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"THEBESTO" BEE

VOL. 1.

DENVER, COLORADO, DEC. 1922-JAN. 1923

NO. 8.

JUST BETWEEN OURSELVES

Happy New Year! * * * Thebesto Bee brings to the members of the C. H. P. A. and to non-member readers as well, a cheery message of good wishes for 1923. Old Nineteen Twenty-two handed some of us some severe jolts, it is true, but, after all, we might have fared worse. During 1923 we'll have to work a little harder, skimp a little closer, sell a little more honey in our home markets, if we'd recover our lost ground. * * * And stiffen our backbone. * * * And our retail prices. * * * One of our members recently returned from a trip into territory which consumes a great deal of Colorado Honey. This past season the country in question has been overrun with Colorado honey peddlers, and prices cut to \$1.25 for a 10-lb. pail in some instances, with sixties being sold at a delivered price for less than six dollars. Yet into this same territory come two men from Iowa. They are invading our territory with Iowa honey. * * * And getting two dollars a pail for it. Selling right along, and making it pay. Their honey is only fair, but it brings the price. * * * "How do you get by with it?" our member inquired. "By asking it," said the Iowa man. And that is the real secret of retailing honey at a profit. You'll not get more than you ask. * * * Frequently, we get letters from non-member beekeepers, singly and in groups, reading something as follows: "We would like to join the C. H. P. A., but if we do so your association will have to finance us," as we are short of funds." To all such inquiries the same answer is sent. We are ready at all times to welcome into our ranks, live, ambitious honey producers, but we cannot aid in financing them, or even our present members. Such has never been the object of the C. H. P. A. It was organized to aid its members in marketing their crops, in the purchase of supplies at less than ruling prices, and in making better beekeepers. In these undertakings it has been remarkably successful. But it has never tried to accumulate a reserve fund further than that required to finance its own purchases of supplies. Surplus earnings have been returned to members at the end of each

HUBAM CLOVER

How many of our members are going to be interested in Hubam sweet clover this season? We are in position to furnish this species clover seed at a very reasonable price to members if notified in time of their needs. Let us hear from you now!

Beekeepers in some localities have been able to enlist the cooperation of farmers, by furnishing them sweet clover seed to plant, and sometimes getting a portion of the seed back in the fall. By some practical method of cooperation beekeepers could vastly increase their pasturage at slight cost.

It is possible to sow sweet clover seed with spring wheat, then have excellent pasture after the grain is cut and a valuable fertilizer for late fall plowing, in case it is not desired to pasture late.

Let the beekeeper exert himself and see that the stand of the several varieties of sweet clover does not grow less in his locality. It can be done.

crop year in the form of rebates on their marketing charges. Present members pay cash for their supplies bought thru the association, just the same as our hundreds of non-member patrons. * * * We're sorry, but the C. H. P. A. could only finance a member by going to some bank and borrowing the money. The member who must have financial aid can do better right at home from his own banker. * * * C. H. P. A. members will be sorry to learn that our president, Mr. Miller has recently been under the surgeon's knife, and is now in a Denver hospital. Latest reports are that his condition is favorable. We all hope for his complete and speedy recovery. * * * From many sources have come favorable comment and encouraging words about Thebesto Bee. We believe it is doing much to fulfill its aims, that of bringing the members of the C. H. P. A. in closer touch with the organization and with each other. Its publication will be continued during 1923, as in the year just closed, "As the spirit moves," rather than as a regularly monthly publication. We shall try to have it appear with a reasonable frequency, however.

THEBESTO BEE

Published when the spirit moves, for our members and for western beekeepers, by the Colorado Honey Producers Association, at 1224 Market St., Denver, Colo. Frank Rauchfuss, Manager.

ARE YOU WELL SERVED?

Do you note and appreciate good service when it is rendered to you? Whether you do or not, the following clipping from the "Jayhawk", house organ of the Lawrence Paper Co., is deemed worth your reading. Many a customer would scatter sunshine and encourage even better service on the part of those he trades with, if he would occasionally reward exceptional service with a word of acknowledgment or praise.

"We have all learned to kick when we receive defective goods and poor service, but we haven't learned to acknowledge and openly recognize goods and service that pass our expectancy.

"A compliment should be as quickly given for good goods and good service as a kick for defective goods and poor service.

"Recognition to the man who tries and succeeds is the very greatest incentive to better goods and service—more than money itself.

"All good does not come from calling attention to the evil, but most of the good comes from favorable expression of efforts toward good.

"The other day the writer sat in the private office of the owner of a very large house furnishing store when a letter was passed in to the merchant, which contained a check for \$1400. It was a big store and the check for this amount was not so unusual. But when he read the letter he beamed and the tears came to his eyes as they would to an over-delighted boy.

"It was from a man and his wife who had purchased a bill of furniture a week or two before, and expressed appreciation of both goods and service and thanked the proprietor and a particular clerk for their assistance, and effort, and wound up by saying that the furniture looked better in the house than it did on the floor of the store.

"The proprietor had the letter framed.

"It was very clear that this merchant thought more of the letter than he did of the check. He gets many checks in the course of a month, but few if any letters like this; and he is making an effort to deserve them.

"The fact is perfectly clear that the

man and his wife who sent this letter can come into this store and get more in goods and service, in future orders than a customer who bought an equal amount, sent a check equally as promptly, yet forgot a simple word of compliment that they may have thought, perhaps felt, but failed to express.

"Just as a simple, selfish business proposition this letter will mean a good deal more to them in future dealings than the effort of the average customer who looks over his purchase after it is in place, hunting scratches or pinholes to kick about and who is disappointed if he does not find them.

"All this is just as operative to the man who buys raw material, machinery, supplies or labor. All this good will and courtesy that we are talking about and all this value as profit to producers will apply to the man who buys as well as the man who sells.

"It is a poor rule that won't work both ways. Kindness is the basis of all harmonious relations between man and man, and which is true happiness.

There is no telling where a simple letter of kindly expression will end in its power for good.

"Kindness is just as operative in business as it is in the parlor."

"HONEYDEW" NOT HONEY

The November issue of "Glass Container" should have credit for the following clipping:

Circular 19, Standards of Purity for Food Products, states that "Honey is the nectar and saccharine exudations of plants gathered, modified, and stored in the comb by honey bees (*Apis mellifica* and *A. dorsata*); is laevo-rotatory, contains not more than twenty-five (25) per cent of water, not more than twenty-five hundredths (0.25) per cent of ash, and not more than eight (8) per cent of sucrose."

"Honeydew" honey usually exhibits plus rotation at 20 degrees C., a high plus rotation of the inverted solution 87 degrees C., an ash content much greater than 0.25 per cent, and high nonsugar solids, and is usually characterized by a very dark color and a peculiar molasses-like flavor. The bureau is of the opinion that this product should be labeled and sold for what it actually is, namely, "Honeydew" honey, so that purchasers may not be misled to believe that it is the product commonly known as honey.

FOR MEMBERS ONLY

The C. H. P. A. is able to announce two more lines of service of value to its members, and to members only.

One is the privilege of having their beeswax worked into foundation at a merely nominal charge, by the Dadants. Members having wax to be worked should place same in good double burlap sacks, and forward direct to Dadant & Sons, Hamilton, Ills., freight or express. With the wax, or following it promptly, should go a letter giving the amount and kind of foundation desired. Messrs. Dadant will at once reply, telling the shipper the amount of the freight charges on the wax, and the charge for working into foundation, which the shipper should promptly remit direct to Messrs. Dadant. The finished foundation will then be sent in the car of foundation that will later come to the C. H. P. A., and the member will be charged only with the carlot freight rate as far as Denver, instead of the local rate from Hamilton. He will of course pay local freight from Denver to his home town unless he comes to Association headquarters to receive his shipment. The above privilege is open to members only, and the member should also notify the association manager in advance, of his shipment, the quantity, kind and quality of foundation.

Another privilege recently extended to members is to have the American Bee Journal sent for \$1 per year instead of \$1.50. This will apply on renewals as well as new subscriptions, but all subscriptions to obtain the reduction must be sent thru the association.

It pays in many ways to be a C. H. P. A. member.

DENVER-JEFFERSON MEETING

Beekeepers of Denver and Jefferson counties will meet at Grange Hall in Arvada the afternoon and evening of January 20, commencing at 2 o'clock. The object is the formation of a local association to embrace the beekeepers of the two counties. Several good speakers will be on hand and probably will include one from the Agricultural college. Owners of small apiaries are especially urged to be present, and lend their aid to this movement to popularize the use of honey and to obtain better prices for it in a retail way.

COUNTY AGENTS' REPORTS

In the several annual reports from the state's county agriculturist, recently filed with the extension director at Fort Collins, mention is made of the progress of the beekeeping industry in those counties where bees are kept.

The reports indicate that thru educational methods principally, foul brood is being gradually reduced in this state, while beekeeping is growing and honey production being steadily increased. Of special interest is the report of the field man from Logan county, who tells of the results of Prof. Boggs' demonstration apiary near Sterling, in the following words:

"The results in these demonstration apiaries were most remarkable. The results were practically the same in each case so only one will be given. Mr. Harry Pifer of Sterling had eleven colonies of bees at the start of the season. He handled all of his bees as near like the specialist (Mr. Boggs) handled the four demonstration colonies as possible. At the end of the season his eleven colonies had increased to 27, had made 1,056 pounds of comb honey surplus, and each of the 27 colonies had 45 pounds of stores for wintering. This is the more remarkable when it is considered that the majority of the beekeepers were averaging about 75 pounds of extracted honey to the colony, or the equivalent of 40 pounds of comb, and their increase about five or ten per cent."

AMERICAN LEAGUE MEET

The annual meeting of the American Honey Producers' League will be held at St. Louis February 6, 7, and 8, and it is hoped that a number of Colorado beekeepers will attend. Reduced rates have been named on the railroads. If you plan on going, please notify the manager of the C. H. P. A. as soon as practical.

PROF. BOGGS' BULLETIN

Deputy State Entomologist Newton Boggs has recently issued a very creditable bulletin on Beekeeping in Colorado, which may be had on application to the State Entomologist at Fort Collins. The bulletin covers a number of subjects of special interest to the beekeepers of the Intermountain region, and Colorado especially. It is well worth reading.

FOR SALE

Members of the C. H. P. A. have listed the following for sale with the association:

50 to 150 colonies of bees, either 8 or 10-frame hives, strictly first-class and free from disease. Standard equipment, wired frames and combs on full sheets of foundation. Owner would sell some supers, either comb or extracting with drawn combs. Absolutely healthy. Write the Manager.

Mrs. Laura M. Gray, 640 Mt. Vernon Av., Marion, Ohio, offers for sale 4/5 share C. H. P. A. stock for \$35.

Harry Ingalls, Manderson, Wyo., offers one 1-inch Root Honey pump, and one 3/4-inch pump, at 50 per cent reduction from Root's price list.

HONEY VINEGAR

Beekeepers who are supplying consumers direct can add materially to their income by adding honey vinegar, well-made and of good quality. Recipes for its manufacture can be found in most of the better beekeeping manuals. Off-grade honey may be used, and the finished product must meet the government pure food test for its acid content. This, however, is not difficult to do. Permission must also be obtained from the state prohibition officer, as at one stage in its manufacture good honey vinegar contains alcohol. There is neither difficulty in obtaining the officer's sanction, nor any cost entailed.

If you've never tried making jelly with honey instead of sugar, you have a pleasant surprise waiting you. Most experienced beekeepers have known that this could be done, but to many of the newer converts it is news. Try it next summer.

Insure your parcels sent by parcels post, and ask the C. H. P. A. to insure any that it sends to you. The expense is small and the profits big. Three to five cents will secure you against pilferers or accidents in the postal service on any package.

Paste That Sticks

Most beekeepers know that there is no better-sticking paste for tin containers than the ordinary boiled flour paste, well-stirred until it is entirely free of lumps, to which has been added a little honey, thoroly mixed while hot. Such paste rightly made and used

while fresh, will hold your labels tight. It should not be too thick, and either freezing or souring spoils it. A little water-glass may be added but is not necessary.

Get the C. H. P. A. price list before you place your supply order.

The beekeeper who doesn't learn the value of co-operation during the next few years is going to have a hard time holding his place in the sun.

Don't let your home market get bare of honey. If you've sold out completely, confer with your association manager. He can put you in touch with members who have honey to sell.

The C. H. P. A. has saved its members thousands of dollars on their bee supplies in the last 20 years, and paid them other thousands in cash rebates in the same period. That's real results of co-operation plus good business.

Much roadside bee pasture is ruined because the growth is so rank that it obstructs traffic and obstructs the view. Hence just as it is at its best, along comes the farmer or the roadmaster with his mower and scythe and down comes the clover. The cutting really does not stamp out what some are inclined to call a pest, for enough always goes to seed to renew itself. If beekeepers generally would recognize the conditions and the real reason why the roadsides must be mowed, they could prevail on many farmers to mow the roadsides a couple of weeks earlier and thus have the roadways practically clear of rank growth and also a lot of low-growing late pasturage from second growth. Try it on your neighbor farmer.

Experiments are now being made with honey in automobile radiators to prevent freezing. It would appear, from those testing it, that half honey and half water heated to a boiling point and a little alcohol added will prevent freezing.

One test showed that two thirds honey and one third water does not freeze at twelve degrees below zero.

It would be well to experiment with honey and water exposed to the weather before testing it in an automobile radiator.