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...The Canadian Bee Journal

PUBLISHED MONTHLY.

NEW SERIES
VOL. VII, No. 7.

BRANTFORD, ONT., JAN., 1900.

WHOLE No
419.

Conventions

The United States Bee-Keepers' Convention. HELD AT PHILADELPHIA SEPT., 1899.

FROM THE AMERICAN BEE JOURNAL

How to Conduct Successfully a Bee-Keepers' Exchange.

A bee-keepers' exchange is simply another name for co-operation among bee-keepers. Bee-keepers are producers, and the history of business as it is, and has been, shows that successful co-operative business ventures are not very numerous, but there are some that are entirely successful, showing that when conditions are right, and good business judgment is used in conducting the enterprise, co-operation can be made a success and be very beneficial to those who are connected with it. Then let us see first what are the conditions necessary to success.

1st. Co-operative action must be necessary in order that the producers who propose to work together shall be able to make their industry pay its best. For instance, a dozen bee-keepers living near a large town or city where all of their product can find ready sale at prices as good as could be obtained in any other market, will find little incentive to join forces, because each can readily dis-

pose of his crop to as good an advantage as he could through a co-operative concern. On the other hand, a number of producers with no home market of any size, and living so far from other markets that shipments must be made in carload lots if the freight is not to consume the bulk of the proceeds, can not only co-operate to their mutual advantage, but really must do so if they are to obtain the best results, or, in some cases, any results at all.

2nd. Don't attempt to cover too much ground; in other words, co-operation should be undertaken only along those lines where it is absolutely necessary. When a number of men are working together, differences of opinion will arise as to plans and methods, and right here is where the danger usually lies in co-operation, hence the less the number of things that are attempted the less friction there will be. So I lay it down as a general rule to begin with in conducting a bee-keepers' exchange, have only two main objects, namely, supplying cans or other packages for the honey, and marketing the product.

Some might suggest that the exchange should also furnish the members with their bee-supplies, and in some places this might be feasible, but here in Arizona we tried it once and did not consider it a success. To do anything in this line, supplies

would have to be bought in carload lots, and, outside of hives, not enough things are wanted each year to make up a carload. In this valley so many different kinds of hives are used that it was found impracticable to make up a car. So, as conditions are here, and as they are in most places where co-operation will be of any practical benefit to the honey-producers, I believe that an exchange should only attempt to supply cans and market the honey.

Wherever there are located a number of honey-producers who, combined, produce honey in sufficient quantities to ship by the carload, I believe that successful co-operation is not only possible, but is really necessary in order to attain the best results. These producers must, of course, be located close enough together so that they can get together occasionally to direct the management, and so that their honey can be concentrated at some central shipping-point without too much expense. Given these conditions, a successful bee-keepers' exchange is not only possible but necessary.

The advantage to be derived through co-operation, where conditions are favorable, are so apparent that I do not deem it necessary to take the time to set them forth, so I will proceed to give the essential details for such an exchange.

HOW TO ORGANIZE.

The best form for the organization is probably an incorporation. The articles of incorporation should expressly provide that only honey-producers are eligible to buy voting stock in the company, and that whenever any stockholder ceases to be actually engaged in the production of honey his share or shares of stock should not be votable at any meeting of the company unless it becomes the property of some honey-producer.

This provision keeps the management of the organization in the hands of those who are personally interested. Then it should be provided that no proxy voting be allowed. This may work a hardship occasionally, but in the long run will be best. Those who have not enough interest to be present when properly notified should not complain, and my experience and observation in co-operative organizations show me that it will be best to allow no proxy votes.

To overcome the possibility of "no quorum," it should be provided that the secretary shall give each member notice by mail several days before the meeting, and where such notice has been given, five members (or some other small number) shall be qualified to transact business.

No considerable amount of working capital is advisable. First, because but little is needed; and, second, because the ownership of apiaries changes so frequently, and it would complicate matters very much if each share represented a considerable cash outlay. The purchase of cans is the only call for a considerable amount of cash, and for this it is better to arrange to borrow what is needed than to complicate matters by having a large capitalization. For these reasons the shares of stock should be sold at a low figure, say \$1.00 to \$2.00 each, and a person should be entitled to buy and vote one share for each 50 colonies of bees he owns, and no bee-keeper owning less than 25 colonies should be allowed a voting share in the organization (although the product of the small producers should be handled for them when desired.)

This plan fixes it so that each member's influence in the management is exactly in proportion to his interest, and this I believe to be the correct principle. Where the "one man, one vote" idea prevails, the man who

produces a couple hundred pounds (and perhaps sells that at home) has as much influence in the selection of officers and in controlling the business of the exchange as the man who produces 50,000 pounds. This is not right

Meetings of the general membership should not be attempted often, as, besides the election of officers, little should be attempted by the general meeting except to decide upon the general policy and methods of doing the business. The important officers are the board of directors, five in number, and the secretary-treasurer, who is the business manager. The success of the exchange depends very largely upon the selection of the proper person for secretary and manager, as it will be necessary to allow him a good deal of discretion in conducting the business of the exchange. If the exchange covers a considerable scope of country, as it will in most cases, the directors will likely live some distance apart, and if the secretary is required to get the board together (which will usually take several days) before he can decide upon what action to take, a satisfactory business cannot be done. The board will have executive management, but the good judgment of the secretary must be trusted to a very large extent.

The secretary should be paid a fit sum, either per car of can or honey, or else so much per case, both shipped in empty, and, filled with honey and sent out, that is, handled so that his pay will be in proportion to the work done. A fund for meeting the running expenses of the exchange is raised by a charge of a few cents per car profit on empty cans furnished, and a few cents per car of honey shipped. The number of cents per car will, of course, have to be regulated according to how much is paid

the secretary, and what the other expenses are.

In the spring each shipper furnishes the secretary with an estimate of the number of cases of cans he will need for the season, if the crop is an average one. Then one or more cars of cans, according to the prospect for a crop, are bought and distributed proportionally to the shippers, as, for instance, if the total of the estimates be 5,000 cans, and 2,500 cases are bought, each one receives 50 per cent. of his order, and if the season is a good one more cans are bought later.

Some pay cash for their cans, but the majority get them on time, to be paid for out of honey shipped, paying whatever interest on the deferred payment that the exchange pays. Those getting cans on time sign a receipt which provides that the cans remain the property of the exchange until paid for, and agree to ship honey to pay for them, or pay the cash by the time the first shipment is made. This enables us to deliver the cans direct from the car, and so save all cost of storage, and has been found to be effective against loss.

MARKETING THE HONEY.

On the question of marketing honey, there will be differences of opinions as to the best plan, and no set rule can be laid down, but conditions and circumstances must be taken into consideration, and good business judgment be used. Some believe in selling only for cash, or its equivalent—on sight draft—at the point of shipping. Others believe that more money will be realized where shipments are made to reliable commission firms on consignment. Personally, I am of the opinion that this latter is the best plan, generally. There are times when as much can be realized by cash sales, but in general it may be said, I think, that

under existing conditions more can be realized by selling on commission. In deciding this question we must consider not only present profit, but a market for future crops. One thing must be arranged for, no matter what may be the plan of selling, namely, to manage that all shippers shall receive the same amount per pound for honey shipped about the same time. I sometimes ship several cars at or about the same time, some of which sell more quickly than others, and some perhaps sell for more per pound than others. In this case, the first money received is paid pro rata to all shippers, and when all returns are in, the average net price per pound is found and settlement is made on that basis.

Each shipper's honey is marked by having his initials on each case, and as each lot is weighed separately, each one gets paid for just what he ships.

As my paper is already longer than I expected to make it, I will close. The opinions set forth are drawn from an experience of several years in an association of bee-keepers here (in Arizona), and I trust that the ideas here brought before you may be of some value to our fellow bee-keepers in some places where the conditions are right for co-operated action among honey-producers.

DEAR DR. MASON:—I have prepared the enclosed article on honey-exchanges, but after it was prepared the thought occurred to me that it seemed rather terse and dogmatic in style, as if coming from one having "authority to speak," and as most of those who hear the paper will probably be entire strangers to me, perhaps a little explanation or showing of my right to speak would not be amiss, but to embody it in the article itself seemed to me rather on the line

of boasting, and I thought it would be better to write you individually, and then let you offer any prefatory or explanatory remarks you see fit.

My experience with exchanges has been quite extended and varied for one person, having been a member of the Maricopa Co., Ariz., exchange, where I put a crop of 70,000 pounds into the exchange; also a member of the California exchange, with a crop of 28,000 pounds; also the Colorado exchange, of Denver, with a crop of 8,000 pounds, mostly comb; also a local fruit association here in Wisconsin.

So you see I have had opportunities not falling to the lot of many to know something of the good and bad points of exchanges. I believe in them thoroughly, and these criticisms are not made to destroy confidence, but to help build on a surer foundation.

C. A. HATCH.

The following is Mr. Hatch's paper, on

Why Bee-Keepers' Exchanges Fail.

Trying to cover too much territory is one of the mistakes most common in organizing bee-keepers' exchanges; trying to do too much business, as, for instance buying, selling, and manufacturing, when, perhaps, the whole membership are entirely without experience in any of these lines.

It would be much like a young man grown up and educated in the city, assuming to run a large farm; or a farmer's son with no experience trying to run a large commercial establishment. Practical knowledge comes by practical experience, and by practical experience only. Therefore, let us walk before we run, and learn to manage small affairs before we assume control of large concerns.

Making too many rules and restrictions is another hindrance to success. These may be well enough

to catch rogues, but if your members are not honorable enough to act in a straightforward, honest business manner, restrictions, penalties, fines, etc., are poor substitutes for business integrity.

The most successful association I ever was a member of had not even a constitution nor by-laws; no officers were ever formally elected, no salaries paid, and yet it worked well for years, and is yet working. True, we had only five or six members, and therefore it was more easily managed than a larger number would have been. When supplies were to be bought a consultation was held, and each agreed to take a given amount, and each acted as purchasing agent, and actual cost and expenses were promptly paid by the members.

When a shipment of honey was to be made, one, not always the same person, acted as shipping agent. Each man's consignment was marked with his name, and the commission house, if sold on commission, or purchaser, if sold outright, was sent a list of the shipment, giving owners' names and amount sent by each, and the pay was sent direct to each shipper. This plan had two advantages—no treasurer was needed, for there was no funds held in common; and it made each shipper responsible for his shipment, and his only. Perhaps this plan is not applicable to a large number of shippers and great extent of territory.

One of the elements of success was the fact of our being near neighbors, so that a consultation of all the members could be had in a short time, which would be entirely lacking in a large membership.

Large membership dues are a hindrance rather than a help, by debarring some that would be desirable members, but who think they cannot afford the expense. A membership

fee large enough to cover cost of preliminary work, such as necessary printing, etc., and not with an idea of creating a fund, is all-sufficient, say \$1.00.

Having dues like secret societies is much worse. One society of which I was a member had nearly \$300 standing against its members for unpaid dues. This amount will be looked upon by those owing it as so much money wasted, if called upon to pay up. And are they not right, for they have not received any use from the exchange, and therefore why pay any tax for its support?

Individual responsibility is the main thing in exchanges—the keystone* that holds the whole arch in place—and the sooner the membership realize the facts that it is an organization "of the members, for the members," and that they are married to it for better or worse, the greater will be the success.

Members are too apt to put themselves in a hypercritical position, and criticise any and all acts of the executive board, as if it was their ordained mission to discover something wrong. This of itself creates an atmosphere of suspicion and mistrust, which is anything but helpful to the objects of the society. The probabilities are that the officers are having a hard enough time of it between the effort to get fair prices and the exactions of would-be buyers, without having those who should be their best supporters turn on them.

Let us be consistent. It is taken for granted that we have elected our best men for the responsible places, and after having elected them let us give them our unqualified support, for even a poor stick well supported may do better than a fine piece of timber with no support.

Stick together, whatever happens, and success is sure to be yours in the

end. If a mistake has been made, make the best of it and try again. Condemn no man except for dishonesty or criminal neglect, and for such the sooner they are on the outside the better it will be for those left.

Have confidence in your particular exchange. Talk confidence to others, and see how soon it will be worthy of your confidence; and above all, show that your confidence is real, by putting all your crop into their hands, and not create suspicion by holding back part just to see how the thing works. It is sure to work well if you support it, and sure not to if you do not.

Do not be selfish, and want to run everything your way, but remember others want their way part of the time. Then after doing all this, do not expect every one you meet to remove his hat and bow down to a member of the Universal Honey Exchange; there are other enterprises in this world, and perhaps as huge undertakings as yours. And do not expect to control the universe—if you have your say in your little corner you will do well.

Railroads may be anxious to get your freight to carry over their road, but will hardly be willing to listen to your dictation. Rather learn a lesson from them, that a plausible, conciliatory manner is better than arbitrary measures.

To sum up: In starting, do not attempt too much—attempt only what you can carry through. Do not have too many rules and regulations. Make the fee nominal, or nearly so. Do not work for profit, but to save expenses only. Be honest, be courteous, be careful, be confident, and, above all, be faithful to your society. C. A. HATCH.

It is right to be contented with what we have, but never with what we are,

Square Sections vs. Tall Sections.

By E. D. Ochsner, Prairie Du Sac, Wis.

My views regarding these two sizes of sections are the result of experience instead of observation. Since I expressed them recently in *Gleanings* I have received numerous letters from bee-keepers all over the country, thanking me for the stand I have taken in regard to the $\frac{1}{4}$ section. It is not likely that the time will ever come when we will think alike about these things, but I can't see the square sections attacked as they have been and remain silent. When I said what I did in *Gleanings* about the pushing of new things, I did not have the A. I. Root Co. in mind in particular. I mean that new things are pushed too fast; and I had reference to "any one" who pushes new things to the front, without giving them a fair trial, at the same time trying to run good things into the ground. It is all right for a beginner to adopt such things as he deems best, but, for me, with hundreds of supers and separators on hand, it would be folly to change; especially, when here in Wisconsin, the square section sells as well as any. Mr. Hutchinson admits that he would not change his fixtures simply because he liked the looks of the tall sections better than he did the square ones.

The square sections are of the right weight; they are satisfactory with the greatest number of extensive bee-keepers; as much honey can be produced in them as in any sections; the honey is well attached to their sides; for style and good looks they are the equal of any.—Review.

"Don't wait for extraordinary opportunities; seize common occasions and make them great."

It's the height of folly to quit because of failure. Failures are wonderful elements in 'developing character.'

Annual Meeting

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

HELD AT
TORONTO,
DEC., 1899.

TUESDAY AFTERNOON.

Promptly at 2 p. m. of Tuesday, December 5th, 1899, the twentieth annual meeting of the Bee-keepers' Association of Ontario met at the Albion Hotel, Toronto, with the President, W. J. Brown, of Chard, in the chair.

The minutes of the last meeting were read by the Secretary, Mr. Wm. Couse, and, on the motion of Mr. W. A. Chrysler, seconded by Mr. J. H. Shaver, they were confirmed.

THE PRESIDENT'S ADDRESS.

Mr. W. J. Brown, of Chard, President of the Association, then delivered the President's annual address:

"Once again we are assembled in this beautiful city of Toronto, where brotherly love and equal justice for every one of its citizens exists. We are assembled here in the common interests of our beloved pursuit. Progress in all lines in recent years has been marvellous indeed, and that in apiculture is no exception. You, gentlemen of this honorable society, in which we are all interested, have kept pace with your fellow-men in their respective callings.

"Since last we met, just one year ago, the Angel of Death has visited our membership, and one of our youngest and most esteemed officers has fallen a victim to this relentless foe; while our energetic Secretary was stricken with typhoid fever, and for many weeks lay at death's door.

"The past season has been a very unfavorable one in nearly all portions of the province; scores of bee-keepers have been compelled to feed

their bees in order that they might have sufficient stores to winter on.

"In passing, gentlemen, I might say it was with some misgivings that I assumed the honored position of presiding over your deliberations, but when called upon to do so I took up the task with a determination to do my duty without fear or favor from any source, and never to relinquish the one object I ought to have in view, namely—your interests at every turn. My success is largely due to the two worthy gentlemen whom you elected to co-operate with me. These two gentlemen have done all in their power to assist me to carry out the work for the past year. Each director responded at every call, and, with very few exceptions, every man in the ranks fell into line and offered every assistance in his power. Knowing this, it is with perfect confidence I stand before you to-day, believing that you will again assist to make this annual meeting one of the most pleasant and profitable in the history of the Association. Let your watchword be: "Peace and harmony in our ranks," for, let me tell you, brother bee-keepers, a house divided against itself will surely fall.

"There are many questions which will be laid before you for your consideration. Among others I might mention that of the Association purchasing from the Gould, Shapley & Muir Co., of Brantford, the Canadian Bee Journal, and assuming the management of that journal. With this matter I am not prepared to deal at any length. However, I would like to hear your opinion as to the probable cost of such a purchase, the probable cost of running the journal, and as to whether we could have all this done for less money than it costs us at present, or would we be in any better position by purchasing the Journal than we are now? These

are matters for your consideration.

"Another matter is the Paris Exposition in 1900. It will be remembered that at our last annual meeting a motion was passed to the effect that if the Executive Committee deemed it advisable to make an exhibit at Paris, that the matter be arranged. It was deemed advisable by your Executive Committee to make an exhibit at Paris, but not at Earlscourt, therefore your committee spared no pains to arrange with the Canadian commissioners of the Paris Exhibition to have a creditable exhibit of honey at Paris next year, the cost of said exhibit to be borne by the Department of Agriculture at Ottawa. This question may require some further explanation, which I have no doubt will be given by the commissioner himself in the course of his address before you. There are many features in connection with this matter which are of much interest to you; the fact of this year's crop not being in all cases of an A1 quality; there is the question of your being permitted to send over a supply of next season's honey to replace what will be sent of this year's crop, as well as the question of your being allowed to recommend the person to whom the care and setting up of the exhibit will be assigned. I would not recommend for a moment the sending of an exhibit to a foreign country that would not do justice to our industry and our country, and unaccompanied by a fit and proper person to look after it.

"So far as I can learn our Inspector of Apiaries has been knocking the daylight out of foul brood, wherever he met that monster in a bee-yard. His report will be laid before you in due time, as will also all other official reports.

"In compliance with another motion passed at our last annual meeting

your committee have recommended Messrs. J. K. Darling, M. B. Holmes, J. E. Frith and F. E. Gemmell as fit and proper persons to lecture at Farmers' Institute meetings, and forwarded the names to the Superintendent of Farmers' Institutes.

"I do not see, gentlemen, that it is necessary for me to occupy your precious time much longer. However, before closing I take this opportunity of thanking you all for your able and generous assistance to me in carrying out the work of the Association during the past year, and hope that during this meeting every officer and member will continue to assist me to preserve the best of order, and not allow anything to mar the harmony now existing among us all. There are none of us poor mortals infallible, and if I have made some mistakes during my term of office I hope you will excuse me, and that they will be a warning to my successor to carefully steer clear of those same rocks or quagmires that I may have run against or into." (Applause).

MR. M. B. HOLMES: Before entering upon the discussion of the address, I have a resolution in my hands which I would like to submit at this stage:

Moved by Mr. M. B. Holmes, seconded by Mr. F. A. Gemmell:

That, whereas the Ontario Bee-Keepers' Association has, since its last annual meeting, lost an honored and respected officer by the sad death of Herbert N. Hughes, of Barrie, and, whereas during the years he had served as a Director in the Board of Management of this Association, he had, by the deep interest ever manifested in matters pertaining to our industry, shown that the interests of bee-keepers were being well studied and advanced at every opportunity, while at the same time his straight forward and gentlemanly bearing,

coupled with his genial and friendly manner, won for him a very warm place in the hearts and affections of all who knew him. Be it, therefore, resolved that the Ontario Bee-keepers' Association take this their first opportunity of giving a united expression of the grief that possesses us in the separation from our friend and co-worker, and that we extend to the family of our late colleague our heart-felt sympathy and condolence in their great grief, and we trust that the shadow and gloom pervading the home in consequence of this bereavement may be dispelled by the presence of the Great Comforter, the Wonderful Counsellor, who brings consolation, comfort and cheer even in the darkest hour to all who commit their ways unto Him.

MR. F. GEMMELL: As seconder of the motion, I express regret at the death of Mr. Hughes. He was one of our best bee keepers, careful, close in attending to the details of the business, and I think Mr. McEvoy will bear me out in that.

MR. McEVoy: I knew the man well, and the family, and a more honorable or respectable young man, industrious in every way, I never met, and I am greatly pleased with Mr. Holmes' and Mr. Gemmell's motion in that shape.

The resolution was carried unanimously.

"Promptness, politeness, perseverance,—the young person who minds these three p's will soon learn a fourth—prosperity."

Fill your memory with "words of eternal life." You will need them in the dark and lonely hours of life. Then they will shine out like stars. They will speak in the solitude with infinite sweetness and power.

Communication

That Brantford Meeting.

To the Editor of the C. B. J.:

In Mr. Browns' letter in the December number of your Journal, he says that "a meeting was held in Brantford a short time after the Annual Meeting of the O. B. K. A., with the idea to outshine the meeting in Guelph." Now, Mr. Editor, as president and secretary of the Brant Bee-Keepers' Association, we want to deny that charge, as we had no intention of hurting the O. B. K. A. in any way. We wanted a meeting of interest to bee-keepers, where bee talk would be the order of the day and where we would not have to set and listen to men indulging in a lot of personalities, which are of no profit nor interest to bee-keepers and harmful to those that indulge in them.

We have under consideration a somewhat similar meeting to be held in connection with our association in the near future, (not to outshine the Toronto meeting by any means for it was an excellent one in every way). We are co-operating with the adjoining associations in this. Should we decide on holding such a meeting we will extend a very hearty invitation to Mr. Brown and any of the bee-keeping friends who can be with us on the occasion. Thanking you, anticipating your publishing the above, we are, yours truly,

Jas. H. Shaver, President.

C. Edmunson, Secretary.

Brant Bee-Keepers' Association.

"No, sir," said the rabid freethinker, "the idea that there is a God never for a moment has entered my head." "Same way with my dog," replied the deacon, "but he doesn't go round howling about it."—Chicago News.

THE
CANADIAN BEE JOURNAL

Devoted to the Interests of Bee-Keepers,
Published Monthly by

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BRANTFORD - CANADA.

Editor, W. J. Craig.

Editorial.

JANUARY, 1900.

THE CONVENTION.

THE Toronto Convention certainly ranks among the most successful and helpful that has been held in connection with the O. B. K. A. for many years. The meetings were held in the large parlor of the Albion Hotel, kindly privileged to the members of the Association for the occasion by Mine Host Holderness, who treated his guests with the greatest possible courtesy during their visit. There was a good attendance and a fair amount of enthusiasm, notwithstanding the many discouragements of the past season. The addresses and papers were practical and the discussions showed no lack of interest.

CONVENTION NOTES.

D. W. HEISE on "Spring Management," elicited an amount of cross-firing and good humored debate. "Our Picker" is always equal to the occasion.

VIVID in imagery and graceful in language. M. B. Holmes in his paper portrayed "Management in the

Extracting Season" and opened the way for general discussion.

WE were very pleased indeed to find Secretary Couse in his usual place at the convention. Mr. Couse has had a very severe illness, but he is looking remarkably well for all. A correspondence from him recently tells us of his continued improvement.

"The Marketing of Extracted Honey" was neatly handled by Harry Sibbald in his paper; it was certainly not the least valuable number on the programme, but our readers would do well to watch for it as the discussion will appear at a near future date.

THE "Production of Comb Honey" was dealt with in a manner worthy of the pupil of Mr. J. B. Hall, by John Newton, Thamesford. These are but a few of the interesting things discussed at the meetings. We do not attempt to give a synopsis of the papers as they shall appear in full in due time through the columns of the C. B. J.

THE C. B. J. and its editor are grateful to the association for the kindly reception tendered at Toronto. We have been greatly encouraged, especially by individual offers of help and co-operation which have since come to us from members of the association, bearing out the feeling there manifested. Our subscription list, too, speaks of renewed interest and appreciation.

W. Z. HUTCHINSON'S paper on "Bee-Keepers' Associations, their past, present and future," opened a lively discussion on the topic. He believes that while the educational advantages of associations were prized in the past, and their social aspect the leading feature of the present, their usefulness in the future will be the accomplishing of those objects that require united action. We regret that Bro. Hutchinson was unable to be present owing to pressure of business at home.

We were particularly pleased to note the harmony and general good feeling that was exhibited throughout the sessions, and that little petty spites and personal differences found no quarters. Like some of our U. S. B. K. A. friends at Philadelphia, we were wondering if the close of the nineteenth century was about to usher in the millennium among bee-keepers. In the present dispensation, however, we can scarcely hope to all think alike or to act alike, life would be very monotonous indeed if we did, but we can and should make allowances for other people's opinions. We trust to see this rule observed more in the future than it has ever been in the past. Some one has said :

"The world is a difficult world indeed
And people are hard to suit,
And the man that plays on the violin
Is a bore to the man with the flute."

This is not always true if each player plays his part and plays it well there is harmony and the flute and the fiddle get along very well together.

PROF. ROBERTSON'S address on "Our Own and Foreign Markets for Honey" was particularly interesting to the members of the association, as the eyes of Canadian honey producers have been turned toward the mother country for some time, looking for and expecting an outlet for their surplus. In connection with this the honey exhibit at the Paris Exposition was dwelt upon by the professor and thoroughly discussed. A nice thing in regard to the exhibit will be the privilege of exchanging the honey first sent for that of the new crop—this will be a very decided advantage as most of the honey on hand from last season could scarcely be called a fair sample of what Canada can produce. C. W. Post was appointed by the association to examine and select the samples of honey to be sent. Due notice and shipping instructions will be given intending exhibitors when the goods are wanted.

Men have been rejected in considerable numbers who sought enrolment in the U. S. army because they have what is called a "tobacco heart." There are many evil fruits which flow out of "small vices," unwisely adopted and needlessly continued.

"All the world is better for every one who is living at his best." The effect of a true life nobly lived, even though it be in the obscurest corner of earth, will be felt as an uplifting power in this present world, and its influence will touch the uttermost bounds of eternity.

Kind Words and Good Wishes.

From our Contemporaries.

THE CANADIAN BEE JOURNAL has for some time had no name as editor at its mast-head, but has now secured W. J. Craig as editor. There has been some discussion as to whether the Ontario Bee-Keepers' Association should not obtain full control of the journal, but its members are divided in their opinions. Whatever may be the performance of Mr. Craig as editor, here's a part of his salutatory that has a good ring to it,

"We want our bee-keeping friends to understand right now that THE CANADIAN BEE JOURNAL will be largely what they make it.

"Some one has spoken about taking the journal out of the hands of people having 'axes to grind.' Mr. Yeigh has replied on behalf of the company. As for the editor, he hasn't got an 'axe,' and would at this juncture suggest a wholesale burying of axes, hatchets, and everything of the sort, and let us begin at the coming convention 'a long pull, and a strong pull, and a pull altogether.—American Bee Journal.

THE CANADIAN BEE JOURNAL for November comes to hand bearing evidence, not only of having passed into other editorial hands, but of the vigor incited through the occasional introduction of "new blood." Mr. Holtermann is succeeded at the editorial helm by Mr. W. J. Craig, whose initial production is very creditable indeed. We wish the C. B. J. and Editor Craig abundant success.—Progressive Bee-Keeper.

THE December number is a beautiful one on account of 16 pictures of prominent Canadian bee men which grace its pages. The sturdiest looking one among them seems to be Wm. Couse, yet in another place I

find he has just left the hospital after a long and dangerous struggle with typhoid fever. This is the best showing of bee-keepers I have ever seen seen in one issue of a journal. Thanks Mr. Craig.—Stenog in Gleanings.

W. J. CRAIG is the new editor of THE CANADIAN BEE JOURNAL. This paper has put on a new and tasty cover, and in other respects gives promise of more improvements. We extend to Bro. Craig our right hand of fellowship, and wish him every success.—Gleanings.

EDITOR HUTCHINSON in the Review, gives a good picture of the editor of the C. B. J. and in a neat little sketch in connection says: "I take pleasure in showing a picture of the new man who has taken the place of R. F. Holtermann, as editor of THE CANADIAN BEE JOURNAL. Mr. Craig was born near the old City of Londonderry, Ireland, and came to this country about ten years ago. He soon formed the acquaintance of Mr. Holtermann, from whom he took his first lesson in bee-keeping. Two years later he engaged with the Gould, Shapley & Muir Co., to assist in their apiary and supply-business. This, together with his attendance at conventions and exhibitions has put him in touch with the bee-keeping world; and I am pleased to see him start out as well as he has with THE CANADIAN BEE JOURNAL.

We thank you friends, and wish you and all our readers a very happy and prosperous new year.

I am very much pleased with the C. B. J. It has many a time saved me more than its cost.—P. H. Munro, Shallow Lake, Ont.

A Beginner's Outfit.

By A. E. Hoshal, Beamsville.

If there is one question which a supply dealer is asked more than another, or as frequently, it is "what are your hives worth?" and the usual answer to such is for the supply dealer to give the questioner his catalogue, first marking the part referring to hives and their prices. On examining this the questioner finds that they usually range in price from say \$1.50 to \$2.50 each, and the best and most complete of them will include about the following: 1 bottom, 1 brood chamber, 2 supers, 1 cover, and comb foundation and sections for the brood chamber and supers.

If the questioner be someone who intends trying his luck in bee-keeping for the first time, my limited experience in selling supplies to such has taught me that the chances are nine out of ten that such an one has the idea that an outfit, like the above described in the dealer's catalogue, with perhaps a smoker added, is all that is necessary for the successful and profitable management of a colony of bees, and that it should not cost him more than say \$3.00. Inferentially this all seems to be corroborated by the way the hives are listed in the catalogue given him, or at least he finds nothing to the contrary, when the truth is, such an outfit is wholly inadequate for what he requires, and to purchase a complete outfit would require an outlay of from \$6.00 to \$8.00. However, the hives, as the combination of fixtures is called, are bought and the usual result follows, namely, the dealer gets the small profit and the would-be bee-keeper the experience. This is not right and ought not so to be.

Why so many having little or no experience in bee-keeping should think that some one of the various combinations listed as a hive in dealers' catalogues is all the hive

fixtures necessary for the successful working of a colony of bees, I will not now try to explain, suffice to know that it is generally so. I have wondered in looking over catalogues and price lists of the bee-keepers' supplies, if those who issued them ever thought of this? Of course, in dealing with the public if we are to hold our own and gain their patronage, we will have to furnish them with what they want no matter whether it is to our liking or not, and dealers in bee-keepers' supplies are no exception to the rule. However, I cannot help thinking that an injustice is continually being done by our supply dealers in catering to this mistaken idea and not better informing their patrons that what is ordinarily called a hive is not a set of hive fixtures sufficient for the working of an ordinary colony of bees.

In view of this would it not be better if our supply dealers would leave out of their catalogues those combinations known as hives and their prices, and instead list each part such as bottoms, brood chambers, supers, etc., separately, and give the price of each? Besides this, would it not be well also to insert what might be called a "beginner's outfit" by giving a list and the prices of the fixtures necessary for the working of say one, two or three colonies? This certainly would give anyone perusing such a catalogue an idea as to what, in the opinion of the dealer at least, he needed.

Such a list as this, in the writer's opinion, say for three colonies of bees would consist of about the following: 3 stands, 6 bottoms, 3 pair entrance blocks, 6 brood chambers with frames and foundation, 3 wood-zinc honey boards, 10 half-story supers, including the necessary frames and comb foundation and sections also if for comb honey, 6 covers, 1 bee escape and board, 3 wintering cases (if to

be wintered outside). All the foregoing to be painted white except the wintering case which should be some dark color; 3 shade boards if the hives are to stand in the sun, 1 veil, 1 smoker (a good one), 1 at least of the best books, if not more on bees obtainable, 1 bee paper. By referring to three price lists before me I find that the above are worth about \$24 or \$8 per colony. To attempt to start in bee-keeping with a less outfit per colony than this is to court failure at the very beginning. If those who are thinking of starting in bee-keeping were made fully aware of this, many of them would be deterred from doing so; and is there any reason why thereby they should not be thus deterred? And further, would this not be largely so if our supply dealers would make this all plain in their catalogues and quit listing those combinations known as hives whereby they are catering to, and thus far upholding, a mistaken idea so prevalent at the present time?

Cleaning Unfinished Sections and Extracting Combs.

"Notes and Pickings," page 141, discusses the question of cleaning out unfinished sections and extracting combs. This has troubled us considerably, and we have tried several plans, but the simplest seems to be the extractor supplemented by the bees. Our extracting frame is too large for a convenient reversible extractor, so we use one with one square comb-basket taking four combs. As this does not restrict the width of frame used, I made a frame the size of an extracting frame only wide enough, and of inside measure right to hold twelve $4\frac{1}{2} \times 4\frac{1}{2}$ sections. Wire cloth on one side of frame holds sections in place. With four of these frames 48 sections can be extracted at once. They are then set back in

the supers and piled in a convenient place. As soon as all extracting combs and sections are ready set them out "early," all open, around the yard amongst the hives.

It is a gala day for the bees; but, as all have an equal chance, no harm is done, and by evening they have quieted down leaving the combs all clean and dry. The combs should then be taken in and stored for winter. Next day the bees are willing to stay at home and rest. The yard is exceedingly quiet. If the combs and sections have been extracted fairly clean, and the supers are not piled together, but separately, there is very little gnawing or soiling done.

I should not care to repeat the operation two days in succession, nor to have honey exposed for more than one or two days at that time of year for fear of exciting them to breed and use up the stores they should keep for winter. A slight flow of honey-dew on several successive days last fall did us much harm in that way. The bees stored nothing, but started breeding, and before feeding time were on the point of starvation.

The adage "once a robber always a robber" should certainly be modified, but we have found it very expeditious to put an end to all of those gentlemen that find their way into the honey-house. They soon get to the window screens and at night cluster on a lower corner of the window. Early in the morning "put on a veil" and brush them into a basin of cold water. They can then be carried out and disposed of. I first tried hot water, but found that the steam makes them leave the cluster.

Of course we take every precaution to keep out robbers, but a few get in every time the door is opened. These, if liberated, are much more vigilant for a second opportunity than those which have never been in.

Under the Apple Trees

A Bee Story for the Little Folks. . . | BY ELIZABETH GRINNELL.

Under the apple trees in front of my home is a row of white houses. In each house are thousands of beings, little, to be sure, and, to those who do not know them, scarcely worthy of regard. They are sometimes misjudged and even insulted by persons unacquainted with them. To those who love them, they are among the most wonderful of all created things. Whole books could be written of them and still something would be left unsaid. To write the biography of a single honey bee is to write that of millions of the same family. And were one in writing to make a single misstatement, these millions, in a wordless protest, would correct the error.

In the soft spring air, when the buds on the apple trees are breaking their hearts with delight, these people in my row of white houses send their door-keepers to peep out. I smile into their small intelligent faces and say, "Welcome to the best we have, for the best has come." From this time on, and all through the long summer, they are my friends, my daily companions, my nearest neighbors, creatures whom our dear God thinks about. They are everywhere upon tree and flower and spilled sweetness, singing as they go. I have many times picked a bee from the city pavement, where she has fallen exhausted from a long flight, and taken her to a safe resting-place lest she be trod upon. Footsteps of passers-by are so heavy and careless unless the brain which is above the feet takes notice.

The honey bee, like every other

created thing, be it animate life or plant, has once a

BABYHOOD.

The door-keepers, peeping out at the spring, return to their comrades and say, "It is time to be at work." They know this by instinct, not by experience for they have never seen a spring before. Born in late autumn, by a forethought of Mother Nature that they might survive the winter unworn by toil, they proceed joyously to their tasks. The empty combs, made on purpose of the right size for the baby bees to grow in, are carefully looked over and made clean. In one of the wax cells or cradles a tiny egg is placed. It is one of thousands, but we will leave the rest and watch just one.

The egg is no larger than the point of a girls hat pin, but it grows. In a few days it becomes a little white maggot or worm. It has a large mouth, like a baby bird, and is very hungry. It is fed constantly with bee-bread from the lips of a nurse bee. In a little while it has filled the cell with its soft white body. And then it requires to be fed no longer. the old nurse looks at it and seems to say, "Poor little dear, you are sleepy!" Then she spreads a coverlet of some suitable stuff which she makes on purpose, and which has never been used before, all over the top of the cell, and the baby is tucked in. No one can see it, so securely is it housed, but the nurse bee listens. She hears a sound. By it she knows that the little creature of her care is all right, and she goes away to look after the other babies.

Baby Bee, left to itself in the dark, although but four days old, commences to work. It begins life by spinning a soft silken thread which it weaves into a blanket, in which it wraps itself. It must do this for itself, for no nurse could possibly

create so delicate a web. It is now a chrysalis.

In about three weeks from the time the egg was placed in the cell, if one is on good terms with the bees and will lift the house roof to look in, one will see the top of the cell, or the waxen coverlet, break gently. Then a tiny face peeps through the opening. If one is accustomed to the look of bees, one will notice that this is a baby face in its expression. It has the innocent wondering look of many infantile beings, such as birdlings and young animals. It turns about and looks around, seeming to take in its new situation with wonder. Then it puts two hands on the broken rim of the cell and lifts itself. Little by little one may see it emerge from its cradle until it stands on the comb outside.

LITTLE MISS APIS.

She is pale yellow in color, if she be of Italian stock, but she is a perfect bee. She is wet, and her wings are in folds, like the wings of a newborn butterfly. She hastens to dry herself and to adjust her dress. there are too many helpless maggot babies in the nursery to spare a nurse for Miss Apis. She must wait upon herself and begin her busy life in real earnest. She stretches her wings and her limbs to make herself as full grown as possible, and they expand in drying, seeming to increase in size. All about her hundreds of nurse bees are fanning the air with their wings, and this helps in the drying. The hard work of putting herself in order makes her hungry, and she helps herself to honey from an uncovered jar, left in her way on purpose. The honey makes her strong. "Eat as much as you like," say the nurse bees. "and then come and help us at the nursing."

And this last is the first duty of little Miss Apis. She is not quite ac-

customed to herself, nor is she wise enough to go out into the honey world. She must remain for a time in the home and make herself useful in the nursery, just as little sisters take care of their baby brothers and sisters in the human world. She goes to the bee-bread boxes, and brings food and puts it in the large mouths of the little infant maggots, just as she herself was fed but a short time ago. As she works she learns, and the pale color of her body takes on the deeper brown of the mature bee, the brown with the golden bands. She belongs to a royal household and wears its insignia of dress. She gradually loses her childish look, and longs to do what she sees the other workers doing. She smells the breath of the flowers, when she follows the old bees to the door, and sees them bring back the nectar and the pollen. She spreads her wings and tests them on the threshold. Then she flies.

A BUSY WORKER.

Every morning she goes out to her labors. She hums at her work or on the wing as if life were a delight to her. She clings with her dainty feet to the cups of the flowers and sips the nectar from their pockets. She carries always with her a long-handled dipper, which we call her proboscis, that she may reach into the heart of sweetness. She tells many a human wanderer by the way which of the plants he may touch. She puts the nectar in her pouch or honey-bag and takes it home with her. Sometimes her load is heavy and she falls by the way. But she is up and flying again.

Arrived in the house, she seeks an empty cell and deposits her harvest. When she has filled the entire cell or jar by many excursions to the honey fields, she does not close it over, or put the cover on the jar of preserves

until the nectar has "ripened," or turned to a nutritious thickness.

Sometimes, if one watches at the bee house door, one will see her come home with balls of yellow or white or red pollen on her thighs, upon which are baskets for that very purpose. She has dived into the deeper flowers and covered all over with the powder with which the blossoms are wont to dust themselves in making their toilet. It adheres to the fringed hairs which thickly cover her like down; and she is very careful of the precious stuff, for well she knows it is needed for baby food. She packs every particle into her baskets. Once in the nursery, other bees help her to pull it out of the baskets and knead it into paste, and put it into the wax pots, just as any woman kneads her bread and puts it in the pans.

At another time she brings home a sort of glue called propolis, which she collects to seal the cracks of the hive and to cover all over the under side of the roof to keep the house warm and dry. This glue is resinous and dark of color, and is not used for food. Many a time in a storm I have gently tested the cover of the hive to be sure that the roof cannot blow off. The bees have anticipated the weather and glued it to the walls.

One can see this woman bee inserting her dipper into the torn rents of such fruit as the kind birds have made an opening in. She could not possibly make an aperture for herself, for her proboscis is delicate and unsuited to boring. Foolish persons who meet her in the fields or on the road she is traversing run away from her and scream that she will "sting." They do not know that the honey bee never stings away from home unless she is pinched. She will let you smell of the flower from which she is gathering sweets, and sing you a hymn while you admire her. She

stings only in defense of home and family, and stores which she has gathered with so much labor.

If a thunder cloud appears at mid-day she starts immediately for home. If she be overtaken she may seek shelter in a flower, where she is welcome to remain over night. She knows her own house from every other, though many of the same size and color be on one street under the apple trees. If she is not in her house by sunset, or immediately after, there is a chance that she has been stolen by some winged enemy or trodden upon by a careless foot. Her short life is beset by foes, and she must ever be on the alert.

House-cleaning occupies a great part of this busy worker's life. Her house is always clean, whether it be found in a decayed tree stump or in a choice hive made by the carpenter. No untidy thing is permitted to lie about on the floor, or in the nursery, or on the walls. She is neat in dress and habit, as anyone can see who watches her at her toilet. When it is cold the bees keep a constant fanning with their wings to warm the brood which is so delicate that a few seconds of exposure to the outside air would destroy it. When it is warm they keep on fanning to make the air comfortably cool. One can hear this fanning by placing the ear close to the hive. Always it is kept at an even temperature, for it is really an incubator. It is with the bees as with some other people who "blow their tea to cool it," and "blow their hands to warm them."

So all day long and all night long our dear bee works, never resting, toiling not for herself but for others, for she seldom partakes of her harvested stores.

WHEN LONG FLIGHTS ARE OVER.

Some day in midsummer one can see that the edges of her wings are a

little frayed. But still she flies short trips to the honey fields, or, if one places a saucer of sweet at the door, she will go no further. She often sips water at a puddle or a city trough. One with a kind heart will not frighten her away, but will watch the frail tongue sip the water eagerly as if she were thirsty, as indeed she is. Without water she could not live.

A few more days and she can fly no longer. She has literally "worked herself to death." She still goes out to the door and smells the flowers, but her wings are jagged and broken with her long flights. Her body has lost its gloss of brown and gold, though but two or three short months have passed since she was a baby in the cell cradle tucked in by an old nurse bee. She still strives to make herself useful among the little ones, but she is slow and "in the way," and the younger bees do not want her. She creeps out to the door step for one more whiff of the fragrance she loves, and falls in her attempt to fly.

When the time comes that she is too weak to creep to the door and is but a cumberer of the ground, then the strong bees, two or three of them, take hold of her, and, pulling her from the door, drop her over the edge of the platform upon which the hive rests. She falls among the grass or in the dust, and the workers go back to their duties, to take their turn at old age and decay not many days hence. In her fall from the house doorstep, our bee may have slipped into a crevice between foundation boards, and there she lies buried, as I have seen a Kiowa Indian in a natural cleft of his native rock. She is but one of many hundreds in a summer time from the same hive, who ask no favor of any unless it be a kind thought when the honey-comb is broken at the tea table.—*Young People's Weekly.*

Literary Notes.

"Modern Bee-Keeping"

is the title of an unassuming little publication forwarded to us by its author, Mr. Gilbert Wintle, Como, Que. To use the authors introductory—

"This is not a bee-keepers' hand book. It is not even an amateur bee-keepers' hand book, but in a modest way is an attempt to explain to outsiders something about what is a most interesting and if systematically and properly pursued a very remunerative county industry."

Mr. Wintle is a practical bee-keeper and he handles his subject neatly and correctly. It is published by the Family Herald and Weekly Star, Montreal. Price 10c.

"ATLAS OF CANADA AND THE WORLD." Chicago, Rand, McNally and Company; Toronto, The Harold A. Wilson Company. Price \$1.00.

At the present time, when the eyes of the world are turned towards Great Britain and her colonies, almost any publication giving particulars of the Mother Country or her colonies is of interest, and a book filled from cover to cover with reliable information such as this contains is sure to be welcomed by the public. As its title indicates the work is an atlas of the world in every sense of the word, and contains all information with reference to the various countries, their areas, cities, population, etc., arranged on the margins of the maps, to which forty-eight pages of the book are devoted. Although a bureau of general information of the world this book is essentially Canadian. The first page is of a map of Ontario, giving in the margin the area, population, electoral districts

and chief cities, and maps of all the other provinces in the Dominion, and the Territories follow, with similar information. Particular attention has been paid to the mineral districts of Canada, especially British Columbia and the Yukon. Complete and concise information with regard to all British possessions is given, the map of Africa being especially interesting. A table giving the civil divisions of the world, arranged by continents, completes a book which every student of geography should possess and which will interest anyone desiring to keep posted on the various countries of the world.

Thirty-two authors, ten illustrators and eight photographic artists contribute to the excellent January issue of *The Ladies' Home Journal*. Among the special features are "The Home-Coming of the Nakannies," by W. A. Frazer; "The Boer Girl of South Africa," by Howard C. Hillegas; "Where the New Century Will Really Begin," by Jonh Ritchie, Jr.; "A Merry Woman's Letters to a Quite Poet," edited by S. T. Pickard; "The Mother of the Stars," by Amelia H. Bosford; "A National Crime at the Feet of American Parents," by Edward Bok; "The Minister and the Organ," by Ian Maclaren; "The Rehearsal of a Play"; Molly Donahue's *Musical*, by the author of "Mr. Dooley"; "Edith and I in Paris," "Her Boston Experiences." "The Autobiography of a Girl," etc. By The Curtis Publishing Company, Philadelphia. One dollar a year; ten cents a copy.

The *Honey Bee: A Key to the Word of God*, by R. F. Holtermann, Brantford, Canada, formerly lecturer in bee-keeping Ontario Agricultural College, Guelph; published by the author, at Brantford. Price 10 cents. "In this sixteen page pamphlet the

author makes use of the bee for the purpose of illustrating the facts he wishes to bring out in expounding the gospel. The bee has frequently been used by preachers for illustration, and so long ago as 1657 the Rev. Samuel Purchas, of Sutton, Essex, who published a book on bees, entitled "A Theatre of Political Flying-Insects," devoted the whole of the second part, consisting of 132 pages, to "Meditations and Observations, Theological and Moral, upon the Nature of Bees." This consists of 100 articles illustrating as many different portions of the Bible. Many of Mr. Holtermann's illustrations are aptly chosen, and we heartily wish him God speed in his work.—*British Bee Journal*.

"Canada, the Land we Love"

is the title of a stirring original poem, by Robert Elliott, in the *Christmas Farmers' Advocate* (London, Ont, and Winnipeg, Man.) The *Advocate* appears to set the standard for agricultural journalism and has clearly outdone itself in this magnificent number. In keeping with the general policy of the paper its contents are thoroughly alive and comprehensive, substantial and in good taste, in fact the production is one of the few best works of this nature ever turned out. It should certainly find its way into every farmer's house, and will furnish helpful and entertaining reading for many a day, and delight the eye as well.

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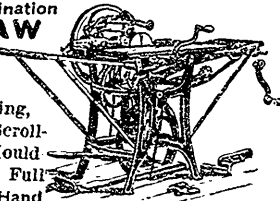
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