mercy of the one who publishes a bee journal and how much he must of necessity be at the mercy of the supply dealer. As a rule there is not much danger in this from the standpoint of honesty, but a mistaken conclusion may be a great loss to individual bee-keepers, and a supply dealer should either himself be constantly trying goods he proposes to manufacture or have some one else try them. Here is another weak spot in the awards by a judge on new inventions. He is to pass judgment upon things of which he has probably never heard of before, to say nothing of having never tried them.

During the past year a very general discussion has been going on about the merits and demerits of the so-called "Hoffman frame." In this discussion I have so far taken no part, but now that it is probably about over in the United States journals, I thought it might be well to say something upon the subject of frames. We know how we had first the old box hive or straw skep. Here the comb was attached at the will of the bees to the top and sides of the hives making them immovable, and necessitating the destruction of the bees in order to secure the comb.

As far as I know the next stage toward present frame systems was a top bar to which the bees attached the upper part of the comb. The bees still attached the comb to the walls of the hive and when the comb had to be manipulated a long

knife was used with which the comb was cut loose at the sides. Then came side bars to the frame and practically our present development.

We have had sizes of frames without number, as to length and breadth, and we still have many sizes in use. In my estimation a frame a little deeper than the Langstroth is not objectionable in the sense of being a good size, and yet when I get a Langstroth brood chamber with two supers, and find so many combs in the white honey flow with brood to the top of the frame and the honey in the super, the natural division between brood and pollen and the honey being at the top bar of the brood comb. When I see this I have more doubt than I once had as to the desirability of a deeper frame. When, however, the great inconvenience in getting supplies of accurate make and at a reasonable price in odd sizes is estimated and the impossibility of getting them on short notice, and the fact that when through going out of the business or death, these goods will have a very limited demand and correspondingly low sale then I would not hesitate one moment upon deciding for the Langstroth. Different widths of top bars will be used, different thicknesses, and the same of side and bottom bars. I find that it is desirable to have the top bar as wide as a brood comb; if not, the bees having a little encouragement, will, as it were, continue the motion and build comb up to the queen excluder above. However, it is not my intention in this article to show the value of a top bar 1-8 in. wide.

As to whether we shall have self-spacing or not self-spacing hives to help deciding this, let us see what we want in a frame. The primary object in having the frame is to enable us to handle the combs with ease and rapidly, and let us remember this, for

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present systems demand it as perhaps it never did before, we want to manipulate the combs without angering the bees.

To correctly space combs without any more of a guide than the end of one's finger is slow and inaccurate work, and bees are likely to be crushed through having some combs too far apart and others too close. The original Hoffman frame had a side bar the full width and when the side bars were shoved together the side of the hive could not be reached from the comb by the bees, without going to either the top or bottom of the frame. In those days a good bee-keeper probably did not often move a comb in the brood chamber, but where clipping of queen's wings and looking for queen cells in crowded hives is carried on think of pressing these two sides of comb frames together, and doing this with perhaps a dozen combs and then think of the crushed and partially killed bees caught in these edges, and their anger, and the poison scent they would throw out and the cross apiary. To cut this side down one half as the Root Combs many did and still give it the feature of a self-spacing side bar was in my estimation a good move. I suppose I am responsible for the introduction of this frame to the bee-keepers of Canada. I consider the frame objectionable on account of the surfaces for pinching bees and the propolizing, and yet I think the frame is a distinct improvement on a non-spacing frame. But we are progressing in bee-keeping and hive appliances and the only way to do is by putting out ideas and testing them. The frame I use has all the advantages of a self-spacing frame and yet but a very small surface of contact; the bars taper, becoming smaller at the bottom half and the bottom bar is smaller than the top to prevent crush-

ing combs as the comb is lifted between two other combs. The top bar has a staple one at each side about two inches from the end systematically driven at opposite sides so that when the full number of combs is placed in the hive there will at the sides next the hive be only one staple, and this at opposite ends. The staple is driven into the top bar by means of a gauge and the staple is put in with the two points parallel to the ends of the hive. A staple so put in has a circle to catch on the next frame or side of hive and will therefore, instead of as with a nail, not catch, but allow the frame to drop into place. How anyone can use a nail (which readily catches) I cannot understand. A gauge is used in driving the staples and the frames should even then be placed in the hive to see if the spacing is correct as the force of the last blow will make the spacing more or less. It requires only very moderate care and intelligence to do this work. This frame, in my estimation, is much to be preferred to the Hoffman. Mr. Jacob Alpaugh has a spacer referred to in a recent number of The Canadian Bee Journal upon which in that direction I have seen no improvement, which may be better. It is a permanent spacer having a fixed place or notch in the frame rest where each frame must go. These fixed frame spaces are in my estimation objectionable, yet this one can by slightly raising the frame be shifted and it has in this respect an advantage over all the fixed spaces. Mr. Alpaugh's spacing arrangement also gives a space between end of top bars and the end-piece of the hive, which should be an advantage to anyone who does not move his bees about much. We know how accurate and exact one must be to maintain an accurate bee space and this can practically only be done by self-spacing. Brantford, Ont

Phillips said there were plenty of unknown things in bee-keeping, not only in the management of bees, but in connection with the natural history of the bee. It was desirable to have better methods of queen-rearing; a sure method of introducing queens; to try and improve bee forage with known and unknown plants. Bees should be improved as other stock had been. How much had been done by breeding in increasing the average yield per colony for the last 45 years? Proper selection had not been practiced. This subject in all other stock and even in plants was attracting wide attention. Varieties of hens which had averaged 120 eggs a year had by selection been brought up to 200 to 250 eggs per year and this had been done in a few years. Dairymen were using the scale and Babcock test in weeding out. Bee-keepers should use the scale pure and color less. In investigating foul brood they had found "bacillus level," in other bee diseases, but never foul brood; this is contrary to the work of Cheshire, Cowan, Harrison, Macenzie, Howard and others and creates a doubtful surprise. The government had a station at Washington, a sub-station under J. M. Rankin had been established in California. At Arlington, near Washington, a station for raising queens had been established. Six miles from Washington a hospital for treating diseases, etc., had been established. Bees had been sent to Alaska and found to be doing well. Prof. Frank Benton was in Europe and was going to India and other countries to look up and send new and valuable races of bees if they could be found. The department was seeking help the wider use of honey as a food. Mr. Wm. McEvoy, of Woodburn, N. C., was placed on a committee appointed to endeavor to distribute the results of the presentation, and in that way see if

a wider interest in the National Association could be created.

Mr. Morley Pettit, Villa Nova, was chairman of the committee on exhibits, of which there were a large number.

A resolution of international interest was passed and is as follows:

Moved by R. F. Holtermann, seconded by Morley Pettit, and resolved, That this convention recognize the great help which Federal and State governments can be by bringing before the public the value of honey as a food and the method of utilizing and keeping the same. And in connection therewith we would heartily approve of the issuing of such bulletins as No. 146, "Use of Fruit, Vegetables and Honey," issued by the Department of Agriculture for Ontario, Canada, and that a vote of thanks and appreciation be tendered the Hon. Nelson Monteith, Minister of Agriculture for Ontario, chief of the department, and that a copy of this resolution be sent him.

The National Bee-keepers' Convention at Chicago was attended by about 150 persons. The newly-elected president, C. P. Dadant, presided with impartiality. The genial Dr. Miller was heard on all occasions. The impetuous and original Emerson T. Abbott kept the nerves of the convention at high tension. A shorthand reporter took down the minutes of the convention, and all will appear in the annual report of the National Bee-keepers' Association. Several Canadian bee-keepers were present and contributed to the discussions, R. F. Holtermann and William McEvoy being among the number.—Rural Bee-Keeper.

No monument erected to the dead can make sweet and lasting the memory of those who have not builded their own monuments in the hearts of the people.
—Success Magazine.

"The York County
Bee-keeper."

We have much pleasure in presenting our readers with a group picture of our good friend "York County Bee-keeper" and his estimable wife and family. Friend Byer has, during the last two years or more, favored our pages regularly with most interesting and helpful reviews of current bee topics in his "Notes and Comments." On account of his inherent modesty, he has been writing under the nom de plume of "A York County Bee-keeper." We are pleased to say, however, that he is gradually overcoming this tendency, and that in future we shall be permitted to use his real name in connection with his valued contributions. We had the pleasure of becoming acquainted with Mrs. Byer, at the recent Ontario Bee-keepers' Convention, and the splendid baby boy who appears in the photograph.

Mr. Byer has not given us much information of his system of management, but we know him as one of the most successful of Ontario's bee-keepers, and "a big hive fellow." At our request he has very kindly furnished us with the following brief history of his bee-keeping.

Friend Craig—Replying to your request for a brief outline of my bee-keeping experience, would say that I was brought up on the farm, and with the exception of time spent in learning telegraphy when about nineteen years of age, have followed no other pursuit but bee-keeping. Disliking indoor work, I gave up the notion of telegraphy and returned to work on the farm. While my grandfather and my great uncle, who lived near us, were successful bee-keepers, and I had the benefit of their experience, yet I never

contemplated taking up bee-keeping for a living until about ten years ago, when I came into possession of a swarm of bees. I immediately contracted "bee fever" in its most virulent form, and that fall bought twenty-five colonies, giving my note for twelve months. Visible assets; a No. 1 wife, baby boy of same quality, and 25 swarms of bees (to be paid for from proceeds of the honey they would gather the next season).

As the most of you know I depend solely upon bee-keeping for a living. As to how we have succeeded, I can best illustrate by the following. An Englishman who lived near us for a number of years, in speaking of the advantages of Canada over the old sod, used to say that "he had done remarkably well since coming to Canada. He had nothing when he landed here 40 years ago, and he had held his own; he had the same yet." Yet I believe on looking at the picture, the most skeptical will agree with me, that in some respects, at least, we have more than "held our own." In fact it is with pardonable pride that I venture to say we have done remarkably well."

We produced extracted honey almost exclusively. I have no space to give methods, and suspect the fraternity are better without them any way. As to hives I use, least said about them the better. C. B. J. readers would only laugh at me if I told them, and you know, Mr. Editor, I am awfully sensitive. Just a word more and I must close in order to catch the mail. Would call special attention of our friends of "Canadian Bee-keeping," as well as some others, that using the pronoun "we" I refer to my "best half" and myself. Mrs. Byer is an adept in the use of the hot knife, and can take the "peelings" of a comb of honey as quickly and neat as anyone who ever came under my notice. "A word to the wise is sufficient."

J. L. BYER.

York Co., Ont., Feb. 2, '06.



J. L. BYER AND FAMILY, MARKHAM, ONTARIO.

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Brantford, February, 1906.

EDITORIAL NOTES.

Mrs. S. T. Pettit of Aylmer, Ont., passed peacefully away January 15th, at the good old age of 74. Mrs. Pettit was a lady of beautiful Christian character, and much beloved by her children. Our sympathy is with the aged husband, who will miss her much.

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W. Z. Hutchinson, editor of the "Bee-Keepers' Review," favors us with a complimentary copy of his "Advanced Bee Culture," revised and enlarged to 200 pages, printed on toned paper and beautifully illustrated, mostly from photographs taken by himself, and bound in cloth. It is an excellent work throughout, and worthy of its careful and painstaking author, who always aims at the best. We congratulate Editor Hutchinson, and heartily recommend his book. The price will be \$1.20, post free. -W. Z. Hutchinson, Flint, Mich., or from this office.

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With all due respect for Dr. Phillips, and his efforts on behalf of apiculture in the United States' Department of Agriculture, it seems to us that he has gone somewhat out of his way to find records of "adulterated Canadian comb foundation" (see page 27), resurrecting an old matter of over 15 years ago, and the product of a small supply dealer at that. The samples referred to were suspected, and were sent to

Prof. F. T. Shutt, chemist, Dominion Experimental Farm, Ottawa, to be analyzed. Prof. Shutt afterwards sent them to the United States Department of Agriculture, on the request of Dr. Wiley. We cannot imagine for a moment that Dr. Phillips would stoop to anything like partiality to United States manufacturers in this matter, but his bald, unqualified statement, without giving circumstances, or dates, is very unfair to the Canadian product, which we consider is equal in every respect to any manufactured in the United States.

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The joint meeting of Brant, Norfolk, Oxford and district bee-keepers' held in Brantford, January 23rd to 26th, was a decided success in every sense of the term. The attendance was good, and the discussions, which were mostly along the line of practical bee-keeping, were interesting and helpful, and many new things were brought forward. A fair amount of witty retort was indulged in, and enlivened the sessions, but the best of good-nature was exhibited throughout.

The programme, which was rather unique in its arrangement, was as follows:

"Spring Management of Bees"—Questions bearing thereon: 1st, Those wintered outside; 2nd, those wintered in repositories.

"Large Yields of Honey, and How Secured"—Questions relating thereto: 1st, Comb honey; 2nd, extracted honey.

"Implements Used in the Apiary"—General discussion thereon. What do we want—1st, In a smoker; 2nd, in a hive for comb honey; 3rd, in a hive for extracted honey; 4th, in comb foundation; 5th, in a bee brush; 6th, in a bee escape; 7th, in any other implement in the production of honey?

What can be done to improve the market for comb and extracted honey?

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Any other question not covered by the programme.

"The Winter Management of Bees"
--1st, in a cellar; 2nd, outside; 3rd, in any other repository.

"How Can Local Associations, and the Ontario Bee-keepers' Association, Better Reach the Smaller Bee-keepers? What Can be Gained by Such a Movement?"

This convention has been conducted as an annual affair, among the bee-keepers of these districts, but it is exactly in line with the suggestion brought forward at the last meeting of the Ontario Association. Such gatherings would no doubt be a great stimulus to bee-keeping throughout the Province, and would increase the membership and usefulness of the Ontario Association. With this in mind, the following was moved by Mr. H. G. Sibbald, Claude, Ont., seconded by Mr. Morley Pettit, Villa Nova, Ont., and carried:

"Resolved that the Ontario Bee-keepers Association could better reach local societies and bee-keepers in general by organizing each electoral district of the province as a district division of the Ontario Bee-keepers' Association.

That the regular membership fee of one dollar be collected from each member making him or her a member of the Ontario Bee-keepers' Association with all the advantages derived therefrom.

That the director in each district be the convenor or chairman for that district.

That each district organization at its election of officers recommend for nomination at the Ontario Convention a person to represent that district as a director of the Ontario Bee-keepers' Association.

We also recommend that the Ontario Association appoint certain men from which the district organization

can select speakers for their conventions if they so desire and that a copy of the resolution be handed to the secretary of the Ontario Bee-keepers' Association to be brought up at the next annual meeting."

At the close of the discussion on "Marketing," the following was moved by Mr. R. F. Holtermann, Brantford, and seconded by Mr. Morley Pettit, Villa Nova, and resolved:

"Whereas, The Dominion and Provincial Governments are recognizing by their help and action that agriculture is the mainstay of Dominion prosperity; and, whereas, they, in this work, have given assistance in the development of markets of various agricultural products, employing men at home and in foreign countries, who understand the goods which they push; therefore, we would ask that bee-keeping, a branch of agriculture closely allied to others, receive the same help, and that an opportunity in the above direction be given to bee-keepers, especially as to the British market, and that a copy of this resolution be forwarded to the secretary of the Ontario Bee-keepers' Association, to be brought up at the next annual meeting."

The idea of a collected honey exhibit, representing the Ontario Bee-keepers' Association, instead of exhibits by individual bee-keepers, at the annual Horticultural and Honey Show, Toronto, was brought forward by President Sibbald and Secretary Couse of the O. B. K. A., and was discussed at some length, and resulted in the following resolution:

"Moved and seconded and carried, That we recommend the Executive Committee of the Ontario Bee-keepers' Association to contribute toward a collective honey exhibit, to be made at the next Provincial Horticultural and Honey Show."

ing and that living is small enough, and I am afraid that unless the market is developed as the bee-keepers are developed or even a little more rapidly, we will find our prices going down instead of up.

Mr. Pickett—I would like to ask a question: 'Does increasing bee-keepers raise the standard of our products. If it doesn't then don't increase them. But my impression is the more you raise the standard the fewer bee-keepers there will be and the better market there will be from the fact that the article will be of a very much better quality.

The President—We look at this from different standpoints. The government gives us a grant every year and their object I presume is for us to do as much along the educative line as we can and increase as much as possible the production of honey so as to enrich the country, and Prof. Harrison has brought that side of it forward and I suppose it is all right for us to look at it a little from the other side. Mr. Pickett says the higher we raise the standard of quality the less people will think of going into it and the more large bee-keepers increase their apiaries throughout the country the less chance there is for others, and the larger bee-keepers generally produce good honey, and if good honey is produced then the market ought to increase. I suggest that is one line we ought to follow, and another thing we ought to give more attention to, and that is some way of advertising honey and educating the people how cheap it is compared with other things, and how good it is, and right along that line we are going to have a paper by Mr. Smith, if there are not any others who wish to speak.

Prof. Harrison—I don't intend to answer any of the various speakers who have rather spoken against education

along the lines of apiculture. I think Mr. Holtermann struck the nail on the head in answering that question, but on the question of market I might say a word. Many of the members of the association known as the Fruit Growers and the Dairymen look to England for their market. All the material that was exported was sent to England, and I think the members of this association have attempted to do the same thing with honey in the hope that England will be the best market. As I lived in England for a number of years, I don't think that the average Englishman is a honey-eating person, so we can't go over there and educate the English. But although he is not a honey-eating person, I believe the people on the continent are on the contrary great honey eaters, and perhaps these individuals have erred in trying to get a market which they think is right, but which in reality is wrong. Perhaps we could get the French and the German and the Italian people. The French people are great honey eaters. Every breakfast they have honey on the table, and I know that honey, especially the better class of honey, is a very good price in these places. I just throw out this suggestion. Try and find out if there are not markets in these other places. It may be no use, but you have that much information, anyway. But, as I have said, I have noticed that the Continental people are great honey eaters. I have spent a great many years in Germany and France and I have noticed that they compel the English visitors to eat honey when they go there so they help considerably in trying to induce the Englishmen to cultivate a taste for these sweet things. I thought I would mention it in the hope that something might be done to find another market for the very excellent honey that is produced here.

Mr. Hall—If there is any one here

that can read German, I have a letter here which might be read to the meeting. I find as an exporter of honey it costs too much to get honey to these people. They like the honey, but the expense eats up all the profit there might be in it. I think Mr. Holtermann could read the letter.

Mr. Holtermann—It brings up another very important point. Just as long as we as bee-keepers say that anything is good enough for us, we are quite contented. The letter is in reference to a large firm in Germany, who write over and say they have seen our beautiful Canadian honey at the Liege exhibition, and they would like to get a price on the honey, not only on the best honey, but also on the inferior honey, and if we give the bottom price they can buy in extensive quantities and want the business. We all agree that the Britisher is not a honey-eater, but when you take the immense population over there, the nation is an extensive honey consumer; but when we allow a cheese man to represent us, what are we to expect. They know nothing about it, and as long as that is the case you won't get a market, and you don't deserve a market.

Mr. Fixter—With regard to having speakers at the Farmers' Institutes, I think Professor Harrison's ideas are good. Educate the people to keep their bees right and to put their honey up in the right way, and educate them how to get a market. I spoke of that idea, but it has never been taken up. I think this Association ought to appoint right now two or three men suitable for giving instruction at those Farmers' Institute meetings, and I think you will find it will be appreciated by the people.

Mr. Storer—I think one drawback to our market is the wholesale grocer. I went to one of the largest wholesale grocers here to solicit an order, and he

got down several samples of honey from Jamaica and other places, and he told me it was laid down to them here at three cents, delivered in Toronto. They would buy my honey, but they wouldn't pay me a fair price for it. They wanted it to mix with these other honeys. I said, "Do you want to spoil my honey?" They said, "No; we want to make a uniform grade," and I said, "No; you can't spoil my honey in that way." It is that sort of thing that is detrimental to our market. I don't know whether any of you have had experiences like that, but that was one of the largest wholesale grocers in this city. They mixed it with our good white clover honey, and they put it up in glasses and fancy forms and sell it. It is inferior honey, and they sell it for first-class. They told me it was laid down at three cents.

Mr. Sibbald—They may have told you that, but there is a mistake about that somewhere. A person hasn't got to believe everything they hear in Toronto.

Mr. Storer—But when they offer you six cents for what other people are paying you eight for, they will do anything. Of course, I am not speaking of that particular firm.

The President—Mr. Couse sent some honey to the British market some time ago, and we would like to hear about it.

Mr. Couse—Mr. Chairman and Gentlemen: The reason I sent it was because we had considerable difficulty in doing business through the exchange. I went to a certain wholesale firm in the city of Toronto here, and I told them I would give them a certain amount of honey, and they could take it and try it and do the best they could with it. I told them, if they could make use of it they could get 100,000 pounds of it. You can do your best

with it. I gave them 2,600 pounds of honey and I got back \$57, and that is the sum and substance of it. For 1,000 pounds I got \$57; and as for the rest, it seems some Jew got the whole of it. They couldn't find him afterwards. One lot went to Liverpool and the other to London. I think it was Liverpool where the money came from. The London man, I don't know where he is. I took the risk and so I paid for it.

Mr. Holtermann—Since we are on the market question, quite a few years ago we shipped some honey to a firm in England, and we put it in pound glasses, and that honey netted 12 cents a pound over all expenses. I think there was something in the neighborhood of two carloads shipped. This firm wanted to have the sole agency, but at that time we thought we were going to have such a good thing in the British markets that we wouldn't give it to them, and they quietly let it slip down, and it ended in that way. We have sent out some since that time, but all it netted us was about six cents, or even a little less. That was the very best that could be got, as far as I could tell, and the honey was a good article. It seems to me the thing is to get the proper connection. My idea is to put it up in the same way as nearly as possible as the British dealer puts it on the market. I am satisfied that if we could get the right connection over there there is still a good market for it. I entered into correspondence with a firm that had 25 houses, and they wouldn't touch it at all.

Mr. Couse—With regard to the proper line to get it in, I felt that I was ignorant and that the wholesale people in Toronto should know the best way. I thought they should have a good connection. I didn't think any one would have better. They were

large dealers, perhaps one of the largest in Canada.

Mr. McEvoy—California honey rules the English market. When you have a big crop, send as much or as little as you like, but it is going to be guided by the California market.

Mr. Holtermann—Mr. McEvoy is perfectly right.

Mr. Hall—It costs too much to get it from here. It costs 67 cents a hundred to get it to England.

The President—I think we are getting a little bit off the line of the address. The discussion has been good, and the nature has been good. The time has now come for another paper. It seems to be right along the line of marketing, and if any one has anything to say on the subject, they may have an opportunity after the paper is read. We wanted to get a couple of good men for this subject, so I will call upon Mr. R. H. Smith of St. Thomas to read the paper and Mr. G. A. Deadman to open the discussion.

Paper by Mr. Smith.
**Systematic Advertising and Marketing
of Honey.**

The marketing of honey, like the marketing of any other kind of produce, is a simple matter once that you have a regular line of customers, and the reputation for a good article, but, for the beginner, or the producer, who is a long distance from the principal markets, the question is often more troublesome than the production of the article. Of course, it is easy to sell honey if you put the price low enough, or take about any price that is offered, but selling a number one article of honey in this way is very unsatisfactory, because it is unprofitable; the producer should receive value for his time and labor.

I may not be able to add very much to what is already known on this sub-

ject, but I want to emphasize a few points on creating a market for honey as they occur to me; and, perhaps, this may bring out a little discussion. To advertise honey one cannot go about it in the same way as to advertise any special food product, for the simple reason that honey or nectar is the name for a sweet gathered by bees from the nectaries of flowers. Of course, the bee-keeper might advertise clover, Linden buckwheat, or other varieties of honey; these are general terms that any producer may use, but one cannot get up a fancy name for honey like the manufacturers of canned goods or breakfast foods.

The best form of advertisement I have found is a pleased customer; and the best way to get and keep the customer is to supply a No. 1 article of honey at a fair price, no matter if it is at wholesale or retail.

One might properly ask "how can we secure the customers?" One plan is to canvass the surrounding country, or, if you have not time, an assistant might be engaged who would sell on commission, but go yourself if possible; it is wonderful how many farmers will buy honey when it is brought to their notice. Talk it up, a buyer likes to talk to the producer who can speak of the goods he has to sell as if he understood them. Many bee-keepers make the mistake of sending their honey to the large cities that are perhaps already overstocked, when, with a little enquiry, there is always a market in the surrounding villages and country. Another plan is to make an exhibit at the township or county fair. It may be said that the premiums offered do not make it worth while, here is an opportunity to become interested in the local agricultural society, attend their meetings and give them pointers when revising the prize list for honey. I have found that the di-

rectors are generally willing to encourage an exhibitor who will put up an attractive exhibit of honey. The ordinary exhibit of honey at the local fair only calls for an entry of from five to ten pounds, and attracts no more attention than a can of fruit or pickles. Just try what an effect it will have to put up 100 or 200 lbs. of comb and extracted honey in clean, white cases and clear glass jars, with a sign above stating it was from the apiary of the local apiarist. Many who had never thought of honey will be attracted by its beautiful appearance and remark that they would like some of it. Demonstrate your honey by giving samples to prospective buyers, and have a supply to draw from put up in different sizes of cases, jars, and pails, neatly labeled, giving your name and address, small packages may be disposed of in this way that will, if the honey is good, bring enquiries for larger quantities. If possible, take along an observatory hive of bees, it is a great attraction and never fails to draw the attention of the crowd to your exhibit of honey. Call on the local dealers at regular intervals with a supply of honey in packages of various sizes to suit their class of trade. Do not press too large a quantity on them at one time; no up-to-date grocer likes to see a quantity of fly-spotted packages on his shelves, but would rather buy in smaller quantities and have them clean and fresh.

If you have more than enough honey to supply the local demand, do not make the mistake of putting up your honey in what I heard a wholesale grocer term "homespun packages"; see that the sections are freed from propolis, properly graded and cased, and the extracted put up in well-labelled cans. Nothing disgusts the commission man or dealer worse than to have a consignment of honey shipped to him with the sections unclean and ungrad-

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feeling cheated and resolving never to be fooled into going to a convention ed, with perhaps both cases or cans leaking badly, to which dust will adhere and spoil its appearance, making it so much more difficult to obtain the best price.

By the accounts we read in the United States bee journals, many of the markets there for honey are very dull, with slow sales and low prices. This is a discouraging state of affairs, when nearly every other article of food has a good demand at higher prices, and this, too, at a time when the demand for luxuries was never so great. It is not that the people do not like or want honey; it is mainly owing to the many silly stories published in the newspapers and magazines. They have, to some extent, lost confidence in honey as an article of food. Lax enforcement of the pure food laws is another cause for its decreased consumption. Happily, in Canada we have comparatively little adulteration, and, although there is still room for improvement, the demand and use of honey has enormously increased during the past few years, and will continue to increase as its value becomes better known.

"Enclosed find P.O. order, for which please send me the 'Canadian Bee Journal.' Two years ago I found a bee-tree; it was a cedar. I cut it down, cut out the section, took it home and have now 13 colonies; never saw bees before; think I have had good success for a 'greenhorn.'—Peter Cameron, Purple Valley, Ont.

A bee that works only at night is found in the jungles of India. It is an unusually large insect and its combs are often six feet long, four feet wide and from four inches to six inches thick.—Rural Bee-Keeper.

CONVENTION PROGRAMS.

(By Morley Pettit.)

The success of a convention depends largely on having a well-arranged program, well advertised, and carried out to the letter. Every arrangement should be carefully planned weeks beforehand, and looked at from all sides to avoid, if possible, any last minute changes. The city chosen should be convenient to the greatest number of those interested with reference to distance, railway and hotel facilities. Opportunities for transacting other business while attending convention should also be considered, and the possibility of meeting in conjunction with other associations, so as to secure reduced railway rates.

The hall in which the convention is to be held should be very carefully chosen. It should be conveniently located where those who are strangers in the city can find it without difficulty, and should be large enough to accommodate comfortably all the people who are likely to attend, as well as sufficient air for them to breathe while there. It is essential for the success of a convention that the hall be well lighted, heated, and above all things, ventilated. Convention attending is trying work. In the fall, when the weather is so changeable, it is especially so. One goes from the home where one is free to adjust clothing, heat and ventilation to suit comfort, to the hotel life with strange rooms, not always well ventilated, and sometimes cold, and strange beds with the attendant sleeplessness, etc. This is enough to, and does, give many severe colds. Add to that a crowded, unventilated, over-heated or under-heated, draughty convention hall and what have you? Those who are wise stay away, or go home without having attended half the sessions,

again. The others, who attend all the sessions, run a very grave risk to say the least. This is no slight matter and is mentioned, not impulsively, nor in a spirit of carping criticism, but after due consideration and considerable experience.

To show the evil effects of last minute changes of program, let us suppose a case which is quite true to life. M. A. is an enthusiastic naturalist, and a very busy man in all other lines as well. He sees in the paper that the British Naturalists Association is to meet in Y Hall in the town of B, Oct. 10, 11, and 12. He is unable to spare the whole three days so looks over the program to see which is the best day for him. On the second day at 2 p.m., Prof. B., of K university, is to address the convention on the nervous system of the flea. Now Mr. A. has been making a particular study of the nervous system of the flea, and is anxious to hear the results of Prof. B.'s investigations, so he shapes his plans and his business engagements to leave that afternoon free for the convention. Imagine his chagrin when he learns a little later that the convention has been postponed. "Oh, well," he says, "there was good reason for the postponement," and proceeds to change his arrangements and save another half day later on.

The day comes and Mr. A. goes to the town early, for he has been saving up business to combine with the convention in one trip. The train is a little late, and he barely has time to get through with his business, eat a hasty dinner and be at the hall by 2 o'clock. He hurries up the quiet stair wondering whether he is too early or too late. As he opens the door of the hall he is met by a cloud of dust. The janitor is sweeping. Where is the convention?" Mr. Janitor looks

disgusted, and asks why he did not read the sign. He does not stop to reply. At the foot of the stairs a sign says in large letters: "Naturalists Meet Upstairs." He looks again, and sure enough, someone has written in lead pencil underneath: "Meet at the Union Hotel." "Where is that?" He knows the city pretty well, but it is already a quarter past two and the precious address he is so anxious to hear will be in progress. By the time he finds the Union Hotel it is twenty minutes to three. Mr. A. goes up the stairs, two steps at a bound, but is checked by the sight of a crowd at the door. "No room?" "Yes, a few seats up at the front, but it is so hot and close in there that no one cares to go up." "Is Prof. B. giving his address?" "Oh, he gave that this morning. They made a slight change in the program. Weren't you here? It was splendid." Mr. A.'s muttered reply would not look well in print. Finally he finds breath to enquire weakly "What is on for this afternoon?" "The election of officers!" He goes home disgusted. He could have just as well have attended in the forenoon and done his other business in the afternoon, if he had only known. But there was the printed program on which he had depended, as a man would on a railway time-table, but it had been changed without notice. Small wonder if he went home disgusted with conventions in general and the British Naturalists in particular.

Villa Nova, Ont.

The Art of Pleasing.

The secret of many a man's success is an affable manner, which makes everybody feel easy in his presence, dispels fear and timidity and calls out the finest qualities in one's nature. Success Magazine.

BE YOUR OWN 'COMMISSION MAN.'

By E. G. Hand.

I note by the September number of the C. B. J. that there is a bee-keeper down in York county who is very much concerned for the life of the honey business in the event of the admission of Jamaica into confederation, and consequent removal of the import duty of two cents a pound on honey from that island; and there may be a little something in what he says, though, as Mr. Laing, who should certainly know whereof he speaks, points out in the November number, the man at the Jamaica end would probably annex most of the additional value which it would give his honey. I think we should rather concern ourselves about the proper disposal and distribution of the honey we produce at home; for, properly handled, it would not begin to supply the demand, and the Canadian market is, I believe, a big enough customer to use all the honey produced at home several times over.

Right here is the place for somebody to jump in and say that this subject is a "chestnut." Of course it is, but it's a ripe one, and when we have "chewed" the burr and shell off it, we shall wax fat on the kernel.

Judging from the bee-keeping specialists, whom I have had the opportunity of rubbing up against in the last ten years, I am forced to the conclusion that the average specialist makes a specialty of only the first half of his business—the production of honey, and leaves the more important half—the marketing of the honey—to the commission man. The commission man lives in the city, and, consequently, most of the big consignments find their way there, often to be shipped back to the outside towns, and more often to beat down the city market—which rules the price for the coun-

and there is no excuse for it. There is no reason in the world why the specialist at producing honey should not also make a specialty of seeing that his honey is sold to the best advantage to himself and to the honey producers generally. Perhaps the big producer may not want to "fuss with small quantities of honey," as he puts it, but he should. If it isn't the producer's business to see that his product is disposed of to the best possible advantage, in the name of common-sense, whose business is it? Who is there who should take as much care to see that the honey is put before the consumer in such a way that it will create a demand for more, as the man who is depending on the demand for honey to supply him with the necessaries of life? And who has more time to cater to the wants of the town and village markets than the specialist? What does the specialist do in the winter? In discussing the bee-keeping business one time with a man who has no other occupation whatever, and no trade to work at when not occupied with the bees, he mentioned, as one of the disadvantages of the business, that it only occupied about half his time—that he had nothing to do in the winter, but sit around, twiddle his thumbs and wish it would hurry up and be spring. He had his honey all sold early in the fall, shipped to Toronto at six cents a pound or so. Within ten miles of his home yard are two towns and a farming community with a total population of about four thousand people (if I remember rightly). When asked how much honey his home market used, he replied, I think, that about a thousand pounds kept them going. As near as I could learn at the time, the only reason those people didn't use from eight to ten thousand pounds a year (which they would do without much coaxing) was because Mr. Specialist

Now, there is no necessity for this,

didn't want to be bothered trucking the honey around in the winter. Evidently he had made so much money in the business that the addition of a couple of cents a pound to his crop was not worth considering. He could get the couple of cents, all right, if he would cultivate his home market; he would have something to do in the winter to keep him from getting gouty, and he would have the comforting assurance that he was keeping the price of honey up a notch by keeping at least one crop, or part of it, where it should be.

It isn't necessary to "peddle" honey to sell it around home, unless you like peddling (which I don't). It is simply a matter of putting your honey up in small, attractive packages, instead of in barrels, etc., and keeping every grocery store in sight supplied—keeping them supplied, remember—and not merely getting them to take a few cans or glasses, and then going away and forgetting all about it. Give your grocery man a good commission; keep him well supplied with every kind of package, watch your market and learn what particular form and size of package it likes best, and last, but not least, see that your grocer does not let his stock run too low, for he won't sell very much unless he has enough to make a show, and he will let his stock run out unless you watch him, for, be it remembered, there is an everlasting string of commercial travellers selling syrups, jams, jellies, and all kinds of such stuff, and they will crowd you out if they get a chance. The grocer will do what is easiest, and if he can order from a traveller by simply saying "yes," he will do it in preference to writing to you or sending to your house, even if you live in the next block. One thing you have to learn, and that is, that if you don't watch your own business, it won't be watched

(except by the chap who is watching for a chance to kill it). Drop in on your grocer regularly. If he needs more honey he will tell you to bring it along (if you ask him). He is very willing to sell it, but you have to bring it to him, or he will forget all about it. Don't be afraid of your product. You have an article that is miles ahead of the stock of the commercial jam, jelly, and syrup man—and nobody knows it better than he does.

My home market uses something over two pounds per head per annum. Not very much, but more than the average, and more than they would use if they didn't see it every time they went into a grocery store. Say! what would happen if all the people in York county used it in the same proportion?

Fenelon, Falls, Jan. 1, 1906.

QUERIES AND ANSWERS

Q.—Would you be kind enough to give me a little information how to manage my bees in the spring. I winter on the summer stands, and I find when the sun gets strong and warm the bees come out in great force to have a flight, and a great number are lost on the snow. What I would like to know, is it advisable to close them in, or is there any stated time to allow them to have a flight? I have had in March the snow black with dead bees.—J. W., Peterboro, Ont.

A.—I would not close the bees in the hive, but keep the entrance open at all times, so that they may fly whenever it is warm enough, and the sun shines directly on the front of the hive I would shade by leaning a board in front of it. I have scattered straw or chaff on the snow for the bees to alight on, but there is always some too old or feeble to return to the hive. Of late years I have paid more attention to getting young bees in the fall. They are more likely to winter, and be strong and vigorous in the spring.—F. H. Smith, St. Thomas, Ont.