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Wisconsin Beekeeping

Vol. I.

JANUARY, 1924

No. 1

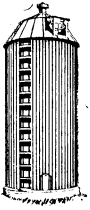
THE BULLETIN BOARD

If every member of the association will spend one evening a month thinking of the good the organization has done and of the good to come for the beekeepers of Wisconsin, and will then do ONE THING to help the association, it can truly be a success.

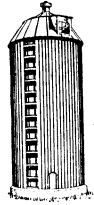
The association is attempting to publish an official record of its work and proceedings. The success of this effort depends upon the loyalty and support of the association members.

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Convention, December 5, 6, and 7, 1923



The BLOCKI



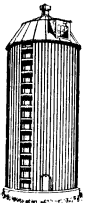
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FROST PROOF STORM PROOF

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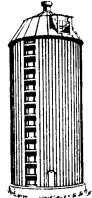
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F. BLOCKI CO.

SHEBOYGAN, WISCONSIN



Wisconsin Beekeeping

VOL. I.

JANUARY, 1924

No. 1

This issue of our publication is simply a continuation of the publication of the records and proceedings of the Wisconsin State Beekeepers' Association as issued previously in Wisconsin Horticulture, the official organ of the Wisconsin State Horticultural Society.

In the March issue of 1919, we began "Among Wisconsin Beekeepers." This was continued until the February issue of 1922 when the beekeeping items were issued as a supplement of Wisconsin Horticulture. In March of that year the supplement was called "Wisconsin Beekeeping," under which title it was carried to the December issue for 1923.

Barring sickness and accident this paper will be issued on the first of each month. Material for each issue must be in the hands of the printer not later than the fifteenth (15th) of the month previous. Space for news items from our locals and members will be available, and we hope that the members will keep us well supplied with news and beekeeping articles.

45th ANNUAL CONVENTION

Wisconsin State Beekeepers' Association

Milwaukee Auditorium, Milwaukee, December 6 and 7, 1923.

The annual meeting of the Board of Managers was called at 2:35 P. M., December 5, Committee Room A, Milwaukee Auditorium. The President, James, Gwin, appointed the following Committee on Credentials:

A. H. Seefeldt and L. W. Parman.

The committee, after carefully going over credentials, reported the following qualified delegates:

1. Marathon County Beekeepers' Association—Harvey Woodward.
2. Richland County Beekeepers' Association—W. I. Hatch.
3. Dane County Beekeepers' Association—L. W. Parman.
4. Sheboygan County Beekeepers' Association—L. T. Bishop.
6. Rock County Beekeepers' Association—O. B. Hjorth.
7. Fox River Valley Beekeepers' Association—George Jacobson.
8. Milwaukee County Beekeepers' Association—John Kneser.
9. Shawano County Beekeepers' Association—R. A. Schwarzkopf.
10. North East Wisconsin Beekeepers' Association — Wm. Procknow.
11. Washington County Beekeepers' Association—A. H. Seefeldt.

The Board of Managers voted to have Wm. Sass and Mr. Krueger represent Fond du Lac and Dodge Counties respectively. A little later Arthur E. Jaeger representing Jefferson County and H. J. Rahmlow representing Price County arrived, making a total of fifteen delegates present. Other beekeepers present but not acting as delegates were C. D. Adams, H. F. Wilson, and the secretary.

Because of the large amount of business to be acted upon, it was voted to dispense with the reading of the minutes of the previous convention with the exception of the recommendations made by the Board at the 1922 convention.

A motion was made and carried

that a committee be appointed to investigate the possibility of the association's publishing its own paper, and that this committee report back to the convention. The following committee was then appointed: L. T. Bishop, Harvey Woodward, William Procknow, and H. F. Wilson.

After a lengthy discussion the Board of Managers voted to make the following recommendations to the convention:

1. We recommend that our members continue to use the Badger Brand lithograph pails and that the Label and Lithograph Container Committee be instructed to remedy the present difficulties or defects as much as possible.

2. We recommend that the Label and Lithograph Container Committee make any corrections they think necessary in continuing the present plan of using the Badger Brand trademark on stationery, labels, slides, and other advertising matter.

3. We recommend that the planning of new posters be turned over to the Label and Lithograph Container Committee.

4. We recommend the adoption of the five year advertising plan as presented by Professor H. F. Wilson.

5. We recommend that the summer meeting be held in connection with the Chautauqua as arranged by the University to be held at Fond du Lac, the third week in August, 1924.

6. We recommend that the Executive Committee be authorized to make a settlement with Mr. Aeppler concerning the trademark and get the proper assignment.

7. We recommend that a Honey Week be held during 1924, such a week to be held the week previous to Thanksgiving.

8. We recommend that the association issue a Badger Brand Honey Booklet for use in marketing the 1924 honey crop.

9. We recommend that the association have a Honey Booth at the 1924 Wisconsin Products Exposition

and that such a booth be financed in the same manner that our 1922 and 1923 booths were financed.

10. We recommend that our association send a delegate to the League Meeting at Chicago, January 24 and 25.

Thursday Morning

The convention was called to order at 9:30 A. M. The following committees were appointed:

Resolution Committee:

Wm. Procknow,

O. B. Hjorth,

W. I. Hatch.

Auditing Committee:

A. H. Seefeldt,

W. A. Ross,

L. O. Brainard.

The minutes of the previous convention were read by the secretary and approved by the convention. The secretary's report, including reports of the affiliated associations, clerical and stenographic reports, 1922 Honey Booth, labels, stationery and posters sold, was read and approved by the convention. (These reports will be included in detail later).

The report of the Label and Lithograph Container Committee was next given by Mr. C. D. Adams. His report was:

"Your committee carried out the plan adopted at the last convention. The report given by the secretary shows the number of members now using the Badger Brand trademark.

A motion was made and carried to extend a vote of thanks to this committee for its work.

The report of the Price Committee was next called for, but the secretary explained that the chairman, Mr. Aeppler, would not be able to be present until the evening session when the report would be given.

Legislative Committee. The report of this committee was given by our president, Mr. Gwin, who is chairman. He explained in detail the plan followed in attempting to get an appropriation for the State Association. He reported that the bill was intro-

WISCONSIN BEEKEEPING

Official Organ of the Wisconsin State
Beekeepers' Association.
H. F. WILSON, Editor.

Application for 2nd class matter
pending.

Address all communications to the
Wisconsin State Beekeepers' Assn.,
1532 University Ave., Madison, Wis.

Advertising rates given on application

OFFICERS

President.....James Gwin, Gotham
Vice-Pres.....L. T. Bishop, Sheboygan
Treas.....C. W. Aeppler, Oconomowoc
Sec'y.....H. F. Wilson, Acting, Madison

Annual membership fee \$1.00, which
includes one year's subscription to
Wisconsin Beekeeping.

Make remittance payable to
H. F. Wilson

duced in the house by Assemblyman Fredericks of Manitowoc county. It was not possible to secure the passage of this bill because the legislature was working on an economy program. It should be noted, however, that no bill presented received as much consideration as our bill and after having been once defeated, it was brought up for reconsideration, being lost only by a narrow margin of 47 votes against 44. The committee believes that in any other session it would have been possible to secure the passage of the bill.

The first address given was the presidential address by Mr. Gwin. (This paper will be published later.)

Professor Wilson then explained the present marketing situation and the hope that a bigger advertising program covering a period of five years might be arranged for. (The details of the advertising program recommended by him will be published later.)

Attendance at this session—79.

Afternoon Session

This session was opened at 1:50 P. M. with a discussion on the advertising program presented by Professor Wilson at the morning session. A motion was made and carried that

the convention go on record as favoring the adoption of such a plan.

In his paper, "Developing the Retail Market Through Standardization," Mr. B. B. Jones emphatically pointed out the decided improvement in the retail market, due largely to the standardization of honey grades and containers. (This paper will be published later.)

Dr. S. B. Fracker, before giving his paper on the work of the American Honey Producers' League, extended to the convention the wishes of the new commissioner of agriculture, Mr. John D. Jones, Jr. He said that the commissioner, who was unable to attend, wished him to report that the Department of Agriculture would give the beekeepers the same support as it had given in the past. He further stated that Mr. Jones was very much in sympathy with the beekeeping work.

Dr. Fracker's paper on the "New Projects of the League," will be presented at a later time.

Some very interesting figures on the premiums being offered by local fairs throughout the State were given by L. P. Whitehead in his paper, "Bee and Honey Exhibits at Local Fairs." (This paper will be printed in a later issue.)

The necessity of better packing for comb honey shipments was forcefully brought out by Mr. E. H. Kircher in his paper, "Express Service." After much discussion a motion was made and carried that a set of rules and regulations for packing comb and extracted honey be prepared to publish in our paper to reduce losses incurred in shipping.

That school children are keenly interested in Bees and Honey was brought out by V. G. Milum in his paper, "School Children and Their Interest in Bees and Honey." (This paper will be published later.)

L. T. Bishop in his paper on "Honey in all its stages from the flower to the container," showed very clearly the advertising value of apiary demon-

strations, as a result of such a demonstration carried on in his own yard in September. This paper will be published later and we hope more of our members will give similar demonstrations next year.

The treasurer's report was next given. This report was accepted by the convention and the books turned over to the auditing committee.

Judge Barr of Kangaroo Court fame being present, was called upon to make a few remarks. He stated that he thought the sessions at the annual convention would be much more interesting if a Kangaroo Court were held.

Attendance at this session—71.

Evening Session

"The Story of the Glass Bottle," in the form of a movie, opened the evening session. C. M. Schofield of the Illinois Glass Company explained certain parts of the movie.

After the movie, Mr. Aeppler, Chairman of the Price Committee, told of the work of this committee during the past year. The committee met July 22 at Milwaukee and after examining reports from the local associations, agreed upon a set of uniform prices to recommend to all members. These prices were incorporated in a mimeographed letter which was sent to our entire membership. (Mr. Aeppler has been asked to prepare a detailed report for later publication.)

Alois Alfonsus, for many years editor of an Austrian bee journal, recently came to the United States. He gave at this time a most inspiring talk on European honey markets. His talk presented in German was translated by Mr. Aeppler and will be printed in a later issue.

The attendance was 67 and this session closed with a general discussion on honey prices.

Friday, December 7

Morning Session

This session was called to order at 9:35. The first paper, "Why It Is Necessary to Pack Honey in New Containers," by W. A. Ross, pointed

out the advantages of using a lithograph pail in selling honey. (This paper is on file and will be published later.)

In his talk "Some Fundamentals of Marketing," Professor Macklin brought out very clearly the agricultural producer's situation today with regard to the marketing of his products. He stated that one of the big difficulties with the agriculturalist was that he had not heretofore taken the trouble to find out what the consumer wanted but had placed his product on the market without considering whether or not it was in a form that would be attractive to the consumer. We are hoping Professor Macklin will send us a written copy so that more of our members can have the opportunity to get this valuable information.

The next paper, "Some Factors Influencing the Consumption of Honey," by George S. Demuth, also stressed various difficulties in the present marketing system. Mr. Demuth has been asked to send a copy of his paper, and this will be published later.

The history of the various honey marketing associations in this country was next given by Mr. Atkins in his paper, "Marketing Associations and What They Are Doing in Other States." This paper was much enjoyed by our members, and we are quite sure Mr. Atkins will send us a written copy for publication.

Perhaps none of our members are more enthusiastic over the use of the Badger Brand trademark than Louis A. Loboda, whose paper, "Selling Honey Through the Use of the Badger Brand Trademark," was next given. Mr. Loboda has been very successful in retailing his honey this year at association prices, and all of our members will do well to very carefully read his experiences when this paper is published later. Another member who has been very successful in using the association trademark is William Jacobson and his paper

"Roadside Selling and Theater Advertising" also included some valuable suggestions for the improvement of local markets. Be sure to read this when it is printed.

Afternoon Session

This meeting was called at 1:35, and a motion was made and carried to suspend the rules and call for the report of the nominating committee for the reason that many of those present had to catch early afternoon trains.

The nominating committee, which consists of the Board of Managers, exclusive of the president and secretary, gave the following report:

For President: James Gwin, Joseph Barr.

For Vice-President: L. T. Bishop, A. J. Schultz.

For Treasurer: Wm. Sass and Wm. Procknow.

For Secretary: Malitta D. Fischer.

This report was accepted but C. W. Aeppler was nominated from the floor for treasurer.

Mr. A. J. Schultz asked that his name be removed from the nominations for Vice-President and Wm. Procknow made this same request for the nominations for treasurer. Mr. A. Hjorth, Jr., was nominated from the floor for the office of Vice-President.

After the votes had been taken and a count made, the following officers were found to be elected:

President—James Gwin, Gotham.

Vice-President — L. T. Bishop, Sheboygan.

Treasurer—C. W. Aeppler, Oconomowoc.

Secretary—Malitta D. Fischer.

A motion was then made and carried that the vote for Miss Fischer be expressed by a standing vote in appreciation for the efficient work she had done during the past year.

The reelected president then said: "The coming year is going to be a very critical one for the association. Either we are going to break or make. We can hold together if we will just

"stick." If we will just put petty prejudices past us and work in harmony, we will have a very successful year. If we do not, all of the plans started this year for better marketing will go 'gaflunk.' We have been climbing for 5 years. Are we going to let petty prejudices, minor things, little jealousies, pull us off to the side or are we going to act wisely, judiciously, and work to keep improving all conditions which effect the beekeeper?

"There are four kinds of beekeepers: those who undersell; those who sell at a close margin,—quick sales, small profits; those who sell at a fair and good margin; those who get the high price or luxury price. When you get a set of officers together in your association who can bring those four groups together, you have a proposition on your hands.

"Let me ask each one of you as members of this association to throw aside any grievance you may have against your neighbor beekeeper and work with him. Make a special effort to get new members. We need more members and if each one now a member would get just one more member during 1924, our membership would be away over the desired 1000. We are NOT going to break, we are going to be women and men who have passed beyond the stage of petty jealousies and prejudices, and make our association bigger and better during 1924.

"I am making a few changes in the standing committees of last year and I hope that none of you will think I am making these changes because you did not do the work properly. That is not the case as I believe every member of the standing committees last year did the best he could. The reason for the changes is that I believe in occasionally "passing the buck"."

Professor Wilson then again explained the situation concerning the lithographed pail. The meeting was thrown open to discussion and both favorable and unfavorable reports of last year's experience with the litho-

graphed pail were given. The value of the lithographed pail, however, was emphasized by practically everyone.

The next topic discussed was metal advertising signs.

It was moved and carried that the President appoint a committee of from three to five to try and work out suitable advertising signs for Badger Brand Honey, such a committee to report in at least two months.

The secretary then read the recommendations of the Board of Managers and after discussing each recommendation separately the following ones were adopted:

1. That our members continue the use of the Badger Brand lithograph pails and that the Label and Lithograph Container Committee be instructed to remedy the present difficulties or defects as much as possible.

2. That the Label and Lithograph Container Committee make any corrections they think necessary in continuing the present plan of using the Badger Brand trademark on stationery, labels, slides and other advertising material.

3. That the planning of new posters be turned over to the Label and Lithograph Container Committee.

4. That the five year advertising plan as presented by Professor Wilson be adopted by members.

5. That the summer meeting be held in connection with the Chautauqua as arranged by the University to be held at Fond du Lac, the third week in August, 1924.

6. That a honey week be held during 1924, such a week to be held the week previous to Thanksgiving.

7. That the association issue a Badger Brand Honey Booklet for use in marketing the 1924 honey crop.

At this time several members suggested that simple and inexpensive recipes be given in the Badger Brand honey booklet instead of the expensive and elaborate recipes usually found in recipe books.

8. That the Association have a

Honey Booth at the 1924 Wisconsin Products Exposition and that such a booth be financed in the same manner as the 1922 and 1923 booths were financed.

9. That this Association send a delegate to the League Meeting at Chicago, January 24 and 25.

A motion was made that the Executive Committee be authorized to select the delegate.

The next question to be considered was the association monthly paper. Because of irregularity in time the paper was issued this past year, members were opposed to the present arrangement with the State Horticultural Society. After more than ten minutes discussion on this situation, a motion was made and carried that this matter be left to a committee of two, H. F. Wilson and L. T. Bishop, and that the members would accept the arrangement as made by these two men.

The Committee on Resolutions, Wm. Procknow, O. B. Hjorth, and W. I. Hatch, then gave the following report:

Resolution No. 1—Whereas, the officers of our association have faithfully and untiringly made every possible effort to make a better and bigger association:

Therefore, be it resolved that we express to them our hearty thanks and best wishes by a rising vote of thanks, and

Be it further resolved that a special vote of thanks be given to Miss Fischer for the splendid extra work she has been doing the past year.

Resolution No. 2—Whereas, the officers of the Illinois Glass Company have so kindly aided our association by a donation of 1200 glass jars for the 1923 Honey Booth:

Be it resolved that we express to them through a letter our hearty thanks and appreciation for their cooperation.

Resolution No. 3—Whereas there is not much uniformity throughout the state in prices charged by bee-

keepers for honey; and

Whereas, this big discrepancy in prices throughout the state has a demoralizing effect upon the industry as a whole; and

Whereas, there is much need for a closer study of marketing problems in beekeeping;

Therefore, Be it resolved that a marketing committee of three or five, as may seem desirable, be appointed by the president to consider ways and means of developing a higher appreciation of honey as a food by the public; and

Be it further resolved that our State University, State Department of Markets, and United States Department of Agriculture be requested to cooperate with this committee in carrying on this work; and

Be it further resolved that similar requests be sent our representatives and senators in Congress.

Resolution No. 4.—Whereas, it is understood that the United States Bureau of Entomology is about to withdraw its support to extension funds and to the Beekeeping Department; and

Whereas, the Beekeeping Department of the University, has made it possible for the beekeeping industry of Wisconsin to rank high in this state through the aid given by its staff:

Be it resolved that the officers of the state association take up with Wisconsin's members of Congress the importance of providing a sufficient appropriation to the Bureau of Entomology so that this work may be continued; and

Be it further resolved that in case federal funds cannot be made available the officers of the state association shall request the University to supply the needed funds to maintain this work without interruption.

Resolution No. 5.—Whereas, it is the policy of this association to elect honorary life members from time to time:

Be it resolved that such member-

ship at this time be extended to Gus Dittmer, George S. Demuth, and Alois Alfonsus.

Motions were made and carried adopting these resolutions as given.

The following committees were then appointed by the President:

Committee on Lithograph Pails: C. D. Adams, L. W. Parman, W. A. Ross.

Executive Committee: L. T. Bishop, I. C. Painter, L. A. Loboda.

Uniform Price Committee: C. W. Aeppler, W. I. Hatch, Miss Fischer.

A motion was made and carried that the next convention be held at Milwaukee during the Wisconsin Products Exposition.

It was suggested at this time by A. E. Jaeger that the Board of Managers' meeting be held on the evening instead of the afternoon of the day previous to the convention. Many delegates present felt this arrangement would be more desirable and a motion was made and carried that the Board of Managers meet in the evening at 7 o'clock the day previous to the convention.

A little excitement and competition was then created by a contest for new members started by L. T. Bishop from Sheboygan.

Mr. Bishop said: "We must do something to get more new members. The idea of our association having less than 800 paid up members when we have so many beekeepers in the state is terrible. We must have at least 1000 for 1924.

"As a means of getting new members, I will give a queen, untested, either of my own breed or any breed the winner may say, to the member getting the greatest number of new members up to August 1, so that the prizes may be awarded at the Chautauqua held at Fond du Lac."

L. W. Parman then offered to give an untested queen to the member securing the second largest number of new members.

C. W. Aeppler offered an untested queen to the member securing the

third largest number of new members.

Mr. Gill of the Chicago office of the A. I. Root Company, offered an untested queen to the member securing the fourth largest number of new members.

E. W. Atkins, G. B. Lewis Company, then stated that in order to get everybody working for the first prize it ought to consist of two prizes so he offered one of the new metal honey signs now being made by the Lewis Company as an addition to the first prize, making the member who gets the largest number of new members by August 1, the winner of an untested queen of any breed he desires and a metal honey sign.

A different class was then started for this contest by W. A. Ross of Janesville, who offered to give a three banded Italian tested queen to any member getting *more than five new members* by August 1.

A contest for the Wisconsin Section of the American Honey Producers' League was also started by O. B. Hjorth of Janesville.

Mr. Hjorth offered an untested queen to the member securing the largest number of new members for the Wisconsin section of the League.

As a second prize for this contest, Mr. George Jacobson of Kaukauna, offered an untested queen.

With every one enthusiastic about the prospects for the new year, the convention adjourned at 4:45 P. M. with about 52 members present.

REPORT ON AFFILIATED ASSOCIATIONS

Report blanks were sent to each affiliated association, 33 in all, on October 23rd, asking that these be filled in and returned to the secretary's office by November 10. Up to the time

of the convention 21 reports were received. No reports were received from Barron, Clark, Chippewa, Dodge, Door, Langlade, Price, Trempealeau, Vernon, and Wood Counties' Associations.

The following associations were found to be below the required membership in the state association: Ozaukee, Waushara, and Winnebago Counties' Association.

The following new associations affiliated with our state organization this year:

Name of Association:

Forest County Bee Association.

Trempealeau County Bee Association.

NEW MEMBERSHIP CONTEST

At the convention Mr. L. T. Bishop started a contest for securing new members. Here is a chance for every member to secure a prize.

The member who secures the largest number of new members by August 1 will get a queen from Mr. Bishop, and a metal honey sign from the G. B. Lewis Company.

Second, third and fourth prizes are also to be given.

Walter A. Ross of Janesville will give a queen to every member securing more than five new members by August 1.

The editor of Wisconsin Beekeeping is offering a 5x7 inch mounted picture of Dr. C. C. Miller to each member who secures three new members, and an enlarged picture 16x20 inches to the one who brings in the largest number of new members up to the time of the next convention. If the largest number is over 25, a cash prize of \$5 will be given with the enlarged picture.

BUY THROUGH THE ASSOCIATION

The Association is now arranging contracts for lithographed pails, plain pails and glass containers for 1924. The lithographed pail has been changed so that it is satisfactory and is guaranteed to give satisfaction. This year you can have your name printed on the front of the pail. The price for the 5 lb. pails will not exceed 12 cents. The 10 lb. pail will be about 16 cents.

We can sell you plain pails for fifty cents to one dollar less than you can buy them direct if we can get orders for a total of 50,000. Prices for 1924 have not yet been sent but they will be about \$6.50 a hundred for fives and \$9.75 for tens. The 60 pound cans will cost about 60 cents per case of two if 20 or more are ordered. Send in all supply orders and if the total amounts to enough, we can save you at least 10%.

THIS ADVERTISING SPACE FOR SALE,

SEND FOR RATES

SEND IN YOUR ANNUAL DUES NOW

Every member of the association who has not paid his dues for 1924 is now delinquent. You can help your secretary a great deal by sending in your dues now, and at the same time save postage on notices which we must send to you. Please remit one dollar for the State Association and one dollar for the American Honey Producers' League.

H. F. WILSON,
Acting Secretary

A NEW YEAR'S RESOLUTION

I will pay my dues to the Association promptly and will get at least one new member.

I will use the letter heads, envelopes, labels, posters, pails and other advertising material bearing the Badger Brand trademark for 1924.

I will properly grade and stamp both my extracted and comb honey so that it will be up to the standards set by the Association and the State Department of Markets.

THIS ADVERTISING SPACE FOR SALE,

SEND FOR RATES

Wisconsin Beekeeping

Vol. I.

FEBRUARY, 1924

No. 2

THE BULLETIN BOARD

RENEW YOUR MEMBERSHIP. We are checking our membership list and you will not receive the March issue of Wisconsin Beekeeping unless your dues are paid by March 1.

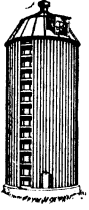
MEMBERSHIP CONTEST. Be sure to keep this in mind and see if you cannot win a prize.

ORDER NOW. Labels, posters, pails, glass-ware, stationery, honey booklets, and lantern slides.

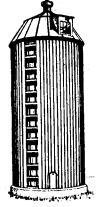
The American Honey Producers League is Necessary for our Success. Join now. Send your dollar in to the Secretary.

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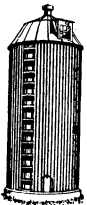
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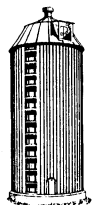
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SHEBOYGAN, WISCONSIN



Wisconsin Beekeeping

VOL. I.

FEBRUARY, 1924

No. 2

WISCONSIN STATE BEEKEEPERS' ASSOCIATION NOTES

Office of the Secretary

1532 University Ave., Madison, Wisconsin

January 15, 1924.

LABELS — PAILS — STATIONERY — POSTERS — LANTERN SLIDES — GLASS CONTAINERS — COMB HONEY CARTONS — ADVERTISING MATERIAL ALWAYS SEND MONEY WITH YOUR ORDER

Through cooperation the Association has been able to secure prices on the above articles which will permit the members of the Association to buy through the Association cheaper than the individual, for the same class of goods. We have made contracts for these which will assure definite prices for the year.

LABELS

Labels are now ready for all types of containers and both 4x5 and 4¼x4¼ comb honey sections. These labels bear the "Badger Brand" trademark and space has been reserved for the imprinting of the color, the members' packer number, name, name of apiary and address. The following prices include cost of imprinting. A special label for placing on shipments of comb and extracted honey is also available.

PRICES

Comb honey sections	Lots of 250	Lots of 500	Lots of 1000
1 pound size	\$1.75	\$2.50	\$4.00
5 pound size	1.75	2.50	4.00
10 pound size	2.00	3.00	5.00
	2.25	3.50	6.00

Special Shipping Labels, for Comb Honey Read as follows: Handle with Care. Fragile. This package contains (Trade Mark) Comb Honey. A place to put the name and address of both shipper and buyer is left vacant.

Prices: 25 for 40 cents.

PAILS

A contract has been made with the American Can Company for both plain and lithographed pails for 1924. The plain pails will be sold to members at a lower price than an individual can buy them. The lithographed pails will be guaranteed not to have any of the troubles of last year. The pail will be a light cream with the trademark in black and red. Space has been left for your name and address on the front of the pail.

PRICES — LITHOGRAPHED LABELS

Prices include stamping name and address on the pail. Orders cannot be taken for less than 100 pails.

5 pound size \$12.00 per 100. 10 pound size \$17.00 per 100.

Plain Pails

5-pound size		10-pound size	
50 at \$	3.50	50 at	\$5.00
100 at	6.50	100 at	9.75
500 at	31.00	500 at	45.50

STATIONERY

Association members may buy plain stationery without their names and addresses at a much lower rate than the imprinted forms. The cost of imprinting adds considerable because each imprint must be made up separately. This must be figured as individual advertising.

Plain letterheads and envelopes with the Badger Brand trademark but without the beekeepers name or apiary

Letterheads	Envelopes	
	Small size	Large size
100 at .65	100 at .50	.60
250 at 1.50	250 at 1.00	1.30
500 at 2.75	500 at 1.75	2.35

With imprinting not to exceed three lines

Letterheads	Envelopes	
	Small size	Large size
250 at \$2.75	250 at \$2.75	\$3.00
500 at 4.15	500 at 4.15	5.00
1000 at 6.75	1000 at 6.75	8.00

POSTERS

- 1 to 9, 10 cents each
- 10 to 25, 9 cents each.
- 25 or more, 8 cents each.

HONEY BOOKLETS

A. I. Root Honey Booklets, "Distributed by a member of the Wisconsin State Beekeepers' Association" on them, are for sale at the Secretary's office.

PRICES

Lots of	1000	500	250	100
	\$10.50	\$5.50	\$2.80	\$1.25

**PRESIDENT'S ADDRESS BEFORE THE WISCONSIN STATE
BEEKEEPERS' ANNUAL CONVENTION,
MILWAUKEE AUDITORIUM — DECEMBER 6, 1923**

It is the lot of every president of this association to give his annual address, praising the things he and the beekeeper have done, thus paving a rosy road to eternity by the beekeepers' route. I am going to break away from this precedent and hit hard at the things we have not done. Not forgetting, however, that we have carried out all but two of the recommendations of the Board of Manag-

ers for the past year. The bee building at the University and the appropriation for \$1500 met with defeat. No one feels this defeat more keenly than I.

Our Association

We cannot measure in dollars and cents what this association is doing for its members. If this could be done, 98% of the 12,000 beekeepers of Wisconsin would be members of

WISCONSIN BEEKEEPING

Official Organ of the Wisconsin State
Beekeepers' Association.

H. F. WILSON, Editor.

Application for 2nd class matter
pending.

Address all communications to the
Wisconsin State Beekeepers' Assn.,
1532 University Ave., Madison, Wis.

Advertising rates given on application

OFFICERS

President.....James Gwin, Gotham
Vice-Pres.....L. T. Bishop, Sheboygan
Treas.....C. W. Aeppler, Oconomowoc
Sec'y.....H. F. Wilson, Acting, Madison

Annual membership fee \$1.00, which
includes one year's subscription to
Wisconsin Beekeeping.

Make remittance payable to
H. F. Wilson

this organization. Our members are not unlike those of other associations. We easily fall into the rut of indifference. We should be repairing these ruts, making the road to future beekeeping smooth and more profitable.

The object of this association should be the promotion of scientific bee culture by forming a strong bond of union among beekeepers. Without good-fellowship among our members, we will not be able to work co-operatively. Yes, we sometimes get "sores" at each other. We come to the annual convention and midsummer field meet and have these "sores" dressed with antiseptic good-fellowship. We go home feeling square with the world; but if we do not use caution, someone may again bruise these "sores," making them chronic, and a few of these chronic sores make us chronic "kickers." The good office of this association is to administer the ounce of preventative which is worth pounds of cure.

For five or six years, we have been climbing and advancing up the heavy grade of good beekeeping. We are now at a point where there is a branching road which looks easy. It is a down grade. It is at this point that there is a large signboard and

upon it you will find this inscription: "Twelve Miles (twelve months) to Indifference. You can sell your honey there." The beekeeper takes in this sign and glides down to Indifference. He is offered eight to ten cents for his honey. He sees the town full of beekeepers of the five to twenty colony caliber. They are a happy bunch. Why? Because they sold their entire crop all at once: *at the same time*; within six weeks after it was produced. There are a few of the larger members of our organization there too; but they do not seem quite so happy.

Let me caution you to stay away from this place of Indifference. Let us keep our association wide-awake. Let every member be a livewire, doing something for bee culture. Let us emulate, as far as our power and ability will allow, the lives of Dr. Miller and A. I. Root, and when these knotty problems confront us, let us ask ourselves, "How would Dr. Miller and A. I. Root go about the solution?" In other words, let us think twice before we speak, and look twice before we jump. There is a mistaken idea among the smaller beekeepers who cherish the thought that this association has no use for them, and that we are trying to freeze them out. This idea should be corrected. We can more easily cooperate with them in the fold.

Legislation

We are at peace with the agricultural world. Why disturb it with legislation? Diplomacy is far better than litigation. Our association needs financial aid. I would recommend asking the next legislature for such aid, trusting for better results in the future than we have received in the past. If you would care to know how your assemblyman voted on this matter during the last session, ask our secretary who has a copy of the votes. If your assemblyman is on the list as one not voting, it is fair to assume that he was not in favor of the bill.

I am not using this as political propaganda against any office-seeker, but I do believe every beekeeper should have this information if he desires it. We are unanimously with the inspection department in their area cleanup and restriction on movement of bees and bee supplies. Personally, I am in favor of prohibiting the bringing into this state of the one, two, or three frame nuclei. Too much disease is brought into this state in that way.

Honey in Radiators

I have been besieged with correspondence as to the advisability of using honey in radiators as a non-freezing solution. In this connection let me state that I have used, have investigated and have found that honey and water, equal parts by volume, when thoroughly boiled together before being put into the radiator, make an unequalled non-freezing solution. There is no use of using any non-freezing solution in a leaky radiator, so do not use honey. Your connections must be absolutely tight, as this solution will find its way wherever water will go. I could give you pages of facts and figures that would convince anyone, save the alcohol dealer, that honey is a non-freezing solution. I am not, however, enthusiastic about this way of disposing Wisconsin's honey crop. Honey is a wholesome food. Personally, I would rather sell a man fifteen pounds of honey to be eaten, than I would eighteen pounds, for his "flivver." To the beekeeper whose honey is worth only ten cents per pound retail, I would suggest that you cater to the radiator trade. I am perfectly willing to answer directly, by correspondence or through the press, any question about honey in radiators.

Markets

This is the word that makes me shudder. It is something that the brainiest men of the day have been grappling with for many years. Commercial men have mastered it, but the

poor, unbusinesslike agriculturalist is still underneath beekeepers with the rest. I am not going to bore you with my address on the marketing problem. However, I feel it my duty to point out to you a few of the principles upon which you must build your various marketing schemes. You must have quality; you must be honest in your dealings; you must guarantee your products or refund the money. You must advertise. Last, but far from least, it is imperative that you maintain a wholesale price and a retail price, thus recognizing trade channels. Now it does not matter what scheme we adopt. If you will be guided by these principles, as far as honey is concerned, we will have no need for the division of markets.

We all agree that the honey marketing in Wisconsin is bad. There are several causes for this condition. Thus *dumping* of 75% of the entire crop upon the market during August and September is bound to affect the equilibrium of the honey market. This dumping act is bad for the producer, as he is forced to take a low price for his crop. It is doubly bad for the consumer, as this dumping process has a monopolistic tendency, which may mean 300% difference between the producing and the consuming prices.

We are gaining ground along grading lines. Previous to this year, 75% of our honey was sold as ungraded, while 80% of all the honey is Number One White. Beekeepers have been afraid of the division of markets and of inspectors. Let me drive away those fears and urge you to grade your honey and sell it accordingly. If your product is clean, pure, of good flavor and properly ripened, you will have no trouble with inspectors, but woe unto him who sells dirty, sour, black, unwholesome trash as good honey. At the first complaint, Adams will pen you vengeance; at the second, Pomeroy will call upon you and get figures; at the third, you will be brought before the bar of justice. You may not receive the same lenien-

cy as you were given by "Judge" Barr of the Kangaroo Court.

In summing up the market conditions in Wisconsin, let me inform you that from all reports received, there is less honey in the hands of the producer at this time of year than there has been for years, notwithstanding the fact that we produced a larger crop than normal. We are gaining ground along market lines. Therefore, we should proceed cautiously. Let harmony be our watchword. Let us act wisely and judiciously, ever mindful that we can lead a horse to water but we cannot make him drink. I am with you to the last ditch on any marketing scheme this convention may adopt if the preceding principles are involved.

In conclusion I will say that this has been a pleasant year for me. I have met friends who never can be forgotten. The knowledge of beekeeping and of human nature that I have received is beyond measure. We have met with discouragement. Things have not always gone as we would have liked them to. Viewing things from both sides, I will let you judge. Let me thank each and every member of this association for his hearty cooperation,

Very truly yours,

PRESIDENT.

STATE FAIR EXHIBIT GROWS RAPIDLY

L. P. Whitehead.

The rapid growth of the bee and honey exhibit at our State Fair is forcibly shown in a contribution from Gus Dittmer, superintendent of that department. Probably no other State Fair offers as much premium money and has as extensive a bee and honey exhibit as ours. Mr. Dittmer deserves the hearty appreciation of Wisconsin beekeepers for the personal interest he has taken in developing the Bee and Honey Department. Approxi-

mately \$1600 in cash premiums is offered while only \$1277 was drawn last year. This shows that many more beekeepers need to exhibit in order to fill up all the entries and use up all the prize money. Class 2, Quality Exhibits, offers a large field for new exhibitors. Let's give Mr. Dittmer still better support this year. Anyone interested can secure a premium list by writing Gus Dittmer, Augusta, Wisconsin.

"You have asked me to report on the 1923 Bee and Honey Exhibit at the State Fair. In all my previous statements, I have reported the largest and best exhibits ever placed by the beekeepers of Wisconsin. This is literally true, as every subsequent exhibit is larger and better than the preceding one. To put it down in cold figures, the awards have climbed up year by year as follows:

Premium awards in 1919	\$ 270.00
Premium awards in 1920	840.00
Premium awards in 1921	924.00
Premium awards in 1922	1004.00
Premium awards in 1923	1277.00

"The number of large exhibits has increased as follows:

1920 Individual	6	County 4	Total 10
1921 Individual	6	County 5	Total 11
1922 Individual	7	County 5	Total 12
1923 Individual	7	County 7	Total 14

"This does not include the commercial exhibits. There were none of these at the last fair, so additional space was available for two more county exhibits.

"Premium awards at last years fair were divided among the various classes as follows:

Class 1 Individ. Exhibits	drew \$198.00
Class 2 Quality Exhibits	drew 519.00
Class 3 County Exhibits	drew 560.00

\$1277.00

"The booth space for each individual or county exhibit is approximately 12 feet in length. Every inch of this was taken up last year and is engaged for 1924. No new exhibits can be placed, unless the booth space is cut down to 10 feet. This will be

considered if further applications are made. We can place only one more county exhibit, however, because only \$640.00 are provided for eight exhibits, and we already have seven. An application for a County Exhibit will take precedence over an application for Individual Exhibits, so that if space is cut down to 10 feet only two can be accepted. We will not solicit for these additional exhibits, but will consider them if application is made.

"One great attraction at the fair is the demonstration with a hive of bees, by Jos. M. Barr. This always draws a large and appreciative crowd. The counties participating are Dane, Green, Grant, Wood, Sauk, Milwaukee, and Waukesha.

"The possibilities of the Bee and Honey Department are way beyond what we are able to accommodate. We can use a larger building, and a larger premium award. Provision should be made for not less than 15 County Exhibits, also for demonstration of uncapping, extracting and bottling. It is impossible however to secure anything more at this time, and we must patiently wait until this is possible. In the meantime let us be patient and satisfied, appreciating what the State Fair has done for us, in thus enabling the Beekeepers of Wisconsin to place for one week each year, the largest Bee and Honey Exhibit in the country, advertising the product of Wisconsin Beekeepers, without any cost to them or to the State Association.

"We doubt if beekeepers who have never seen the Bee and Honey Exhibit at the State Fair, have any idea as to its magnitude. If all of the exhibits were placed end to end in one long row, it would extend 224 feet in length with all the shelves loaded. One exhibitor alone, A. L. Kleeber, unloaded a heavy truck, the springs of which were flat, and all of this was placed along about 20 feet of shelving.

"The premium list will be issued earlier this season, than in the past.

The most important change will be for No. 4 Individual General Exhibit, for which premiums will be increased \$40, \$35, \$30, \$25, and \$20."

GUS DITTMER.

HELP NEEDED

One of our beekeepers, Mr. Knute Absalonsen, Route 2, Box 274, Ferryville, Wisconsin, is in poor health and needs some help. If any of our beekeepers have some worn bedding it will be of great help to our beekeeping friend if sent to this address.

TO THE MEMBERS OF THE ASSOCIATION

I am sorry to have to report that our secretary, Miss Malitta Fischer, is taking a year's leave of absence from the University and is leaving the state. This makes it necessary for me to appoint a temporary secretary. Because of the facilities afforded at the University, I have asked Professor Wilson to act as secretary until Miss Fischer returns or until the next annual election. This is done in compliance with Article II of our By-Laws.

James Gwin,
President.

Since the convention the following standing committees have been appointed:

Marketing Committee:

Gus Kappel, Menomonee.

H. H. Moe, Monroe.

Mrs. Blanchard, Antigo.

Mrs. J. R. Minahan, Green Bay.

Mrs. John Kneser, Hales Corners.

Uniform Price Committee:

C. W. Aeppler, Oconomowoc.

W. T. Hatch, Richland Center.

H. A. Schaefer, Osseo.

Wm. Procknow, Reedsville.

Secretary, Madison.

All members should send suggestions to standing committees so that their programs will include what our members think necessary.

REPORT OF TREASURER AT 1923 CONVENTION

	Balance on hand.....	\$232.48	
Jan. 2.	By C. W. Aeppler.....		\$ 120.00
Jan. 2.	By A. Latham.....		12.50
Jan. 8.	By Democrat Printing Co.....		13.75
Jan. 8.	By Democrat Printing Co.....		29.70
Jan. 8.	By Democrat Printing Co.....		36.00
Jan. 8.	By Democrat Printing Co.....		50.49
Jan. 15.	To Miss Fischer, memberships.....	139.00	
Jan. 23.	By C. W. Aeppler.....		4.72
Jan. 23.	By Miss Fischer, December salary.....		20.84
Jan. 23.	By Miss Fischer, expenses.....		30.10
Feb. 6.	By Democrat Printing Co.....		5.75
Feb. 6.	By Democrat Printing Co.....		34.40
Feb. 26.	To Miss Fischer.....	185.78	
Feb. 26.	By Miss Fischer, Jan.-Feb. salary.....		41.66
Mar. 5.	James Gwin.....		12.12
Mar. 20.	By C. D. Adams.....		17.35
Mar. 27.	To Miss Fischer.....	166.77	
Mar. 27.	By Wisconsin Horticulture.....		183.50
Mar. 27.	By Wisconsin Horticulture.....		76.00
Apr. 16.	To Miss Fischer.....	123.45	
Apr. 16.	By Miss Fischer.....		48.73
Apr. 16.	By Wisconsin Horticulture.....		30.50
Apr. 16.	By Democrat Printing Company.....		2.25
Apr. 16.	By Democrat Printing Company.....		35.00
Apr. 16.	By H. F. Wilson Miller Memorial.....		10.00
Apr. 16.	By Golden Dew Co., 1 Case Comb.....		5.50
May 7.	By Democrat Printing Company.....		78.00
May 7.	By Wisconsin Horticulture.....		17.50
June 25.	To Miss Fischer.....	115.00	
June 25.	To Miss Fischer.....	41.00	
June 25.	To Miss Fischer.....	10.00	
June 25.	To Miss Fischer.....	15.00	
June 25.	To Miss Fischer.....	31.05	
June 25.	To Miss Fischer.....	200.75	
June 25.	By Democrat Printing Company.....		147.50
June 25.	By Democrat Printing Company.....		5.75
June 25.	By Democrat Printing Company.....		16.00
July 21.	By Miss Fischer.....		92.68
July 21.	By Democrat Printing Company.....		116.75
July 21.	By Democrat Printing Company.....		3.00
July 21.	By Democrat Printing Company.....		3.00
July 21.	By Democrat Printing Company.....		2.00
July 21.	By Democrat Printing Company.....		1.00
July 21.	By Democrat Printing Company.....		2.23
Aug. 23.	To Miss Fischer.....	300.45	
Aug. 23.	By Democrat Printing Company.....		49.00
Aug. 23.	By Democrat Printing Company.....		.75
Aug. 23.	By Democrat Printing Company.....		4.50
Oct. 1.	By Democrat Printing Company.....		54.50
Oct. 1.	By Democrat Printing Company.....		37.75
Nov. 26.	By Democrat Printing Company.....		45.00
Nov. 26.	By Democrat Printing Company.....		39.35
Nov. 26.	By Democrat Printing Company.....		15.00
Nov. 26.	By Democrat Printing Company.....		1.50
Nov. 26.	By Democrat Printing Company.....		31.43
Nov. 26.	To Miss Fischer.....	234.97	
Dec. 3.	To Miss Fischer.....	35.00	

Dec. 3. By Miss Fischer.....		92.60
Dec. 3. By C. W. Aeppler, expenses to Milwaukee.....		2.86
Dec. 4. To Miss Fischer.....	71.75	
Dec. 4. By Miss Fischer.....		72.74
		<hr/>
	\$1902.45	\$1753.25
Balance.....		149.20
		<hr/>
	\$1902.45	\$1902.45

Audited December 7, 1923.

A. H. SEEFELDT,
L. O. BRAINARD,
WALTER A. ROSS,
Auditing Committee.

FINANCIAL REPORT OF THE SECRETARY AT THE 1923 CONVENTION

EXPENDITURES		RECEIPTS	
Democrat Printing Company..\$	861.35	713 Members at \$1.....	\$713.00
Salary of Secretary.....	249.97	2 Members at \$2 ea.....	4.00
*Secy's Office Expense —		1 Member at 50c.....	.50
Travel	43.38	2 Assns. affiliated.....	10.00
Stamps	79.36	Stationery sold	102.63
Mimeograph	9.60	Brokerage on glass	
Clerical	11.65	jars (orders)	5.42
Telegrams and		Posting Placard on	
Telephone	5.39	Chautauqua Board..	2.00
	<hr/>	Commission on Honey	
	149.38	sold —	
Travel — Label Committee....	4.72	26,700 lbs. Extracted	
Allen Latham (Travel Ex.)....	12.50	56 cases of comb.....	171.12
C. W. Aeppler for plates.....	120.00		1008.67
James Gwin (Travel).....	12.12	Directory Account	115.00
C. D. Adams (part of travel		Labels sold	541.00
trip to League Conv.).....	17.35	Postage (received cash do-	
Miller Memorial Library.....	10.00	nations)	4.90
Wisconsin Horticulture			* 1669.97
(affiliation of members).....	307.50	Bal. last year's acct.....	232.48
For 1 case comb honey			<hr/>
(Farmers-Housewives			\$1902.45
Banquet)	5.50	Receipts	\$1902.45
Expenses Aeppler Price Com-		Expenditures	1753.25
mittee Meeting at Milw.....	2.86		<hr/>
	\$1753.25		\$ 149.20
Balance.....	149.20		<hr/>
	<hr/>		\$1902.45
	\$1902.45		

***Expenses of Secretary**

Travel —	
Convention and Honey	
Booth 1922	\$30.10
Trip to Richl. Center	4.26
Milw. Price Com.....	7.46
Street car fares to	
ptg. office.....	1.56
	<hr/>
	43.38
Telephones & Telegrams	
Medina, Ohio, and Alton,	
Ill.	1.39
Long distance calls con-	
cerning bee bill.....	4.00
	<hr/>
	5.39
Mimeograph —	

****Wisconsin Horticulture**

March 1, 367 Members.....	\$ 183.50
March 24, 152 Members.....	76.00
April 13, 61 Members.....	30.50
April 27, 35 Members.....	17.50
	<hr/>
	615
	<hr/>
	\$307.50

*****Amounts paid to C. W. Waehler during the year.**

January 13	\$ 139.00
February 24	185.78

Feb. and March.....	4.00		March 24	166.77
April	2.00		April 13	123.45
May and June.....	3.30		April 18	71.75
July and August.....	.30	9.60	Directory Acct.	115.00
Postage —			June 20	97.05
Feb.-Apr.	17.00		June 20	299.75
April	13.00		August 22	300.45
May and June.....	10.50		November 20	234.97
July and Aug.....	17.50		December 1	35.00
October	13.58			
November	7.78	79.36		\$1669.97
Clerical Service (Extra)				
Feb. and Mar.....	2.90			
November	8.75	11.65		
		\$149.38		
Salary —				
11 months, at \$20.83, one				
at \$20.84		249.96		
		\$399.34		

REPORT OF AFFILIATED LOCALS FOR 1923

	No. Members	State Members	Meetings	Av. Attendance	Amt. or Order	Amt. Saved	No. Members Ordering
Baraboo Valley	23	11	5	41	\$ 565.00	\$183.00	5
Brown County	30	14	1	17	1,000.00	180.00	6
Dane County	21	16	3				
Fond du Lac County — Report has been misplaced							
Forest County	10	10	2	7			
Fox River Valley.....	29	14	5	15			
Grant County	12	10	1	35	181.30	31.08	10
Green County	18	10	2	17			
Jefferson County	22	13	2	19	200.00	20.00	7
LaFayette County	12	11	2	11	75.00		2
Marathon County	41	20	3	27			
Milwaukee County	66	30	7	37			
North East Wis.....	46	18	4	17	700.00	105.00	25
Ozaukee County	25	7	3	7			
Richland County	21	10	6	11			
Rock County	54	17	11	17	800.00		
Shawano County	33	24	5	15	500.00		12
Sheboygan County	35	17	5	23	226.00	20.00	15
Washington County — Report has been misplaced							
Waushara County	16	5	0				
Winnebago County	18	8	0				

MEMBERSHIP REPORT

Members paid for 1923.....	658
Members paid for 1924.....	85
New members secured during 1923.....	123
New members paid for 1924.....	59
Members of 1922 who did not renew for 1923.....	199
Total paid up membership, including 1923 and 1924.....	717
Lady members	38

REPORT OF THE USE OF THE BADGER BRAND TRADEMARK UP TO THE 1923 CONVENTION

Labels sold —	
Total number of 1 lb. labels.....	28,750
Total number of 5 lb. labels.....	19,900
Total number of 10 lb. labels.....	12,750
Total labels.....	61,400
Total posters.....	577
Total letterheads.....	6,900
Total envelopes.....	8,464
Total honey booklets.....	4,500

Total number of pounds of honey going under Badger Brand trademark 391,000

This figure is made on the following estimates:

28,750 pounds in glass jars (1 lb. labels sold)
99,500 pounds in five pound pails (5 lb. labels sold)
127,750 pounds in ten pound pails (10 lb. labels sold)

256,000 pounds in containers bearing Badger Brand labels
70,000 pounds in 10 pound lithographed pails
65,000 pounds in 5 pound lithographed pails

391,000 total number of pounds

According to orders received through this office about 200 gross of uniform glass jars were ordered by members.

11 Badger Brand Movie Slides were also sold to members.

SCHOOL CHILDREN AND THEIR INTEREST IN BEES AND HONEY

Beekeepers' Convention, Milwaukee, December 6, 1923.

V. G. Milum.

I desire at this time to call your attention to the Apis Club at Wisconsin. The Apis Club was formed at the University in February 1922, being composed of students who are interested in the science of beekeeping and for the purpose of promoting the science of bee culture. Since the organization was founded at Wisconsin affiliated clubs have been formed at Iowa State College, Pennsylvania State College and Cornell. The Apis Club of Wisconsin holds meetings on the first and third Tuesdays of each

month when a cost dinner is served by the members and a speaker is obtained to speak upon some phase of beekeeping. During the past year the Apis Club has given two bee and honey exhibits at the University, the last one as a part of the Honey Week program. These shows have consisted of demonstrations of the methods of producing honey by exhibits, by beekeeping movies, and by practical demonstration. In this way, the Apis Club has been educating the public on the subject of beekeeping and at the same time implanting ideas as to value of honey as a food. At each exhibition, honey sandwiches and honey candies have been put on sale, the demand for these being very great and the praise just as strong. Though the members of the Apis Club can receive no direct return in dollars and cents, they have been doing these things for the good of the cause.

Another part of the Honey Week

program was to give talks before the school children on, "Bees and Honey." The school principals were notified in advance that speakers would be furnished upon request. As a result, five talks were made to the school children and in each case, both teachers and pupils were greatly interested and apparently pleased with the result. The speakers provided themselves with observation hives and samples of honey, in order to make the talks more effective. In speaking to children it is always a good plan to have the subject material before them, because their attention can be more easily held. In these talks, the organization and activity of the colony was covered thoroughly, after which the production of honey was taken up step by step with an explanation of the difference in comb and extracted honey production. This gave opportunity to explain the changes brought about in honey by the ripening process. It was explained that the more complex sucrose or cane sugar was broken up into dextrose or grape sugar and levulose or fruit sugar, which simple sugars are more easily digested by the human body than ordinary cane sugar. The care of honey was also carefully explained with directions for liquefying granulated honey. However, I for one in talking on honey, always try to encourage the use of granulated honey in that form, for I think that the sooner we can educate the public to use granulated honey, the quicker will one of the beekeeper's most serious problems be solved. Thus without labelling these talks as advertisements, the value of honey was brought before the minds of several hundred children who in turn will carry the message to their homes. In fact, in some cases these talks were a part of Civic League programs given to the pupils in their respective schools, a number of mothers being in attendance at one of them.

I have given these facts simply to suggest possibilities to every beekeeper

that he may successfully employ in his particular community or locality. With a little tact, every beekeeper can seize the opportunity to talk to the school children on bees and honey. Almost any teacher or principal is glad to have speakers on such interesting subjects as bees and honey. The speaker should not mention the fact that he has honey for sale, his knowledge of the subject will indicate that and direct any prospective customers towards him. There is opportunity for such talks on Bees and Honey at Civic League programs, opening exercises in graded and high schools, and in the Community Meetings which are becoming quite popular in many sections of the country.

Here is what one enthusiastic beekeeper did in his own school district. On the last day of school in connection with a district picnic, the children gave a program which was entirely about bees and honey. Certainly such an event should plant ideas of the value and importance of honey as a food.

The beekeeper can furnish bee and honey exhibits to schools where he cannot give an actual demonstration or talk on the subject. An observation hive set up in a school window for a few days, along with an educational honey exhibit would go a long way toward directing customers toward the exhibitor. In some schools, the industries of the locality are studied by the children in their geography classes. Beekeeping is important! Honey production is one of the leading industries. Why shouldn't it be studied along with the others. Here is the beekeeper's opportunity to furnish the bee and honey exhibit, together with pictures and descriptive material, which can be made an interesting source of study.

Another wonderful opportunity to advertise honey in the school is in connection with the courses in domestic science which are now taught in practically all graded and high schools. The beekeeper can send or

give the teacher a booklet on the use of honey in cooking and send along a pail of honey with a suggestion that it be used for that purpose. Most teachers would be glad to spend some time in using honey and making candies. There is no doubt that the result would bring more customers to the beekeeper. And when the girls in the cooking class are serving waffles to the parents, teachers or the school board, why not have your honey served with those waffles. Advertising? Yes! Or with the hot lunches served by so many county schools and some city schools. In such cases an occasional donation will receive due credit and if the honey is good it will be well repaid for. Another idea is that of offering honey as prizes at school fairs and other competitive exhibits. When the committees in charge of such contests ask the business men for donations to be used as prizes, they never think of asking the beekeeper about giving a prize. If the beekeeper is not a business man he should be. And what would be nicer as a prize in some contest than a pail of "Pure Wisconsin Honey." And remember,

Classified Advertisements

25c per line for 1st insertion, 15c per line for subsequent insertions. Not less than two lines

WANTED—Bees to work on shares in eastern Wisconsin, between Milwaukee and Green Bay preferred. Bishops' Apiary, Sheboygan, Wis.

FOR SALE—3000 lbs. white clover honey in 60 lb. cans, 12c per lb. Ask for sample A. E. Wolkow, Sheboygan, Wis., R. 1—Box 177.

when the list of prizes is published in the local papers, the names of the persons or firms making the donations are always published. Is not that advertising, and advertising that will pay dividends?

All of these suggestions have been given with the idea of indicating ways of getting facts of bees and honey before the children; with developing within their minds the value and deliciousness of honey as a food. Once that the children are firmly convinced, total conviction will soon follow for what parents are there that do not listen to a more or less degree to the wishes of their children. The beekeeper who puts the ideas across will get the reward. Will it not be worth the effort?

Package Bees and Queens for 1924

Three Banded Leather Colored Italian Queens Only

After twenty-eight years of select breeding we have a strain of pure Italian bees which we believe to be unexcelled for their disease resisting and honey getting qualities.

Price list of our selected queen bees, postage prepaid:

Select untested queens \$1.25 each, 12 or more \$1.15 each.
Select tested queens \$2.25 each, 12 or more \$2.15 each.

Price list of our package bees, with selected queens, transportation prepaid:

1 lb. pkgs. with select queens \$3.25 each, 12 or more \$3.00 each
1½ lb. pkgs. with select queens \$4.00 each, 12 or more \$3.75 each
2 lb. pkgs. with select queens \$5.25 each, 12 or more \$5.00 each.
3 lb. pkgs. with select queens \$6.25 each, 12 or more \$6.00 each.

We guarantee every queen or package of bees to arrive in perfect condition and otherwise to give entire satisfaction.

BEAR IN MIND WE PREPAY ALL TRANSPORTATION CHARGES

M. C. BERRY & CO.

BOX 697

MONTGOMERY, ALABAMA.

References: The First National Bank, Montgomery, Ala. The Gleanings in Bee Culture, Medina, Ohio. The American Bee Journal, Hamilton, Ill.

MACK'S QUEENS

Are reared to suit the most particular beekeeper. They are *Hardy, Gentle* and very *Prolific*. Every purchase must make us a satisfied customer or money back. Customers who purchased our queens sparingly the past season are now sending in their orders for 50 and 100 lots. If they did not satisfy would such customers be so liberal? Just send for free catalog and read why they satisfy.

We breed the Three Band Italians only

	1 to 49	50 to 99	100 up
Untested	\$1.00 each	\$.95 each	\$.90 each
Select Untested	1.25 each	1.20 each	1.15 each

Capacity 1000 Queens Per Month

Herman McConnell

ROBINSON,

ILLINOIS

We Manufacture Foundation



OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



GUS DITTMER COMPANY

AUGUSTA, WISCONSIN

Early Order Discounts ON Bees and Supplies

Everyone is looking for a way to save money—This is one of them. Sections, Section Holders, & Separators, Hoffman Brood Frames—all at big discounts. Write in for quotations on the supplies you need for 1924 season

CHARLES MONDENG

146 Newton Ave. North and
159 Cedar Lake Road

MINNEAPOLIS,

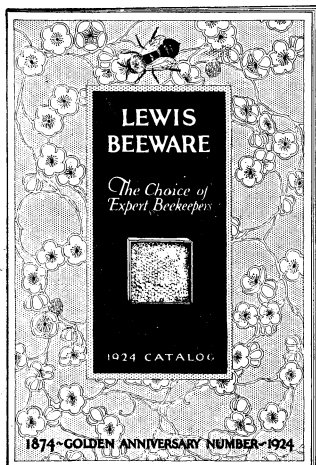
MINNESOTA

ENTERING THE 50th YEAR FOR PROGRESS IN BEEKEEPING

Golden Anniversary Prize Offer

\$275 in Cash Prizes to Beekeepers

For the Best 1,000 Word Papers on Honey Marketing
First Prize \$100 Second Prize \$75 Third Prize \$25
Twenty-five \$2 Prizes



Golden Anniversary Catalog of Lewis Beeware 1924 Now Ready

Are you a practical beekeeper? This catalog is indispensable to everyone who must make a profit from his bee colonies.

Do you keep bees for pleasure? This catalog features the latest improvements, conveniences and time savers required to simplify beekeeping and make a success of spare time bee culture.

Among its features—1,000 Better Beekeepers Club; Bargains for 500 new Beeware users; full details of the Golden Anniversary Prize offer.

Sent free on request, provided you indicate the number of bee colonies you have or plan for 1924.

"Eat More Bread and Honey"



LEWIS BEEWARE

G. B. LEWIS COMPANY

Home Office and Works: Watertown, Wisconsin, U.S.A.

Export Office: 25 Broad St., New York City, U.S.A.

BRANCHES: ALBANY, N.Y. LYNCHBURG, VA. MEMPHIS, TENN. WICHITA, KAN.
OVER 350 DEALERS THROUGHOUT NORTH AMERICA

TO mark the 50th anniversary of the G. B. Lewis Company, we have decided to offer these 28 cash prizes for help in solving what we believe to be the beekeeper's chief problem.

For 50 years this company has given its best to the progress of beekeeping, helping to develop honey production from almost nothing into a many million dollar industry. Future opportunity for profit in beekeeping far exceeds anything in the past, and its chief problem, we believe, is the intelligent marketing of honey, under plans that will stabilize prices and markets, teach the public the many values of honey as a food and so multiply the demand, as has so successfully been done for other food products.

We therefore offer these cash prizes aggregating \$275 for the best 28 stories or papers dealing with the subject of honey marketing. If you have worked out a plan for marketing your crop profitably and increasing the use of your honey year by year in your locality your story stands an excellent chance of winning one of these prizes. If you have an important suggestion or practical plan to help develop the sectional or national market and appetite for honey, write on this subject and your paper will be entered. In other words, you can write either on the development of a local market, a market in a large district or the national market.

The more simply and clearly you tell your story the better your chance is. Photographs or other exhibits will help you. Be practical, be specific, tell "how." Restrict your story to 1,000 words and mail it with a postmark not later than April 30, 1924, addressed as below.

For full details as to judges, awards, etc., write at once stating how many bee colonies you will have for 1924 or indicating your connection with or interest in honey marketing.

Wisconsin Beekeeping

Vol. I.

MARCH, 1924

No. 3

THE BULLETIN BOARD

Important Events for 1924

The Beekeepers Conference and Chautauqua, Aug. 12 to 15, at Fond du Lac. Plan now, to come.

The State Fair, Milwaukee, Aug. 25 to 30.

State Honey Week, November 16 to 22.

NEW MEMBERS. — To date only two members of the Association have sent in a new member. Where is all that enthusiasm gone which seemed so plentiful at the convention.

Don't forget the American Honey Producers' League.

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Association Exhibit a Success.

Invitation from the State Horticultural Society.

Report of the Price Committee.

How the Retail Market Has Been Developed by Standardization.

AIRCO FOUNDATION

HAS THE ONLY NATURAL BASE ANGLE. It is refined by the famous Airco Process, making it denser, tougher, cleaner, more ductile and capable of staying fresh the longest. Airco Foundation is accepted by the bees quicker than any other foundation. Airco Foundation meets all requirements.

THREE-PLY AIRCO

**The Perfect Foundation for
Brood and Extracting Combs**

Non-Sagging	No Gnawing Around Wires
Non-Warping	Non-Breakable in Extractor
Non-Stretching	All Worker Cells

SINGLE PLY AIRCO

**The Best Foundation for
Comb and Chunk Honey**

THE STANDARD HIVE

THE HIVE WITH THE IMPORTANT FEATURES

PROFITABLE SIZE

Not too heavy to be easily moved from one location to another. Returns big crops of honey. We recommend the ten frame size.

FINE WORKMANSHIP

Made of the best lumber, air-dried, with close-fitting lock-corners.

METAL ROOF COVER

Preferred by all experienced beekeepers.

INNER COVER

Greatly improved this year.

REVERSIBLE BOTTOM BOARD

BUY ROOT QUALITY BEE SUPPLIES

THEY ARE THE BEST

A. I. ROOT CO. of Chicago

226 W. Huron St.
CHICAGO, ILLINOIS

A. I. ROOT CO. of St. Paul

292 E. Sixth St.
ST. PAUL, MINNESOTA

Wisconsin Beekeeping

VOL. I.

MARCH, 1924

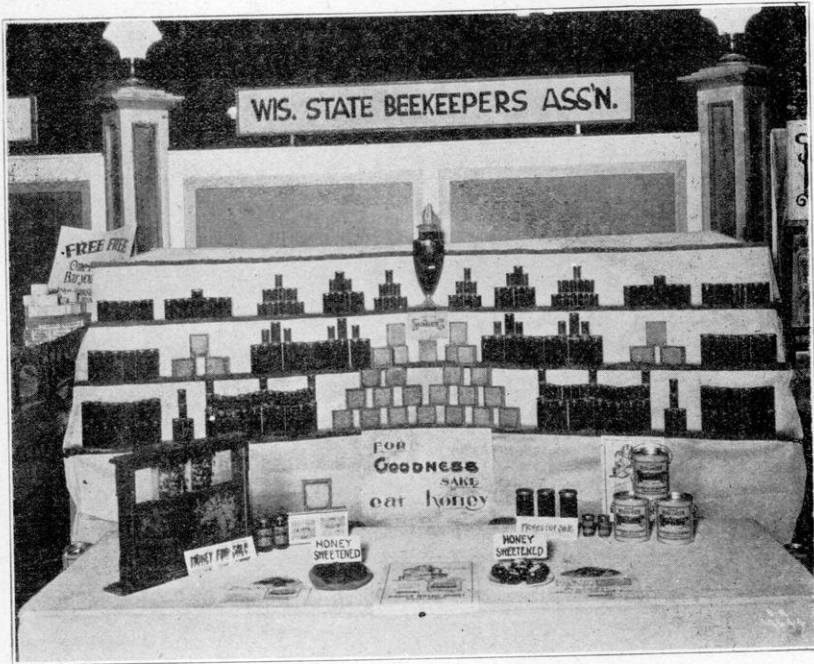
No. 3

ASSOCIATION EXHIBIT, A SUCCESS

Miss Fischer

"Oh, look at the honey! Isn't that beautiful?" was a frequent remark made by the house wives as they passed down the aisle at the Wisconsin Products Exposition and paused in front of the State Association Booth to study the exhibit.

tric lights were arranged from one to two feet back of the shelves of honey. The entire shelving was covered with one layer of white crepe paper. Another layer was tacked to the back side, thus leaving a space of about six inches between the two layers. These two thicknesses of crepe paper arranged in this manner diffused the light in such a way that none of the



The State Association Booth at The Wisconsin Products Exposition Milwaukee, December 1st to 8th

The picture shows the general arrangement of the booth, but does not portray the beautiful effect secured by a background of strong light behind the honey. The lighting arrangement was simple and the same plan can be used for window displays and fair exhibits. Twenty-four high power elec-

individual bulbs were visible. Honey exhibited in this way has a clear golden appearance which can not be secured in any other way.

The extracted honey was exhibited and sold in 3 oz., $\frac{1}{2}$ lb., and 1 lb. jars, and in 5 and 10 lb. pails. All the glass jars were donated by the

Illinois Glass Company. The one-pound jars were the best sellers. While honey sales were brisk, the real worth of the exhibit was its educational and advertising value. 75,000 visitors had their attention called to Wisconsin honey in general and Badger Brand honey in particular. The public was impressed with the quality of Wisconsin honey, the progressiveness of Wisconsin beekeepers and the importance of our industry.

All the honey was exhibited and sold under the association Badger Brand trademark. Many people asked "Where can we buy this brand of honey?" or "What stores handle this brand?" This shows how quickly the housewife associates a definite brand or trademark with the food products she buys.

The supply companies, local associations and contributing members are

deserving of the greatest thanks for their liberal support in making the exhibit such a pronounced success. Their hearty co-operation is simply one instance of the wonderful spirit of co-operation that is developing among Wisconsin beekeepers. They are awake to the marketing problem and realize that it can be solved only by working together. Wisconsin beekeepers are proud of what they have been able to do through their association and these accomplishments of the past should serve to gain greater strength and support for the tasks of the future.

The association at its last meeting voted to exhibit at next year's products exposition. The exhibit was a success this year. Let's all plan now to have a share in making it a still greater success next year.

1923 ASSOCIATION HONEY BOOTH FINANCIAL STATEMENT

	Pounds Extracted	Sections Comb
Total number of pounds of honey donated.....	968	40
Total number of pounds included in samples sent representing what members had to sell.....	71	9
Total.....	1039	49

Other donations:

- 1200 glass jars from Illinois Glass Company.
- 200 comb honey cartons from the G. B. Lewis Company.

RECEIPTS

Money donations from members (list printed).....	\$138.95	
Honey retailed at the booth.....	121.80	
Honey wholesaled (Honey left at the close of the exposition was wholesaled).....	105.68	
1 gross glass jars (1 gross of the one pound glass jars was left and was sold).....	6.10	
Total.....	\$372.53	

EXPENDITURES

Cost of booth space.....	\$100.00	
Comb honey purchased (4 cases at \$5 per case).....	20.00	
Charges for electrical connections and electricity.....	7.50	
Rental of table.....	1.50	
Picture of booth.....	3.00	

Crepe paper (Boston Store \$1.20, Kuhnmuensch Bros. .90)	2.10	
Comb honey purchased (1 case).....	5.00	
Suburban Cab Co., for cartage.....	9.50	
For lumber (4 pieces 1x12).....	4.32	
Labor (hired, 30 hours at 35c per hour).....	10.50	
Express charges on material sent to Milw., 50c, 76c, 59c	1.85	
Express charges on honey sent (a few members did not send honey prepaid)	3.27	\$168.54
		<hr/>
Net receipts		\$203.99

MONEY DONATIONS FOR ASSOCIATION HONEY BOOTH

During Chautauqua —

Aug. 17	H. G. Ahrens.....	\$2.00
	Dunn County Bee Association.....	5.00
	Gus. Winkler	1.00
	Mr. Niessen, Milwaukee County School of Agriculture.....	1.00
	Dr. Robt Siebecker	1.00
Oct. 12	James Gwin	1.00
	Aug. Lotz Co.	20.00
	E. W. Atkins	1.00
	Kenneth Hawkins	1.00
	W. A. Ross	1.00
	Harry A. Stebens.....	2.00
	Mrs. J. R. Minahan.....	2.00
	Rev. J. Schulz	1.00
	Edw. Hassinger.....	1.00
	George Mueller	1.00
	Frank Yansky	1.00
	L. D. Goelzer	2.00
	James L. Howard.....	.50
	Tonnes A. Moller.....	2.00
	Math Kiefer	1.00
	A. A. Brown	1.00
	Dodge County Bee Association.....	5.00
	C. D. Adams.....	2.00
	James T. Boyd.....	1.00
	Leo Gerhartz	1.00
	Andrew Stevens	1.00
November	Fred Huchting	2.50
	C. A. Wayne, broken comb honey (2 at 25, 2 at 20).....	.90
	Wendell Burg	1.00
	Emily F. Crydt50
	Claude Moll	1.00
	F. E. Matzke	1.00
	Wm. H. Rusch	1.00
	J. L. Robinson.....	1.00
	Am. Ry. Express (Damages allowed on honey shipment)....	3.00
	Will Phalen75
	Henry J. Jahn	1.00
	Frank Eickstedt	1.00
	A. H. Kapelke50
	H. F. Maeder.....	1.00

	Richard Hagner50
	A. H. Seefeldt.....	1.50
	Joe Zwirlein50
	Frank Markel50
	Wm. Heberer50
	Washington County Bee Association.....	2.50
	A. M. Munes	1.00
	Mrs. A. K. Bradley.....	1.00
	J. A. Wahlfarth	1.00
	A. H. Rusch & Son Co.....	10.00
	C. W. Giauque.....	1.00
	C. F. Brown50
	Shawano County Bee Association.....	15.00
	Fox River Valley Bee Association.....	5.00
	Wm. Haberman	1.00
	A. H. Schulz	2.00
	Mrs. Johanna Heurkens	1.00
	M. K. Walsh	2.00
	David Burow	2.00
December	Rev. B. July	1.00
	Wm. Behring, Jr.....	1.00
	O. B. Hjorth.....	5.00
	Wm. Sass	1.00
	A. H. Kapelke	3.80
	Alex Krueger	1.00
	Gus. Gust	1.00
	Jules Jansen	1.00
	Louis Rackow	1.00
	Total.....	\$138.95

HONEY DONATED BY MEMBERS

	Amount of Honey Donated	
	Ext.	Comb
Fred. L. Schultz, Milwaukee.....	10	
A. E. Wolkow, R. 1, Box 177, Sheboygan.....	30	
John W. Peters, Kaukauna	5	
F. E. Matzke, Juda	5	
Chas. M. Mintzloff, 673 48th Street.....	10	
Wm. H. Rusch, Reedsville	5	
N. E. Wisconsin Association.....	60	
Louis J. Peterson, R. 2, Ashland.....	10	
Claude Moll,, Ashland	30	
Emily F. Creydt, Juneau	10	
August Pahl, 327 Owen Street, Arcadia.....		6 sec. (all broken)
H. V. Wilson, South Milwaukee;.....	10	
Wm. Lemcke, Middleton	10	
Mathilda Candler, Cassville	5	
Wm. A. Lewis, R. 1, Stevens Point.....	10	
J. M. Barr, Milwaukee.....	10	
W. E. Reim, Hustisford	10	
W. C. Stone, R. 2, Ladysmith.....	20	
Geo. Mueller, 1300 Doty St., Green Bay.....	10	

	Amount of Honey Donated	
	Ext.	Comb
W. C. Ehrhardt, Oakfield	25	
Clara G. Jones, West Bend.....	10	
J. A. Wahlfarth (Iris Apiary), Cottage St. & Gvt. Ave.	5	
L. W. Parman, Madison.....	10	
W. D. Williamson, Madison.....	10	
Schaefer Honey Co., Osseo.....	10	
Conrad Kruse, Loganville	60	
Baraboo Valley Bee Association.....	60	
J. C. Hatch, Richland Center	10	
G. M. Ranum, Mt. Horeb	20	
C. E. Kindschi, Madison.....	10	
H. Lappley, Mazomanie.....	10	
Herman Kaestner, Cudahy	5	
Herman Schuetz, Cudahy	5	
L. T. Bishop, Sheboygan.....	10	
Harold Jorgensen, Poy Sippi.....	10	(5 lbs. leaked out)
Mrs. Huerkins, New Franken	10	(All leaked out)
Arthur Hanson, N. Lake	10	
Louis Laboda, New Lisbon	10	
W. A. Johnson, Lancaster.....	5	
O. B. Hjorth, Janesville.....	10	
Walter A. Rose, Janesville.....	25	(10 lbs. leaked out)
Frank Schaefer, West Bend	10	
Ralph Irwin, Lancaster	5	
Jake Luy, Town Milwaukee	5	
Ernest Meincke, 1792 9th Street, Milwaukee.....	5	
R. S. Hazard, Poynette	10	
C. W. Giauque, Stanley		24 sec.
Wm. Michaelson, Arkansaw	25	
Wm. L. Procknow, Arkansaw	15	
Alfred H. Loehr, Malone.....	10	
Theo. Koebler, Jr., Warrens	10	
Jennie Matzke, R. 1, DePere.....	10	
John Kneser, Hales Corners.....	10	
Wm. Hannemann, Cecil	5	
Lyn C. Reynolds, Tomah.....		10 sec.
Edgar A. Nerby, Gotham.....	25	
Albert Peterson, R. 3, Turtle Lake.....	10	
Arthur Schults, 835 Liberty Street, Ripon.....	40	
Thomas Mattison, Blair	5	
George Jacobson, Kaukauna	30	
Sam Post (no slip), Madison, R. F. D.....	30	
Zirbel (no slip)	10	
H. G. Gay, 545 77th Ave., West Allis.....	5	
E. M. Johnson, Blue Mounds	10	
Robt. Siebecker, Madison	10	
Herman Gullickson, Stoughton	5	
James T. Boyd, Waukesha	5	
E. & I. Fink, S. Milwaukee	10	
Geo. Schmidt, N. Milwaukee	5	
Olaf P. Olson, Wauwatosa	10	

	Amount of Honey Donated	
	Ext.	Comb
V. & C. Novak, Racine	10	
E. S. Hildemann, Belle Plaine	18	
L. O. Brainard, Lone Rock	10	
Total	968	40 sec.

OTHER DONATIONS

By Illinois Glass Company — 500 1 lb. Glass Jars, 500 ½ lb. Glass Jars, 200 3 oz. Glass Jars.

By G. B. Lewis Company — 200 Comb Honey Cartons.

DONATIONS FROM MEMBERS HAVING HONEY TO SELL

	Amount of Honey Sent	
	Ext.	Comb
A. E. Wolkow, R. 1, Box 177, Sheboygan	5	
Gustav Gust, Kaukauna	5	
Frank Coyier, Platteville	10	
Mathilda Candler, Cassville	5	
W. E. Reim, Hustisford	5	
Emil Raabe, Mayville	5	
Geo. Mueller, 1300 Doty Street, Green Bay	1	
W. C. Ehrhardt, Oakfield	1½	
Arthur Kappel, Waldo	5	
Wm. Michaelsen, Arkansaw	5	
Geo. Reif, Hixton		9 sec. (3 broken)
Wm. Haberman, Lodi	1	
W. C. Smith, Cottage Grove	10	
Alfred Martin, Maiden Rock, R. No. 1	5	
Arthur J. Schultz, 835 Liberty Street, Ripon	5	
E. M. Johnson, Blue Mounds	1½	
C. W. Aeppler, Oconomowoc	1	
	71 lbs	9 sec.

AN INVITATION FROM THE STATE HORTICULTURAL SOCIETY

To the members of the Wisconsin State Beekeepers Association, Greetings! As secretary of the State Horticultural Society it was my pleasure for three years to cooperate so far as I was able with your editor, Prof. H. F. Wilson in the publication of the Beekeeping Supplement.

We would gladly have continued the arrangement except that we were well aware that it did not satisfy a majority of your members.

Wisconsin State printing is done in

Des Moines, Iowa, for reasons for which I am not responsible. This causes great delay and we don't blame the Beekeepers for kicking. You had a perfect right to kick at the unreasonable delay in the publication of your supplement to Wisconsin Horticulture.

But we are mighty sorry to lose you because we learned a lot about beekeeping and because you are a progressive group. I like your new journal and wish you success. Your editor has graciously granted me space to extend to each and all of you a cordial invitation to take out membership in the State Horticultural So-

WISCONSIN BEEKEEPING
 Official Organ of the Wisconsin State
 Beekeepers' Association.
 H. F. WILSON, Editor.

Application for 2nd class matter
 pending.

Address all communications to the
 Wisconsin State Beekeepers' Assn.,
 1532 University Ave., Madison, Wis.

Advertising rates given on application

OFFICERS

President.....James Gwin, Gotham
 Vice-Pres.....L. T. Bishop, Sheboygan
 Treas.....C. W. Aeppler, Oconomowoc
 Sec'y.....H. F. Wilson, Acting, Madison

Annual membership fee \$1.00, which
 includes one year's subscription to
 Wisconsin Beekeeping.
 Make remittance payable to
 H. F. Wilson

ciety. You pay a dollar a year but
 this year we are making exceptional
 offers in order to double our member-
 ship. You will receive Wisconsin
 Horticulture for one year; the An-
 nual Report, 23 papers on horticul-
 tural subjects, lists of approved fruits,
 etc.; a copy of the 1923 Report if you
 ask for it; the "Garden Book," the
 best book for beginners ever written;
 "Nature Plants of Wisconsin," a book
 by William Toole Sr., and a collec-
 tion of plants free, postage paid. We
 will mail each of you a plant premi-
 um circular soon so that you can select
 your plants. You see we offer you
 both a library and a collection of
 plants. Send in your dollar now and
 Wisconsin Horticulture and books
 will be mailed you at once. You can
 select plants later.

Every member of the Wisconsin
 State Beekeepers will be considered
 as a *new* member. Write at once, en-
 closing a dollar to Frederic Crane-
 field, Secretary, 701 Gay Bldg., Ma-
 dison, Wisconsin.

WHO WILL WIN THIS PRIZE?

The G. B. Lewis Company has of-
 fered a "Honey For Sale" sign ap-
 proximately 19 by 24 inches in size
 to the member who secures the most
 new memberships in the association
 for 1924 up to any time the secretary
 may specify. The body of this sign
 is made of heavy gauge sheet iron
 bordered with a substantial wood
 frame. The surface is painted with
 a black paint so that it will letter
 plainly with white chalk. The words
 "Honey For Sale Here" are painted
 in neat letters and show up nicely on
 the background. This size is ideal
 for listing different kinds of honey
 together with prices. Apparently it
 will be comparatively easy for some
 hustler to win this and the other priz-
 es offered in the membership contest.

**REPORT OF PRICE
 COMMITTEE**

By C. W. Aeppler

The Price Committee of our State
 Association met in Milwaukee on
 July 24, to consider prices that should
 be asked for Wisconsin honey. If the
 matter of price recommendations ever
 amounts to what it is hoped it will,
 this meeting will mark the initial step
 toward those successes.

Certain it is that every member of
 the Committee attended the meeting
 with a determination to place Wis-
 consin Beekeeping on a firmer basis
 from a marketing standpoint. From
 the beginning made, it is, however,
 largely up to the beekeepers of Wis-
 consin, one and all, to gain the goal
 sought for.

It is perhaps needless to enumerate
 the prices suggested by your commit-
 tee, inasmuch as the same were sent
 by your secretary to every member as
 soon as possible after the committee
 meeting. It is, however, interesting
 to note that the greatest stress was
 placed on the price of the five pound

pail. It seems as though the price of the five pound pail acts as an index for the prices of all other sizes. A beginning must be made somewhere, and personally I believe that in establishing a retail price, the five pound pail should be considered first.

In the past there has been a great deal of discussion and beekeepers everywhere have been advised to recognize trade channels. This coupled with immense sets of figures on the cost of bees, bee supplies, buildings, auto-trucks and what not, leaves the beekeeper's mind in a hazy condition. Much of this has been pushed before the beekeeper with the suggestion to digest it, but the whole trouble with these uncooked victuals is that they are not in a form that the beekeeper in the main can even chew. Unless a person has at least a mathematical inclination, huge sets of figures and economic theories leave the average beekeeper as far from a conclusion as what would be a fair price for his product after pondering over these matters, as before he began.

Therefore, what kind of a solution to the problem can be suggested? To my mind the only solution is one that the average beekeeper will understand. Economic and statistical figures mean very little to the average person who is used to juggling supers or uncapping combs of honey, and a plainer platform is the only thing that will bring the beekeeper and a fair price for his product together.

It is an old saying that every person has the right to be well born. I say that everyone has a right to a decent living. Where the shoe pinches is that this situation does not exist evenly enough, therefore causing dissatisfaction.

I doubt very much that there are many people who do not realize that when they buy a commodity, a large portion of the purchase price represents the selling cost. The smallest grocer takes pride in telling his customers that he "cannot do business

under 20%" and the average customer agrees with him perfectly, feeling that the grocer is fully entitled to a just profit.

If one travels, enters the waiting room of a railway depot, there is one class of people who do attract attention, and those are salesmen, representing every commodity from a spool of thread to a threshing machine. They stop at the finest hotels as a rule, always ready to slip you a good fat cigar, and ready to hop into a taxi at a moment's notice, or drive their own coupe or sedan. All this costs money. Who pays for it? The man who buys the goods! When you buy a commodity no matter what it is, the price you pay includes anywhere from 20 to 50%, and sometimes more, the cost of selling the commodity to you. There is no guess work about it. It is not a hit or miss proposition. The firms so represented, hire men—experts, if you please—to figure "costs" down to the last scratch, not even leaving out the blotting paper that blots the signatures on their pay checks.

Certain it is that the commercial beekeeper cannot do this, nor would he do it if he could. This leaves an excellent basis of an argument for the person who says that honey should be sold only by people who wish to make a business of selling, and not by the producer, who should produce only, and sell in a jobbing way.

But I say no. Beekeeping can be made into one of the finest businesses on earth, if we all push together. It is a product that will not spoil easily. It can be produced and marketed by the same person if that person will use a little of his gray matter.

The person who sells honey to the consumer at wholesale prices is on the wrong track. He is robbing himself and his family of what rightly belongs to him—a salesman's salary. The profit above production costs of honey, plus the costs to market the honey, plus a salesman's salary will

give many a beekeeper a good income who today is receiving only a mediocre income from his bees. The beekeeper who sells honey to the consumer at the same price that he sells to the jobber ought to have his head examined. He and his family will probably never enjoy the comforts of a modern home, will never be able to provide his good wife with the conveniences of an up-to-date household, nor be able to educate his children as they should be. Are you among the guilty, Mr. Beekeeper? If you are, get out of the rut this minute! Remember that the reason that the other fellow enjoys all this, is because he got out of the rut long ago, and you haven't. Everything you buy has attached to it the costs of marketing, also the selling costs. If you sell honey at jobbing prices to the consumer, you are robbing yourself and your family of what rightly belongs to you. Clench your fists and say: "From this minute I resolve to quit this jack-ass system of doing business and will adopt a business-like method of selling my product!"

Wisconsin Beekeepers! If you have not in the past given your wholehearted support to your Association, its time to get on the horizon and say, "I will." Your committee will work for you with greater zeal this year than in the one just past. What we ask of you is to be a booster, pull with us, and give us your wholehearted support to market your honey sensibly, and if you will, you and your family will find that this great commonwealth — WISCONSIN — is a pretty good place to live.

MARATHON COUNTY BEEKEEPERS SECURE AID

Marathon County beekeepers took a distinct step forward when at their winter meeting they passed a resolution requesting the State Department of Agriculture to carry on an area clean-up campaign against American foul brood in their county. Another

resolution was passed requesting their county board to appropriate \$300 to assist the State in paying for the inspection work. The disease has been found in several small localities but is not thought to be generally scattered throughout the county.

The County Board recently granted the \$300 and the State will start clean-up inspection work the coming summer. This is welcome news to the beekeepers of near by counties as well as those of Marathon County, because most of northern Wisconsin is clean territory and it is the constant endeavor of the inspection forces to keep it clean.

How the Retail Market Has Been Developed By Standardization

By B. B. Jones

It is always a pleasure for me to attend the meetings of the State Beekeepers Convention as the Department of Markets has always enjoyed the good-will existing between it and the officers and members of this association. The grade rules on honey, about which I will speak this afternoon, were worked out by the Department in co-operation with a committee from this association and the grades which are now being enforced in this state can be pointed to by the association as one of the many things it has helped to bring about for the improvement of the honey industry of the state.

The main general purpose of establishing and enforcing the honey grades was to make a general improvement in the whole honey industry of the state and it was the hope of those in charge of the work that every one from the producer to the consumer should be benefitted by them. The first problem that presented itself after the establishment of the grades was to work out a method to effectively put them in force and after considerable thought on the matter it

was decided that the way to make the grades the most effective was to do the work as near as possible to the point of production. This naturally would mean that the educational and inspection work should be done directly with the producer, but as there are several thousand producers in the state, individual work with all of them could not be done and it was necessary to then work at the point next closest to the production end. This we found to be the retailer and it was around this factor in the trade that we built up our present inspection system.

The retailer is a much cussed and discussed man but we have found that in general if he is approached in the right way and he is shown that it is to his advantage to have both the people from whom he buys and the people to whom he sells honey, understand it he is willing to learn and willing to discuss the matter with others. Of course we have found some retailers who have been of little help to us in our work but in general we have been able to accomplish much by working through the retailer. The method has been for the honey grading supervisor to go into the retail groceries and other places that might be selling honey and look over the supplies on hand. If honey is found which is not properly marked in accordance with the regulations the retailer is given an explanation of just what the requirements are and it is explained to him just how it will benefit him, his customers and the producer, from whom he bought the honey in question, to have it properly marked. If the honey is marked but has been improperly graded that is also called to the storekeeper's attention as in most cases the honey has been graded too high by the producer and the storekeeper and the consumer will lose by this misgrading.

In both cases the name of the beekeeper from whom the honey has been purchased, is secured from the retailer

and the supervisor either warns the beekeeper by a personal visit, phone call or letter that future violations may cause a prosecution. In most instances these warnings have been sufficient as the beekeepers have been willing to learn about the grading and marking and soon come to realize that it is all working to their advantage. With such a large territory to cover and with only one or two part time men to do the work, it is impossible to have the whole thing work out perfectly but the department feels that much has been accomplished and that through this standardization work the retail markets of the state have been greatly developed and improved.

The effect that the honey grading work has had on retail markets of the state is very evident to any one understanding conditions as they now exist and as they existed a few years ago before the grading work was started. Let me at this time just point out a few of the ways in which it has been found that retail markets have been improved and developed by standardization. Some of the points I will only mention while others will be discussed at length.

One of the most important ways in which the grading and marking regulations have developed the retail markets is in the matter of better honey being displayed in better packages. A few years ago there were very few beekeepers using even a poor label. If they marketed their honey locally it was usually in second hand containers with no label at all. Because of this slack method there was very little honey displayed in grocery stores, as most of the honey displayed for sale was the product of bottlers in the larger cities. If any local honey was sold it was usually kept in the back room or under the counters.

When the grading and marking regulations became effective the local beekeepers began to put their product up more attractively and today most

(To be continued)

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THAT ^{Are} Made to **SATISFY**

Order your supplies now and make sure of having them ready on time. We have a complete line of supplies on hand at all times and can give you real quality and service.

Get our prices on pails and cans before you buy.

Special prices to Beekeepers'

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FOR SALE—3000 lbs. white clover honey in 60 lb. cans, 12c per lb. Ask for sample. A. E. Wolkow, Sheboygan, Wis., R. 1—Box 177.

FOR SALE—EGGS from heavy winter laying strain. S. C. White Leghorns \$1.50 per setting, \$6.00 per 100, delivered. Satisfaction guaranteed. A limited number of baby chix. Gwin's Apiary and Poultry Yards, Gotham, Wis.

FOR SALE—PACKAGE BEES. Circular free. Van's Honey Farm, Hebron, Indiana. 4m

Try this Classified Column for results. The cheapest way to let others know what you have or want.

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Three Banded Leather Colored Italian Queens Only

After twenty-eight years of select breeding we have a strain of pure Italian bees which we believe to be unexcelled for their disease resisting and honey getting qualities.

Price list of our selected queen bees, postage prepaid:

Select untested queens \$1.25 each, 12 or more \$1.15 each.
Select tested queens \$2.25 each, 12 or more \$2.15 each.

Price list of our package bees, with selected queens, transportation prepaid:

1 lb. pkgs. with select queens \$3.25 each, 12 or more \$3.00 each
1½ lb. pkgs. with select queens \$4.00 each, 12 or more \$3.75 each
2 lb. pkgs. with select queens \$5.25 each, 12 or more \$5.00 each.
3 lb. pkgs. with select queens \$6.25 each, 12 or more \$6.00 each.

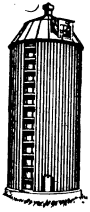
We guarantee every queen or package of bees to arrive in perfect condition and otherwise to give entire satisfaction.

BEAR IN MIND WE PREPAY ALL TRANSPORTATION CHARGES

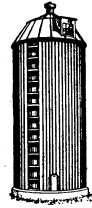
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BOX 697 MONTGOMERY, ALABAMA.

References: The First National Bank, Montgomery, Ala. The Gleanings in Bee Culture, Medina, Ohio. The American Bee Journal, Hamilton, Ill.



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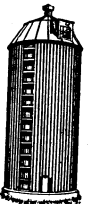
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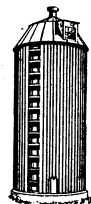
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Are reared to suit the most particular beekeeper. They are *Hardy, Gentle* and very *Prolific*. Every purchase must make us a satisfied customer or money back. Customers who purchased our queens sparingly the past season are now sending in their orders for 50 and 100 lots. If they did not satisfy would such customers be so liberal? Just send for free catalog and read why they satisfy.

We breed the Three Band Italians only

	1 to 49	50 to 99	100 up
Untested	\$1.00 each	\$.95 each	\$.90 each
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Early Order Discounts ON Bees and Supplies

Everyone is looking for a way to save money—This is one of them. Sections, Section Holders, & Separators, Hoffman Brood Frames—all at big discounts. Write in for quotations on the supplies you need for 1924 season

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159 Cedar Lake Road

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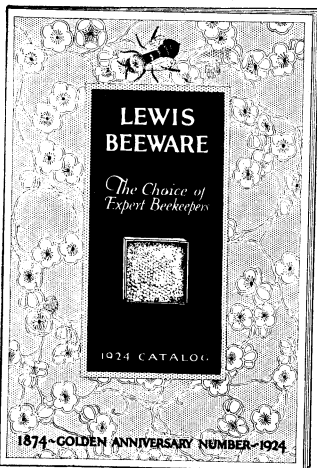
MINNESOTA

ENTERING THE 50th YEAR FOR PROGRESS IN BEEKEEPING

Golden Anniversary Prize Offer

\$275 in Cash Prizes to Beekeepers

For the Best 1,000 Word Papers on Honey Marketing
First Prize \$100 Second Prize \$75 Third Prize \$25
Twenty-five \$2 Prizes



Golden Anniversary Catalog of Lewis Beeware 1924 Now Ready

Are you a practical beekeeper? This catalog is indispensable to everyone who must make a profit from his bee colonies.

Do you keep bees for pleasure? This catalog features the latest improvements, conveniences and time savers required to simplify beekeeping and make a success of spare time bee culture.

Among its features—1,000 Better Beekeepers Club; Bargains for 500 new Beeware users; full details of the Golden Anniversary Prize offer.

Sent free on request, provided you indicate the number of bee colonies you have or plan for 1924.

"Eat More Bread and Honey"



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Export Office: 25 Broad St., New York City, U.S.A.

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OVER 350 DEALERS THROUGHOUT NORTH AMERICA

TO mark the 50th anniversary of the G. B. Lewis Company, we have decided to offer these 28 cash prizes for help in solving what we believe to be the beekeeper's chief problem.

For 50 years this company has given its best to the progress of beekeeping, helping to develop honey production from almost nothing into a many million dollar industry. Future opportunity for profit in beekeeping far exceeds anything in the past, and its chief problem, we believe, is the intelligent marketing of honey, under plans that will stabilize prices and markets, teach the public the many values of honey as a food and so multiply the demand, as has so successfully been done for other food products.

We therefore offer these cash prizes aggregating \$275 for the best 28 stories or papers dealing with the subject of honey marketing. If you have worked out a plan for marketing your crop profitably and increasing the use of your honey year by year in your locality, your story stands an excellent chance of winning one of these prizes. If you have an important suggestion or practical plan to help develop the sectional or national market and appetite for honey, write on this subject and your paper will be entered. In other words, you can write either on the development of a local market, a market in a large district or the national market.

The more simply and clearly you tell your story, the better your chance is. Photographs or other exhibits will help you. Be practical, be specific, tell "how." Restrict your story to 1,000 words and mail it with a postmark not later than April 30, 1924, addressed as below.

For full details as to judges, awards, etc., write at once stating how many bee colonies you will have for 1924 or indicating your connection with or interest in honey marketing.

Wisconsin Beekeeping

Vol. I.

APRIL, 1924

No. 4

THE BULLETIN BOARD Important Events for 1924

The Beekeepers Conference and Chautauqua, Aug. 12 to 15, at Fond du Lac. Plan now, to come.

The State Fair, Milwaukee, Aug. 25 to 30.

State Honey Week, November 16 to 22.

12 new members have been sent in; we need at least 500.

Look over the list of advertisers and send them your business.

We have 260,000 labels for this year's crop. See price list in the February number.

Don't forget the American Honey Producers' League.

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Some Mistakes We Make.



THE STANDARD EVERYWHERE

ROOT SECTIONS

They are made of the finest basswood lumber. The dovetailing is accurate and tight enough to hold. The strongest sections on the market today are Root sections.

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They are made of choicest lumber. The measurements are standard.

ROOT AIRCO FOUNDATION

Single-Ply AIRCO Foundation is the finest foundation for comb and chunk honey. All AIRCO foundation has the natural base angle.

Three-Ply AIRCO Foundation is the best foundation for the brood and extracting frames, non-sagging, non-warping, non-stretching, no gnawing around the extractor and all worker cells.

***Excellent Service for Wisconsin
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226 W. Huron St.
CHICAGO, ILLINOIS

A. I. ROOT CO. of St. Paul
292 E. Sixth St.
ST. PAUL, MINNESOTA

Wisconsin Beekeeping

VOL. I.

APRIL, 1924

No. 4

WISCONSIN'S FIRST HONEY WEEK

Wisconsin's first honey week, held from November 19-25 in 1923 seems to have been reasonably successful, so much so, in fact, that a number of other states have written in to us about the plan of campaign, and an effort is now being made to establish a state honey week in every state, the effect of which will be the development of a national honey week. One of the interesting facts about the honey week was the response given to a series of five radio talks, which were broadcasted through the university station. Considerable broadcasting is now being done in a number of states and reports from these various states indicate that it has had a tremendous influence on the public, and the inquiries concerning honey have greatly increased. A complete report of the honey week campaign was written up by our Secretary, Miss Fischer, and published in the February number of the American Bee Journal. Those of you who do not take the journal should borrow a copy from one of your neighbors and read this account. In view of the fact, that this was published in the American Bee Journal, we do not feel that it should be again published in detail.

A second honey week will be held during the week of November 16 to 22 in which all of our beekeepers should plan to cooperate in putting over a big advertising campaign. The Wisconsin Products Exposition is also to be held during the same week and the annual convention of the State Association will be held November 19 to 22, so that this week should

be the biggest one of the year. Begin your plans now for this event and send in for advertising material.

MEMBERSHIP CONTEST

Where are those new members you promised to get for us at the state convention? We were to have a membership of 1,000 by the time of the next convention. This would mean that we would have to have about twenty-five new members each month. We should have had 100 by this time. As it is we only have thirteen. Each member of the association surely ought to be able to get one new member. Sheriff Sass, from Fond du Lac County, informs me privately that he intends to carry off all the prizes in this contest, and in the start he has made it look very much as if he would be able to do so. However, the secretary and the president have started out to run him a close race, and we have a reasonable good start. If you folks let the sheriff carry off the prizes he is going to spend all of his time at the Chautauqua bragging about it and we probably will not be able to get any work out of him. For this reason I think some of you folks in other counties ought to get real busy and see that the sheriff is kept quiet.

New Member—Enoc Groom, Jr., Steuben, secured by C. E. Zilmer, Steuben.

J. H. Bierne, Oakfield, by Wm. Sass, Jr.

Arno Kienow, 437 Forest Ave., Fond du Lac, by Wm. Sass, Jr.

Bennett S. Bird, R. 3, Oakfield, by Wm. Sass, Jr.

Louis Kind, Fond du Lac, by Wm. Sass, Jr.

H. H. Osborne, R. 1, Whitewater, by John Rappold, Whitewater.

W. L. Roberts, Cazenovia, by James Gwin.

C. M. Spyker, R. 1, Twin Bluffs, by James Gwin.

F. W. Starkey, R. 2, Richland Center, by James Gwin.

Alfred E. Johnson, R. 4, Box 37, Waupaca, by Wm. H. Ewald, Waupaca.

How the Retail Market Has Been Developed by Standardization

By B. B. JONES

(Continued from page 30,
March issue)

every wide-awake beekeeper has either an individual label or uses a State Association label for his various containers. Without the grading requirements the State Association would not have felt safe in standing back of the two carloads of lithographed containers sold for the use of its members this year. Today when a housewife enters a store she is confronted with dozens of modern honey containers of attractive appearance with the local beekeeper's name or number on them; and the consumption of honey throughout the state has increased because of the advance made in retail marketing through standardization.

The customer is benefitting by this improved marketing as he is getting a better product put up in a better manner and is paying no more for it, in fact, he is saving money as he is not paying high freight rates and commission charges on outside honey which they commonly bought before the days of standardization because of the lack of a suitable product produced locally. The bottlers are seeing the benefit of it as their product is finding a better market in other states than it ever did before. Standardization has helped in other ways to develop markets, especially the retail markets. One of the old problems of

the retailer was what to do with unripe honey which usually fermented while on his shelves and causes such a mess that he was not anxious to buy any more honey for some time to come. Since the grading law has been in effect the amount of unripe honey now found in stores is almost negligible and the retailer is more anxious to sell honey and display it on his shelves. Bottlers no longer figure on getting a large per cent of sour honey so they can now pay a better price. The beekeeper is now using more care in putting up his product and has about stopped the practice of mixing the white and dark honey, which was a practise that helped to break down the local retail markets.

When the department's grading supervisor first started out on the standardization work he noted that many of the retailers' shelves were loaded with cheap honey from Western states. In most cases this was necessary on account of the lack of a local product that could even compete with it. Today very little of this Western honey is found in the retail stores of the state as standardization has helped to put Wisconsin honey on such a high plane that cheap Western honey cannot longer compete with it. Quality honey well displayed will sell and standardization has been the main factor in getting Wisconsin high quality honey onto the market in such a way that it will sell against any kind of competition. Beekeepers now have a pride in their product which was generally lacking a few years ago and this pride has helped to develop the local markets.

Because local retail markets have been developed by grading, the shipping of honey outside of the state in large amounts, to be later returned in bottles to be sold at more than treble the original price, has been practically stopped. Such honey as is shipped to the Chicago market now brings from a cent to a cent and a half above the prices quoted for honey from near-

by states. So while standardization has been the means of greatly developing the local retail markets, it has also helped to greatly improve conditions for honey marketing outside of the state.

Most of what has just been stated refers largely to extracted honey but the improvement in comb honey marketing conditions has been just as decided as in the case of extracted honey. The last annual report of the department shows that the honey grading supervisors visited 1880 stores in the state and the information gained by these visits shows distinctly that the proper grading and marking of comb honey has developed the local markets to the highest extent and today no producer of first class comb honey who grades and marks it needs to worry about a market for his product.

A few years ago all high grade grocery stores displayed a few cases of extra fine appearing comb honey which in most cases they thought was Wisconsin honey as it came to them from Milwaukee. In most every case it was Western honey and several carloads were shipped in to supply the demand. Since Wisconsin honey has been properly put up and graded, the amount of Western honey shipped in has gradually dwindled until in this last year not one carload was received, as Wisconsin honey was supplying the market needs. When a beekeeper brings in honey to sell to a retailer the price is set by the poorest grade and before grading there was little inducement to take extra pains in putting out a good product. Grading, however, has changed conditions and the retail markets are now paying on a graded basis and the man putting up the best product gets the most money. This year every producer of first class comb honey in commercial quantities was sold out before November first, while inquiries are still coming in for carload lots of Wis-

consin No. 1 comb honey to be shipped to other states.

After all is considered, the best market for the average beekeeper in the state is his own local market. It is up to the beekeeper to develop that market so he can sell an increasing amount of honey each year right at home. The public in general like honey and will buy it if it is put before them in the right way. Standardization of the honey is the best way in which to build up the local trade and when the beekeeper grades his honey, puts it up in neat containers and uses a neat label to advertise his product and show the grade and color of it, he has done much to assure for himself a steady and profitable market.

Why Is It Necessary to Pack Honey in New Containers?

By W. A. Ross, Janesville, Wis.

Frequently we hear our prudent beekeepers complaining because they cannot sell their honey. They say that they have travelled from town to town and from store to store, but were unable to sell enough honey to pay their expenses. If you ask them why they are not selling they will tell you that they do not know. Perhaps he will tell you that there is something wrong because why should not honey sell as well as Carol syrup or other manufactured sweets. Oftentimes the beekeeper himself is to blame for the reason that he will pack his honey in all sorts of old containers, which may be a glass jar with a partly rusty, dirty cover or a second hand pail with the label about half torn off. The honey in such containers may be just as good as that in new ones but there is nothing to attract the customer's eye, or produce a stimulus which will develop an appetite for honey. The eye is the customer's guide and the container is the first thing he sees. Certainly a rusty, dirty looking con-

tainer is not going to produce much of a buying stimulus. If you were to tell the beekeeper that he is hurting the sale of his honey by packing it in old used containers he will probably reply that it does not matter what kind of a container it is, because they are not going to eat the container, for it is the honey that they want. That is quite likely true, and while we often buy second-hand machinery, etc., very few of us like to buy our food second hand and the customer is likely to start wondering about the past history of a second hand or used container. Beekeepers occasionally attempt to save money by buying old, used containers. They have an appeal to him because they can be bought for about half the price of new ones, but in the end he will lose more than the amount gained by the reduced sales and reduced prices which can be secured for honey in second had containers. On the other hand, a new container will show honey just as it is and will assure a clean and neat appearance, which is attractive to the customer. A clean, well labeled package will help to sell even an inferior product which is not the case with honey. Any beekeeper who is not enough interested in the honey business to pack his honey in a container that would help to sell it, had better quit the business, for this is not only hurting himself but is also discouraging the consumption of honey among customers of other beekeepers.

TWO WAYS TO ADVERTISE

By George Jacobson

Road Side Selling

The public is every day becoming more and more familiar with the roadside selling booths, particularly the tourists. A beekeeper should have a large sign about one fourth mile away on the highway each side of his booth and a similar sign at the booth, so either coming or going every one

will know that you have honey for sale. Without these advance signs they pass too quickly to notice the booth. We did not have a booth this year as our honey house and bee yard are but one hundred feet from the highway and nothing attracts tourists more than the bee hives, and this was one reason for our good roadside trade. One of the most important features in selling honey is cleanliness; many people visited our honey house and many sales were made because everything was clean and we also found that if people are allowed to sample the different flavors of our Badger Brand Honey then they can compare prices and sales are sure to be made. Then courtesy is essential. People ask all sorts of questions about the bees, the honey and our methods of beekeeping and if given polite attention would usually buy before leaving and will tell their friends, and should you fail to be courteous they will surely tell of your treatment and a customer lost through carelessness or neglect can seldom, if ever, be regained.

Another thing is keeping a customer, and we find that having our honey plainly marked with our name and address pays. We have not only sold tourists going north for the summer a supply for the camp but have sold them again on their return for use at home and have received orders by mail ever since. From the experience of one year we have found that roadside selling pays and last but not least they always demand Badger Brand Honey.

Theater Advertising

We are advertising our honey at the moving picture theater by means of a slide flashed on the screen, before and after the regular performance, and I think we are the first to advertise in this way. The newspaper as an advertising medium will always be good, but an advertisement flashed on the screen, when there is nothing else to attract you, must demand your

attention and suggest to you that you must get some of this honey. Our customers have often told us it was the theater advertising that prompted them to come and get our honey. You are bound to get results.

Our slide costs us \$1.60 and the cost per week at the theater is \$1.00, and this is not an expensive kind of advertising. If the slides were ordered through the State Association I think the cost would be even less.

This slide could be run in all the neighboring towns and could also be used to advertise a honey week. Continuous advertising of the Badger Brand Honey and its uses in the home, is necessary for a successful business.

THE RADIO COLUMN

Listen in folks and see what you can hear, we will print it in this column. Any news or jokes on the other fellow will be appreciated and we won't tell on you. Now that we have gotten the tables and other Volstead items of the convention out of the way perhaps we can get in a little news. Your editor feels sure that there must be something of interest going on in your neighborhood. Why not tell the other beekeepers about it.

By the way, if you do not have a radio outfit you are missing the greatest pleasure in the world today. You can sit at home in the evening and visit every section of the United States and Canada. But don't buy a cheap outfit, get a good one to begin with and you will not lose your temper so often, or spend so much for poor unusable parts. Now that the political season is coming on you will want to hear directly what the candidates are saying and not what the papers say they did. Even Dean Russell has fallen and now has a radio set. L. W. Parman of Madison says its "great stuff."

EXTENSION NOTES

By L. P. Whitehead

Badger Brand Reigns Supreme

A good example of cooperation between producer and retailer was noticed while on a recent visit to New Lisbon. All of the ten or twelve grocery stores in the town were handling Badger Brand honey in eight and sixteen ounce jars and five and ten pound tin pails. The merchants were all selling at the prices recommended by the State Association. In every store the honey occupied a prominent place on the shelves and counters, where it could readily be seen by the prospective customer. Several of the merchants when questioned, said that they preferred to handle the local honey when it was properly prepared for market.

The observations just described represent a desirable condition and illustrates the change that is taking place in Wisconsin. A few years ago the bottlers of the larger cities were annually placing many car loads of outside honey in the grocery stores of our state. Today this has been largely superseded by Wisconsin honey, placed in attractively labeled containers by Wisconsin beekeepers. This winter there were many towns in the state that did not have a single drop of outside honey for sale.

Rock County Secures Inspection

The beekeepers in Rock County were not far behind their brothers in Marathon County when it came to securing county aid for foul brood clean up. The County Association asked their County Board for an appropriation of \$250 to assist the State in financing an area clean-up inspection campaign. After some consideration the County Board granted the appropriation and the State Department of Agriculture announces that the work will begin the coming summer.

Although the Rock County beekeepers have only been organized a little over two years they have a long record of accomplishments. Their association had over fifty members before it had been organized a year.

Attempt to Organize

An unsuccessful attempt was made to organize Iowa County beekeepers at a meeting held in Dodgeville on February 14. The roads were bad and most of the leading beekeepers were unable to attend. There is much good territory going to waste in Iowa County because of the unfavorable conditions existing there at the present time. There are some beekeepers in the county, however, who are anxious to organize and we hope they will avail themselves of the opportunity before the year is over. In the meantime talk to your neighbor and get him in the notion of joining and Iowa County will soon be put on the map.

Beekeeping News of New York State

Blossomsweet Honey went big in Pittsburg this month. If you are interested in the Honey Marketing Association, and in my opinion you should be, whether you have honey to sell through it or not, you may look forward to receiving within the next few weeks, a complete outline of the plan of operation for 1924. Send your request for the outline to Mr. D. L. Woodward, Clarksville, New York.

THE BEEKEEPER

By Louis A. Loboda

Once there was a beekeeper. He had many bees and the bees made much honey of fine quality. He was proud of his bees and of his honey, and he talked to his neighbors about them and the latter agreed with him, but the most of them had bees of their own, and were not in the market for honey. The honey began accumulat-

ing at a rapid rate and he became alarmed because he could not sell enough of it to decrease the store to any great extent. A sign on the fence, "Honey Made By Bees," attracted an occasional customer, but the honey continued to increase in quantity. Advertising did not pay, he said, because he tried it with the sign-board. One day he went to a neighboring city, and to a friend made complaint that the public apparently no longer liked honey. Anyway they paid no attention to this sign.

"Go to each house in this city and show them your sign," the friend suggested, "since the city people will not go out in the country to look at it." This being obviously impossible, the beekeeper asked what the latter meant.

"Instead of using your sign board, put your sign in the newspaper here and let somebody else carry it around to the people," was the answer. And so he did and the demand for his honey became so great, that he had to put on another bee.

COMB HONEY PRODUCTION

C. D. ADAMS,

Supervisor of Honey Grading.

This last season has emphasized the need of more care in the production of comb honey in this state.

Early in the season inquiries began to come in from outside the state for No. 1 Wisconsin comb honey. The few beekeepers who were known to consistently produce this kind were appealed to but in every case the answer came back that they were already sold out.

During the fall and winter grocers in all parts of the state appealed to the Department of Markets for small amounts of good comb honey. A few of these were supplied but many were not. At the same time there was a liberal supply in most localities of "ungraded comb honey." With only a little extra care this might have

WISCONSIN BEEKEEPING

Official Organ of the Wisconsin State
Beekeepers' Association.

H. F. WILSON, Editor.

Entered as second class matter, January 11, 1924, at the postoffice at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to the
Wisconsin State Beekeepers' Assn.,
1532 University Ave., Madison, Wis.

Advertising rates given on application

OFFICERS

President.....James Gwin, Gotham
Vice-Pres.....L. T. Bishop, Sheboygan
Treas.....C. W. Aeppler, Oconomowoc
Sec'y.....H. F. Wilson, Acting, Madison

Annual membership fee \$1.00, which
includes one year's subscription to
Wisconsin Beekeeping.
Make remittance payable to
H. F. Wilson

been number one. The most common fault with this honey is the comb extending beyond the wood. Our most successful producers seldom or never have this trouble. In every case they use separators in the supers. A few beekeepers do produce a limited amount of No. 1 sections without the use of separators but their cull sections are so numerous that it is not profitable.

Another common reason for this large amount of ungraded honey is the unclean wood of the sections and the travel-stained combs. No real beekeeper needs to be told how to prevent this trouble.

The producer of good comb honey can always find a fair market for his product, which is more than can be said of the extracted honey at present. If you are going to produce comb honey why not use separators and care?

In this connection I want to caution many of our beekeepers in regard to the grading of comb honey. I found this last year an apparent letting up in the care of grading. This is not in the more doubtful matter

of color but in the uneven and dirty sections. Quite a number of beekeepers were let off this year with a caution or adjustment with buyer but more drastic methods may be necessary the coming year.

**SOME MISTAKES WE
MAKE**

A. A. Brown, Juneau, Wis.

We as beekeepers do not like to admit our mistakes. That is a trait of human nature, so is partially pardonable, but when we attempt to charge our mistakes up to the other fellow we shatter our own defense. We are all interested in the financial returns from the sale of honey. The selling price of honey vitally concerns us as beekeepers, for the higher the price, the more assured we are of a profit in our operations. When the demand for honey decreases, the returns from our product diminishes. Our prices must keep honey moving or we must get out of business. As things now stand, some of us feel obliged to sell below cost or keep our product. What is to be done? Reduce our cost of production or create a better demand. We as beekeepers are obliged to lower our costs of production. This we must do individually; collectively we may be able to create a better demand for Wisconsin honey, but with the competition from without, as well as from indifferent beekeepers from within the state, we find a huge task before us.

Permit me to call to your attention a few mistakes we make as beekeepers that effect our financial returns. We have the power to remedy these individually, if we will, as they are factors effecting production costs.

Perhaps the greatest handicap, we as beekeepers are struggling under, is a lack of intimate knowledge of bee behavior. The more familiar we are with the habits, likes and dislikes of the honeybee the more we appreciate the relationship of proper man-

agement to profits. The first important factor is the question of requeening. We fail to realize that a good queen makes all the difference in the world in the returns from a colony. It is the queen that produces the working force, aided by other factors under our control. A young queen is a better layer than an old queen, hence the necessity of keeping our colonies supplied with young, laying queens. It is money and time well spent.

A second factor is feeding for winter. When harvesting the crop how hard we find it to put aside winter stores of the kind we know the bees should have. When we appreciate how important winter stores are to successful wintering why do so many of us fail to make use of our knowledge and attempt to get by with indifferent winter stores? We pay dearly for our folly, in weakening colonies or having them die out entirely.

Another factor is lack of fall and spring protection. Bees regulate themselves by the creation of heat generated through violent bodily exercise. The fuel which produces this heat is derived from the honey consumed. The more heat needed to keep warm, the more honey consumed. Furthermore, of greater concern, is the ageing or wearing out of the bees themselves in producing heat, causing higher mortality, and weakened colonies both in quality as well as quantity of bees. Besides lack of protection in the spring tends to check the queen in her desire to lay heavily. This delays the colony in building up to honey-gathering strength; which in turn is directly responsible for short crops. We should not overlook the importance of adequate protection, both in fall and spring.

The next is wintering. Ideal wintering is creating a condition that will permit the bees to cluster and remain practically motionless without calling upon their energy reserves. A lot of beekeepers are afraid they will pack bees too warm. Our mis-

takes in wintering are that we do not protect them enough. An intimate knowledge of the relationship of temperature to bee behavior will teach us the necessity of proper wintering.

The next serious mistake is failing to feed in the spring. Unless the colonies come out of the winter quarters with a lot of stores, spring feeding must be resorted to in order to keep the queen laying rapidly, and evenly. This is essential to the building up of the colony to a maximum strength by the time the honey flow begins. Spring dwindling is due to lack of stores, old bees, poor wintering and lack of protection.

Delayed supering is another serious mistake we make, both to provide room for the queen to lay, and for ripening and storing of the crop when the flow is on. This mistake causes losses in bees through excessive swarming and cuts our crop in half and frequently wipes it out entirely. There is a right and a wrong time to do things in the bee yard. The bees will not wait upon you, so equip yourself with a full practical knowledge of bee behavior, and be on the job. Well equipped in this way you will know the whys and wherefors for everything you do. You will also become more interested in your bees and get untold recreation from them, even though the price of honey is not so good.

All the above factors, in brief, have a decided bearing upon production costs. If we all could cut down our costs, by modern beekeeping practice, then we would be in a better position to meet competition. Personally, I do not believe the price of honey should be at a point where the cheap beekeeper, who does not figure his costs can make a profit. The price should be at a point representing the average cost of production, the cost of selling, then the more efficient beekeeper will be able to increase his profits.

Having reduced our costs in so far

(To be continued)

IF YOU ARE GOING TO EUROPE

We have received the following letter, which is being published for the benefit of any of our beekeepers who may take a trip abroad this summer:

E. H. TAYLOR LTD.

*Manufacturers of Comb Foundation,
Beehives, and Apiary Supplies.*

London Office and Export Dept.
40 Broadway, Westminster, London.

London, February 20, 1924.

M. D. Fischer, Esq.,
Madison, Wis., U. S. A.

Dear Sir:—

It is probable that some of your members may be visiting London in connection with the forthcoming British Empire Exhibition, and I take the liberty of asking you by circulation of this letter to extend to any who may be coming a welcome on behalf of this Company which, as far as I know, is the oldest and largest firm of Apiary Specialists in the British Empire.

There does not unfortunately appear to be any Beekeeping section at the Exhibition itself, but we send a cordial invitation to all beekeepers from overseas to visit at any time our Works at Welwyn, which are only 35 minutes by rail from London. If, however, they find it convenient on their arrival in England to get into touch with us by writing to or calling at our London Office as above (three minutes walk from Westminster Abbey), we will inform of the arrangements we propose to make for special visiting days, when we hope that beekeepers from all over the world will meet at Welwyn and discuss together the problems that affects us all. On these occasions, in addition to providing for a thorough inspection of our Works and Apiaries, we have arranged for Mr. J. C. Bee Mason (photographer to the "Quest" Expedition) to show his famous cinematograph films of Bee Life, which will be followed by a tea and informal talk on Bee matters.

Further, we may mention that at our London Office there is a Beekeepers' Rest and Writing Room, which we place unreservedly at your members' disposal. They may find it a convenient place to drop in for half an hour to write a letter, to meet fellow beekeepers, or look at the current beekeeping periodicals.

I trust it is unnecessary for me to add that no charge whatever will be made for these facilities, neither is any visitor to our Works or London Office ever asked to purchase. Our aim is to get into touch with as many beekeepers as possible, to learn at first hand of their special requirements and the difficulties of each locality, and we think that we in our turn can show them something of interest, if they will come to see us.

I am, Sir,

Yours faithfully,

For E. H. TAYLOR LTD.,

W. L. Lordan,
Managing Director.

NOTES

By C. D. ADAMS

The Richland County beekeepers' meeting at Richland Center on February 22 was one of the best attended in the state this year. The members of the association appear determined to finish the job of ridding the county of the last colony of American foul brood during the coming season.

The beekeepers of Manitowoc County are considering establishing a central plant for disinfecting their combs with the alcohol-formalin solution.

It was officially announced at the American Honey Producers' League that the U. S. Department of Agriculture is seriously considering the "area clean-up method" in combating the American foul brood along the same lines successfully used in clean-

ing up the pink boll-weevil and cattle ticks in the South.

A committee was appointed by President Kindig to co-operate with the Department in carrying this into effect.

When you are sending in your dues, it wouldn't hurt to mention how you like or dislike the paper. The editor doesn't count, but really don't you think Bishop has been doing a pretty good job? Allright, let's tell him about it.

A CORRECTION

Your editor wishes to apologize for omitting the name of Mr. C. D Adams from the list of those who donated to the Exposition Honey Booth. Mr. Adams donated two dollars and would have given more if necessary.

PATRONIZE OUR ADVERTISERS—They're Reliable

Classified Advertisements

25c per line for 1st insertion, 15c per line for subsequent insertions Not less than two lines

WANTED

WANTED—Bees to work on shares in eastern Wisconsin, between Milwaukee and Green Bay preferred. Bishops' Apiary, Sheboygan, Wis.

FOR SALE

FOR SALE—3000 lbs. white clover honey in 60 lb. cans, 12c per lb. Ask for sample. A. E. Wolkow, Sheboygan, Wis., R. 1—Box 177.

FOR SALE—EGGS from heavy winter laying strain. S. C. White Leghorns \$1.50 per setting, \$6.00 per 100, delivered. Satisfaction guaranteed. A limited number of baby chicks. Gwin's Apiary and Poultry Yards, Gotham, Wis.

FOR SALE—PACKAGE BEES. Circular free. Van's Honey Farm, Hebron, Indiana. 4m

FOR SALE—Eureka Queens, highly disease resisting. American bred copper-colored Italians. Untested July, one \$1.25, six \$6.50, 12 \$12.00. Tested \$15.00. Eureka Apiaries, A. C. F. Bartz, Mgr., Jim Falls, Wisconsin. 3m

Try this Classified Column for results.

Light Three-Banded Queens from Central Louisiana Apiaries

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

**PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size
For Delivery after May 10th**

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lots of 10 or more.	
10 3-Frame with queen.....	\$ 47.50
25 3-Frame with queen.....	112.50
50 3-Frame with queen.....	212.50
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Indiana

WE MANUFACTURE

Bee Supplies

THAT Are Made to SATISFY

Order your supplies now and make sure of having them ready on time. We have a complete line of supplies on hand at all times and can give you real quality and service.

Get our prices on pails and cans before you buy.

Special prices to Beekeepers'

Write for our new
1924 catalog.

A. H. RUSCH & SON CO.
REEDSVILLE, WISCONSIN

QUEENS

We breed and sell Italian, Golden and Carniolan, of the best strains of blood obtainable, at the following prices:

	1 to 24 25 or more	
Untested, each.....	\$1.00	\$0.85
Select, Untested, each....	1.70	1.50
Tested, each.....	2.25	2.00
Select, Tested, each.....	2.65	2.25
Breeders, each	\$5.00, \$10.00, \$15.00	

If you are in the market for Package Bees, Nuclei, and you wish to buy from a breeder of long experience; if you wish bees from Apiaries that were recently inspected by State Inspectors, who certified that none of the Apiaries were infested; if you wish to buy your bees from the best strains of blood obtainable, then write us for prices.

Prices are important, but we consider quality, service, freedom from disease and responsibility of breeder MOST IMPORTANT.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

Package Bees and Queens for 1924

Three Banded Leather Colored Italian Queens Only

After twenty-eight years of select breeding we have a strain of pure Italian bees which we believe to be unexcelled for their disease resisting and honey getting qualities.

Price list of our selected queen bees, postage prepaid:

- Select untested queens \$1.25 each, 12 or more \$1.15 each.
- Select tested queens \$2.25 each, 12 or more \$2.15 each.

Price list of our package bees, with selected queens, transportation prepaid:

- 1 lb. pkgs. with select queens \$3.25 each, 12 or more \$3.00 each
- 1½ lb. pkgs. with select queens \$4.00 each, 12 or more \$3.75 each
- 2 lb. pkgs. with select queens \$5.25 each, 12 or more \$5.00 each.
- 3 lb. pkgs. with select queens \$6.25 each, 12 or more \$6.00 each.

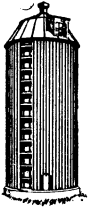
We guarantee every queen or package of bees to arrive in perfect condition and otherwise to give entire satisfaction.

BEAR IN MIND WE PREPAY ALL TRANSPORTATION CHARGES

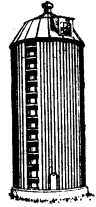
M. C. BERRY & CO.

BOX 697 MONTGOMERY, ALABAMA.

References: The First National Bank, Montgomery, Ala. The Gleanings in Bee Culture, Medina, Ohio. The American Bee Journal, Hamilton, Ill.



The BLOCKI



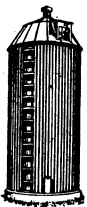
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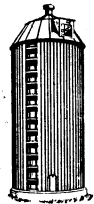
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Write us a Postal Card for Catalog and Prices.



F. BLOCKI CO.

SHEBOYGAN, WISCONSIN



MACK'S QUEENS

Are reared to suit the most particular beekeeper. They are *Hardy, Gentle* and very *Prolific*. Every purchase must make us a satisfied customer or money back. Customers who purchased our queens sparingly the past season are now sending in their orders for 50 and 100 lots. If they did not satisfy would such customers be so liberal? Just send for free catalog and read why they satisfy.

We breed the Three Band Italians only

	1 to 49	50 to 99	100 up
Untested	\$1.00 each	\$.95 each	\$.90 each
Select Untested	1.25 each	1.20 each	1.15 each

Capacity 1000 Queens Per Month

Herman McConnell

ROBINSON,

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We Manufacture Foundation



OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



GUS DITTMER COMPANY

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Early Order Discounts ON Bees and Supplies

Everyone is looking for a way to save money—This is one of them. Sections, Section Holders, & Separators, Hoffman Brood Frames—all at big discounts. Write in for quotations on the supplies you need for 1924 season

CHARLES MONDENG

146 Newton Ave. North and
159 Cedar Lake Road

MINNEAPOLIS,

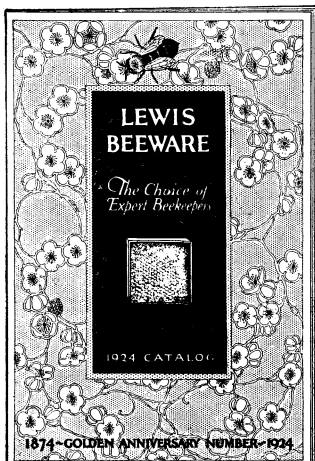
MINNESOTA

ENTERING THE 50th YEAR FOR PROGRESS IN BEEKEEPING

Golden Anniversary Prize Offer

\$275 in Cash Prizes to Beekeepers

For the Best 1,000 Word Papers on Honey Marketing
First Prize \$100 Second Prize \$75 Third Prize \$25
Twenty-five \$2 Prizes



Golden Anniversary Catalog of Lewis Beeware 1924 Now Ready

Are you a practical beekeeper? This catalog is indispensable to everyone who must make a profit from his bee colonies.

Do you keep bees for pleasure? This catalog features the latest improvements, conveniences and time savers required to simplify bee keeping and make a success of spare time bee culture.

Among its features—1,000 Better Beekeepers Club; Bargains for 500 new Beeware users; full details of the Golden Anniversary Prize offer.

Sent free on request, provided you indicate the number of bee colonies you have or plan for 1924.

"Eat More Bread and Honey"



LEWIS BEEWARE

G. B. LEWIS COMPANY

Home Office and Works: Watertown, Wisconsin, U.S.A.

Export Office: 25 Broad St., New York City, U. S. A.

BRANCHES: ALBANY, N.Y. LYNCHBURG, VA. MEMPHIS, TENN. WICHITA, KAN.
OVER 350 DEALERS THROUGHOUT NORTH AMERICA

TO mark the 50th anniversary of the G. B. Lewis Company, we have decided to offer these 28 cash prizes for help in solving what we believe to be the beekeeper's chief problem.

For 50 years this company has given its best to the progress of beekeeping, helping to develop honey production from almost nothing into a many million dollar industry. Future opportunity for profit in beekeeping far exceeds anything in the past, and its chief problem, we believe, is the intelligent marketing of honey, under plans that will stabilize prices and markets, teach the public the many values of honey as a food and so multiply the demand, as has so successfully been done for other food products.

We therefore offer these cash prizes aggregating \$275 for the best 28 stories or papers dealing with the subject of honey marketing. If you have worked out a plan for marketing your crop profitably and increasing the use of your honey year by year in your locality your story stands an excellent chance of winning one of these prizes. If you have an important suggestion or practical plan to help develop the sectional or national market and appetite for honey, write on this subject and your paper will be entered. In other words, you can write either on the development of a local market, a market in a large district or the national market.

The more simply and clearly you tell your story, the better your chance is. Photographs or other exhibits will help you. Be practical, be specific, tell "how." Restrict your story to 1,000 words and mail it with a postmark not later than April 30, 1924, addressed as below.

For full details as to judges, awards, etc., write at once stating how many bee colonies you will have for 1924 or indicating your connection with or interest in honey marketing.

Wisconsin Beekeeping

Vol. I.

MAY, 1924

No. 5

THE BULLETIN BOARD STATE HONEY WEEK November 16 to 22

Every member of the Association should be making plans to put on a special advertising and honey selling campaign during this week. Arrange now for movie slides, posters, and newspaper articles.

Order your pails, both plain and lithographed, early. Don't forget that we can sell these to you cheaper than they can be bought elsewhere.

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1924 HIVE IMPROVEMENTS

The beekeepers of the United States have designed
Root Quality Hives. The A. I. Root Company
has built better the important parts.

STANDARD HIVE — The hive that gives the best results for comb honey production.

FOOD CHAMBER HIVE — is composed of a Standard hive body and a shallow extracting super. This food chamber insures plenty of food, better wintering and little danger of swarming.

JUMBO HIVE — provides a deeper brood chamber, but uses Standard super equipment. The best large hive.

5 Big Improvements

HIVE COVER — The Root metal cover has been greatly improved, matched top boards, rabbeted into the sides and covered with metal that has been pressed into shape leaving no leaky corners.

INNER COVER — The new Inner Cover has a complete rim of full thickness lumber, dovetailed at the corners. The center boards are ship-lapped together and then rabbeted into the rim on all four sides. The best constructed inner cover, rigid, nearest to non-warping and everlasting.

METAL RABBET — No part of the bee hive is subjected to more wear than the folded tin rabbet. The new rabbet is made of heavier galvanized steel, with a single fold. It is more easily nailed in place.

END SPACING STAPLE — Does not split end-bars. Prevents top-bar projection from breaking off. Gives metal bearing to top-bar permitting it to slide easily on rabbet. Does not catch on rabbet and slides into place easily and quickly.

BOTTOM BOARD — Our reversible bottom board is made of cypress, the most suitable wood for bottom boards as it will not rot.

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226 W. Huron St.
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292 E. Sixth St.
ST. PAUL, MINNESOTA

Wisconsin Beekeeping

VOL. I.

MAY, 1924

No. 5

BEEKEEPING IN THE SWEET CLOVER LANDS OF NORTH DAKOTA

By R. L. WEBSTER,

Professor of Entomology, North Dakota Agricultural College

When I went to North Dakota in August 1921 to take charge of the work in economic entomology at the North Dakota Agricultural College I was taken by surprise when I was told that it would be a part of my duty to encourage the beekeeping industry in the state. Like most of those people who have spent the greater part of their lives in states farther to the south of the Dakotas I was quite unprepared for the idea that beekeeping could ever be much of a success in that section of the country. Having gained some little knowledge of beekeeping previously in Iowa I began at once to make the acquaintance of those beekeepers with whom I could get in touch, either in person or by correspondence.

A year later, in company with Frank C. Pellét, I made a long automobile trip through the Red River valley, which brought out more strongly than ever that this North country was still not so far north that bees could not be kept at a profit. As a matter of fact two North Dakota beekeepers were visited on this trip whose yards were within a stone's throw of the Canadian line. In one case the bees were said to gather nectar from some of the fall flowers across the international boundary, regardless of the duty on honey coming into the United States. Every beekeeper visited on the trip, which began at Winnipeg and ended at Fargo, re-

ported high average yields of honey. Manitoba beekeepers were fully as successful as those in North Dakota, though the latter were fewer in numbers.

Those that have given much study to nectar secretion tell us that the North country is especially favorable to honey production because of the excessive amounts of available nectar. The same honey plants secrete nectar in greater amounts in the more northern range of their distribution. According to some of these authorities those changes from starch to sugar that take place within the plants go on more rapidly at temperatures somewhat lower than normal. Slightly higher temperatures retard those changes. Most chemical reactions, and we must ultimately consider the changes as chemical reactions, take place more rapidly at higher temperatures. As a matter of fact, the higher the temperature in many cases the greater the rate at which the change takes place. That this is not generally true of changes that are intimately connected with plant or animal life is well known, since a rise in temperature much above 120 degrees Fahrenheit very soon causes the death of the organism concerned.

The cool night temperatures in this North country are especially favorable to those changes that go on within the plant and which have to do with nectar secretion. Cool nights are characteristic of that portion of the country with which I have to deal. In fact, they are in sharp contrast to the frequent sultry, uncomfortable nights of the corn belt states of Iowa and Illinois. As a rule only rarely in North Dakota are there nights when it is at all uncomfortable.

But it is not sufficient that merely an abundant nectar secretion be available. It is necessary that the bees leave the hives in order to take advantage of the heavy nectar flow. Sunshine is another characteristic of this region. A great number of bright days during the honey flow bring the bees from the hives in large numbers to take advantage of the pasture; usually close at hand.

Still another factor is the length of daylight during the period of the greatest honey flow. With bright days and long days of activity for field bees, together with the excessive available nectar, there is adequate explanation for the remarkable success our beekeepers have achieved at this early period in the development of the industry.

Now, it is possible to have all these things, and still have no surplus honey. Bee pasture in extensive amounts must be available if the business of producing honey is to be a success in any location. It is the great abundance of sweet clover in this area that is mainly responsible for the large honey crops. One of our Fargo beekeepers, who has kept bees on the same location for the last 20 years, tells me that he was content with a 40 or 50 pound yield for the most of that period and that only during the last 4 or 5 years, since the introduction of sweet clover, have the exceptionally high yields become possible.

In the movement toward a more diversified farming in the plain states sweet clover has been seeded over large areas. The plant does well in this part of the country and withstands the drought of the summer months better than any other forage plant. According to the most recent estimates there is now available (1923) in the neighborhood of 140,000 acres of this well known honey plant in the state of North Dakota. Beekeeping in this area fits admirably well into the demand for a more diversified agriculture that has followed

in the wake of the day when the whole country was one vast field of wheat.

By far the greater portion of this large acreage is the biennial white sweet clover. Some yellow sweet clover is seeded, but this is comparatively small in amount. The yellow sweet clover comes into bloom slightly before the white variety and is a welcome plant for the beekeeper at that time. Practically none of the annual sweet clover is grown.

Locations along streams, because of the necessity of pollen for spring brood rearing, are essential, especially since over much of this area trees are lacking. In the Red River valley elm and soft maples furnish both nectar and pollen in sufficient abundance to provide colonies with a good start in spring. In addition the luxuriant growth of dandelions that usually occurs in the Red River valley enables bees to build up strong colonies in ample time for the main honey flow from sweet clover.

Further west in the state, where trees are less abundant and spring flowers much less in numbers, there is likely to be a dearth of nectar in June, just previous to the main honey flow. On this account an abundance of stores must be available during the spring months until the sweet clover flow comes on. Fortunately, the large amount of sweet clover in most of those areas, coming into blossom late in the season as it does, usually makes up for any deficiency that may occur during the earlier part of the season.

According to the federal statistics for 1922 North Dakota produced an average of 157 pounds of honey per colony, spring count, during the season. Present indications are that the production for 1923 will fall short of that high average, although a fair crop is reported by many of our larger beekeepers. My own impression is that the average for 1923 will be in excess of 100 pounds.

Reports from 35 beekeepers, obtained in 1922, indicated an average production for that year of 151 pounds a colony, an amount very close to the government figures. Individual beekeepers reported high yields, running up to 300 and 400 pounds a hive in many cases, depending on the region, availability of bee pasture and the skill of the beekeeper in handling colonies for honey production.

Especially in the Red River valley are there large acreages of sweet clover. Reports from various county agricultural agents indicate that there are approximately 21,000 acres of sweet clover in Cass county, in which Fargo is located. Grand Forks county reported about 12,000 acres and Walsh county, immediately to the north from the last named, had some 13,500 acres. There are scarcely any beekeepers at all in Walsh county, although in Pembina county, still farther north and adjoining the Canadian line, are a number of successful men who keep bees. Richland county, in the southeast corner of the state, reports over 10,000 acres of sweet clover. All these counties are in the Red River valley.

It may be interesting to note that what is generally known as the Red River valley is not a valley at all, but an old lake bed. The true valley of the river is often less than a mile in width, since the stream is, in a geological sense, a young river. Most of this territory lies in the bed of the old Lake Agassiz, an enormous lake of some 110,000 square miles in extent, an area one and one half times that of the whole state of North Dakota. Geologists tell us that this great lake existed some 20,000 or 30,000 years ago, formed on the recession of the great ice sheet that one time covered much of the states of Minnesota and North Dakota. Lake Agassiz was far greater than any of the present Great Lakes and drained at one time into the Mississippi valley, even though the present Red River which

traverses the old lake bed drains into Hudson Bay.

Although beekeeping in North Dakota seems to have been most successful in the Red River valley, it is by no means restricted to that area. In Stutsman county, some 100 miles west of Fargo, are a number of successful beekeepers. One of these, the president of our state beekeepers' association, reported an average of 300 pounds of honey per colony in 1922. This man had 200 acres of sweet clover on his place that year.

West of the Missouri river in the state are practically no bees at all, except for those close to the river and in the Yellowstone valley in the northwest part of the state. Sweet clover grows readily along the Missouri river, but there are no great areas in those counties west from the river. With the introduction of sweet clover in this area it seems probable that beekeeping may become profitable, although locations would have to be chosen with great care. The limited amount of rainfall in western North Dakota has been a handicap to the steady development of that region.

Along the Yellowstone valley in North Dakota there is an irrigated area where beekeeping has become quite profitable. Much of this area extends into Montana. Alfalfa and sweet clover are the main honey plants in this irrigated section.

Cellar wintering is the rule in this section of the country. Although the winters are long and severe, some of our beekeepers have been very successful in carrying their bees through the winter. Probably the most important factor in the wintering problem in North Dakota is the high quality of available stores. With alfalfa and sweet clover stores on which to winter, little dysentery develops, and bees usually come through the long winters in fairly good shape. Bees are taken into winter quarters early in

November, and come out some time in April.

Winters are long and cold. The snow comes on around the first of December and covers the ground until spring. Because of the steady cold weather, bees are likely to remain quiet in the cellar, and rarely give trouble until spring. The alternate freezing and thawing characteristic of more southern latitudes rarely occurs. Although severe cold weather often occurs in winter, still after spending ten years in Iowa my impression is that the cold months are not much more severe than many winters in Iowa. Those in North Dakota are more protracted and the blizzards more frequent than in Iowa. It is sometimes said, with much truth, that only three seasons occur in this part of the country: winter, fall and summer. The winter hangs on for so long a period that there are but a few spring days, and one is in the midst of summer. On the other hand, the fall months are usually mild and pleasant.

Last winter bees were successfully wintered outside in a quadruple case at the college apiary at Fargo. In this case the protection from wind was exceptionally favorable and the snow drifted in around the case high enough to be level with the roof, and so gave abundant protection throughout the winter.

North Dakota Beekeepers obtained the passage of a foulbrood law at the last session of the legislature that requires every package of live bees or brood entering the state to be accompanied with a valid certificate of freedom from disease signed by the proper state official. There is very little foulbrood in the state and everything is being done that can be done to keep out further importation of disease. It is my impression that our beekeepers have no serious objection to others entering the state, but they do insist that they bring with them a clean bill of health. More than one

case has come to the attention of the state bee inspector where outside beekeepers have been unable to obtain proper clearance papers on account of American foulbrood. Those who have had experience with American foulbrood in other states realize the necessity of stringent measures in dealing with that disease.

Because of the relative freedom from disease increase by means of package bees has been encouraged. The 2-pound packages have done exceptionally well in this latitude, building up to strong colonies in ample time for the main honey flow and producing a good surplus the first year. In fact, package bees often outstripped the full hives that had been carried through the winter.

Up to the present time practically all our honey has gone to local markets, mainly to the larger North Dakota towns, and to those nearby in northern Minnesota. Smaller amounts have been sent to the St. Paul and Minneapolis market. The time has come, however, when our beekeepers will need to ship considerable honey out of the state in large quantities. Definite efforts on the part of our beekeepers will be necessary to encourage greater consumption of honey.

The prospects for the business of producing honey in this area are indeed bright. To the man who studies his bees and his location and who can combine his ability as a beekeeper with considerable business sense, there is an opportunity in this North country that can scarcely be equalled.

CUTTING OF SWEET CLOVER SHOULD BE DELAYED

All of our local associations should take up with the officials of their cities and villages the matter of leaving the sweet clover along the roadsides, until after the blossoming period. Have your local association pass a resolution and send it to your mayor or to whoever has charge of this work.

THE RADIO COLUMN

Did you notice the dust that came in with the storm on March 29? The weather man tells us that it came in from the southwest through a dust storm which got mixed up with the general storm from the west.

Vitamines in Honey

This is the heading of a note given in the April issue of the American Bee Journal. It is so important from the standpoint of the value of honey as food that we take the liberty to mention it here. A German professor reports that honey contains a large amount of the vitamine "B". He says that it belongs to the most essential parts of nutrition.

This is a very important sales talk and those beekeepers who are selling honey to retail stores or direct to the consumer should not fail to mention the fact to their customers.

Honey Advertising

A member of the association stepped in to see us the other day and told us he had inserted a small line advertisement in one of the farm papers with the expectation of starting a mail order business. This ad brought in thirty-eight orders and some of them were so far away that the postage ate up the profit. But is it not possible that a very profitable business can be developed in this way? Many kinds of advertising cannot be made successful in selling honey, but this is true for all kinds of business. Some beekeepers, however, have had considerable success in advertising and no doubt judicious advertising can be made to bring profitable returns.

The secretary has prepared a series of stories for county papers and these will be sent free to all beekeepers who write in for them. They are not in the form of advertisements, but give interesting facts on bees and honey

which many papers will be glad to print free of charge. Individual help in our state advertising campaign will increase the total advertising materially.

What do you think, I. C. Painter sends in his dues without saying a word. Mrs. Blanchard and James Cherr of Antigo where are you? Edward Hassinger, and E. F. Mongin seem to be alive, we received their dues, but that's all. Some one please write in and blow up the Secretary or something. Come to think of it, friend Harry Lathrop of Bridgeport did that very thing. But he did it so nicely that we never knew it until we came to the end of the letter. Never mind, Harry, the labels are printed now. Wm. Sass, Jr., come across now with news on the Chautauqua.

We want to know:

How your bees wintered?

Have you sold all of your honey?

What are the prospects for next year?

What we could do to get you to send us a postal card giving us the neighborhood gossip?

How do you like these?

NATURALLY.

Bill—"This here Pro'biton act, now—"

Wife — "Aw, shet up! I useta think booze made you talkative, but, law! So does Pro'biton!"

NEXT.

A chap was arrested for assault and battery and brought before the judge.

Judge to Prisoner—"What is your name, occupation, and what are you charged with?"

Prisoner—"My name is Sparks. I am an electrician, and I am charged with battery."

Judge (after recovering his equilibrium)—"Officer, put this guy in a dry cell."—The Antler.

Our next Broadcast will be June 1. Send in your news by May 10.

SOME MISTAKES WE MAKE

A. A. Brown

L(Continued from April Number)L

Having reduced our costs in so far as we are able, we have just begun to solve the beekeeper's problem. After the progressive beekeepers have solved their production troubles, they have others, more serious, to contend with, of which marketing is the most important. What I have to say now does not concern the progressive beekeeper, but to the others keeping bees. These poor fellows make a serious mistake and that is price cutting. These fellows have no conception of costs, use old-fashioned methods, and when they harvest their crop they rush it on the market at a price outrageously low, thereby demoralizing the market, thus making it hard for the conscientious beekeepers to dispose of their crop at a fair price. A lot of times the honey these black sheep sell is poorly prepared for market and very often unripened. It is our duty to report these fellows who evade the law, but how to handle the others, is beyond my comprehension.

MORE ABOUT MARKETING

One of the members of our association, Mr. H. A. Schaefer, Osseo, Wisconsin, has some very good ideas indeed about marketing honey, and he has written these out in the form of a plan which would be very much worth while for all the members of our association to read carefully and consider. He suggests this plan for a state wide trial and would be very glad to hear from any beekeeper who should try it next year. First, he insists that for satisfactory marketing our beekeepers must recognize both wholesale and retail trade channels. Second, he says that the most fundamental point in marketing is a square deal to the dealer as well as to the producer. This plan would also pro-

duce a more equal distribution of our honey throughout the state and throughout the year. He also proposes that such a plan will divide up the developing market among all of the beekeepers rather than through the self-sacrifice of a few men who are attempting to establish state wide marketing plans. He feels that such a plan will, through having Badger Brand Honey on nearly every store store shelf in the state, more than equal the advertising which might be done in the newspapers. Mr. Schaefer puts it squarely up to you, and would like to have interested beekeepers throughout the state give their ideas regarding this plan and hopes that some good may come of it. With the present plan which we have of advertising Badger Brand Honey, Mr. Schaefer's plan ought to work out very well indeed, provided the beekeepers are interested enough to undertake preparing their honey in the best marketable shape. Mr. Schaefer's plan is as follows:

"Let me suggest a plan for greater distribution of our Badger Brand Honey. It may stimulate more beekeepers to buying labels or pails (Litho). For success this plan must be worked in conjunction with a state wide advertising plan to back up the dealers in demand creation.

"Each local is to choose from among its members one or more of its best honey salesmen to represent the other members. Each one is given a given territory in which to visit every grocery store therein. Each grocer is to be induced by all means to take for sale or buy outright for re-sale, with cash discount inducement, at least one case of Badger Brand Honey put up in style that sells best in that territory. This one case is to be in the nature of a sample with a special price inducement.

"To induce harmony in the Association (Local) in the matter of selling the honey, the local shall have a meeting when all members will be required to put on record the grocer

WISCONSIN BEEKEEPING
 Official Organ of the Wisconsin State
 Beekeepers' Association.
 H. F. WILSON, Editor.

Entered as second class matter, January 11, 1924, at the postoffice at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to the Wisconsin State Beekeepers' Ass'n, 1532 University Ave., Madison, Wis.

Advertising rates given on application

OFFICERS

President.....James Gwin, Gotham
 Vice-Pres.....L. T. Bishop, Sheboygan
 Treas.....C. W. Aeppler, Oconomowoc
 Sec'y.....H. F. Wilson, Acting, Madison

Annual membership fee \$1.00, which includes one year's subscription to Wisconsin Beekeeping.
 Make remittance payable to H. F. Wilson

they do most of their business with, so that the salesman will sell the grocer honey from one of his customers (which could be taken out in trade), a further inducement to the grocer. Example: Mr. A trades at C grocery. Salesman will take order at C grocery and have Mr. A deliver the honey. The groceries in the territory not having any trade from beekeepers to be divided so that delivery from nearest beekeeper is possible.

"To finance this plan: Exactly the same system and discounts are used in all lines of small package groceries. The Uniform Price committee set a standard price for a certain territory. The beekeepers' salesman is to sell the grocer at 20% off list. Other lines have larger discounts but the grocer must pay the freight and dray. With the honey it is delivered and if not sold it is returned with least expense, so that one-fifth off list is a good margin. Then in turn the beekeeper whose honey is sold is to pay the salesman 10% of the price paid by the grocer.

"The salesmen will not get rich but may make expenses, if live wires.

They are to understand that this plan is to put a case of Badger Brand Honey into every grocery store in the state as a sample, part of the expense of which they are to bear, and part the beekeeper, as it costs money to put samples before the public.

"That is not all. While the first case is being sold the member trading at that store is to keep an eye on the honey and supply another case before the grocer is entirely sold out, otherwise there might be another brand on the shelves next time he calls. Or a better way would be for the Local to make arrangements with the local jobbers to handle Badger Brand Honey at 10% off Grocer's list. Or the jobber could just take the place of the Local's salesman and send order to secretary local to send honey to certain grocery.

"Our state association would then be in line next. All the surplus honey of one county would be held for advice from State Association as to where there is a shortage, the locals to report to state secretary such shortage or surplus.

"With this plan we would attain:
 "First: Badger Brand Honey on nearly every counter of nearly every grocer in the State, or cover the State with Badger Brand Honey.

"Second: Badger Brand Honey advertised in all weekly and most important daily papers in State to help in demand creation. To be financed by locals, state association and manufacturers of goods pertaining to beekeeping and marketing of honey.

"Third: To be distributing our honey through the regular trade channels now existing, thereby creating favorable comment from both jobbers and groceries, for the enmity of these dealers would be hard to overcome should any large campaign be attempted going around them.

"Fourth: Badger Brand Honey would be more uniformly sold throughout the year, and better prices obtained therefrom.

"Could this plan be carried out,

don't you see the enormous amount of honey, Badger Brand, that would be put before the public simultaneously? And at practically no expense other than the salesmen? No new machinery to perfect.

"We have some honey we would like to sell at this time. 6 cases 2 60's granulated buckwheat white clover blend, and same amount of buckwheat not granulated, which we offer for \$13.20, F. O. B. Whitehall or Osseo. Could you place this or pass the word to someone short we would appreciate it. This price is net, should you sell it, add your commission above our price.

"Respectfully,
"H. A. Schaefer.

Statement of the Ownership, Management, Circulation, etc., Required by the Act of Congress of August 24, 1912,

of Wisconsin Beekeeping, published monthly at Madison, Wis., for April 1, 1924.

**STATE OF WISCONSIN
COUNTY OF DANE**

Before me a Notary Public in and for the State and County aforesaid, personally appeared H. F. Wilson, who having been duly sworn according to law, deposes and says that he is the EDITOR of the WISCONSIN BEEKEEPING and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher: Wisconsin State Beekeepers' Association, Madison, Wis.
Managing Editor: H. F. Wilson.
Business Manager: L. T. Bishop.

2. That the owners are: Wisconsin State Beekeepers' Association.

3. That the known bondholders, mortgages, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

H. F. Wilson, Editor.

Sworn to and subscribed before me this 29th day of March, 1924.

(Seal) Alfred J. Haas.

**AMERICAN HONEY PRODUCERS' LEAGUE WANTS
A SLOGAN**

**A Prize of Twenty-Five Dollars
Offered in Slogan Contest**

First, a national trademark; then a slogan to go with it.

"Say it with flowers" has been worth millions to the florists. It is a reminder of every kind of tender and happy sentiment.

The League has twenty-five dollars for someone who can translate all the delicate aroma, delicious flavor and health-giving qualities of honey into a phrase of a few words.

Such a slogan is needed for us in advertising, on posters, on labels and in magazines articles. Beekeepers and honey dealers should use it on stationery, and supply manufacturers stamp it in the wood of sections.

Can you think of a phrase which will answer these purposes — one which will make your mouth water for the world's first and most delightful sweet.

The contest is open only to League members in good standing but anyone can join the League for a dollar, so that keeps nobody out.

The closing date is May 30. Be sure to get your idea in on time.

RULES

1. Any phrase, not over twelve words in length, may be submitted.
2. As many entries may be made by one person as desired.
3. Entries must reach the secretary on or before May 30, 1924.
4. Write your name and address and the slogan on a blank sheet. The secretary will number the entries and the judges will not have the names of the contestants.
5. Every member of the League except the officers and the members of the advertising committee is eligible to compete.

6. The right is reserved to reject all entries if none are believed by the judges to be suitable.

The appointment of the judges is in the hands of the advertising committee and their decision is final.

Write the secretary for further information.

THE AMERICAN HONEY PRODUCERS' LEAGUE

Are you a member of the League? If not, why not? Every beekeeper in Wisconsin should be a member of the State and National Associations. You all complain more or less about difficulties of marketing honey. At the same time are you doing one thing to help the situation? What possible chance has any business if there is no money to start with? There are very few beekeepers who cannot afford to spend three dollars a year for the county, state and national associations.

The American Honey Producers' League is trying in every way possible to improve the beekeeping industry not only for its members, but for all the beekeepers. The League will be able to go just as far as its way is paid and no further. If no one pays in a dollar, then there will be no League. If 1000 members pay in one dollar each, the League will be able to do \$1000 worth of work. If 10,000 members pay in one dollar each, there will be \$10,000 worth of work. Now then, Wisconsin had better than 130 members in the American Honey Producers' League last year. At the present time there are only sixty-eight renewals. There are over 500 paid members in the state association at this time and at the very least 250 of those members ought to belong to the League. Send in that dollar at once and get the April issue of the League Bulletin, you will find it worth while.

Classified Advertisements

25c per line for 1st insertion, 15c per line for subsequent insertions Not less than two lines

WANTED

WANTED—Bees to work on shares in eastern Wisconsin, between Milwaukee and Green Bay preferred. Bishops' Apiary, Sheboygan, Wis.

FOR SALE

FOR SALE—3000 lbs. white clover honey in 60 lb. cans, 12c per lb. Ask for sample. A. E. Wolkow, Sheboygan, Wis., R. 1—Box 177.

FOR SALE—EGGS from heavy winter laying strain. S. C. White Leghorns \$1.50 per setting, \$6.00 per 100. delivered. Satisfaction guaranteed. A limited number of baby chix. Gwin's Apiary and Poultry Yards, Getham, Wis.

FOR SALE—PACKAGE BEES. Circular free. Van's Honey Farm, Hebron, Indiana. 4m

FOR SALE—Eureka Queens, highly disease resisting. American bred copper-colored Italians. Untested, July, one \$1.25, six \$6.50, 12 \$12.00. Tested \$15.00. Eureka Apiaries, A. C. F. Bartz, Mgr. Jim Falls, Wisconsin. 3m

Try this Classified Column for results.

A beekeeper was found busy when visited recently, getting ready for the fair next fall. He was going over hundreds of broods and extracting combs to use in his best colonies to get as near perfect combs as possible. He was keeping his finest beeswax separate to mold later. He was interested in better methods of exhibiting extracted and granulated honey. Some of the older exhibitors may have regrets when they compete with the newer and wide-awake men this fall.

C. D. Adams.

Patronize our Advertisers---

They're Reliable.

A postal card will bring their price-list.

QUEENS**NORDAN'S****QUEENS****Three-Banded Italian Queens****(THREE-BANDED ONLY)**

I am offering my queens that have stood the test for years. I have sent out thousands of queens to head colonies that were dying out with BEE PARALYSIS and not one of them have shown any signs of it. They have made good in every instance. I am raising the same kind of queens this year and mating them to drones that are also immune.

I guarantee every queen to be immune to bee paralysis.

PRICES ON QUEENS TO JULY 1, 1924

1 to 50 select untested, \$1.00 each all over 50 — 10 per cent off.

1 to 50 select tested, \$2.00 each, all over 50 — 10 per cent off.

Select tested queens for breeders, only \$3.00 each net.

Try them and be convinced that there is such a thing as a strain of bees immune to bee paralysis. They have been bred for honey producing as well as all other points.

Safe arrival to all points in United States and Canada guaranteed.

M. S. NORDAN, Mathews, Ala.

Light Three-Banded Queens from Central Louisiana Apiaries

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size

For Delivery after May 10th

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lots of 10 or more.	
10 3-Frame with queen.....	\$ 47.50
25 3-Frame with queen.....	112.50
50 3-Frame with queen.....	212.50
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Indiana

WE MANUFACTURE

Bee Supplies

THAT Are Made to SATISFY

Order your supplies now and make sure of having them ready on time. We have a complete line of supplies on hand at all times and can give you real quality and service.

Get our prices on pails and cans before you buy.

Special prices to Beekeepers'

Write for our new
1924 catalog.

A. H. RUSCH & SON CO.
REEDSVILLE, WISCONSIN

QUEENS

We breed and sell Italian, Golden and Carniolan, of the best strains of blood obtainable, at the following prices:

	1 to 24 25 or more	
Untested, each.....	\$1.00	\$0.85
Select, Untested, each....	1.70	1.50
Tested, each.....	2.25	2.00
Select, Tested, each.....	2.65	2.25
Breeders, each \$5.00, \$10.00, \$15.00		

If you are in the market for Package Bees, Nuclei, and you wish to buy from a breeder of long experience; if you wish bees from Apiaries that were recently inspected by State Inspectors, who certified that none of the Apiaries were infected; if you wish to buy your bees from the best strains of blood obtainable, then write us for prices.

Prices are important, but we consider quality, service, freedom from disease and responsibility of breeder MOST IMPORTANT.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

Package Bees and Queens for 1924

Three Banded Leather Colored Italian Queens Only

After twenty-eight years of select breeding we have a strain of pure Italian bees which we believe to be unexcelled for their disease resisting and honey getting qualities.

Price list of our selected queen bees, postage prepaid:

- Select untested queens \$1.25 each, 12 or more \$1.15 each.
- Select tested queens \$2.25 each, 12 or more \$2.15 each.

Price list of our package bees, with selected queens, transportation prepaid:

- 1 lb. pkgs. with select queens \$3.25 each, 12 or more \$3.00 each
- 1½ lb. pkgs. with select queens \$4.00 each, 12 or more \$3.75 each
- 2 lb. pkgs. with select queens \$5.25 each, 12 or more \$5.00 each.
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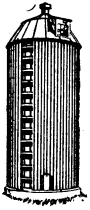
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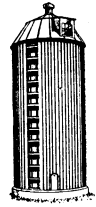
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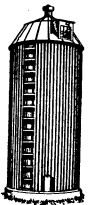
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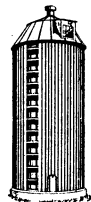
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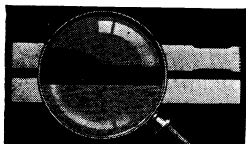
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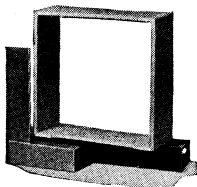
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Lewis first made 1-piece sections available

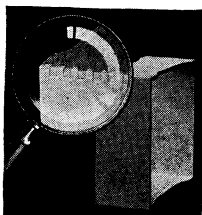
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Six months ago we began to cram our warehouses and stock our dealers to the limit with Lewis comb honey sections. Before the end of the season we shall probably have unfilled orders on hand for two or three million sections. The largest practical beekeepers are placing their orders now. Why not do the same and be assured of prompt shipment? If you have never used Lewis sections in producing comb honey, write for free sample section, note how quickly and easily it folds—then order from our nearest branch or dealer.

\$275 Cash Prize Contest Closes May 1

Have you submitted your suggestions on how to market honey in our Golden Anniversary Prize Contest? Write at once for full information.



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Home Office and Works—Watertown, Wisconsin, U. S. A.

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450 DEALERS THROUGHOUT THE U. S. A.

Wisconsin Beekeeping

Vol. I.

JUNE, 1924

No. 6

THE BULLETIN BOARD STATE HONEY WEEK

Every member of the Association should be making plans to put on a special advertising and honey selling campaign during this week. Arrange now for movie slides, posters, and newspaper articles.

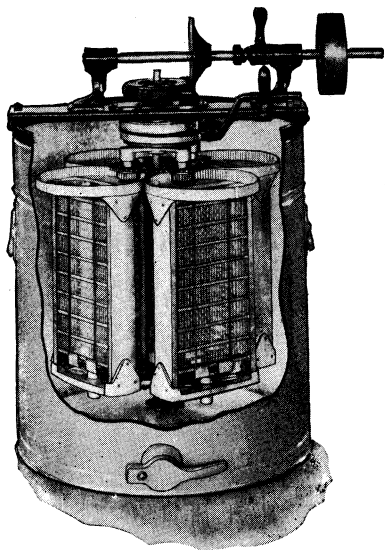
Order your pails, both plain and lithographed, early. Don't forget that we can sell these to you cheaper than they can be bought elsewhere.

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- Are Area Clean-up Campaigns a Success?

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GET ALL OF THE HONEY POSSIBLE



ROOT EXTRACTORS

Are built to run at 350 revolutions per minute and repeated tests have shown that only three ounces of honey are left in a full-size extracting frame while slow-speed extractors running around 200 revolutions per minute leave $\frac{1}{2}$ to 1 pound of honey in the same size frame. This honey left in the combs for the bees to clean up is worse than wasted.

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extractor

There is a Root extractor for any size apiary and any size pocketbook. Two-frame Novice, two-frame, four-frame and eight-frame Multiple reversible extractor and four- and eight-frame Buckeye. All extractors made for Langstroth and Jumbo frames.

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Wisconsin Beekeeping

VOL. I.

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MEMBERSHIP CONTEST

We appreciate that the weather has been very disagreeable of late, but it should soon begin to warm up. We hope that each member of the association will go out and get at least one new member. Here is a list of the new members to date. This is not a very good showing, and we hope that it is not an indication of what we will have by the end of the season.

New Member

By Whom

Enoc Groom, Jr., Steuben.....	C. E. Zilmer, Steuben
J. H. Bierne, Oakfield.....	Wm. Sass, Jr., Fond du Lac
Arno Kienow, 437 Forest Avenue, Fond du Lac.....	Wm. Sass, Jr., Fond du Lac
Bennett S. Bird, Rt. 3, Oakfield.....	Wm. Sass, Jr., Fond du Lac
Louis Kind, Fond du Lac.....	Wm. Sass, Jr., Fond du Lac
H. H. Osborne, Rt. 1, Whitewater.....	John Rappold, Whitewater
W. L. Roberts, Cazenovia.....	James Gwin, Gotham
C. M. Spyker, Rt. 1, Twin Bluffs.....	James Gwin, Gotham
F. W. Starkey, Rt. 2, Richland Center.....	James Gwin, Gotham
Alfred E. Johnson, Rt. 4, Box 37, Waupaca.....	Wm. H. Ewald, Waupaca
Paul Blumer, Monticello.....	Edward Blumer, Monticello
Herman Stein, Hillsboro.....	Frank Yansky, Yuba
Melvin Monsen, Dunbar.....	Louis A. Loboda, New Lisbon
John Wesenberg, Rt. 7, Oshkosh.....	H. E. Greenwood, Oshkosh
Erwin Hartman, Rt. 5, West Allis.....	John Kneser, Hales Corners
W. F. Sommerfield, Oakfield.....	Wm. Sass, Jr., Fond du Lac
Wm. Ros, Oostburg, Rt. 1.....	Ivan Whiting, Plymouth
Wm. Miske, Jr., Box 150, Rt. 1, Adell.....	Ivan Whiting, Plymouth
Carl Becher, Rt. 1, Adell.....	Ivan Whiting, Plymouth
Nick Nagel, Rt. 2, Waldo.....	Ivan Whiting, Plymouth
F. J. Isserstedt, R. F. D., Plymouth.....	Ivan Whiting, Plymouth
Ben Wesling, Rt. 3, Plymouth.....	Ivan Whiting, Plymouth

THE BEEKEEPERS' CONFERENCE AND CHAUTAUQUA

We hope that every member of the state association, as well as other beekeepers in the state, will meet with us this year at the chautauqua. This is probably the last chautauqua we will hold for several years, so if you have not been before, you should plan to come this time. The burden of working up the programs and carrying on the work of building up the chautauqua every year is really too much, and hereafter we will plan to hold such a meeting about every second or third year.

LOCAL ASSOCIATION NOTES

We are very glad indeed to announce in this issue that we have been able to get back to our old scheme of publishing association notes each issue. We will send out about the first of each month a blank to each local association secretary for information concerning their association, and we hope that our beekeepers will help in building up this part of our magazine. Local association news is always interesting, not only to more distant members, but to those in your own county.

COMPARATIVE DATA ON HIVES, BROOD REARING, AND HONEY YIELDS

Ivan Whiting, Plymouth, Wis.

I have become interested in observing the results of the different factors entering into brood rearing and honey production, such as age of queens, size of hives, strains of bees, spring protection, etc., for a number of years. During the last two years the results of my experiences have been impressed upon me since I have had an opportunity in clean-up inspection work to observe the great number of weak colonies there are among beekeepers generally at the beginning of the honey flow.

I am going to give you certain figures taken from my apiary this last year — 1922. The number of colonies which I had was not great, but I think the conclusions I reached, would not be materially altered if taken from a large number. There are several factors entering into my tabulations which make absolute exactness of comparison impossible. For example, I have different strains of bees; I have used some colonies for comb honey, some for extracted honey, some for increase, and some for two or more of these purposes. Then besides, I may not have manipulated all the colonies with equal wisdom. In figuring honey yields I have not scientifically allowed each colony a given amount for winter. Still, I think the conclusions agree with those of former years. First, I shall describe our honey flow. During May we had a week of dandelion and fruit bloom when the scale colony gained 13 pounds. On June 5th the main honey flow began and lasted five weeks. After a few days intermission

a secondary flow started and continued the rest of July, during which time the scale colony gained only 10 pounds. Basswood was failure and fall flowers yielded less than the current consumption of the bees. I have given the honey flow to show the importance of strong colonies early. We can't build up one flow for another.

In the first tabulation which follows the following abbreviations are used: Q—queen, O—old, Y—young, J—jumbo (10 frame), P—protected (one-half inch Insulate on four or five sides and Fiber Felt on top), Unp.—unprotected (possibly one-half inch Fiber Felt on top), L—Langstroth (10 frame). My bees were all cellar wintered. For the present the score will be omitted.

Frames means the number having at least one side well filled with brood or eggs. To be scientifically exact, I should have counted the number of square inches of brood, but that was both impossible and impractical for me in the ordinary yard manipulations. When the yard records were taken there was no thought of publishing tabulations taken from them. So we have to rely upon the law of averages to even up results and make comparisons valid.

The two year old queens had been kept over because they were good queens the two previous years. Yet two of them failed after the first examination in May, and were omitted from the June tabulations. Had the entire seven been considered the amount of brood would have averaged much less in June. Besides, most of the two year old queens and one year old queens were in hives protected on six sides, while the young queens had hives protected on only five sides. Dr. Phillips says that

Q	No.	Hive	Frames	May 12	No.	Frames	June 15	Incr.	Score
O	7—2 yrs.	J P	5	2/7	: 5-2 yr.	8	2	5/7	44
O	13-lyr	J P	6		: 12-1 yr.	8	2		82
Y	8	J P	6½		: 8	9½	3	1/6	97½
Y	24	J Unp	6		: 24	9	3		75
Y	7	L Unp	6	2/7	: 7	9	2/7	3	75

to have the bottom insulated also is almost three times as good as having only five sides protected.

Results as shown by the tabulations are as follows:

1. The old queens show the least gain and are weakest at the beginning of the honey flow.
2. The young queens are ahead.
3. The young queens in protected hives are the best.
4. There is apparently no difference between colonies in unprotected jumbo and Langstroth hives. But since the the jumbo frame is larger, there is about $\frac{1}{4}$ more brood in the jumbo hives. Personally I like the jumbo frame because it holds so much brood and with proper wiring will contain brood clear to the top bar.

As mentioned previously, some colonies were run for comb honey, some for extracted honey, etc. To compare results I had to score the colonies. The score is my estimation of the number of pounds of honey the colony would have produced on an extracted non-increase basis. With some colonies the score represents the exact amount of surplus honey, but not so with most colonies. I had a 50 per cent colony increase and have 1,200 pounds of feed honey for spring which had to be credited to the producing colonies, so these figures are way above my colony average. To put comb honey on an extracted honey basis, I added 50 per cent. At first, I did not intend to include the honey crop in this paper, but the thought came to me that strong colonies should be val-

Brood in	1st group (best)
10 fr. to 13 fr.	17
8 fr. to 9 fr.	3
3 fr. to 7 fr.	1 (21st colony)

Deductions:

1. The group having brood in 12 frames did best.
2. The break comes between those having brood in 7 frames

uable according to their strength. Were we selling package bees then strong colonies would be justified merely on their brood, but our crop is honey, not bees. Furthermore, I know commercial beekeepers who do not want strong colonies because they claim that colonies of medium strength store the most honey.

To go back to the table we find:

1. The lowest score was by the two year old queens.
2. The next lowest score was by young queens in unprotected hives. There is no difference between the L. and J. hives. This result is the only one which does not correspond with my former experience. In 1911 I had 20 L. hives and 4 larger hives and all my surplus was a 50 pound average from the larger hives, each producing about the same. I think the L. hives this year were favored with queens much better than the average.
3. The third group was the old queens in jumbo protected hives.
4. The best group was the young queens in jumbo protected hives. This finding bears out Prof. Wilson's statement in the pamphlet "Wintering Bees in Wisconsin," that cellar wintering in unprotected hives is only half a system.

I also compared scores according to the number of frames of brood in June regardless of the hives or the age of queens and divided the colonies into three classes according to their scores, with the following results:

2nd group	3rd group (poorest)
7	6
6	1
9	14

and in 8 frames. Colonies having brood in less than 8 frames cannot be depended upon.

3. There were several poor

yields among the strongest colonies. This is due to the fact that the strongest colonies are the hardest to manage to get results from according to their strength. They get ahead of the beekeeper and loaf on the job and often swarm or require treatment. It is much easier to get results from medium or weak colonies in proportion to their strength because they behave better.

I also had one colony not included in the first tabulation which deserves special mention. This was my best colony both in score and in actual honey yield. The reason it isn't included is that it had a one year old queen and was in an unprotected jumbo hive. This is the kind of a colony we cite when we argue against protection. How is it possible that an old queen in an unprotected hive could have brood in 12 jumbo frames and surpass all others in honey production? This is my explanation. This queen was from my best stock. In the fall she raised a lot of young bees and came out strong enough in young bees in the spring so that she was not hindered in egg laying because there were not enough bees to keep the brood nest warm. No matter how good a queen is, the size of the brood nest cannot expand beyond the space that the bees can keep warm. Very few colonies seem to have a sufficient force to keep up with a good queen in an unprotected hive. And for that reason practically all colonies need protection, and protection will save stores and conserve bee vitality for later honey gathering in even the strongest colonies although it may not really be needed.

The preceding concludes the data I have on the year 1922, but I have other interesting results in queens in regard to honey crops for the fiscal beekeeping year 1920. In the summer of 1919 I decided to requeen all colonies with purchased queens. I or-

dered queens for August 1. The first came the last of August and the last the first part of September. I began by introducing them to the queenless, the weak, the cross, and those with old queens. I had not yet learned how to introduce with practically no losses, and several queens were lost. When requeening was over, I had 21 colonies with purchased queens and 18 colonies with young queens from my own stock. I expected great results from the purchased queens in 1920 in comparison with those I had raised from my common stock. The year 1920 was a great year and I got a high colony average, but results were not what I had expected them. In the first place, I lost during winter and spring seven colonies with purchased queens. Among the eleven best yielding colonies having surplus honey averages from 302 pounds down to 139 pounds there was only one colony with a purchased queen. Among the seventeen best producing colonies down to 103 pounds surplus there were five purchased queens.

What I learned is summarized as follows:

Young queens must have plenty of bees in the fall or they cannot build up for winter or spring. The best queens are those raised during the honey and given a chance to build up. The colonies with purchased queens that did best were those that were strong in bees before the new queen was introduced. I believe many queens are considered poor, but in fact never had a chance to prove this value, because of some beekeeper's failure to provide proper conditions.

Last fall (1922) I had a chance to profit by the experience just mentioned. I purchased several queens. One of them was a replacement and came late September 14. I began by uniting to two small colonies, but I knew the queen could never build up with so few bees. As I took off the last supers I would put those having

a few bees in them on this colony. The queen was soon laying fine and October was mild. On October 24th, I opened the hive and found brood still in three frames, one of which contained eggs and brood in all stages. There were very few other hives in the yard having any brood after October 1st. I shall be very much interested in this colony next summer.

In conclusion I believe one of the best opportunities for increasing the honey crop is by improving the queens and increasing the colony population in the fall. How often we wish that all colonies had done as well as the best. Well, why haven't they? To produce high uniform averages is not impossible. It has been done. And we should not complain of short crops when some colonies produce high yields.

LOCAL NEWS ITEMS

Richland County Beekeepers' Association reports a membership of 19. The bees in their locality wintered above normal and the honey plants are in fair condition, but late. About 5% of the honey in their county is still unsold. They have promised to do their part in trying to make the state honey week a success.

La Fayette County Beekeepers' Association has 7 members. They state that outdoor wintered bees came out March 15 with all honey consumed and had to be fed. Honey plants are in a better condition now than they have been for ten years. All of their honey has been sold. They are willing to help in the state honey week.

Green County Beekeepers' Association has 12 members. The bees wintered very well and the condition of the honey plants is a little above the average. All of their honey has been sold.

Northeast Wisconsin Beekeepers'

Association total membership is 46. The bees did not winter very well, as there was an average loss of about 35%. The clover is in good condition, but will be late for the weather is still cold. All of the honey in this locality has been sold.

Fox River Valley Beekeepers' Association membership is 33. During the winter the beekeepers lost from 10 to 15% of their bees. Honey plants are in good condition and only about 5% of their honey is still unsold. This association is planning to help in the honey week.

Sheboygan County Honey Producers' Association reports a membership of 38. Bees in this locality wintered very well. They state that not much honey is expected this year, as the honey plants are 50% below normal condition. From 5 to 10% of their honey is still on the market. They have made no definite decision as to whether or not they will help with the honey week.

There are 25 members in the Brown County Beekeepers' Association. Bees wintered fairly well and honey plants are in good condition. About 5% of their honey is still unsold. This association is in favor of helping put the honey week across successfully.

Marathon County Beekeepers' Association has a membership of 40. Bees wintered well. The honey plants are about 90% normal but season is very backward. Beekeepers have from 5 to 10% of their honey crop still on hand. This local organization is also planning to do its part in making the honey week successful.

Bees in Grant County wintered fairly well. Honey plants are late. Approximately 15% of their honey is still unsold. Beekeepers in this locality are going to help with the state honey week.

STATE HONEY WEEK

This week is one of the most important links in the marketing program of the state association. It is important that not only the members of the state association, but other beekeepers as well, take part in this effort to bring honey before the public. There ought to be a demonstration and exhibit in every town and city in Wisconsin during this week. Formulate your plans for putting on a demonstration and exhibit, also arrange with your local newspapers to print the series of articles which we will furnish you free of charge. We are asking every beekeeper who is interested in helping with honey week to send in his name. We will be glad to answer individual inquiries and help out with suggestions for whatever plan you may have in mind.

State honey week has been set by the association for November 16 to 22, but we find that there is considerable conflict with other meetings during that week and we think that the honey week should be held during the week of November 9 to 15. The state association meeting will also come during the week of November 16 to 22 and this would greatly interfere with the demonstrations which are due to come with the honey week. If any member of the association knows of a reason why it is not advisable to hold the honey week at that time, please write us, so that we can determine whether or not it is best to change the date.

State honey week will be changed, unless the members of the association object, from November 16 to 22 to November 9 to 15.

In translations of a code of law of the Hittites Dr. Barton at the University reports, "The people were great bee raisers. The code provided that any one guilty of stealing bees should be punished by being stung to death."

RADIO COLUMN

Herbster, Wisconsin,
May 8, 1924.

Wisconsin Beekeepers' Association,
Madison, Wisconsin.

H. F. Wilson, Editor:

I wintered my bees out doors and out of twenty hives, I have lost one hive. I find that in wintering outdoors that my bees have their first flight about March 1st.

Last year we had very little surplus and I hear there has been a heavy loss. One party told me his loss was 30%. I think that starvation causes those heavy losses. I have my bees in winter quarters yet, but some have their bees out of cellars. Today we had a heavy snow with cold winds and I am glad that I have not unpacked my bees. It seems that what little honey that was produced has been all sold but we have no uniform prices, as some producers sold their honey for 65 cents for a five pound pail.

Prospects for a bumper crop so far look good. I noticed a couple of young drones a few days ago. Bees are working good and are bringing in pollen fast. I will unpack my bees around the 15th of this month. Bees up here start swarming around June 1st.

I must thank the Beekeepers' Association for the prompt action they have taken on matters, which I have written them. I surely have received my dollars' worth already. The Bulletin Board is fine dope.

Yours very truly,
(Signed) Daniel J. Buckley.

H. V. Wilson of South Milwaukee, in reply for our request for next year's prospects, writes that they seem to him to be excellent. He thinks that the bees will be in a very good condition by the time of the honey flow and that the condition of the plants is good. This is certainly an optimistic way of looking at the situation and we hope that Mr. Wilson's

WISCONSIN BEEKEEPING
 Official Organ of the Wisconsin State
 Beekeepers' Association.
 H. F. WILSON, Editor.

Entered as second class matter, January 11, 1924, at the postoffice at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to the
 Wisconsin State Beekeepers' Ass'n,
 1532 University Ave., Madison, Wis.

Advertising rates given on application

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 includes one year's subscription to
 Wisconsin Beekeeping.
 Make remittance payable to
 H. F. Wilson

predictions come true. Mr. Wilson's letter was one of the most interesting ones we have received because he proceeds to call our attention to some of our bad habits and we are not so sure but what he is right. We will try to do better next time.

**AMERICAN HONEY
 PRODUCERS' LEAGUE**

That the American Honey Producers' League is a growing institution is evidenced by the fact that the membership is increasing rapidly. The national secretary, Dr. Fracker, reported that on May first there were members in every state in the United States except five. Those states having more than fifty members each are Colorado, Michigan, Oregon, New York and Wisconsin. Last year and the year before Wisconsin had more members in the American Honey Producers' League than any other state association. Up to the present time, all of the members of last year have not renewed. Be sure to send in your dues at once to the League, so that we can keep Wisconsin in the lead.

One of the most important activities of the Legal Aid Committee, was the completion of the book entitled, "The Law Pertaining to the Honeybee," which is now in press. This book will include all the court decisions of the entire English speaking world on the status of the honeybee and contains every cited case involving honeybees. This little book contains all the information needed by beekeepers in determining their apiary rights. It also suggests the means of defense in case the bees get the owner in trouble and should prove helpful to every beekeeper. This book will be sold for \$3.00 less 20% discount to all members of the League, which will mean an actual cost of \$2.40. Write to Dr. S. B. Fracker and send him your check. If you are not a member of the League, the net price will be \$3.00.

**HOW MUCH SHOULD YOU
 GET FOR YOUR HONEY?**

Are you cheating yourself? A member of the association dropped in to the secretary's office the other day and complained quite bitterly about the low prices at which some of our beekeepers were selling honey.

It is really difficult to understand why beekeepers in the state should be willing to let their honey go at 11c and 12c a pound in ten pound pails when the present wholesale prices are 11c a pound. I am afraid that those beekeepers who are selling their honey so cheap are really not making any effort to figure out how much it costs to produce honey. I am quite sure that people would be as willing to pay a fair price for honey, if it is properly marketed, as they would a poor price. It is really a slander on our product to offer it for sale at such ridiculously low prices as are being followed according to reports which come in to this office.

The price committee will soon meet to set the price for the coming year.

That price will undoubtedly be higher than some of our beekeepers will think desirable, but it is the price basis on which honey is being sold by most of our good beekeepers. If those beekeepers who are underselling the market will only hold up their prices for a year or two, they will find that they can sell their honey at a fair price as well as the other fellow.

FROM THE G. B. LEWIS BULLETIN FOR MAY

Our questionnaire published last month in "News Items" showed that 43% of the beekeepers (average small beekeepers) considered swarming to be their biggest problem. In the same questionnaire we asked "How many supers per hive do you own?" and received the following replies:

26%	had	1.
36%	had	2.
11%	had	3.
19%	had	4.
6%	had	5.
2%	had	6.

The New York State Marketing Association, through their agent, has made arrangements with a successful honey selling organization, to canvas from house to house the entire city of Brooklyn, New York, with Blossomsweet honey, according to R. B. Willson.

HOW TO SUCCEED WITH BEES

This is the title of a new 96-page book written by E. W. Atkins and Kenneth Hawkins. Every beekeeper in Wisconsin should have a copy of this book and the price is very reasonable indeed. A copy can be secured from the G. B. Lewis Company at Watertown for 59c., postage prepaid. They offer to let you have this book for ten days examination and then if you feel that the book is not worth the money paid, you may return it and get your money back. This book is practical and up to date and will help you to keep bees better,

INTERNATIONAL APICUL- TURE CONGRESS

The seventh International Apiculture Congress will be held at Quebec, Canada, during the first week of September 1924. There will be two sections of this congress, one is to be held in French and the other in English. There will be a number of international authorities on beekeeping present, and Wisconsin beekeepers who are planning to take a vacation in the fall by automobile would find it greatly worthwhile to take this trip to Quebec. The journey can be made eastward to Washington, New York City and then up across the international boundary.

The main subjects on the program are here included:

Tuesday, September the 2nd, at 9 o'clock A. M.: First regular meeting of both sections to examine the *first question*: "Selection of artificial breeding of queens, according to the American and Canadian methods." "Formation of nuclei, fecundation, shipping of mothers, nuclei and swarms." (Said address to be accompanied with practical demonstrations)

At 2 o'clock P. M.: Examination of the *second question*: "International relations to be maintained between each country regarding the sale and disposition of the bee industry products and by-products." Control of Swarming.

Wednesday, September the 3rd, at 9 o'clock A. M.: Examination of the *third question*: "Better methods (legislations, treatments or remedies) to be used in combating the most efficiently possible the contagious diseases among the bees." This subject is specially included in the program at the request of the American and Canadian beekeepers.

At 2 o'clock P. M.: Discussion of the *fourth question*: "Organizing associations and propaganda means to increase the honey consumption and facilitate its sale."

Thursday, September the 4th, at 9 o'clock A. M.: "Adoption of wishes, eventual election of new members of the International Commission and fixing the place and date for the next International Congress."

Thursday, in the afternoon: "Visit to the Exhibition."

Friday, at 8 o'clock A. M.: "Leaving Quebec for Sainte-Anne-de-la-Pocatiere, on the Dominion of Canada Experimental Farm. Visiting the farm and practical demonstrations on beekeeping. Return to Quebec, at 7 o'clock P. M."

Saturday, at 8 o'clock A. M.: "Trip on the Saint Lawrence, as far as the Saguenay River, stopping enroute at a few places; return to Quebec on Monday morning."

Monday, at 9 o'clock A. M.:

Adhesion Fees

	<i>Europe</i>	<i>America</i>
(a) Governments, Provinces and Cities.....	50 frs.	\$10.00 (minimum)
(b) Federations and Societies.....	50 frs.	10.00 (minimum)
(c) Patron Members.....	20 frs.	4.00 (minimum)
(d) Active Members.....	10 frs.	2.00 (minimum)

"Leaving Quebec, by busses, for Montreal. On the way, visiting two or three apiaries."

Tuesday morning: "Visiting apiaries around Montreal."

For those desiring to go farther, there will be an excursion to visit apiaries in Ontario, the Canadian West, as far as Vancouver.

At the same time as the International Congress of Beekeepers, there will be held an exhibition of agricultural beekeeping equipment and literature. All beekeepers who may have invented something special are asked to send a piece of such equipment to the apiculture congress for this exhibition. Address all correspondence to C. Vaillancourt, Department of Agriculture, Quebec, Canada.

Selling Honey Through the Use of the Badger Brand Trademark

*By Louis A. Loboda,
New Lisbon, Wis.*

As I have been asked by our Secretary to give a talk on how I am disposing of my crop of honey, I will give you just a brief outline of how I do it. First, let us consider we have to have a good quality of honey. When you know you have a good product, you feel you can back it. And the dealer will have confidence in you then. Because, he is just as liable as the beekeeper, when he handles a poor quality of honey. When you can give him your guarantee that your honey is pure, and that the honey is put up as the law calls for, he will do business with you as far as buying is concerned. When you show the dealer your sample case of honey, and he notices the same brand on all your

containers, he feels you have a good assortment of honey. And he will buy it from you. Here is the guarantee I give to my dealers: I agree to talk back every pound of honey, after the honey season is well over. This way the dealer knows I am protecting him in every way, and he will wait for you the next season in spite of all the beekeepers near him in his locality.

I tell the dealers I run a movie slide in his home theater, advertising the Badger Brand Honey, and that all dealers have it for sale. I run this slide at my own expense, as it doesn't cost very much anyhow. Some theaters charge me a dollar a month, and some theaters a dollar and a half. I feel it is the cheapest advertising there is; the cost of the slide is one dollar, which can be purchased from our State Beekeepers' Association. At home I also run ads in the paper at my expense, advertising the dealers

handling the Badger Brand Honey, which is another good way of selling your honey. These ads can be secured from your Bee Journal all ready to put in your paper, at a very little cost. It costs me a dollar a week for a five inch column to advertise these ads. It will surprise you to see how your honey moves. Occasionally, write something about beekeeping for your paper. The editor will be glad to do it for you without any expense to you at all. But, remember him, and "slip" him a pail of honey once in a while, and he will know you are appreciating what he is doing. What does a pail or two of honey amount to to a commercial beekeeper, that produces a couple thousands of pounds every year? And still it will be a great favor as a gift. I have my editor at home so trained now, that every time he sees me, he asks, "Well, what are you going to put in this week?" If you feel you can't write an article of your own, go over your library of bee books and find something that will educate the public to use more honey. There are various ways of going at it, if the beekeeper will use a little good judgment. Make a practice of visiting your dealers at least once a month, and if the dealer should run out of honey, before you get to see him, give him a self-addressed card, and all he has to do, is to mail it, and you will know he is out of honey. If you can sell more honey than you can produce, buy it from some brother beekeeper in your State, until you can produce enough of your own. But be sure you are buying a good grade of honey. In my own case I am under production now, and have to buy it. But, nevertheless, if you have a good trade, hold it, even if you have to buy honey. I expect to produce enough honey some day, so I will not have to buy it.

As to prices—See that every dealer sells it at the same price, then the public will know there is a uniformity of prices throughout the country. If

you find a dealer underselling your honey against another dealer handling your same honey, take it away from him, and do not let him handle you honey any more, unless he is willing to make good again, which they usually do. These are the restrictions I place on the dealers handling my honey. But I must say the men I have been dealing with, are all cooperating.

Another good advertising of Badger Brand Honey, which I forgot to mention, are these posters which our State Association sells at ten cents a piece. I place two of these posters in each store. One in the front window, and one somewhere in the store, so the public can see it. When the people come into the store, they are reminded to buy some honey. If you really want to interest the public in honey, put in a window display of honey and live bees, at one of your dealers, and it will keep you busy bringing in honey every day to your dealers. I had a window display at one of my dealer's this Fall, and it was successful. I run a beekeepers' movie together with this exhibit, and it more than surprised me to see the interest shown by the public. I had to run this movie three nights in order to have all the people in the community see it. I secured these beekeeping films from the G. B. Lewis Company, of Watertown, Wis., and I know they are willing to let any beekeeper have them. The use of these films didn't cost me anything, and they are surely educational to anybody. Stationery is good advertising also. I receive many Mail Orders through the use of my stationery. Just think of the enormous amount of men employed by our Government that handle our mail, and see your stationery decorated with the word "honey." It also acts as a reminder to buy some honey. Stationery can be bought from our State Association, or from publishers of Bee Journals. Another good way of advertising honey, is to exhibit at our County and State Fairs.

If all the beekeepers in our State would only advertise their good product, there would be an underproduction of honey throughout the State.

I hope to see the day when at least 80% of our product will be sold under the Badger Brand Trade mark.

ARE AREA CLEAN-UP CAMPAIGNS A SUCCESS?

By S. B. FRACKER,
Madison, Wisconsin

Two or three weeks ago I was foolish enough to engage in an acrimonious political discussion during which bitter criticisms were made of various recent presidents of the United States by different members of the party. If we were to judge Republican presidents by what Democrats say about them or Democratic presidents by the rumors persistently whispered by Republicans, we would reach the conclusion that the American people in picking a president choose the most dastardly criminal available.

The reason for these criticisms is because each person is comparing a prominent figure with an ideal, is judging a human being on the basis of a high imaginary standard to which we hope he will attain.

Bringing this illustration a little closer to our present subject we might answer the question "Are Area Clean-up Campaigns a Success?" either in the affirmative because the amount of bee disease is reduced or in the negative because American foulbrood so far has not yet been completely wiped out. In other words, if we judge the effectiveness of bee disease control methods by the imaginary standard of absolute freedom from disease two or three years after the campaign has begun, we must admit that so far such has not been the result and area clean-up campaigns have not brought that freedom from worry which was perhaps at first anticipated.

I think that we will all admit on the other hand that such a basis for

judgment is hardly the correct one on which to answer such a question. For our present purpose I am assuming that what this audience is interested in is whether foulbrood area clean-up campaigns have resulted in reducing the amount of disease present, have prevented its spreading, have changed counties and townships from unprofitable bee-keeping territory to areas in which honey producers can keep bees with some promise of success, and most important of all, whether any other superior plan of campaign has been suggested which can be substituted for the area clean-up method. After making a rather close examination of the subject on this basis I am personally convinced that this plan of handling bee disease control is not only a pronounced success, but is the only method which is even partially satisfactory for handling the problem.

Wisconsin has received so much advertising during the last three or four years on its bee disease control methods that I would prefer (if sufficient information were available) to improve our perspective by getting away from this state and investigating the methods employed elsewhere. Wisconsin is neither the first state to try this system, nor is it perhaps the one in which greatest success has been met. Detailed figures regarding the various areas in other parts of the country are so difficult to obtain and published tables so hard to interpret justly unless one is familiar with all the circumstances that we shall be compelled to use the Wisconsin figures at least in part. If some attention is therefore paid to other states it is not because I do not have somewhat of a natural feeling of pride in the accomplishments of the fine group of inspectors who have been handling the work in Wisconsin.

The foundation of any plan for disease or pest control is knowledge of the distribution of the disease or pest concerned. As long as it occurs only in sporadic outbreaks the area clean-

up plan as employed in Wisconsin is of questionable value unless it is adopted merely for the purpose of locating such outbreaks. If only one bee yard out of one hundred shows American foul-brood there must be of course some method adopted to locate that bee yard, but with a disease as virulent and as readily infectious as American foulbrood the only reasonable course to pursue under such conditions is destruction of the infected material root and branch. The same thing is of course true with human diseases and cattle infections. The foot and mouth disease in cattle is probably no more severe than several other diseases which are present in the United States, but rather than add it to the troubles we now have all the forces of the federal and state governments were directed to its complete eradication when discovered. The appearance of yellow fever, bubonic plague, and similar troubles in one of the ports of the United States would justify extreme methods of eradication even though other forms of human disease might be present in the same locality which were even more injurious. I feel, therefore, that Florida, and I believe one or two other southern states, have been entirely justified in adopting instead of a general area clean-up policy the complete destruction of each center of infection that they are able to discover, in place of the persistent, remorseless stick-to-it-iveness which has characterized the work in the Mississippi Valley states where progress is being made in the control of bee disease.

Two of the states in which remarkably successful bee disease control work has been carried on are Texas and Indiana. While widely different in geographic location, apicultural methods, and in the personality of the beekeepers they are alike in the fact that other nearby states have not adopted similar methods and are now paying the penalty. The organization in both states is almost identical with

that of Wisconsin. Apiary inspection is in the department of agriculture and is under the direction of the State Entomologist. The Chief Inspector devotes all of his time, at least during the inspection season, to administration of inspection work, but most of the work is done by a considerable number of local inspectors who are locating each beekeeper they can find in the area in which they are working. Five years ago while Wisconsin was still talking about area clean-up methods Texas had already secured excellent results along those lines and some counties in which bee diseases had formerly been serious or rampant were even then believed to be entirely free of disease.

In Texas the situation is complicated a little by the large number of queen rearing and bee breeding apiaries which require inspection certificates. This necessitates considerable investment of time and money in the inspection of these large yards which ship bees to the northern states. As a result a somewhat smaller portion of the inspector's time can be given to the clean-up work. The actual number of colonies of bees inspected in Texas is much greater than that of any other state of which I have been able to get figures, amounting to between forty and fifty thousand per year as compared with thirty thousand in Wisconsin and about twenty thousand in Indiana. The queen breeders located mainly in parts of the state which are free from disease represent about one-third of this amount. However, the work there while laborious is hardly comparable with that which must be done when bee disease is present. In a recent report on this subject the State Entomologist of Texas reports that out of forty-five thousand colonies inspected in the twelve months ending about a year ago six hundred eighteen were found infected with American foulbrood and of these five hundred forty-one colonies were destroyed. In that state treatment is

permitted if the beekeepers prefer it, but except in yards where the infection is rather wide spread it is discouraged as much as possible, and destruction urged in its place. They feel that by following this policy they will be able to completely eradicate American foulbrood in Texas in the not very distant future.

The results of the county-by-county method of dealing with bee diseases are also remarkable in Indiana. The inspection force there is efficient and they are taking a few counties at a time and keeping at them until the results are worth while. In a recent published report, for example, it is stated that in Lake county which adjoins Chicago the first inspection in 1918 showed 23% infected with disease. In 1919 this was reduced to 14%; in 1920 to 4%; and in 1921 to only 2%. Lake county beekeepers now know that brood diseases can be controlled although four years ago some of them were skeptical as to what the result would be.

To be continued

The Milwaukee County Beekeepers' Association held their spring meeting at the Public Library on May 16. There are now 73 members in the Association. The beekeepers report only 2% winter losses. The conditions of the honey plant at this time are 100%. Only about 1% of the last years crop still remains in the hands of the beekeepers. This Association will help with the State Honey Week.

There are 40 members in the Washington County Beekeepers' Association. Bees wintered well. Conditions of honey plants — 100%. About 8% of the honey in this county is still unsold. This association has also consented to do its share in making the honey week a success.

Bees in Pepin County have wintered well. Many are now short of stores. Season late; prospects look favorable.

Classified Advertisements

25c per line for 1st insertion, 15c per line for subsequent insertions. Not less than two lines

FOR SALE

FOR SALE—CHEAP—100 swarms Italian Bees and 40 acres of land located 3 miles from Raddison, Sawyer Co., Wis. An extra good location for Bees. Reason for selling too far from home Apiary. If interested write owner Mrs. George Stowell, Barron, Wis. for prices.

FOR SALE—EGGS from heavy winter laying strain. S. C. White Leghorns \$1.50 per setting, \$6.00 per 100, delivered. Satisfaction guaranteed. A limited number of baby chix. Gwin's Apiary and Poultry Yards, Gotham, Wis.

FOR SALE—PACKAGE BEES. Circular free. Van's Honey Farm, Hebron, Indiana. 4m

FOR SALE—Eureka Queens, highly disease resisting. American bred copper-colored Italians. Untested, July, one \$1.25, six \$6.50, 12 \$12.00. Tested \$15.00. Eureka Apiaries, A. C. F. Bartz, Mgr. Jim Falls, Wisconsin. 3m

Try this Classified Column for results.

QUEEN REARING SIMPLIFIED

This is the title of the latest thing in queen rearing, which contains 119 pages and has been prepared by Mr. J. Smith of Indiana. The book is for sale by the A. I. Root Company. Those beekeepers who are interested in attempting to rear their own queens should secure a copy of this book.

PARDON OUR MISTAKE

In the April number of Wisconsin Beekeeping, we published an article, "Two Ways to Advertise," and signed the name of George Jacobson. We find that this was written by Mr. William Jacobson, a son of Mr. Geo. Jacobson.

Patronize our Advertisers---

They're Reliable.

A postal card will bring their price-list.

QUEENS

NORDAN'S

QUEENS

Three-Banded Italian Queens**(THREE-BANDED ONLY)**

I am offering my queens that have stood the test for years. I have sent out thousands of queens to head colonies that were dying out with BEE PARALYSIS and not one of them have shown any signs of it. They have made good in every instance. I am raising the same kind of queens this year and mating them to drones that are also immune.

I guarantee every queen to be immune to bee paralysis.

PRICES ON QUEENS TO JULY 1, 1924

- 1 to 50 select untested, \$1.00 each all over 50 — 10 per cent off.
 1 to 50 select tested, \$2.00 each, all over 50 — 10 per cent off.
 Select tested queens for breeders, only \$3.00 each net.

Try them and be convinced that there is such a thing as a strain of bees immune to bee paralysis. They have been bred for honey producing as well as all other points.

Safe arrival to all points in United States and Canada guaranteed.

M. S. NORDAN, Mathews, Ala.**Light Three-Banded Queens from Central Louisiana Apiaries**

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

**PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size
For Delivery after May 10th**

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lo's of 10 or more.	\$ 47.50
10 3-Frame with queen.....	112.50
25 3-Frame with queen.....	212.50
50 3-Frame with queen.....	400.00
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Indiana

WE MANUFACTURE

Bee Supplies

THAT ^{Are} Made to **SATISFY**

Order your supplies now and make sure of having them ready on time. We have a complete line of supplies on hand at all times and can give you real quality and service.

Get our prices on pails and cans before you buy.

Special prices to Beekeepers'

Write for our new
1924 catalog.

A. H. RUSCH & SON CO.
REEDSVILLE, WISCONSIN

QUEENS

We breed and sell Italian, Golden and Carniolan, of the best strains of blood obtainable, at the following prices:

	1 to 24	25 or more
Untested, each.....	\$1.00	\$0.85
Select, Untested, each.....	1.70	1.50
Tested, each.....	2.25	2.00
Select, Tested, each.....	2.65	2.25
Breeders, each	\$5.00, \$10.00, \$15.00	

If you are in the market for Package Bees, Nuclei, and you wish to buy from a breeder of long experience; if you wish bees from Apiaries that were recently inspected by State Inspectors, who certified that none of the Apiaries were infested; if you wish to buy your bees from the best strains of blood obtainable, then write us for prices.

Prices are important, but we consider quality, service, freedom from disease and responsibility of breeder MOST IMPORTANT.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

Package Bees and Queens for 1924

Three Banded Leather Colored Italian Queens Only

After twenty-eight years of select breeding we have a strain of pure Italian bees which we believe to be unexcelled for their disease resisting and honey getting qualities.

Price list of our selected queen bees, postage prepaid:

Select untested queens \$1.25 each, 12 or more \$1.15 each.

Select tested queens \$2.25 each, 12 or more \$2.15 each.

Price list of our package bees, with selected queens, transportation prepaid:

1 lb. pkgs. with select queens \$3.25 each, 12 or more \$3.00 each

1½ lb. pkgs. with select queens \$4.00 each, 12 or more \$3.75 each

2 lb. pkgs. with select queens \$5.25 each, 12 or more \$5.00 each.

3 lb. pkgs. with select queens \$6.25 each, 12 or more \$6.00 each.

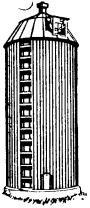
We guarantee every queen or package of bees to arrive in perfect condition and otherwise to give entire satisfaction.

BEAR IN MIND WE PREPAY ALL TRANSPORTATION CHARGES

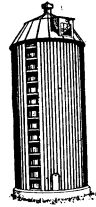
M. C. BERRY & CO.

BOX 697 MONTGOMERY, ALABAMA.

References: The First National Bank, Montgomery, Ala. The Gleanings in Bee Culture, Medina, Ohio. The American Bee Journal, Hamilton, Ill.



The BLOCKI



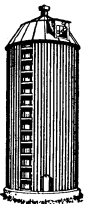
Double Wall Silo

FROST PROOF STORM PROOF

RIGID

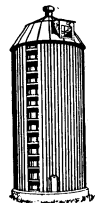
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Write us a Postal Card for Catalog and Prices.



F. BLOCKI CO.

SHEBOYGAN, WISCONSIN



MACK'S QUEENS

Are reared to suit the most particular beekeeper. They are *Hardy, Gentle* and very *Prolific*. Every purchase must make us a satisfied customer or money back. Customers who purchased our queens sparingly the past season are now sending in their orders for 50 and 100 lots. If they did not satisfy would such customers be so liberal? Just send for free catalog and read why they satisfy.

We breed the Three Band Italians only

	1 to 49	50 to 99	100 up
Untested	\$1.00 each	\$.95 each	\$.90 each
Select Untested	1.25 each	1.20 each	1.15 each

Capacity 1000 Queens Per Month

Herman McConnell

ROBINSON,

-

-

ILLINOIS

We Manufacture Foundation



OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



GUS DITTMER COMPANY

AUGUSTA, WISCONSIN

Early Order Discounts ON Bees and Supplies

Everyone is looking for a way to save money—This is one of them. Sections, Section Holders, & Separators, Hoffman Brood Frames—all at big discounts. Write in for quotations on the supplies you need for 1924 season

CHARLES MONDENG

146 Newton Ave. North and
159 Cedar Lake Road

MINNEAPOLIS,

MINNESOTA

Here at Last—the Secret, Successful Methods That Produce Large Crops of Fine Honey.

IN this new book the successful methods known only to the few leading beekeepers are simply and clearly told. Into its 96 large-type, clearly printed pages is crowded all the up-to-the-minute information on profitable beekeeping.

This book is different from all others. It does not go into the technical side of beekeeping. Every word is the latest practical "how" of beekeeping and honey gathering.

"How to Succeed with Bees" will answer all the real problems and questions that come up about your colonies. It will give you the latest authoritative information on every vital point. It will make you the wonder of your neighborhood in your solid, practical knowledge of beekeeping. It will probably enable you to make several times as much honey and money per colony—save your time—get larger crops and higher prices.

Till now we believe these simple essentials of practical beekeeping have never been presented at such low cost. Fifteen years ago, members of the G. B. Lewis organization began to gather this information. Trips were made into every North American state and several European countries. Successful honey producers everywhere were interviewed.

And every plan has been tested. For four years we have applied these methods with our own colonies. In 1923, in a poor location and in a season when many beekeepers in the same section secured no surplus crop, 75 colonies of bees operated under these methods required only 15 days of our work and yielded over 75 pounds of choice honey per colony!

We want every beekeeper in America to have this book—and we have priced it so that no beekeeper can afford to do without it. We have charged off the cost of gathering these ideas, methods and photographs throughout the world, and have priced the book to cover only the cost of printing.

Remember that you may examine this book for ten days and if in any way it is not what you expected, you may return it and have your money refunded without question. An increase of two or three pounds in your honey crop will pay the entire cost—59c—yet you save days of work, guard against mistakes in your beekeeping, increase your honey production and reputation as a successful beekeeper. Use the coupon for convenience.

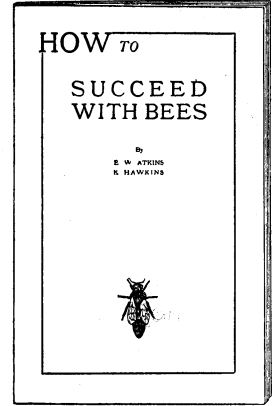
G. B. Lewis Company

Manufacturers of

LEWIS BEEWARE

Home Office and Works, Watertown, Wis., U. S. A.
Over 400 Dealers Throughout North America

Branches—Albany, N. Y.; Lynchburg, Va.; Memphis, Tenn.; Wichita, Kans.



Can You Answer these Questions? Otherwise You Can Hardly Succeed with Bees.

1. What would you do to save a swarm if you expected it next day and had to be away from your home all day?

2. What is the simplest method of preventing wax moth destruction of combs?

3. When is comb honey profitable to produce?

59c will bring you the latest approved methods and answers to these questions and all other important beekeeping questions.

"Not only good reading, but gives the reader a correct perspective of the annual work in the apiary. —Charles N. Greene, Chief Apiary Adviser, Department of Agriculture

—reads very easily—a lot of good information packed in a small space. I shall not hesitate to recommend your book to beekeepers."

—H. F. Wilson, Secretary Wisconsin Beekeepers' Association, University of Wisconsin.

"—told in a way the ordinary person can understand—and the things are those which will increase the chances of any beekeeper succeeding with bees. It is a dandy." —J. H. Merrill, Professor of Apiculture, Kansas State Agricultural College.

ONLY 59c. POSTPAID MAIL THIS COUPON TODAY

G. B. Lewis Co.,
Watertown, Wis.

You may send me your new 96-page book briefly and simply giving me the latest successful methods and information on profitable beekeeping. I enclose 59c which you agree to return without question if I return the book within ten days after I receive it.

Your Name

Street

Postoffice

State..... R.F.D.....

Everyone who purchases "How to Succeed with Bees"—or places an order for Lewis BEEWARE—will also receive, free of charge for a year, the regular issues of our BEECAUSE Bulletin—a distinctive Lewis service of helpfulness to beekeepers.

Wisconsin Beekeeping

Vol. I.

JULY, 1924

No. 7

THE BULLETIN BOARD

HONEY PRICES FOR 1924

The Price Committee will meet about July 15 to study state association prices for this year's crop. You can help the committee a great deal if you will immediately write the Secretary. Give percent of normal crop, percent of comb and extracted honey, and about what your total crop may be.

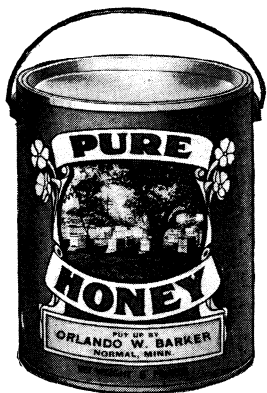
What should be the prices of honey for 1924?
Retail and wholesale?

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Work.

A Good Container Will Sell Your Honey At A Profit

HONEY CONTAINERS



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Wisconsin Beekeeping

VOL. I

JULY, 1924

No. 7

BEEKEEPERS' CONFERENCE AND FIELD MEET

Fond du Lac, Wisconsin
August 12 to 14, 1924

PROGRAM

Tuesday, August 12th

- 9:00 Registration.
10:45 Address of Welcome—R. D. Haentze, Mayor of Fond du Lac.
11:15 Response for Beekeepers.
11:30 Address by President W. S. B. A.—James Gwin.
11:45 Announcements.
1:30 Adaptations of Beekeeping to Locality—E. F. Phillips.
2:30 Relation of Climate to Honey Gathering—J. I. Hambleton.
3:30 Relation of Climate to Spring Development — V. G. Milum.
4:00 Swimming.

Wednesday, August 13th A. I. Root Day

- 9:00 A. I. Root, A Tribute—H. Lathrop.
9:15 A. I. Root's Contribution to Beekeeping — G. E. Demuth.
10:00 Investigations Carried on by A. I. Root—E. F. Phillips.
10:45 Some Fundamentals of Marketing—L. G. Foster.
11:45 State Honey Week and the Wisconsin Products Exposition—Miss Fischer. (Food Demonstration)
12:00 Picture of Conference.
1:30 Foundations of Proper Wintering — E. F. Phillips.
2:30 Fall Management — J. I. Hambleton.
3:30 Comb Honey versus Extracted Honey for the Future—G. E. Demuth.

4:30 Swimming.

6:00 Picnic.

7:00 Robin Hood Pageant.

Thursday, August 14th

- 9:00 Brood Disease Control — E. F. Phillips.
10:00 Minor Factors in American Foulbrood Control—C. D. Adams.
10:30 Farm Advertising — A. W. Hopkins.
11:15 Fundamentals of Merchandising—H. H. Bakken.
1:30 Swarming and Swarm Control—J. I. Hambleton.
2:30 Honey Production Costs — E. W. Atkins.
3:00 The American Honey Producers' League—B. F. Kindig, President.
3:45 Business Session W. S. B. A.

"THE HONEY TEA ROOM"

This is the name of a delightful little Tea Room which Miss Fischer, secretary of the State Association has opened at 723 University Ave.

Miss Fischer has developed some delicious and appetizing dishes in which honey is used in place of other sweets.

Best of all she is making people appreciate honey and its use in cooking.

Here are a few of the dishes which she is serving:

Honey Fudge Sundaes.

Honey Pear Sundaes.

Honey Banana Pie.

Honey and Banana Salad.

Honey Graham Muffins.

Honey Nut Bread.

Honey Fudge Cake.

Miss Fischer resumed her office of Secretary on July 1 and has been employed by the University to help with the organization work in beekeeping.

INSPECTION OF QUEEN BREEDERS

Beekeepers who desire to purchase Wisconsin bred queens are warned to be careful about securing them from inspected apiaries. Queen cages can easily carry an American Foulbrood infection if the queens are coming from diseased yards.

Special inspections are made each spring of those who wish certificates of health which will enable them to sell queens. Those who have held such certificates in recent years and who have applied for them for the coming year are:

George Stowell, Barron, Wis.
 Nathan Paddock, Warrens, Wis.
 Theodore Gentz, Shawano, Wis.
 A. F. C. Bartz, Jim Falls, Wis.,
 via Keystone.
 Adolph Sonnenberg, Melrose, Wis.
 Bert Handy, Richland Center, Wis.

Inspections are being made during June and if these yards are found free from disease they will be authorized to sell queens during the summer.

ARE AREA CLEAN-UP CAMPAIGNS A SUCCESS?

By S. B. Fracker
 Madison, Wis.

(Continued from Page 69 of
 the June issue.)

In Newton county, Indiana, the figures follow a similar percentage—23% of the colonies diseased in 1918, were followed with 10% in 1919, 4% in 1920, and 2.8% in 1921.

By maintaining a constant appropriation of about \$10,000 a year for the past six years Indiana has been able to show a more constant apparent rate of progress than Wisconsin. The percentage of disease has gradually gone down from 15% in 1918 to 10% and 6%, to 4½% in 1921 at the time of the last report. The apparent improvement in Wisconsin is not quite so great because each year we have taken on new counties, the

heaviest centers of infection not being reached until this year.

Our Wisconsin figures have been presented so many times and in so many different ways that it seems needless this time to go over the complete record. Regardless of our most active work we are still having trouble cleaning up the larger commercial apiaries. I sometimes believe that the more a man knows about American foulbrood the more likely he is to retain it in his bee yard throughout his entire life. This problem has been especially serious in Richland and Manitowoc counties where some beekeepers have become used to foulbrood and are succeeding in keeping bees in spite of it.

Nevertheless, the progress in the various clean-up areas has been excellent. Fond du Lac has been going down from a condition in which 40% of the apiaries were infected through 20% last year until this season Mr. Schultz is finding only about thirty-four out of the 440 bee yards in the county showing any disease whatsoever. The colony percentage has been reduced from 8% down to 2%.

In our old offenders such as Jefferson and Milwaukee counties there are still a dozen old offenders hanging on in each place in spite of persistent effort, but the proportion of diseased colonies is less than 2%.

One more factor needs to be taken into consideration in interpreting the figures as they are published in biennial reports. In spite of the fact that we have been using the term area clean-up or county clean-up method for a number of years, it was only last season that we began covering the entire county. For example, in Jefferson county the whole northwest district from Lake Mills through Waterloo and the southeast district from Sullivan to Palmyra was omitted, our attention being given to the wide heavily infected strip throughout the county. Last season, which was the first year we had sufficient funds with which to work, these other areas were

explored and it was found that there were a number of infections in the northwest and southeast sections.

There has been a similar experience in Richland county. A survey which an army would call a reconnaissance trip was made throughout the north-east two townships and no disease was found, and it was therefore assumed until last year that this area was clean. A careful farm to farm inspection made through these townships last season showed a number of beekeepers about which we had no information, and one section particularly which was 100% diseased.

In spite of these complications, in spite of the obstacles of cleaning up large yards where the honey is on all the tools and on all the equipment, in spite of having to deal with little beekeepers, big beekeepers, men who are entirely familiar with foulbrood and who have been breeding it for years, men who are anxious to clean it up, and men who are too afraid of material; in spite of working in localities where practically all the honey on the market is infected and whatever it is exposed to results in infecting some bees; in spite of the inspectors often being completely balked by commercial bee men who seem to insist on pulling out infected frames, concealing disease from the inspectors, being careless with infected material, and feeding infected honey to their colonies; in spite of all these obstacles the number of infected apiaries and the number of infected colonies in the state of Wisconsin is now steadily decreasing. I hardly know whether to be as optimistic as Doctor Tanquary, the State Entomologist of Texas, and express a hope that by following the present policy we will be able to eradicate the American foulbrood from the state in the not very distant future, but I am willing to say this—that this year we have entered the last extensive American foulbrood infection center, namely, the belt through Ozaukee, Washington, and Dodge counties, and that if the beekeepers

continue their active co-operation and support there never again needs to appear on any apiary inspection record any where near as many cases of American foulbrood as were shown on last year's records. In other words I believe that the peak has been passed, that the most serious obstacles have been encountered and that the outlook for a definite proof that American foulbrood campaigns on the area clean-up campaigns are an unqualified success is greater than it has ever been before.

TO USE A RUBBER STAMP ON TIN

It is often desirous to use a rubber stamp on tin. In Wisconsin the law requires that the grade, color, and the producers' number be on the container and a rubber stamp containing this information is furnished by the Bureau of Markets. When using a lithographed pail it is very convenient to stamp the information on the cover. The following improvised stamp pad has been found to be satisfactory:

Over a piece of glass or other smooth, flat surface is stretched a double thickness of cheese-cloth held in place by string or rubber bands. With this as the stamp pad, the following "ink" is spread **LIGHTLY** on it:

Japan—5 parts.

Quick drying varnish—1 part.

Drop black—enough to make the mixture black but not thick.

One inking of the pad suffices for the stamping of many covers. If, after the ink on the pad has dried, it is desired to stamp more covers, simply ink a new portion of the pad. Keep ink stored in an air-tight container.

Richard Butler.

It is odd but things will appear in print that are not only misleading but that are exactly opposite from the truth. The following is quoted from a news item, "Bees abhor the smell of the human breath, as well as perspiration from animals. For that rea-

son, one need but breathe on a bee to get rid of it, and a sweaty horse can lie down in a bees' nest without taking a chance of being stung to death." The first sentence is all right—bees do dislike an unpleasant odor, but that is just the reason why the last part of the quotation is untrue. Because of this dislike, bees will attack and sting an animal or person that has an offensive odor about them.

This instinct on the part of the bees is exactly what one would expect who is familiar with the habits of bees. They are actually the cleanest animals that one could imagine. Absolutely every bit of dirt or refuse is continually kept out of the hive. If a member of the colony dies his body is immediately carried several feet from the hive. Or possibly a lizard or a mouse has wandered into the hive and has been attacked or stung to death. In this event the body would be too large for the bees to carry out, and they would proceed to cover the whole body with propolis (a sort of waxy substance) so as to make a regular mummy of it. This would prevent decomposition and the bees could live happily and cleanly with the dead mouse.

Richard Butler.

SOME THOUGHTS ON MARKETING OF HONEY

By H. H. MOE

To start the ball rolling, and aid the marketing committee of the Wisconsin Beekeepers' Association, I shall review some principles in the marketing of honey, based on my own experience in marketing. The beginner may find some value in them, and experienced beekeepers can add to, or elaborate on some points. Moreover, this is the time to lay plans and be prepared for the honey flow and the busy marketing season. It is well to remember, that few fast and hard rules can be prescribed in honey marketing. The marketing situation in large cities like Milwaukee and Mad-

son is naturally different from that of the country villages. A few *don't's* and a few things *to do* should be helpful. First, if you market your honey with the merchant or grocer, protect him. Strange as it may seem this is often not the case. I have known beekeepers to first sell merchants all they could, and then peddle or retail to consumers around town at cut rates. This is ruinous business both for the merchant and the honey producer. I have had many years experience and it has convinced me that it pays big to protect your merchant, either by not selling to retail customers of your merchant, or if you must, keep the same price as your merchant. Then be sure to put your honey up in a neat and attractive way. Apple dealers know that a red, attractive apple will sell when others will not. Neatness and attractive labels are good selling points. And this is especially true of honey. A neat, clean and attractive cake of comb honey!—well, it has always sold with me. Give your merchant honest weights and honest goods and he will soon come to know you and remember your goods.

In extracted honey, I find that all merchants have different calls for honey in various containers. Some years ago I used to sell extracted honey largely in fruit jars. Of late one pound and two pound bottles have been the main sellers with five pound and ten pound pails. Like all good traveling men, make the round of your grocers to see what they need. Replace containers on which he may be sold out. While there is a small sale for granulated honey, in my case, most of the call is for the liquid form. In making the rounds of my merchants I always remove the granulated honey and liquify it for the merchant. Your merchant may know how but it takes time and bother. I find it pleases the merchant when I do it and his goods always look fresh and attractive. These are small points, but big ideas in selling honey, as your

merchant will tell you, if you are the kind he can instruct.

There is a large field among the small grocer that can be greatly developed. A recent article in "Gleanings" emphasizes this point. While there are beekeepers who can market their product direct to consumers, yet the fact remains that the grocer is where people ordinarily go to purchase food products and they have a business preeminently fitted to handle honey, and we can largely increase the consumption of honey by taking care of this business.

The above points are for the individual honey producer and his relation to the grocer. One more point of such importance I wish to mention here. That is when the price committee have decided on established prices, let us all take note of it. Then for our own good let us follow them. There no doubt will be little beekeepers who will take notice of the prices that they may undersell. I suppose we shall have our greatest difficulties here. While the fellows are damaging the market, the way to do is to sell quality goods at right prices. I have on various occasions lost merchant buyers for a time being. But these fellows have soon played out. And some customers I have, have refused to be taken in by these beemen and their cut rate honey. Here is where I think Bee Associations, State and Counties, can do much to improve our market and market conditions.

QUARANTINE MEASURES IN BEE DISEASE ERADICATION WORK

By B. F. KINDIG

State Apiary Inspector for Michigan

I have taken the liberty of striking out the word "control" and substituting therefor the word "eradication," because we do not use our quarantine power excepting in that area where we are trying to absolutely eliminate disease. In speaking of disease, I wish to be understood as re-

ferring to American foul brood. We pay no attention to European foul brood beyond explaining to the beekeeper how to handle the disease. We feel that European foul brood is the beekeepers' problem and not ours except in a limited way.

We have at present under quarantine, twenty counties in Northern Michigan. Our quarantine forbids the taking into those counties, any bees on combs or used beekeepers supplies. We are also asking all shippers not to send package bees into that area with any food which contains honey. All the bees in those counties have been inspected and we know just where to expect an outbreak of disease. We are therefore able to disregard all bees in that area except where they have not been free from disease for two years. All yards where disease has been found are inspected at least once each year and when they are free from disease for two years we consider them comparatively safe for the future.

How do we know that no diseased bees are being brought in from outside? Every beekeeper in that area knows of the quarantine and its restrictions. In connection with the disease eradication work we are vigorously enforcing the law relative to box hives and crossed combs. A large number of beekeepers have been caught with illegal hives. They are required to transfer or burn. The working out of this gives us a peculiar slant on beekeeping psychology. It almost always follows that when one beekeeper is compelled to treat disease or straighten up boxes, he at once becomes interested in seeing that every beekeeper within his range keeps strictly to the law. He becomes in a manner, a self-appointed deputy of our office and through these men we get a lot of information about what is going on in their counties. We have had a very few breaches of the quarantine and I believe we have looked into every case of breach of quarantine that has occurred. When a qua-

quarantine is put on an area, it is for a term of five years. Long before the five years have expired, that area is fenced off from the rest of the state by quarantines on adjoining counties so that when a quarantine is once placed it practically amounts to a permanent quarantine.

The fact that a county is quarantined and that the beekeepers know that they are up against one or more inspections per year until passed as free from disease, gives each one a desire to do all that can be done to eradicate disease as soon as possible. Our rule is to give the beekeeper two years in which to clean up and pass inspection. Unless an unusual condition is present, we feel that if he has not cleaned up by the end of two years that it is time for us to clean the place up. It is generally known that we have cleaned up several places and most of the fellows feel that they would rather do it themselves. So, there is the stimulus that drives them to do all they can to eliminate disease as quickly as possible. As an example of the way this works out I may say that in one area of seventeen counties which were under quarantine previous to this summer, there are only five outfits where disease has appeared this year. It is also interesting to note that these are all large producers of extracted honey. The little fellows practically all cleaned up with our assistance the first season. I should say that our inspectors treat all cases of disease where found outside of the yards of the commercial honey producers. They also give the professionals such assistance as is needed. Through the quarantine and the clean inspection, the beekeepers are given new hope for their future as beekeepers. They are optimistic of the future in their counties.

We receive much help from interested beekeepers. For example, during the week of August sixth, it became necessary to clean up one yard of 31 colonies and another of 19 colonies, all diseased. For that work our

inspectors had the assistance of seven beekeepers from that and an adjoining county.

The quarantine of itself would be a joke unless coupled with a complete inspection of the area. The quarantine gets lots of publicity and there is always considerable discussion as to what the inspectors are going to do. By putting the lid on a whole area, we get the cooperation of the county agents. County agents always fight shy of law enforcement in a small way but when their entire county is being covered they know that the balance of public opinion is with them and they give us much valuable assistance through the mediums of advertising and organization that they command.

Under our old method of working, the inspector always had more or less trouble and the work was not congenial to many. With the publicity that we now get, practically every beekeeper is looking forward to the inspection, whether he wants it or not and needs no persuading regarding the necessity of doing the work.

As stated before, the quarantine of itself is useless. It is what goes with it that makes the quarantine of value. As an example of the value of the quarantine, I might mention the case of nine counties in which we are attempting to eradicate disease without using the quarantine. All of these counties but three are isolated from each other. In one of those counties, we have a resident inspector for about five years and he has devoted from ten to thirty days each year to cleaning up disease. Last fall this inspector reported the county as free from disease. This spring reports coming to our office indicated trouble in two sections of the county. An investigation by the inspector revealed that a public auction had been held in an adjoining county and a considerable number of diseased colonies and some second hand equipment had been distributed in what was previously an area free from disease. Such occur-

WISCONSIN BEEKEEPING
 Official Organ of the Wisconsin State
 Beekeepers' Association.
 H. F. WILSON, Editor.

SOME PECULIAR HABITS OF BEES

By *Lowell E. Noland,*
Zoology Dept., University of Wis.

Entered as second class matter, January 11, 1924, at the postoffice at Madison, Wisconsin, under the act of March 3, 1879.

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ences as this are very discouraging to an inspector who has made a sincere effort to keep his territory free from disease. It is also very expensive for our department. Such things do not happen where the area is under quarantine.

The quarantine is an experiment which has proved to be of much value to us. Our quarantine authority has been in use for only two years but we feel now that it is necessary for best results in our work. It takes away much of the risk of reinfection of clean territory. It gives our work publicity which we consider as very essential to harmonious work with the smaller beekeepers with whom we have had no contact heretofore. While it inconveniences some persons, yet it operated for the benefit of all by taking away the constant danger of an infected outfit being placed within range of a beekeeper who has no disease. The commercial honey producers are unanimous for the quarantine.

Mr. Chairman and Members of the
 Bee-Keepers Conference:

I wish to inform you at the start that I appear before you as a zoologist, and not as a bee-keeper; consequently, if, in my remarks I betray some lack of intimacy with bees and their habits, I hope you will understand the reason for it and grant me some measure of indulgence.

The occasion for presenting this paper arose last spring when, in looking through some of the zoological journals, I came across an article by Karl v. Frisch in the *Zoological Jahrbuecher*, entitled "*Ueber die Sprache der Bienen*" (Concerning the Speech of the Bees"). The title looked inviting, and although the reading of some two hundred pages of German presented some difficulty for me, I found the contents of sufficient interest to repay the effort. I reviewed the article before the Zoology and Entomology Clubs of the University, and at Prof. Wilson's request I am giving you a brief resume of the work therein reported and some discussion of it in the light of the views of other prominent bee-men. In this way, even though I am not a bee-keeper myself, I hope to be able to bring to your attention certain new facts about bees which might otherwise escape your notice for some time, due to the inaccessibility of the journal and the difficulty of translation. What I shall say will be in the nature of a review of the article by v. Frisch, dealing primarily with the way in which bees communicate to each other information concerning sources of nectar or honey in the field. I have endeavored to orient myself in the subject by information derived from von Buttel-Reepen's excellent book "*Das Leben und Wesen der Bienen*," McIndoo's papers on the sense organs of bees, the

work of Casteel and Bonnier on the collecting of nectar and pollen, and the general discussion of the subject in Dr. Phillips "Bee-Keeping."

The means used by bees to pass on information from one individual to another has for a long time been a subject of interest to bee-keepers. One finds such questions as "How do bees that have discovered a source of pollen or nectar tell other bees about it?" "How does the information concerning the absence of the queen travel through a hive?" or "How is a swarm under natural conditions led to a new hive location?" discussed at considerable length in the literature. Several means of communion have been suggested, the chief ones being: (1) the different tones produced by the vibrations of the wings, (2) the odors produced or carried by bees, and (3) contact stimuli such as tappings of the antennae, vibrations of wings and body, etc.

Von Buttel-Reepen adheres most strongly to the sound theory. He points out in his book that bee-keepers are able to distinguish different tones in hives, such as the swarming tone, the sharp stinging tone of irritated bees, the contented hum of a hive after a good day's work, the harsh tone of hungry hives, and the tone set up when the absence of the queen is discovered.

There is, of course, no doubt that such differences in tone exist. The question at issue is whether the tones so produced are actually perceived by the other bees and recognized as meaning something. Practically all the experiments that have been carried out to determine whether bees hear have had negative results. We find such entomologists as Lubbock, Forel, Peckham, Fiedle and McIndoo either denying to bees any sense of hearing or maintaining that it is of little importance as a means of communication. Dr. Phillips, after a brief summary of von Buttel-Reepen's arguments for the sense of hearing in bees, has this to say in his

book on Bee-Keeping: "It need scarcely be pointed out that these statements are not conclusive evidence of a sense of hearing in bees; in fact most of the phenomena observed are as readily interpreted as evidence of a sense of smell. * * * To sum up, we are justified in concluding (1) that no organ or organs of hearing are recognized, (2) that the existence of a sense of hearing is doubtful, and (3) that the investigations so far carried out are inconclusive."

Von Frisch describes in the article already referred to some tests which he carried out to determine whether bees are sensitive to sounds of the same pitch as those produced by bees flying out to a rich food supply. He took a violin out near the hive and set up two feeding stations, one with abundant food and the other with little available food. After a considerable group of bees had begun collecting from the two stations he listened to the tone produced by different bees, matched the tone on the violin and recorded it in his notes. In this way he took 265 readings on bees flying out to a rich food source and 115 on bees flying out to a meagre supply. He found the tone of the richly fed bees to be about a full tone higher than that of the poorly fed bees, although the variation in both groups was considerable. To determine whether this higher note would prove attractive to other bees, a new feeding station was set up and near it was placed a tuning-fork vibrating to the same pitch as that of bees flying out to an abundant supply of sugar water. The bees did take notice of the apparatus, and flew around it, but they paid no more attention to it when it was vibrating than when it was silent. There was no apparent effect other than the interest which the bees felt in the strange object near the hive. The tuning-fork was chosen in preference to any other instrument because its sound most closely resembled that of a flying bee. Since so much care was exercised in trying

to match the sound of the bee both in pitch and quality, the fact that the results were negative would seem to be strong evidence against the assumption that bees hear and are attracted by the tone of flight of bees setting out for a rich nectar supply. Von Frisch is therefore opposed to the idea that bees communicate by sound.

In the experiments to be described later von Frisch used an observation hive holding six frames so placed that one side of all the frames could be observed from a door on one side of the hive, the other side of all the frames being visible from another door on the opposite side of the hive. Thus all the bees in the hive could be observed from one side or the other. The work was carried out at Munich, Germany, partly on university grounds, and partly in the botanical garden of the city, which was placed at his disposal for his studies on the collecting of pollen and nectar. He devised a scheme of marking bees with different colors of a mixture of artists' colors, shellac and alcohol. The mixture was applied with the tip of a small camel's hair brush as small spots on the thorax and abdomen. By a combination of color and location of the spots he was able to work out a system by which he could number about 600 different individual bees.

Among the first experiments he performed were the following: He placed some sugar water in a dish a short distance away from the hive. Remaining by the dish he caught and marked each bee that visited the dish until about twenty-five had been marked. After these bees had gone from hive to dish and back several times, the dish was covered so that the sugar water was no longer accessible. The frequency of visits from the bees then rapidly fell off. Later in the day he watched the closed dish for half an hour and in that time observed only one bee come and fly around the dish. Then he uncovered the dish. There was a considerable

period before any bee came, but as soon as the first bee had gone back to the hive with a load of sugar water, the others very quickly came and in the second half hour the number of visits to the dish totalled eighty-six. These visits were almost all made by bees that had been marked before and belonged to the group that had previously been collecting at that spot. The experiment indicated, then, that the same group came back, and that there was some quick and efficient way of mobilizing the group when it became known to one of them that food was again available.

To determine whether one or two special bees in the group were acting as food scouts, the dish was covered and on the following day the closed dish was carefully watched for several hours and the number of each bee visiting the covered dish during that time was recorded. It was observed that almost every bee in the marked group came back at least once to see if food was again available. Some came more than once, but the results were clearly in favor of the conclusion that there were no special food scouts in the group, but that each bee made an occasional scouting trip.

Observation of the marked bees in the hive during periods when food was not offered showed that these bees aside from making an occasional scouting trip to the previous collecting station did nothing whatever to help along the work of the colony. They remained quiet or crawled slowly about over the comb without any apparent purpose. It would seem from this observation that the indefatigable industry of the proverbially busy bee has been somewhat overestimated. They have managed to keep up their good reputation by doing all their loafing inside the hive.

The efficiency of the dance in mobilizing bees within a definite group is illustrated by the observation that out of 174 marked bees that had been seen to participate in a dance with a

leader from their own group 155 appeared at the dish within five minutes after contact with the dance-leader. A further observation of considerable interest was this: in a number of cases it happened that after the first successful bee entered the hive several other bees belonging to the same marked group would come out of the hive and fly in haste to the dish, even before the first bee had come out of the hive for another trip. This looked as if the bees were being *sent* to the old collecting station instead of being *led* there.

To find out just what was happening von Frisch repeated the experiment and watched the first bee carefully through the observation walls on its return to the hive. It entered, crawled hastily over the comb, stopping occasionally for a moment to give sugar water to other bees in its path; then it hurried high up in the hive in the midst of the other bees, and proceeded to execute a series of peculiar movements to which von Frisch applies the name *Rundtanz* (circle dance).

These movements had been described some years by a bee-keeper by the name of Unhoch, and since his description characterizes the reaction quite well, I shall read you a translation of it:

(To Be Continued)

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Branch Warehouses of the G. B. Lewis Company in charge of our own managers at your service: 328 Broadway, Albany, N. Y.; 408-12th St., Lynchburg, Va.; 132 Webster Ave., Memphis, Tenn.; 415 So. St. Francis St., Wichita, Kansas. Write for name of dealer nearest you.

LEWIS BEEWARE

QUEENS **NORDAN'S** **QUEENS**

Three-Banded Italian Queens

(THREE-BANDED ONLY)

I am offering my queens that have stood the test for years. I have sent out thousands of queens to head colonies that were dying out with BEE PARALYSIS and not one of them have shown any signs of it. They have made good in every instance. I am raising the same kind of queens this year and mating them to drones that are also immune.

I guarantee every queen to be immune to bee paralysis.

PRICES ON QUEENS TO JULY 1, 1924

- 1 to 50 select untested, \$1.00 each all over 50 — 10 per cent off.
- 1 to 50 select tested, \$2.00 each, all over 50 — 10 per cent off.
- Select tested queens for breeders, only \$3.00 each net.

Try them and be convinced that there is such a thing as a strain of bees immune to bee paralysis. They have been bred for honey producing as well as all other points.

Safe arrival to all points in United States and Canada guaranteed.

M. S. NORDAN, Mathews, Ala.

Light Three-Banded Queens from Central Louisiana Apiaries

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

**PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size
For Delivery after May 10th**

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded	
Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lots of 10 or more.	
10 3-Frame with queen.....	\$ 47.50
25 3-Frame with queen.....	112.50
50 3-Frame with queen.....	212.50
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Indiana

WE MANUFACTURE

Bee Supplies

THAT Are Made to **SATISFY**

Order your supplies now and make sure of having them ready on time. We have a complete line of supplies on hand at all times and can give you real quality and service.

Get our prices on pails and cans before you buy.

Special prices to Beekeepers'

Write for our new
1924 catalog.

A. H. RUSCH & SON CO.
REEDSVILLE, WISCONSIN

QUEENS

We breed and sell Italian, Golden and Carniolan, of the best strains of blood obtainable, at the following prices:

	1 to 24	25 or more
Untested, each.....	\$1.00	\$0.85
Select, Untested, each.....	1.70	1.50
Tested, each.....	2.25	2.00
Select, Tested, each.....	2.65	2.25
Breeders, each	\$5.00, \$10.00, \$15.00	

If you are in the market for Package Bees, Nuclei, and you wish to buy from a breeder of long experience; if you wish bees from Apiaries that were recently inspected by State Inspectors, who certified that none of the Apiaries were infected; if you wish to buy your bees from the best strains of blood obtainable, then write us for prices.

Prices are important, but we consider quality, service, freedom from disease and responsibility of breeder MOST IMPORTANT.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

Package Bees and Queens for 1924

Three Banded Leather Colored Italian Queens Only

After twenty-eight years of select breeding we have a strain of pure Italian bees which we believe to be unexcelled for their disease resisting and honey getting qualities.

Price list of our selected queen bees, postage prepaid:

Select untested queens \$1.25 each, 12 or more \$1.15 each.
Select tested queens \$2.25 each, 12 or more \$2.15 each.

Price list of our package bees, with selected queens, transportation prepaid:

1 lb. pkgs. with select queens \$3.25 each, 12 or more \$3.00 each
1½ lb. pkgs. with select queens \$4.00 each, 12 or more \$3.75 each
2 lb. pkgs. with select queens \$5.25 each, 12 or more \$5.00 each.
3 lb. pkgs. with select queens \$6.25 each, 12 or more \$6.00 each.

We guarantee every queen or package of bees to arrive in perfect condition and otherwise to give entire satisfaction.

BEAR IN MIND WE PREPAY ALL TRANSPORTATION CHARGES

M. C. BERRY & CO.

BOX 697 MONTGOMERY, ALABAMA.

References: The First National Bank, Montgomery, Ala. The Gleanings in Bee Culture, Medina, Ohio. The American Bee Journal, Hamilton, Ill.

MACK'S QUEENS

Are reared to suit the most particular beekeeper. They are *Hardy, Gentle* and very *Prolific*. Every purchase must make us a satisfied customer or money back. Customers who purchased our queens sparingly the past season are now sending in their orders for 50 and 100 lots. If they did not satisfy would such customers be so liberal? Just send for free catalog and read why they satisfy.

We breed the Three Band Italians only

	1 to 49	50 to 99	100 up
Untested	\$1.00 each	\$.95 each	\$.90 each
Select Untested	1.25 each	1.20 each	1.15 each

Capacity 1000 Queens Per Month

Herman McConnell

ROBINSON,

-

-

ILLINOIS

We Manufacture Foundation



OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



GUS DITTMER COMPANY

AUGUSTA, WISCONSIN

Early Order Discounts ON Bees and Supplies

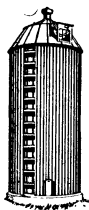
Everyone is looking for a way to save money—This is one of them. Sections, Section Holders, & Separators, Hoffman Brood Frames—all at big discounts. Write in for quotations on the supplies you need for 1924 season

CHARLES MONDENG

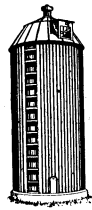
146 Newton Ave. North and
159 Cedar Lake Road

MINNEAPOLIS,

MINNESOTA



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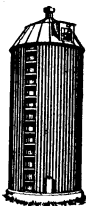
Double Wall Silo

FROST PROOF STORM PROOF

RIGID

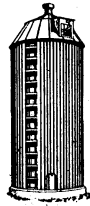
DURABLE

Write us a Postal Card for Catalog and Prices.



F. BLOCKI CO.

SHEBOYGAN, WISCONSIN



Wisconsin Beekeeping

Vol. I.

AUGUST, 1924

No. 8

THE BULLETIN BOARD MARKETING NUMBER

Please read this number through very carefully and help the association by sending in your report. Also give us any additional information which you may think worth while.

COOPERATION OF ALL HELPS THE INDIVIDUAL

Let's all get together to market our honey in a business way and on a business basis — standard containers, standard labels, standard prices, both wholesale and retail, and every member of the association cooperating for the good of all.

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A Good Container Will Sell Your Honey At A Profit

HONEY CONTAINERS

LITHOGRAPHED HONEY PAIL
The only soldered non-leak lithographed
pail on the market.

CARTONS FOR COMB HONEY
Attractive, sanitary, and printed in colors.

ROUND GLASS JARS

Your honey sells best in white glass jars with attractive labels.

WHITE GLASS TUMBLERS

PARCEL POST CANS

TIN CANS "HONEY FOR SALE" SIGNS 60-LB. SQUARE CANS

COMB HONEY DISPLAY CASES

CARRIERS FOR SHIPPING COMB HONEY

COMB HONEY PAPER SHIPPING CASES

A. I. ROOT CO. of Chicago

226 W. Huron St.
CHICAGO, ILLINOIS

A. I. ROOT CO. of St. Paul

292 E. Sixth St.
ST. PAUL, MINNESOTA

Wisconsin Beekeeping

VOL. I.

AUGUST, 1924

No. 8

PLEASE RETURN

Due to the fact that many sample copies of the January, February, and March issues were sent out to old members, we have a shortage of these three numbers. The secretary would appreciate having these numbers returned in case a member does not intend to keep up his files of Wisconsin Beekeeping.

CROP REPORT

California. Reports indicate worst drought in many years. Bees barely making a living in June. Sumac and wild buckwheat blooming but yielding very little nectar. Practically no surplus from sage. Imperial valley may have two-thirds crop. Star thistle in northern part not producing much nectar. Alfalfa yielding fairly well. White orange honey in small lots 15c per pound. Ton lots sold at 12 to 12½ cents per pound. Orange comb ton lots sold at \$6.00 per case. One car lot 1923 crop. White clover and star thistle sold at 9½ cents per pound. Small lots of 11 cents.

Washington, Oregon, Idaho. Coast regions report big crop. Eastern Oregon and southwestern Idaho reports practically no yield because of drought. Single 60's at 11½ to 12½ cents per pound. Ton lots 9 to 10 cents.

Utah. Prospects poor.

Montana and Colorado. Prospects better than last year although rain badly needed in some parts. Supplies of old honey nearly exhausted. One car lot white clover sold at 9 cents per pound. Ton lots at 9¾ cents. Single 60's at 10 to 11 cents. Small pails at 11¼ to 12½ cents wholesale.

Arizona. Prospects bad. Some

beekeepers may have to feed to save bees.

Texas. A good crop has been secured.

Plains Area. Prospects good from sweet clover.

Michigan. Prospects good.

Ohio. Prospects fair.

Northeastern States. This is latest season on record, in many sections 3 to 4 weeks behind normal. Many report that bees are extremely light in numbers, and have not built up sufficiently to take full advantage of the clover flow which is just coming on. Pennsylvania expects a good flow from basswood, and it may yield in New York. Sweet clover flow is now on. Much American foulbrood reported. Few sales White clover, 60 lb. cans and ton lots 11 cents. Light Amber, single 60's, 9 cents, Amber 8½ cents per pound.

Southeastern States. Reporters in Louisiana and Mississippi advise that crop will be short as a result of the long dry spell, although bees are working on clover and sweet clover. A large crop has been secured in Georgia, however, and Florida reports the best season so far in years. The next flow in Florida will be from the palmetto, in August. Package business in the South is over for the season.

Much of the large Georgia crop has already been sold, and sales have been reported from other states at the following prices: Extracted, white, 60 lb. cans 17c, ton lots 13-16c, carlots quoted 10-12c; bulk comb, Light Amber 15-17c, ton lots 14c per lb., small pails, wholesale 16c per lb., Amber, bbls., 6-8c, Light Amber 8-10c. Comb, 24-section cases \$5.00, Light Amber \$4.50. Beeswax 25c per pound.

HONEY CROP CONDITIONS IN TEXAS

We have extracted a clipping from the Texas Honey Producer, which we think should be of interest to Wisconsin Beekeepers. Note especially that the wholesale price of honey in ten pound cans is 14c a pound on a six can basis for bulk comb honey. Wisconsin extracted honey should always be proportionately high in price and if all of our beekeepers would maintain standard retail and wholesale prices, they should have no difficulty in disposing of their crops at these figures. With more advertising by individuals the sale of honey should be greatly increased.

THE HONEY PRODUCER

A Message to Members of the Texas Honey Producers Association.

The Crop Condition

The honey crop is quite large in most of the Southwest Texas district. The guajillo catsclaw honey is practically all sold and the horse-mint crop has moved readily. Horse-mint honey has to be handled very carefully this year owing to the fact that it ripened very slowly on the hives. There was much complaint that the bees were slow in sealing the combs and many beekeepers became impatient and extracted it too soon. Green horsemint honey is dangerous and likely to ferment. Do not risk losing your honey by taking it off too soon. Let it fully ripen and let the bees cap the combs before you start extracting.

Mesquite is showing a scattering bloom but no flow of any magnitude has yet been reported. It is getting a little too late to expect any very considerable surplus from mesquite.

The cotton area is in good condition for a normal honey flow if dry weather ensues. Bees are in good colony condition and more than ordinary early spring flows were enjoyed which made unnecessary the usual spring feeding.

Honey Movement

Even in the face of a rather large crop all the early honey has moved very readily. Up until the last week in June all honey, both comb and extracted was being sold practically as fast as it could be prepared for shipment.

Naturally, with the advent of watermelons and fruits upon the market the demand for honey will fall off slightly and it will move more slowly. Already the demand is showing a tendency to slack up.

There will be no recession in price unless the beekeepers themselves force the price of honey down. If you and your neighbors hold the Association prices every pound of honey in Texas can be sold at the present prices. The price cutters had their way to some extent in forcing the price of Summer honey down to their level. Your Association prevented them from slaughtering the price on the early spring honey. With your help and your influence we can prevent them from beating the price down any further.

The Wholesale Price

The Association price to honey buyers in wholesale quantities, and to legitimate wholesale grocers, (for resale in bulk lots) is 14 cents 6/10's basis for comb honey, f.o.b. the producing station.

These are the Association prices. List your honey with the Association, giving number of cases of each size and grade. We are sending out orders with bills of lading for shipment direct from your station to consuming point.

CROP CONDITIONS IN WISCONSIN

In June we sent out a circular letter to a number of our members in various parts of the state to secure information for the Price Committee. Most of these indicate that the crop

will be below normal but later reports from the same localities are more optimistic and indicate that in general a fair to good crop may be expected. Reports from northern Wisconsin indicate a bigger crop than usual.

Although many colonies of bees were weak and in poor condition, the cold spring retarded the blooming of clover and this gave the bees more of a chance to build up by the beginning of the honey flow. At this date, July 15, clover is in full bloom and gives promise of continuing for three or four weeks yet due to the frequent rains. Sweet clover wherever it is found, has made a very rank growth and should yield an abundance of nectar.

Prices indicated by our beekeepers range from \$1.75 to \$2.35 per ten pound pails and \$1.00 to \$1.25 per five pound pail, with the greatest number at \$2.00 per ten pound pail and \$1.10 per five pound pail.

Let us all try to get together on a set of uniform prices as recommended by the state association, — and do not be in a hurry to unload your crop unless you can get a fair price.

BEEKEEPERS' CONFERENCE AND FIELD MEET AUGUST 12 TO 14

These are the dates set for the summer meeting of Wisconsin beekeepers, and we hope that you will find time to attend. Come and spend three days with your neighbors and beekeepers from other parts of the state.

This meeting is open to all beekeepers and members of the association should make an effort to get those who are not members of the association to attend. Come early and stay late.

The complete program was published in the July number. Arrangements will be made for a visit to the State Penitentiary at Waupun on Friday, August 15, if any of the beekeepers so desire. We will not be responsible for your safe return.

STATE HONEY WEEK

November 16 to 22 will be the next big event for beekeepers after the state and county fairs. Now let's see.

You are all doing a certain amount of advertising by making exhibits at your local fairs. Perhaps you are doing a little advertising around town. This year let's put on a big united marketing and advertising campaign during STATE HONEY WEEK.

How can this be done?

By advertising in your local papers.

By demonstrations at your local grocery stores.

By organized house to house canvases in your entire territory and leaving literature at every house regardless of whether or not you make a sale.

Send in for a set of our news articles on honey and bees and get them in your local papers. If you want any help in organizing the work for your county, let us know. We will do what we can.

TO POUR HONEY FROM 60 Lb. CANS

This cap is recommended when filling small containers from a 60 lb. can. Insert a cork when flow is to stop.

Have tinsmith solder a spout about 2½ inches long and ¾ inches in diameter in the screw top from a 60-lb. can. Cost 15c. Carefully remove the cork lining from the cap, cut out a ¾ inch hole in its center, and replace.

A shingle nail is driven into the top of the can in the position indicated on the diagram. Removal of this nail provides an air vent so that the honey will run out smoothly rather than in jumps. When the can is refilled the nail may be replaced.

Richard Butler.

PRICES RECOMMENDED BY THE STATE ASSOCIATION PRICE COMMITTEE

EXTRACTED HONEY

	5 lb.	10 lb.	GLASS CONTAINERS		
Retail—Direct to consumer	-	-	½ lb.	1 lb.	3 lb.
Lithographed Pails	1.15	2.10	20c	35c	85c
Plain Pails	1.10	2.00			
Sixty Pound Cans	\$10.00				

TO THE GROCER

Allow your grocer a discount of 20% on the regular price to the consumer, which will give you the following prices:

	5 lb.	10 lb.	60 lb.	½ lb.	1 lb.	3 lb.
Lithographed Pails	.92	1.68				
				GLASS CONTAINERS		
				Per Case		
Plain Pails	.88	1.60	8.00	(24)	(24)	(12)
Glass Containers				3.84	6.72	8.16

It is understood that the grocer will take at least 6 or more pails of one size or a case (24 of the ½ lb. and 1 lb. size and 12 of of the 3 lb. size.)

WHOLESALE

500 pounds or more No. 1 White—13½ cts. per pound
1000 pounds or more No. 1 White—12½ cts. per pound
F. O. B. shipping point

COMB HONEY

	To the Consumer		To the Storekeeper		To the Wholesaler
	Per Case	Per Section	Per Case	Per Section	Per Case
FANCY	7.00	35c	6.00		5.50
No. 1	6.50	32c	5.50		5.00
No. 2	5.00	25c	4.00		3.50

SUCCESSFUL MARKETING

We now have a trademark. It is the symbol that appears on *stationery, labels, lithographed pails, posters and lantern slides*. It is the one thing that identifies our product as well as distinguishes it.

1. A trademark is the first step in successful marketing. What's the next? Using the trademark, of course. Are you using it? Just a small per cent of our members are.

We will assume that more of our members will be using the Badger Brand trademark shortly and proceed to the next step in successful marketing.

2. A Quality Product. We have it. **NONE BETTER** than **WISCONSIN HONEY**.

3. Standard Containers. We have them. (Lithographed pails, five and ten pound plain pails, glass jars—have you placed your order?)

4. **UNIFORM PRICES**. And where do we stand here? *Divided!!!*

Regardless of where our members stand, your association is anxious to improve the situation through the work of its Price Committee. This committee met at Madison, July 23, and decided that the above prices would be fair ones to recommend this season as minimum prices.

Remember to make a distinction between retail, grocer, and wholesale trades. Beekeepers must recognize

trade channels and protect the grocer and wholesaler. If you sell direct to the consumer, charge the retail price. Is it *necessary* to sell to the consumer at wholesale prices? Work with your grocer and he will work with you. Cutting prices will not help you but tends to cheapen honey which in turn makes the public feel that our product is not a good one. What other graded product on the

market in Wisconsin today has as many different prices as honey? You *can* help the situation by following the prices recommended by your committee. If any members in your vicinity are cutting prices, try and work with them to show them the folly of so doing. Write this office about any trouble you may have in this connection, and we will do what we can to help you.

WISCONSIN STATE BEEKEEPERS' ASSOCIATION NOTES

Office of the Secretary

1532 University Ave., Madison, Wisconsin

**LABELS — PAILS — STATIONERY — POSTERS —
 LANTERN SLIDES — GLASS CONTAINERS —
 COMB HONEY CARTONS — ADVERTISING MATERIAL.
 ALWAYS SEND MONEY WITH YOUR ORDER.**

Through cooperation the Association has been able to secure prices on the above articles which will permit the members of the Association to buy through the Association cheaper than the individual, for the same class of goods. We have made contracts for these which will assure definite prices for the year.

LABELS

Labels are now ready for all types of containers and both 4x5 and 4 1/4 x 4 1/4 comb honey sections. These labels bear the "Badger Brand" trademark and space has been reserved for the imprinting of the color, the members' packer number, name, name of apiary and address. The following prices include cost of imprinting. A special label for placing on shipments of comb and extracted honey is also available.

PRICES

Comb honey sections	Lots of 250	Lots of 500	Lots of 1000
1 pound size	\$1.75	\$2.50	\$4.00
5 pound size	1.75	2.50	4.00
10 pound size	2.00	3.00	5.00
10 pound size	2.25	3.50	6.00

Special Shipping Labels, for Comb Honey Read as follows: Handle with Care. Fragile. This package contains (Trade Mark) Comb Honey. A place to put the name and address of both shipper and buyer is left vacant.

Prices: 25 for 40 cents.

PAILS

A contract has been made with the American Can Company for both plain and lithographed pails for 1924. The plain pails will be sold to members at a lower price than an individual can buy them. The lithographed pails will be guaranteed not to have any of the troubles of last year. The pail will be a light cream with the trademark in black and red. Space has been left for your name and address on the front of the pail.

PRICES — LITHOGRAPHED LABELS

Prices include stamping name and address on the pail. Orders cannot be taken for less than 100 pails.

5 pound size \$12.00 per 100. 10 pound size \$17.00 per 100.

Plain Pails

5-pound size	10-pound size
50 at \$ 3.50	50 at \$ 5.00
100 at 6.50	100 at 9.75
500 at 31.00	500 at 45.50

60 lb. Cans

2 to the case	\$1.05 per case
2 to the case in 50 case lots	1.03 per case
Crate lots, 50 to the crate	\$18.50 per crate.

Glass Jars

8 ounce with caps, 2 dozen to case.....	\$.42 per dozen	\$.84 per case
16 ounce M. J. with caps, 2 dozen to case.....	.50 per dozen	1.00 per case
2 1/4 lb. M. J. with caps, 1 dozen to case.....	.75 per dozen	.75 per case
1 Gallon Wide Mouth Jars, 2 dozen in Crate.....	2.15 per dozen	4.30 per case

All f. o. b. Milwaukee.

Minimum Orders — 6 cases of 8 ounce, 6 cases of 16 ounce, 12 cases of 2 1/4 lb., 1 Crate of Gallon Size.

STATIONERY

Association members may buy plain stationery without their names and addresses at a much lower rate than the imprinted forms. The cost of imprinting adds considerable because each imprint must be made up separately. This must be figured as individual advertising.

Plain letterheads and envelopes with the Badger Brand trademark but without the beekeeper's name or apiary:

Envelopes

Letterheads	Small size	Large size
100 at .65	100 at .50	.60
250 at 1.50	250 at 1.00	1.30
500 at 2.75	500 at 1.75	2.35

With imprinting not to exceed three lines

Envelopes

Letterheads	Small size	Large size
250 at 2.75	250 at 2.75	3.00
500 at 4.15	500 at 4.15	5.00
1000 at 6.75	1000 at 6.75	8.00

POSTERS

1 to 9, 10 cents each.
10 to 25, 9 cents each.
25 or more, 8 cents each.

HONEY BOOKLETS

A. I. Root Honey Booklets, "Distributed by a member of the Wisconsin State Beekeepers' Association" on them, are for sale at the Secretary's office.

PRICES

Lots of 1000	500	250	100
\$10.50	\$5.50	\$2.80	\$1.25

COOPERATION IN MARKETING

This is the title of a News Bulletin just written by L. G. Foster of the State Department of Markets and published by The Wisconsin Bankers' Association. We have taken the liberty to publish a part of it for the benefit of our beekeepers so that they may see what is to be expected from cooperation.

The members of the State Association are cooperating in a splendid way and the association IS making progress, but we must cooperate more and better if you are going to get the results you deserve.

One of the main difficulties in the development of successful cooperative marketing associations is the prejudice

on the part of some farmers—and not a few bankers—to cooperative marketing as fundamentally necessary in our agricultural program.

This is due to some extent to the many failures of such organizations in the past. The causes of these failures are too numerous to mention, but a few are worth discussing and may be summarized as follows:

(1) Professional promoters and organizers have promised farmers greater results than were possible of accomplishment;

(2) Inefficient management was the rule and not the exception;

(3) Lack of a sufficient volume of business which increased unit cost of ten led to failure;

(4) Insufficient capital;

WISCONSIN BEEKEEPING
 Official Organ of the Wisconsin State
 Beekeepers' Association.
 H. F. WILSON, Editor.

Entered as second class matter, January 11, 1924, at the postoffice at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to the
 Wisconsin State Beekeepers' Ass'n,
 1532 University Ave., Madison, Wis.

Advertising rates given on application

OFFICERS

President.....James Gwin, Gotham
 Vice-Pres.....L. T. Bishop, Sheboygan
 Treas.....C. W. Aeppler, Oconomowoc
 Sec'yMalitta D. Fischer, Madison

Annual membership fee \$1.00, which
 includes one year's subscription to
 Wisconsin Beekeeping.
 Make remittance payable to
 H. F. Wilson

(5) Exorbitant promotional costs.

With a clear conception of the many weaknesses which Wisconsin co-operatives have shown in the past it should now be possible for the farmer, the banker, and the business man, to work out for agriculture a system of marketing which will get for the farmer all that the market will pay.

What can co-operative marketing accomplish for agriculture that needs to be done? Professor Theodor Macklin of the University of Wisconsin who has recently made a national study of co-operative marketing sums up his investigations in the following terms:

(1) Co-operation gives co-operating farmers the *net profits* of Marketing, if net profits are made by the co-operative company. Net profits are never more than a small part of the so-called gross profits, which consist of all middleman expenses and their net profits.

The net profit is the least important reason for co-operating. It amounted in the cheese business, for example, to one cent for each dollar's worth of cheese sold.

(2) Co-operation *reduces the cost of marketing* so far as this can be done. This is many times more important as reason for co-operating than is the middleman's net profit. In the cheese industry co-operative cheese marketing has reduced the costs by four cents on each dollar's worth of cheese sold. This suggests that lowering of marketing costs through co-operation is four times as important as trying to get the middleman's net profit. By competition this benefit spread over all farmers in the competing territory. Co-operative companies have not obtained this benefit quickly. It has been slow work.

(3) Co-operation *improves old and creates new marketing services* for its members. This is one of the most important financial reasons for co-operating. The Tillamook farmers after 19 years of experience have built a system that gives them the kind of service needed. In comparison with Wisconsin cheese prices, Tillamook farmers receive a premium of 16 cents on each dollar's worth of cheese sold. This suggests that improved marketing service through co-operation is sixteen times as important as middleman profit and four times as important as the work of cutting down costs through co-operation. No short-lived co-operative companies have brought about this great benefit.

(4) Co-operation *readjusts standards of production*. It helps the farmers understand what products pay best. It takes time for this benefit to arrive, but it is of tremendous importance. No short-lived co-operative companies can bring about this result. Most of the old companies have given benefits of this kind.

(5) Co-operation *gives farmers confidence* in the marketing system that they patronize because they own it and control its policies. This confidence grows stronger and stronger as farmers work together long enough and patiently enough (1) to understand each other; (2) to recognize

their mutual problem; and (3) to see how their co-operative system and policies actually better conditions.

(6) Co-operation convinces farmers that their products are marketed as well as they can be, and therefore that their prices are as high as they can obtain. This is a great benefit. It has come to the members of the oldest co-operative systems, such as the Danes, Southern Californians, Eastern Shore Virginians, Tillamook Oregonians, and others. It is a benefit that will come to any experienced group of co-operators.

(7) Co-operation, and the experience it gives those who practise it, has taught co-operators the commercial point of view. It has made them know that success in agriculture depends upon having (1) marketing efficiently; (2) farming conducted in a manner to be profitable; and (3) living made worthwhile. Money-making through the best marketing and farming are only stepping stones to life that people crave for its pleasures, experiences, and service. This is the great ultimate benefit that comes from successful co-operation.

While co-operative marketing will do much for agriculture it cannot solve the many complex problems surrounding agriculture. What is needed in Wisconsin today more than any other thing is for the business man to familiarize himself with the many economic difficulties now confronting the agricultural situation and through co-operative marketing to put sound business methods into the marketing of our farm products.

INVITE YOUR NEIGHBOR TO JOIN

You should insist on every neighbor beekeeper joining the Association. This year proved what the Association means to every Texas Beekeeper. On every case of honey that was marketed in Texas during May the fact that you have an Association saved to the beekeeper who produced it,

Classified Advertisements

25c per line for 1st insertion, 15c per line for subsequent insertions Not less than two lines

FOR SALE

FOR SALE CHEAP—100 swarms Italian Bees and 40 acres of land located 3 miles from Raddison, Sawyer Co., Wis. An extra good location for Bees. Reason for selling too far from home Apiary. If interested write owner Mrs. George Stowell, Barron, Wis. for prices.

FOR SALE—Eureka Queens, highly disease resisting. American bred copper-colored Italians. Untested. July, one \$1.25, six \$6.50, 12 \$12.00. Tested \$15.00. Eureka Apiaries, A. C. F. Bartz, Mgr. Jim Falls, Wisconsin. 3m

WANTED—Strong young man of good habits to work with bees and assist in marketing honey. Address: John Kneser, Hales Corners, Wis. R. F. D. 1 (Milwaukee County)

from \$1.20 to \$2.40 per case. This was as truly a "dividend" as though you had received a check for that amount. Non-members participated as well as members. Had there been no association this would have been lost. Those who do not like to see co-operation tried every means in their power to break down the prices and oppose the beekeepers in getting a fair and adequate price for their honey.

Prof. Francis Jager once said something that you ought to show your neighbors who are benefitting because there is an Association and are still not members of it:

"How blind and simple we are that we cannot realize that our personal welfare is inseparably connected with that of our neighbors, and in helping our neighbors we help ourselves. If a man could kick off this earth everybody but himself, he would then be the richest man that ever lived, he would own the whole world, but he could not get a cent for the entire city of Washington, with New York thrown in, and he would probably perish for want."

And yet, this is the principle of selfishness on which some people continue to work, receiving every day the benefits of co-operation on all sides, but never contributing anything to it.

The Texas Honey Producer.

WE MANUFACTURE

Bee Supplies

THAT Are Made to **SATISFY**

Order your supplies now and make sure of having them ready on time. We have a complete line of supplies on hand at all times and can give you real quality and service.

Get our prices on pails and cans before you buy.

Special prices to Beekeepers'

Write for our new
1924 catalog.

A. H. RUSCH & SON CO.
REEDSVILLE, WISCONSIN

QUEENS

IT PAYS TO REQUEEN EVERY YEAR

At our summer bargain prices, just a few extra pounds of honey pays the bill.

ITALIAN, GOLDEN AND CARNIOLAN

Untested queens. at the following summer prices:

25 or less.....	\$.75 each
25 to 99.....	\$.70 each
100 to 499 ..	\$.65 each
500 or more	\$.60 each

Leading Beekeepers of the world advise requeening annually.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

We Manufacture Foundation



OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



**GUS DITTMER
COMPANY**
AUGUSTA, WISCONSIN

For Practical Beekeepers- Lewis 4-Way Bee Escape



18¢

Empty your full supers easily and quickly!

IT'S no longer necessary to shake bees in the hot sun or besting uptaking of supers at night. The famous "4-Way" Bee Escape solves the problem. Fully guaranteed. Sample and full instructions, with 52-page 1924 catalog of latest improved quality supplies, sent postpaid to anyone in North America, 18 cents. Write today.

G. B. LEWIS COMPANY

An outstanding force for better Beekeeping since 1874
WATERTOWN, WISCONSIN

Branch Warehouses of the G. B. Lewis Company in charge of our own managers at your service: 328 Broadway, Albany, N. Y.; 408-12th St., Lynchburg, Va.; 132 Webster Ave., Memphis, Tenn.; 415 So. St. Francis St., Wichita, Kansas. Write for name of dealer nearest you.

LEWIS BEEWARE

QUEENS**NORDAN'S****QUEENS**

Three-Banded Italian Queens

(THREE-BANDED ONLY)

I am offering my queens that have stood the test for years. I have sent out thousands of queens to head colonies that were dying out with BEE PARALYSIS and not one of them have shown any signs of it. They have made good in every instance. I am raising the same kind of queens this year and mating them to drones that are also immune.

I guarantee every queen to be immune to bee paralysis.

PRICES ON QUEENS TO JULY 1, 1924

- 1 to 50 select untested, \$1.00 each all over 50 — 10 per cent off.
- 1 to 50 select tested, \$2.00 each, all over 50 — 10 per cent off.
- Select tested queens for breeders, only \$3.00 each net.

Try them and be convinced that there is such a thing as a strain of bees immune to bee paralysis. They have been bred for honey producing as well as all other points.

Safe arrival to all points in United States and Canada guaranteed.

M. S. NORDAN, Mathews, Ala.

Light Three-Banded Queens from Central Louisiana Apiaries

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size
For Delivery after May 10th

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lots of 10 or more.	
10 3-Frame with queen.....	\$ 47.50
25 3-Frame with queen.....	112.50
50 3-Frame with queen.....	212.50
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Indiana

Wisconsin Beekeeping

Vol. I.

SEPTEMBER, 1924

No. 9

THE BULLETIN BOARD STATE HONEY WEEK

November 16 to 22

Read what your secretary has to say about state honey week in this issue. Then make up your mind to help in boosting Wisconsin honey.

Cooperative Advertising

With a plan of operation that is sound and economically financed, with efficient management and led by men of influence, there should be greater success in cooperative advertising than in that of any individual firm. The Wisconsin plan is sound and economical. Be a leader in your county.

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A Good Container Will Sell Your Honey At A Profit

HONEY CONTAINERS

LITHOGRAPHED HONEY PAIL

**The only soldered non-leak lithographed
pail on the market.**

CARTONS FOR COMB HONEY

Attractive, sanitary, and printed in colors.

ROUND GLASS JARS

Your honey sells best in white glass jars with attractive labels.

WHITE GLASS TUMBLERS

PARCEL POST CANS

TIN CANS

"HONEY FOR SALE" SIGNS

60-LB. SQUARE CANS

COMB HONEY DISPLAY CASES

CARRIERS FOR SHIPPING COMB HONEY

COMB HONEY PAPER SHIPPING CASES

A. I. ROOT CO. of Chicago

226 W. Huron St.

CHICAGO, ILLINOIS

A. I. ROOT CO. of St. Paul

292 E. Sixth St.

ST. PAUL, MINNESOTA

Wisconsin Beekeeping

VOL. I.

SEPTEMBER, 1924

No. 9

WISCONSIN STATE HONEY WEEK NOVEMBER 16 TO 22

What Our Individual Members Should Do

1. Use stationery, labels, posters, booklets, and movie slides bearing the Badger Brand trademark.
 2. Get all of the other beekeepers in your city to meet with you and divide up the work and territory as seems best. Select some one to take charge and who will follow up the work to see that everyone is taking care of his assignment.
 3. Agree to and follow uniform prices.
 4. Place honey displays in all local stores that will permit such exhibits. Offer special inducements to get the cooperation of the grocer.
 - a. Help him make up the exhibit, and if he will not purchase the honey offer to just leave it, giving him a special discount during the week.
 - b. Furnish the grocer with posters and booklets and any advertising novelties you may be able to work out.
 - c. Make it a point to be at the store personally at certain specified periods during the week to give a talk on honey.
 - d. Furnish an observation hive bees for the window exhibit.
 - e. Run movie slides at local theatres telling that Badger Brand honey can be purchased at local dealers.
 5. About exhibits —
 - a. First essential is cleanliness.
 - b. Second essential is attractiveness.
 6. Work with your hotels and restaurants to get them to serve honey and food prepared with honey during this week. Offer special inducements to get their cooperation.
 7. Get ice cream parlors to serve honey cakes and sundaes.
 8. Have food prepared with honey on exhibition not only in stores but schools.
 9. Run any type of "stunt" that will attract attention and interest the public in honey.
 10. Run educational articles on honey in local newspapers. Newspapers are usually glad to run such items free of charge.
 11. Run question ads several weeks previous to the time of the honey week to arouse curiosity of the public. Then about three days previous to the opening announce the program.
 12. *Recognize trade channels above all.* If you sell to your grocer and also retail honey direct to the consumer during this honey week you should sell your honey to the grocer at a discount and retail your honey at the same price that the grocer is charging. That is the only kind of business that builds up a trade. Cutting prices never stabilized any market.
- Ask for any help you may need and we will do the best we can for you. Send us a complete statement of what you are going to do during this honey week. We want to know what our members are doing and also just the amount of honey moved during this week. Blanks for such records will be sent you later.
- Prompt action prevents disappointment. NOW is the the time to be*

gin your plans for the State Honey Week.

Very truly yours,
Malitta D. Fischer, Secretary,
Wisconsin State Beekeepers'
Ass'n, Inc.

CHAUTAUQUA NOTES

The Beekeepers' Annual Chautauqua was held at Fond du Lac, Wisconsin, August 12 to 14. Those of our beekeepers who were unable to attend will enjoy the following abstract of the proceedings:

Mr. Burns, president of Fond du Lac County Beekeepers' Association welcomed the beekeepers to Fond du Lac.

This was followed with an address by Mr. Gwin, president of the state association. Dr. Phillips, who was next introduced, told of his leaving the good work at Washington to accept the chair of apiculture at Cornell University, Ithaca, New York. Dr. Phillips has been in government service for nineteen years, and while he did not like to give up this work, he felt that university work offered greater opportunities. In his paper, "Foundations of Proper Wintering," he emphasized the importance of this problem and stated that new angles in this connection are constantly coming up. The beekeeping industry over a period of eight years had an annual loss of 12%. Any industry which can suffer such losses, and continue to advance, according to Dr. Phillips, is of the utmost importance to the agricultural world, if that loss can be prevented. Other important points brought out were the need of thorough insulation of bees, the necessity for dry hives, pure stores and young bees. Dr. Phillips' paper will be published some time in the future in Wisconsin Beekeeping.

Mr. James I. Hambleton, formerly of the Department of Economic Entomology, University of Wisconsin, and for the past three years work-

ing with Dr. Phillips, talked on fall management.

Attendance for the day—62.

Registration—55.

Wednesday, A. I. Root Day

The morning period was given over entirely to ceremonies in honor of A. I. Root. The session meeting opened at 9:03 A. M. with announcements concerning a picnic, pictures, etc. It was necessary to continue the program from Tuesday due to the fact that we were unable to get all of the papers in on that day. Mr. Milum gave the first paper, "Relation of Climate to Spring Development." This paper will be published in Wisconsin Beekeeping.

Mr. Huber Root, son of A. I. Root, who was with us, was asked to act as chairman of the session devoted to honoring Mr. A. I. Root. The first paper was a tribute by Mr. Harry Lathrop. Mr. Demuth then talked on the contributions to beekeeping by A. I. Root, and Dr. Phillips gave a very interesting paper on the works of A. I. Root. During this period, after Dr. Phillips' paper, Mr. Demuth and Dr. Phillips were sent from the meeting, and the beekeepers present at the chautauqua collected a fund for the purpose of presenting gifts to Dr. Phillips and Mr. Demuth. Mr. L. G. Foster next gave his paper, "Some Fundamentals of Marketing." The principal parts of this paper have already been published in the last issue of Wisconsin Beekeeping.

At 11:15 A. M. the meeting was turned over to the presentation committee, consisting of Mr. Barr, Mr. Hawkins and Mr. Gwin. At that time silver tea sets were presented to Dr. Phillips and Mr. Demuth and a silver flower basket to Professor Wilson as an expression of appreciation for the assistance given the beekeepers of Wisconsin in carrying on the chautauques from 1919 to 1924.

In the afternoon a Kangaroo Court was held at 2 o'clock for the purpose of raising additional funds for the

Miller Memorial Library. An admission of 10c was charged, which increased the library fund \$11.21. Judge Barr appointed Mr. Milum as water boy, and because he did not supply the judge with a drink of water, he was fined five cents. Mr. Milum immediately supplied the judge with bottles of green and red pop. The first case before the court was against the judge himself for jumping a board bill. He was fined 66c. The judge then proceeded to impose sentence on Mr. Hummer from Mississippi, Mr. H. V. Wilson, Mr. Rickart, Mr. Hambleton, Mr. Pagel, Mr. Pomerening, Miss Nellie Kuester, and Mr. George S. Hall. The court adjourned for the day at 3 o'clock at which time Mr. Barr made a short speech regarding the ending of the chautauquas and the work which had been done.

Mr. Huber Root then gave a very interesting talk on the marketing of honey.

After a short recess, Mr. Demuth talked on "Comb Honey Versus Extracted Honey for the Future." He stated that at the present time there was a tendency toward the complete elimination of comb honey and emphasized that this might be a great loss to the beekeeping industry.

The committee in charge of the membership contest then gave their report. Mr. Ivan Whiting of Plymouth presented the largest number of new members, but on account of the fact that Sheboygan County Association has a regulation requiring every beekeeper who joins the county association to also join the state association, it was decided that Mr. Whiting was not eligible for competition as a number of new members has been turned in by other members of the association. The committee felt that it would hardly be fair to the other members in local associations not having such a ruling. The new members presented by Mr. Whiting numbered twenty-eight. The prizes were awarded as follows:

First Prize: Wm. Sass, Jr., Fond du Lac—15 members. Prize: Metal Honey Sign, donated by G. B. Lewis Company. Untested Queen, by L. T. Bishop.

Second Prize: J. B. Hesseling, Potosi—7 members. Prize: Untested Queen, L. W. Parman.

Third Prize: Wm. Ewald, Wau-paca—5 members. Prize: Untested Queen, by C. W. Aeppler.

Fourth Prize: B. J. Thompson, Rock Elm—5 members. Prize: Untested Queen, by A. I. Root Co.

At the time of the convention W. A. Ross offered to give as prizes a tested queen to all members who secured more than five new members. That gives the following winners a tested queen:

Ivan Whiting, Wm. Sass, and J. B. Hesseling.

Eighty-four new members have been secured as a result of this contest, and members will find if they look in the February issue of our paper that the editor has offered to give a 5x7 mounted picture of Dr. C. C. Miller to each member who secures three new members and an enlarged picture 16x20 inches to the one who brings in the largest number of new members up to the time of the next convention. If the largest number is over 25, a cash prize of \$5 will be given with the enlarged picture. You still have three months to win this prize.

Wednesday evening at 6 o'clock the beekeepers gathered for a picnic lunch given by the Fond du Lac Beekeepers' Association. Following this the crowd gathered in the pavilion where a number of stories and jokes were given, followed by a talk on archery by Harry Lathrop. The beekeepers also had the pleasure of listening to a band concert given in the park by the Association of Commerce.

Attendance—116.

Number at picnic—98.

Thursday, August 14th

The session was called at 9:30 A. M. at which time Mr. Hambleton talked on the relation of climate to honey gathering. Mr. Hambleton's paper contained some new and interesting facts on the effect of sunlight, temperature, and humidity in the gathering of honey by the bees. An abstract of Mr. Hambleton's paper will be published in Wisconsin Beekeeping.

Dr. Phillips talked on brood disease control and mentioned especially the Hutzelman solution for the treatment of combs from foulbrood colonies. Mr. Adams' talk on minor factors in American foul brood dissemination contained some new ideas and thoughts which were very interesting to our beekeepers. He had figures to show that bee trees are not ordinarily a source of infection for foulbrood and also that honey pails and honey cans thrown out by bottling plants do not afford a serious source of distribution for the disease.

In the afternoon the meeting was called to order at 1 o'clock and Judge Barr conducted the Kangaroo Court from 1 to 1:20. During this time fines of \$3.50 were levied and turned over to the Miller Memorial Library Fund.

Mr. H. H. Bakken then talked on "Fundamentals of Merchandising." Among other interesting things which he told was the fact that one beekeeper had erected a large sign on which was painted a skep. At the proper place in this sign there was an entrance through the bottom of the skep to a hive, and bees going and coming and gathering about the entrance, created a great deal of interest among the passersby.

Mr. W. A. Summer talked on "Farm Advertising," and it is too bad indeed, that every beekeeper could not have been present to have listened to Mr. Summer. Our beekeepers have heard a great deal about advertising in the last few years, but at no time

have the fundamentals of advertising been presented in such an entertaining and understanding way, and we hope to have this material to print in an early issue of Wisconsin Beekeeping.

The next speaker on the program was Mr. B. F. Kindig, President of the American Honey Producers' League, of Lansing, Michigan. Mr. Kindig explained the present activities of the League and plans for the future. The next league meeting will be held in Chicago some time in January or February. At 2:40 P. M. the meeting was turned over to Mr. Gwin, president of the state association. Matters of importance to the industry in Wisconsin were presented for consideration. It had previously been the intention of the association to meet this year in Milwaukee at the time of the Wisconsin Products Exposition, but due to the fact that the exposition is not to be held this year, the executive committee decided to change the meeting place to Madison. The members present voted in favor of this plan. State honey week was set for November 16 to 22. The plan for this week as outlined by your secretary is included in this issue.

In view of the fact that the University did not deem it advisable to hold another chautauqua next year, it was suggested that a tour of the state be made by the beekeepers. Professor Wilson expects to present a plan for this at the annual convention this winter.

A motion was made and passed to the effect that if any beekeeper from Wisconsin plans to attend the International Apiculture Congress at Quebec, that he be selected to act as a delegate for Wisconsin State Beekeepers' Association. A motion was made and passed that the secretary be instructed to send a resolution to the Fond du Lac Chamber of Commerce and Fond du Lac Beekeepers' Association, expressing the appreciation of the beekeepers for the kind treatment and many accommodations furnished

the beekeepers during the chautauqua. The meeting adjourned at 4:00 P. M.

- Attendance — 94.
- Total registration — 155.
- Total attendance — 134.

**Chautauqua Registration, 1924
Out of State Attendance**

State	Registered
Washington, D. C.....	2
Michigan	2
Indiana	2
Ohio	2
Illinois	1
Mississippi	1
	10

State Attendance

County	Registered
Fond du Lac.....	20
Dane	15
Sheboygan	15
Milwaukee	7
Columbia	7
Ozaukee	6
Calumet	6
Winnebago	6
Brown	5
Waupaca	5
Polk	5
Dodge	4
Green	3
Waushara	3
Crawford	2
Jefferson	2
Richland	2
Washington	2
Chippewa	1
Marquette	1
Outagamie	1
Portage	1
Racine	1
Shawano	1
Taylor	1
Trempealeau	1
Wood	1
	—
Total State.....	124
Out of State.....	10
	—
Total Registration.....	134

Social Buzzes at the Chautauqua

It is only fair that those members of the association who were unable to attend the chautauqua should know something of the scandal that occurred at the Fondy get-together.

On Tuesday morning "Jim" Hambleton, formerly instructor in the beekeeping department at Wisconsin University, and soon to be the acting apiculturist in charge of the work which Dr. Phillips has been doing, proved himself to be the best fisherman of the meeting when he pulled out an eight pound pickerel. Old fishermen on the pier that morning said that it was the largest one caught from that particular place this season. At that he caught it before 7:00 A. M.

About nine o'clock that morning, our good friend, Judge Barr, was around looking for the park police to see that in the future no one should make a noise on the camp ground before 8 o'clock, but when he saw that fish—well, that ended it and Wednesday he was on the pier with the rest of the gang before six o'clock. Unfortunately, Tuesday seemed to have been the only good fishing day.

Dr. Phillips arrived on the grounds about 7:30 that morning and was more or less absent minded all day anticipating the flavor of the pickerel and an opportunity to try his luck the next morning. Through the courtesy of the judge and the culinary ability of Mr. George Hummer of Mississippi, who fried it, about 9 or 10 of the notables of the meeting gathered around the judge's table in the evening and enjoyed the fried pickerel. We all agree that Mr. Hummer is some fish fryer.

Our friend Harry Lathrop was, we feel, somewhat abused in that Mr. Milum, Judge Barr, Mr. Hambleton and a few others became jealous of his efforts to teach the ladies how to shoot a bow and arrow, and interfered seriously with the progress of the lessons. At no time did anyone

seem to come near to the target and no harm was done except when Mr. Hummer dropped an arrow through one of the neighbor camp tents.

Wednesday morning broke windy and chilly, but Dr. Phillips, Judge Barr, Mr. Hambleton, Mr. Warner and a few others appeared on the pier before 6 o'clock with the idea of pulling out some monstrous big fish, but without result. Mr. Warner who was a little more persistent than the rest did succeed in landing a couple of pike about 10 o'clock. The others, of course, had quit before the meeting began, not we hope on account of poor fishing, but because they could not miss a session of the chautauqua for even the fun of fishing. Dr. Phillips said that he thought the fishing was very fine, but the getting was not quite so good.

It was quite evident at the chautauqua that our beekeepers are right up to date. Miss Jennie Matzke, champion lady beekeeper of Brown County, seemed at first a little bit bashful about appearing before the meeting. Afterwards we discovered the trouble. She had had her hair bobbed since the last chautauqua. All that we have to say is that it added to her charm.

Unfortunately, there were a few people who did not take the meetings seriously and insisted on creating a disturbance. Mr. Pommerening from Crawford County was one of the worst culprits, although Nellie Kuester was nearly as bad. They insisted on sitting together and allowed their good nature to come forth in giggles. As a result Miss Kuester was fined. Some way Pommerening seems to have escaped on this charge, but was brought before the judge on a more serious crime.

Miss Kuester and the judge's son, young Jim Barr, were brought before the court for holding hands and created in the bosom of Mr. Dale Welch so much jealousy that he was unable to sleep soundly.

Dr. Phillips and his nice black pipe were as companionable as usual. Every time we looked along the back row, there was Dr. Phillips enjoying himself—and his pipe functioning regularly. No, he did not smoke when he was on the platform.

Kennith Hawkins still uses newspaper language. Does this answer your question, Lily?

Mr. G. C. Lewis of the G. B. Lewis Company was among the notables present. We were certainly pleased to see him as this was only the second time that he has been present at our meetings. He seemed to enjoy himself, too.

Now the saddest blow of all is the fact that our good president has fallen and is attempting to keep up with the styles of the day. Even at that he did not look so bad in those scientific goggles and everythin'. He would pass for a college professor any place but at home. We noticed that he was a little shy about wearing them when he appeared before the audience to speak.

"Sad But True"

C. W. Giauque, that quiet, well-mannered man from Stanley was found treating Mrs. Sass to honey candy and all the sweet things for sale at the honey booth, but why shouldn't he? Chief of police, Sass, tried to break up the affair, but it did not do any good.

Poor Professor Wilson had to wear the same shirt and collar during the entire convention. In some way or other his traveling bag disappeared Monday evening, and he was so busy looking after the meeting and the guests, that he could not even get down town in the day time to buy even a clean collar.

C. D. Adams was accused of being selfish because he tried to monopolize Miss Clara Rosahl, the only lady beekeeper in Wisconsin who has passed the civil service examination for apitary inspector. Miss Rosahl resides in Taylor County and is some beekeeper.

WISCONSIN BEEKEEPING

Official Organ of the Wisconsin State
Beekeepers' Association.
H. F. WILSON, Editor

Entered as second class matter, January 11, 1924, at the postoffice at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to the
Wisconsin State Beekeepers' Ass'n.
2153 University Ave., Madison, Wis.

Advertising rates given on application.

OFFICERS

President.....James Gwin, Gotham
Vice-Pres..... L. T. Bishop, Sheboygan
Treas.C. W. Aeppler, Oconomowoc
Sec'y.....Malitta D. Fischer, Madison

Annual membership fee \$10.00, which
includes one years subscription to
Wisconsin Beekeeping.

Make remittance payable to
H. F. Wilson

Wednesday afternoon, ten or fifteen beekeepers' wives and daughters were found stealing away from the meeting to attend a theatre party, which the Association of Commerce had kindly arranged for the visitors through Major Markel.

Chief of Police Sass said he enjoyed the chautauqua immensely. We were continually after the members of the Fond du Lac Association for help in various ways and Mr. Sass and Mr. Schultz seemed to be the only members present. We are quite sure, however, that the other members of the local will realize that a chautauqua was held in their county when they come to settle for the picnic.

We had some band concert on Wednesday night and the quartet and solo arranged by the Association of Commerce were especially good.

One very interesting feature of the chautauqua was noticed in the big attendance at the dining tent on Wednesday night. Previously we had had some difficulty in getting crowds at the tent, but Wednesday night was a record breaker. It was the time of the picnic, which was free. I wonder if that was the answer.

Too bad more of our beekeepers could not have been with us during the memorial services for Mr. A. I. Root. Mr. Huber Root was present and all of you would enjoy meeting him. Mr. Demuth with that pleasant smile and rather shy twinkle was with us for a day and I wish you could have seen that loyalty to beekeeping radiating all the time.

Professor Sumner sort o' pulled one on us. He said that he sat down at the dinner table with a jar of honey on either side of him and that after waiting for five or ten minutes for someone to pass the honey, he finally had to ask for it himself. He says that if our beekeepers will not even pass the honey to prospective customers, how can they sell it.

Lots more of buzzes you'd be interested in, but we cannot tell them all. Come to the convention and experience beekeeping fellowship and friendship for yourself.

Members of the North Dakota Beekeepers' Association plan to pool and ship a carload of honey this year, according to R. L. Webster, their secretary.

The Manitoba Honey Producers' Association plans to grade and market its honey from a central point this year. The beekeeper is to receive 60% of the wholesale value of his honey as soon as graded and the balance in three months, reports the North Dakota Beekeepers' Association.

This month G. M. Bentley, as Superintendent of the Beekeeping Department of the East Tennessee Division Fair, got out a letter to the members of the Tennessee Beekeepers' Association urging them to save and exhibit honey at the fair. The Department has a premium list of \$208.00.

The Texas Honey Market

There is very little surplus honey in the market. It is doubtful if a car of white extracted could be found

anywhere in Texas. Demand has been enormous and extracted honey has been cleaned up almost as rapidly as packed. We have never seen such a steady and consistent demand. Extracted honey will be a scarce article in Texas this fall and winter and higher prices are sure to prevail. Do not sell a single case of extracted honey at present figures if you can afford to wait. The association expects to be hard pressed for extracted honey to fill its orders when cool weather stimulates the demand again.

Do not be in a hurry to sell what little honey is left. Do not cut the price. Hold on to your honey. List it with the association so that orders may be sent you as soon as the certain demand begins.

What the Association Has Done

The association has saved countless thousands of dollars to the beekeepers of Texas this year. It has put directly into the beekeepers' pockets and bank accounts far more than its capital stock. On every case of honey shipped before May 31st it saved \$2.40 per case to the shipper. The enemy of Texas bee men decreed that you should take a price that much below what is was worth. The association prevented him from carrying out his designs. We got our price and many saved as much as \$4.80 per case which he tried to prevent them from getting.

This year's crop of honey in New York State is the poorest in a decade. Many producers in the Finger Lakes section will not extract any white honey unless basswood secretes heavily and indications are not good for a large surplus from that source. Eastern New York, except in the lower Hudson Valley, reports a crop about 25% of normal. Western New York reports less than half a crop. The alfalfa section about Syracuse and adjoining counties reports a possible 10 pounds per colony surplus with the second blooming of alfalfa still to be heard from.

SOME PECULIAR HABITS OF BEES

*By Lowell L. Noland,
Zoology Dep., University of Wis.*

(Continued from page 82 of the July number)

"Many may think it ridiculous—nay, even incredible—when I maintain that bees, when the hive in other respects is in good condition, have certain diversions and pleasures among themselves, that they even carry out sometimes also after their fashion a kind of dance. I have already observed this many times, and anyone, who has a bee hive with a glass wall, can observe this fun of the bees quite often with his own eyes, and convince himself of it. A single bee forces herself unexpectedly between three or four other quiet bees, puts her head down, stretches out her wings, and shivers with upturned abdomen for a little while. The bees next to her do the same, putting their heads down and turning themselves in unison through a little more than a half-circle, now to the left, now to the right, to and fro five or six times, thus executing a regular circle dance. Suddenly the dance mistress will go away, associate herself at some other place with another group of quiet bees, and do the same thing as before, and, as before, the bystanding bees dance with her. The dance mistress repeats her dance often four or five times in different places. I have frequently shown this to some of my bee-loving friends, who were quite astonished and had a hearty laugh over it. I observed this dance usually on bright, cheerful days only and in strong hives; on the contrary, in dreary weather or in weak or queenless hives one will never see it. What this dance really means I cannot figure out; whether it is perhaps a lively kind of amusement and mutual encouragement, for them, or whether it takes place for some other and unknown purpose the future must tell us."

(To Be Continued)

Classified Advertisements

25c per line for 1st insertion, 15c per line for subsequent insertions Not less than two lines

FOR SALE

FOR SALE CHEAP—100 swarms Italian Bees and 40 acres of land located 3 miles from Raddison, Sawyer Co., Wis. An extra good location for Bees. Reason for selling too far from home Apiary. If interested write owner Mrs. George Stowell, Barron, Wis. for prices.

FOR SALE—Eureka Queens, highly disease resisting. American bred copper-colored Italians. Untested, July, one \$1.25, six \$6.50, 12 \$12.00. Tested \$15.00 Eureka Apiaries, A. C. F. Bartz, Mgr., Jim Falls, Wisconsin. 3m

WANTED—Strong young man of good habits to work with bees and assist in marketing honey. Address: John Kneser, Hales Corners, Wis. R. F. D. 1 (Milwaukee County)

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They're Reliable.**

QUEENS

IT PAYS TO REQUEEN EVERY YEAR

At our summer bargain prices, just a few extra pounds of honey pays the bill.

ITALIAN, GOLDEN AND CARNIOLAN

Untested queens at the following summer prices:

25 or less.....	\$.75 each
25 to 99.....	\$.70 each
100 to 499 ..	\$.65 each
500 or more	\$.60 each

Leading Beekeepers of the world advise requeening annually.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

We Manufacture Foundation



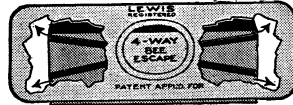
OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



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COMPANY
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For Practical Beekeepers— Lewis 4-Way Bee Escape



18¢

Empty your full supers easily and quickly!

IT'S no longer necessary to shake bees in the hot sun or besting uptaking off supers at night. The famous "4-Way" Bee Escape solves the problem. Fully guaranteed. Sample and full instructions, with 52-page 1924 catalog of latest improved quality supplies, sent postpaid to anyone in North America, 18 cents. Write today.

G. B. LEWIS COMPANY

An outstanding force for better Beekeeping since 1874
WATERTOWN, WISCONSIN

Branch Warehouses of the G. B. Lewis Company in charge of our own managers at your services 328 Broadway, Albany, N. Y.; 408-12th St., Lynchburg, Va.; 132 Webster Ave., Memphis, Tenn.; 415 So. St. Francis St., Wichita, Kansas. Write for name of dealer nearest you.

LEWIS BEEWARE

QUEENS**NORDAN'S****QUEENS**

Three-Banded Italian Queens

(THREE-BANDED ONLY)

I am offering my queens that have stood the test for years. I have sent out thousands of queens to head colonies that were dying out with BEE PARALYSIS and not one of them have shown any signs of it. They have made good in every instance. I am raising the same kind of queens this year and mating them to drones that are also immune.

I guarantee every queen to be immune to bee paralysis.

PRICES ON QUEENS TO JULY 1, 1924

1 to 50 select untested, \$1.00 each all over 50 — 10 per cent off.

1 to 50 select tested, \$2.00 each, all over 50 — 10 per cent off.

Select tested queens for breeders, only \$3.00 each net.

Try them and be convinced that there is such a thing as a strain of bees immune to bee paralysis. They have been bred for honey producing as well as all other points.

Safe arrival to all points in United States and Canada guaranteed.

M. S. NORDAN, Mathews, Ala.

Light Three-Banded Queens from Central Louisiana Apiaries

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size For Delivery after May 10th

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lots of 10 or more.	
10 3-Frame with queen.....	\$ 47.50
25 3-Frame with queen.....	112.50
50 3-Frame with queen.....	212.50
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Indiana

Wisconsin Beekeeping

Vol. I.

OCTOBER, 1924

No. 10

**THE BULLETIN BOARD
STATE HONEY WEEK
NATIONAL HONEY WEEK
NOVEMBER 16 to 22
STATE CONVENTION
DECEMBER 4-5, AT MADISON**

The American Honey Producers' League to give protection to its members on shipments of package bees and queens.

Read in this issue what the American Honey Producers' League plans to provide for safe guarding the beekeepers against losses on package bees and queens.

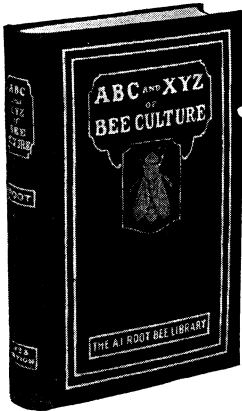
TABLE OF CONTENTS

Wisconsin State Honey Week.
Honey Week Essentials.
Beekeeping Extension.
Fall Management.

34 PAGES ON WINTERING BEES

in the new

ABC & XYZ of BEE CULTURE



1923 Edition. Nearly 1000 pages. 823 illustrations.
400 pages of new matter.

Contains all of the information worth while on beekeeping. All subjects arranged alphabetically. Just now, when you want to avoid the heavy winter losses, you should read what is said about the different methods of wintering. Also read how you can make a winter case out of tarred paper. The book that has best helped beekeepers make a profit.

Printed on high-grade paper, size 7x10 inches, bound in attractive and durable fabrikoid cover. Price \$3.50 postpaid, or in combination with Gleanings in Bee Culture (1 year), \$4.00.

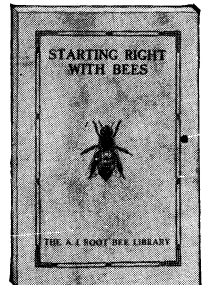
STARTING RIGHT WITH BEES

The Best Beginner's Book Published

128 pages, 128 illustrations. All of the important operations connected with beekeeping are discussed. The eighteenth chapter on wintering contains nine pages.

Fabrikoid cover \$1.00; combination with Gleanings in Bee Culture (1 year), \$1.75.

Paper cover, 75c; combination with Gleanings in Bee Culture (1 year), \$1.50.



QUEEN REARING SIMPLIFIED

A book that was written principally for the beekeeper who wants to raise his own queens. Written by one of the most successful queen breeders in the country, Mr. Jay Smith. It contains 114 pages, with many attractive illustrations. Fabrikoid cover, \$1.25; in combination with Gleanings in Bee Culture, (1 year), \$2.00.

A. I. ROOT CO. of Chicago

226 W. Huron St.
CHICAGO, ILLINOIS

A. I. ROOT CO. of St. Paul

292 E. Sixth St.
ST. PAUL, MINNESOTA

Wisconsin Beekeeping

VOL. I.

OCTOBER, 1924

No. 10

STATE HONEY WEEK NOVEMBER 16 to 22

Also National Honey Week

Wisconsin's First State Honey Week (1923) was very successful when we stop to consider that we only had thirty days to prepare for it. A full report of this undertaking was given in the February issue of the American Bee Journal, and the results were so satisfactory that a second honey week, November 16 to 22, will be held this year. The American Honey Producers' League is planning to hold a national honey week at the same time.

Every Wisconsin beekeeper ought to be interested. We know our local associations are interested because of their action last year. A few carried on collective advertising and more will no doubt follow this plan this year. A program for all local organizations is given, and we should appreciate having you write us about this work.

What Locals Should Do

1. Hold a meeting at least three weeks previous to Honey Week.
2. At this meeting make arrangements to do:
 - a) Collective advertising:
 1. One large display ad.
 2. Two or three little follow-up (Pro rate cost among members).
 - b) Get a supply of circulars, booklets, stickers, or movie slides, and posters, too.
 1. Arrange for a proper distribution of these about the county.
 - a) Assign each member a certain territory.

- c) Make arrangements for displays in stores throughout the county.
- d) See editors of papers about running the series of popular interest "Bee Honey Articles." (These will be furnished by state association.)
- e) Get a good lady—preferably a beekeeper's wife, sister, or mother—to give demonstrations at one store each day during honey week.
 1. Such a demonstration would call for food made "The Honey Way," to be on exhibition and printed recipes for the food on display. With each purchase of honey, one of these recipes could be given.

Hold your Booster Meeting early — The success of Honey Week depends upon how carefully you prepare for it!!!

LEAGUE WILL GUARANTEE SHIPMENT OF PACKAGE, BEES AND QUEENS

Here at last is an opportunity for the beekeepers to get real service. If you are a member of the League, you can be sure that when you send your money to a bonded breeder, you are going to be protected against fraud and unnecessary losses of queens and package bees.

"A plan submitted to the executive committee of the League by C. P. Campbell, general counsel, providing for the organization of a surety department in the League to bond bee and queen breeders and guarantee satisfaction to the purchasers was ap-

proved by the executive committee in their Fond du Lac meeting.

Methods To Be Followed

"It is proposed that breeders unite to form a "Surety Department" of the American Honey Producers' League under the management of a board of governors elected in part by themselves, and in part by the American Honey Producers' League and with an attorney as executive officer. The annual fees or deposits will be \$10 per \$1000 bond, (except when reduced to \$5 as reserve warrants), the bonds to represent at least twenty-five percent of the gross business of the breeder for the preceding year.

The attorney is to receive \$2.50 out of each \$10 (or \$5) deposit and is to pay routine office expenses out of that. \$5 of the remainder is placed in a "Loss and Expense Fund" and the balance (\$2.50) in a "Reserve Fund."

"In case a purchaser who is a member of the League has a claim against a bonded breeder for a dead or unsatisfactory queen, delayed or diseased shipment, or short weight, he must notify the breeder within thirty days, and the breeder agrees to make good. Packages are to contain on arrival over 85% of the weight of living bees specified in the order. If the breeder refuses or neglects for thirty days to make good the claim, the purchaser may appeal to the Surety Department to do so. The Surety Department agrees to make payments on such claims in the order of receipt (not pro-rated) and to pay court expenses, as follows: First using the total "Loss and expense fund" from all breeders as far as it will go; second, using the reserve fund; third, calling on each breeder for an additional amount not to exceed \$10 per \$1000 bond. Neither the surety nor the members assume any further liability beyond these three sources. All vouchers in payment of claims to be signed by two members of the Board of Governors.

"In case of the death, withdrawal, or expulsion of a breeder, such share

of his reserve and expense funds as remains to his credit will be returned. The annual deposit is reduced to \$5 per \$1000 bond whenever the Reserve Fund credited to a given member amounts to \$20 or more per \$1000 bond in force for him at the time."

Mr. Colin P. Campbell was appointed attorney for the League.

STATE HONEY WEEK WILL BE NATIONAL HONEY WEEK

The American Honey Producers have put forth a call for a National Honey Week which is to be held November 16 to 22. A number of States have signified their intention to carry out this idea and under the circumstances, it seems far better to make it National Honey Week rather than simply State Honey Week.

This will be a very important time of the year for the beekeeper industry, and all of the beekeepers in the United States will join in this plan. The week can be made a great week in placing honey before the public.

THE GUESSING CONTEST PROVES VALUABLE

One of our members, H. A. Schaefer, Osseo, reports securing a mailing list of people who like honey in an interesting way. We quote from Mr. Schaefer's letter:

"We had a guessing contest as to the number of bees in our observation hive which gave us a mailing list of people who like honey of over 1,000 names for the cost of one case of comb or extracted honey valued at \$6.00."

Other members might try this plan and report their success.

A CAR OF HONEY

The secretary has received a request for a car load or more of honey. Any beekeeper interested in getting together a car, should write the secretary at once.

HONEY WEEK ESSENTIALS

Do you have a good supply of labels, pails, posters, and stationery on hand for Honey Week? For prices, see page 89 of the August issue.

**PRICES RECOMMENDED BY THE STATE ASSOCIATION
PRICE COMMITTEE**

EXTRACTED HONEY

				GLASS CONTAINERS		
Retail—Direct to consumer	5 lb.	10 lb.	½ lb.	1 lb.	3 lb.	
Lithographed Pails	- - - 1.15	2.10	20c	35c	85c	
Plain Pails	- - - 1.10	2.00				
Sixty Pound Cans	\$10.00					

TO THE GROCER

Allow your grocer a discount of 20% on the regular price to the consumer, which will give you the following prices:

	5 lb.	10 lb.	60 lb.	½ lb.	1 lb.	3 lb.
Lithographed Pails	.92	1.68				

GLASS CONTAINERS

Per Case

Plain Pails	- - - .88	1.60	8.00	(24)	(24)	(12)
Glass Containers	- - - - -	- - - - -	- - - - -	3.84	6.72	8.16

It is understood that the grocer will take at least 6 or more pails of one size or a case (24 of the ½ lb. and 1 lb. size and 12 of the 3 lb. size.)

WHOLESALE

- 500 pounds or more No. 1 White—13½ cts. per pound
- 1000 pounds or more No. 1 White—12½ cts. per pound
- F. O. B. shipping point.

COMB HONEY

	To the Consumer		To the Storekeeper		To the Wholesaler
	Per Case	Per Section	Per Case	Per Section	Per Case
FANCY	7.00	35c	6.00		5.50
No. 1	6.50	32c	5.50		5.00
No. 2	5.00	25c	4.00		3.50

BEEKEEPING EXTENSION

To the officers of local associations:

We are now planning extension work in beekeeping for the winter. It will be impossible to attend as many meetings as Mr. Whitehead arranged, due to the fact that we do not have a full time person to devote his entire time to this work. However, we have worked out an arrangement whereby different persons can attend meetings at various times. A questionnaire asking for the following information has been sent to your local Secretary. If you have any choice in the matter, see him and tell him about it.

Name of Association.....

Date of Meeting (specify whether annual meeting or regular monthly meeting).....

Would you be willing to change this date if a series of meetings for your section can be worked out consecutively?

Check which of the following speakers you would prefer:

Farm Advertising—W. A. Sumner, Agricultural Journalism Department.

Relation of Climate to Spring Development—V. G. Milum, Beekeeping Department.

School Children and Their Interest in Bees and Honey—V. G. Milum, Beekeeping Department.

Apiary Inspection and Foulbrood Control — S. B. Fracker, State Apiary Inspector.

American Honey Producers' League Bonding of Queen Breeders—Dr. Fracker, Secretary of League.

General Talks on Foulbrood and Honey Grades — C. D. Adams, Chief Apiary Inspector; or

The Honey Grading Law and Its Enforcement — A. W. Pomerening, State Department of Markets.

State Honey Week—Eating the Honey Way—Display Advertising for Honey—The State Association Advertising Program — Malitta D. Fischer, Secretary State Association.

Beekeeping Topics in General — H. F. Wilson.

It may not be possible to send the speaker requested, but we will do the best we can to make satisfactory arrangements for you.

The sooner the reports are received from locals, the more satisfactory can we arrange a schedule.

FALL MANAGEMENT

By Jas. I. Hambleton,

Associate Apiculturist, Bureau of Entomology.

Vacationing is now more common than ever before, no doubt because of the facility and economy with which the automobile lends itself to a summer's outing. It is, therefore, common for the beekeeper's neighbor and his family to seek the restful shade of other parts. The beekeeper on seeing his neighbor thus depart is strongly tempted to do likewise, after a hard summer's work under a broiling sun. He may argue that there will be no further honey crop of consequence to be gathered that summer. In some cases a vacation may be taken with no harm to his business, but often the practice is a questionable one during the usual vacation season. Certain forms of vacation may be permissible, such, for instance, as attendance at a beekeepers' chautauqua. It is not

my intention to say when a beekeeper should take his vacation, but it seems that under the title "Fall Management" the time of vacation becomes a vital subject, and one to which the beekeeper should give thought in the management of his apiary.

After the peak of brood-rearing has been reached in the spring, there is a rapid and natural decline in the rate of brood-rearing until the close of the active season, with the exception of a second small peak occasioned by the fall honey-flow. During the fall there are many factors which contribute to the decline in brood-rearing. Cold nights cause a contraction of the brood nest; the natural breeding season is over; bees in the fall crowd honey as close to the brood as possible; and the weakness of the fall honey-flow leads to a decided decline in the amount of brood. This in turn means that the average age of bees will be lengthened as brood-rearing lessens. It is well known that an increase in age in worker bees is equivalent to a decrease in vitality. We must not look upon winter as a rest period for the bees, for it is anything but that. Much energy is expended by a colony wintering even under ideal conditions, and, moreover, the fall-reared bees must not only stand the rigors of winter but must also start colony activity in the spring. Bees are supplied to the colony neither during the winter nor early spring. The fall is the only time when this can be done. Nature is a good provider, and, with all its handicaps, a normal colony left alone will usually manage successfully to make provision for passing the winter. We are all well aware of this, for time and again we see colonies which are left unattended after the removal of surplus honey survive the winter without assistance, and, of course, wild bees usually maintain themselves successfully. It is possible, therefore, for bees to prepare for wintering without outside intervention.

It is desirable at this point to call

attention to what may be termed the ultimate purpose of a colony of bees. Surely this purpose is not the storage of honey, nor the pollination of plants, but simply survival and reproduction. The storage of honey is one of the means towards this end and the pollination of plants is incidental to the gathering of nectar. We see therefore, that, in the natural state, bees of their own accord survive and reproduce. In order that surplus honey may be stored, above the needs of the colony, man must intervene by employing certain necessary equipment and applying certain manipulations, all of which must be in harmony with the natural habits of the bees.

A colony of wild bees breeds up on the scattered honey flora of the early spring and upon the main honey-flow, until its quarters overflow with bees and honey, at which time swarming occurs. In a poor season the colony will not swarm, and in such a case it is fortunate merely to survive. At all events, an unattended colony will usually be able to fulfill at least part of its purpose. Stores are not habitually deserted by wild bees and one, therefore, does not find caches of honey here and there in the woods. It is not the nature of the bee to do this.

On the other hand, the securing of a crop of honey is the ultimate aim of the beekeeper, and to accomplish this, bees must be managed in such a way that the results of their activities will be a generous surplus of honey, rather than mere survival and reproduction. Many mistakes are made by beekeepers in their attempts to induce bees to concentrate their efforts towards this end. Of these mistakes undoubtedly the most important is that of neglecting the bees after the removal of the honey-crop. Other than placing the bees in their winter quarters, little is usually done after the removal of honey until spring comes again, when the active season begins.

The average beekeeper has many causes for complaint in the spring.

Colonies will be found queenless; numerous colonies after removal from winter quarters will be mere nuclei, and spring dwindling is always a common cause of loss. Inclement weather, which is, of course, beyond the control of the beekeeper, is often given as a more or less legitimate excuse for weak colonies. Damage done by spraying and ravages caused by European foulbrood are well known causes of spring loss. Practically all of these conditions, the presence of which results so disastrously to the honey-crop, can be largely eliminated. By undertaking remedial measures early enough in the spring, weak colonies suffering from these various causes can be saved and put in good condition for the following year, but to get a colony in satisfactory condition and also secure a crop of honey is more doubtful. This can be done by sacrificing numbers of colonies, but it is not "good business."

If one wishes to produce maximum crops of honey with the minimum amount of work, time and mental anxiety, the logical time to supply the spring needs is not in the spring but during the previous fall. It may sound strangely, but even damage caused by injudicious spraying may be minimized by practicing proper fall management. It is quite common to hear one beekeeper complain of the damage caused by untimely spraying, while his neighbor, whose bees range the same territory, has little to report concerning it. A weak colony in the spring, at the time of spraying, has a small field force, and the death of some of these results disastrously to the colony. On the other hand, a strong colony with a large field force has enough momentum to carry it safely by the spraying season, and is thus enabled to gather a surplus in spite of loss. Untimely spraying is unfortunate, and extended effort will be needed to correct this evil, but in the meanwhile, there is no reason why a beekeeper, except in rare cases, should not be able to secure a profitable crop

of honey despite the practice of careless spraying. In the same way, the effect of inclement spring weather can be largely overcome the previous fall by making adequate preparations which will carry the colonies through these periods with little or no damage.

To overcome or to minimize the various sources of loss so common to the spring period, it is necessary to begin preparations during the previous fall or late summer. The time for this start should date back not less than three brood-rearing cycles before the end of fall brood-rearing, or about sixty days. This period of preparation, other conditions being proper, will insure the production of a maximum number of young bees upon which the aggressiveness of the colony will depend during the critical periods of wintering and early spring brood-rearing, with a subsequent profitable performance during the honey-flow.

The first requisite for the production of sufficient young bees is a good queen. A queen, after having gone through the heavy laying period previous to the honey-flow, naturally decreases in egg producing activity thereafter, with the exception of a slight rise during the fall honey-flow. If the queen is not at her best, her efforts at this time will be feeble and quite insufficient to produce the requisite number of bees to "carry on." The weeding out of all inferior queens should be undertaken at the beginning of the preparation period with an immediate substitution of young queens. Heavy egg production by a young queen in the fall does not in any way curtail her activity the following spring, for, as a matter of fact, many beekeepers say that a queen thus introduced is better the following spring than the one introduced during the spring period. This may be due to the fact that a young queen introduced in the fall produces more bees than an older one and the presence of these young bees in the colony during the early spring may account for the apparently greater prosperity

of the colony, rather than to any direct influence of the age of the queen at this time. The heading of all colonies by good queens in the early fall is a matter of primary importance, and it is better that these queens be introduced too early rather than too late. The beekeeper should look upon requeening as being just as important as any other practice, in fact, a delay in supering is no more costly than a delay in requeening. It is difficult to realize this, however, for two reasons: first, bees will survive when headed by inferior queens, and colonies emerging in poor condition in the spring can be built up after considerable expense and will produce some sort of a crop; and, secondly, those who have not practiced methods of correct requeening are losing that which they never had, which is, of course, hard to visualize. There is no necessary reason why every colony in a yard should not produce as much honey as the best one. The character of the honey-flow in any locality is indicated by the results of the best colony, not of the poorest. The character of the honey-flow should not be judged by the crop produced even by the average of a yard. This is rather an indication of the sort of a beekeeper one is. If the facts were realized, a beekeeper would be ashamed to say that his yard averaged sixty pounds to colony and that he had one colony which produced a hundred pounds. It would be much better, in the eyes of his brother beekeepers, simply to state his average and to say nothing of his best colony.

All is not dependent upon the queen, however, and other precautions are necessary. At no time during late summer and fall should there be a shortage of food in the hive. In the removal of honey, the brood-nest should by no means be touched. If one could predict with certainty whether there would be enough fall nectar available to provide for the brood-rearing activity of the colony, and enough honey left to carry them

WISCONSIN BEEKEEPING

Official Organ of the Wisconsin State
Beekeepers' Association.
H. F. WILSON, Editor

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Address all communications to the
Wisconsin State Beekeepers' Ass'n.
2153 University Ave., Madison, Wis.

Advertising rates given on application.

OFFICERS

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Vice-Pres..... L. T. Bishop, Sheboygan
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Annual membership fee \$10.00, which
includes one year's subscription to
Wisconsin Beekeeping.
Make remittance payable to
H. F. Wilson

through the winter, then some honey might be removed from this part of the hive, but predictions are merely predictions, and it is by far best to allow the bees at least the entire content of the brood-chamber as their share of the summer's toil. Bees are unlike human beings in that they never waste food, and what they do not need will be left in the colony, where it is zealously guarded and protected. Honey left in the colony pays excellent interest on the investment.

Another important factor in fall management is to see that the queen has sufficient room for laying. Ordinarily a good queen will provide for this, in that she will keep ahead of the bees. Weather conditions during the fall will, however, often interfere. Whenever the outside temperature drops suddenly the brood-nest is contracted, and after such daily contractions it becomes permanently smaller. At this time, also, the bees have the habit of crowding newly gathered honey so close to the brood as possible, thus further constricting the queen. Under such circumstances the queen may become "honey-bound" and decrease the amount of brood, which under the ordinary circumstances of

a light honey-flow would not occur. One should, therefore, frequently examine the brood-nest to see that the queen is not hampered. Empty cells should be provided in the brood-nest, usually on the outer edges of the brood-nest and not in the center. With the propensity of the bees to crowd the honey as close to the brood as possible, the placing of an empty comb in the center of the brood-nest may result disastrously during a good fall honey-flow, since this comb may become filled with honey and thus divide the brood-nest, the result being the desertion of one of these parts, after which the queen may content herself with only a small portion of the space which she had previously utilized. A good season may add weight to the stores and cut down the number of young bees, so that in the spring the colonies may come through heavy in honey but light in bees. Bees need as careful watching in a good fall season as during a poor one.

From what has preceded it is seen that requeening is one of the most important matters to be attended to in fall management work. Beekeepers naturally wish to know how new queens are to be procured. The consensus of opinion is that queens are too expensive if purchased, and it is difficult to get them just when needed. One of the reasons why more attention has not been given to systematic requeening is that bees manage of their own accord to survive without human aid, and many beekeepers therefore allow the bees to regulate this important part of their communistic life themselves. Queen-rearing is a specialized branch of beekeeping and no attempt will be made to discuss the subject in detail. Let it suffice to say that until one becomes adept in the art of queen-rearing, many of the secrets of the hive will remain a mystery, and the full profits of any apiary will not be realized until the beekeeper masters this highly interesting art. Some beekeepers are realizing the importance of good

queens and buy a few from reputable queen-breeders every year. This procedure is an excellent aid in improving the bees of the apiary, but it will not suffice as a method of requeening.

Besides seeing that the colonies are well supplied with young bees for successfully passing the winter and for starting colony activity again in the spring, adequate food provision must be made. Colonies wintered outdoors should be provided with no less than two ten-frame hive-bodies, and these should contain at least fifty pounds of stores. When a beekeeper robs his bees to a point below that necessary for their needs, he is not even allowing nature to take her own course, which, as we have seen, is not concerned in the production of surplus honey. He not only sacrifices the chance for a crop of honey but also endangers the very existence of the colony. If colonies are to be wintered indoors a single hive-body with a somewhat smaller food supply will suffice, but an additional hive-body of stores should be given in the spring soon after the bees are set on their summer stands. Many beekeepers object to giving such a hive-body early in the spring, arguing that the bees will have difficulty in keeping this additional room warm. This is a matter of little concern, and it is far better to run the risk of throwing the extra amount of work on the bees than to hazard the chance of their running short of food during a critical period.

Whether the colonies are to be wintered indoors or outdoors, the food necessary for passing the greater portion of the winter should be of the very best quality. In many localities the last honey gathered in the fall is not suitable for successful wintering. This honey is placed in the brood-nest, and it is here that the winter cluster forms. The consumption of so much indigestible material will play havoc with the best colonies, and will offset the advantage of young bees. Although young bees undoubtedly can withstand more abuse than old

ones, they have their limits, and poor wintering stores is one of their limiting factors. A good rule to follow in the fall is to feed each colony a liberal quantity of sugar syrup during the last brood cycle, or after all honey ceases to come in. This the bees store in the brood-nest, and it should be given in time to be completely ripened and sealed.

The matter of protection in the fall, while not perhaps a vital one, is nevertheless important. By relieving the bees of considerable heat production the brood-nest is not contracted so rapidly, and, moreover, additional bees are made available to care for the larger amount of brood which protected colonies always have in comparison with unprotected ones. In outdoor-wintered bees, fall protection is easily provided, but when cellar wintering is practiced, fall protection is more difficult. Any sort of improvised protection will, however, prove profitable.

To review some of the benefits derived from a system of good fall management: Queenless and weak colonies during the spring will be largely prevented. This, in turn, will do much to counteract the effects of inclement weather, European foulbrood and spray poisoning. The presence of any one of these adverse factors may destroy the chance of securing a maximum crop of honey. And, last, but not least, the beekeeper's morale in the spring will be more in harmony with the happy throb of reawakened life which surrounds him on every hand. Should not the beekeeper then choose carefully the time for his vacation? By so doing, his sojourn, instead of being in the next county, can, in reality, be in other lands.

THE annual meeting of the Wisconsin State Beekeepers Association will be held in Madison December 4th and 5th. The Board of Managers will meet at 2 P. M. December 3rd. Further details and program will appear in November issue.

Classified Advertisements

25c per line for 1st insertion, 15c per line for subsequent insertions Not less than two lines

FOR SALE

FOR SALE CHEAP—100 swarms Italian Bees and 40 acres of land located 3 miles from Raddison, Sawyer Co., Wis. An extra good location for Bees. Reason for selling too far from home Apiary. If interested write owner Mrs. George Stowell, Barron, Wis. for prices.

I WISH to discontinue the honey business, and offer for sale the bees and all equipment. All is good and in first class shape. If interested write me for an itemized list and price. Address P. N. Korb, Fairwater, Wis.

FOR SALE CHEAP—50 colonies Italian bees in 8 frame hives. Write J. I. McGinnity, R. F. D. 2, Edgerton, Wisconsin.

Patronize our Advertisers---
They're Reliable.

QUEENS

IT PAYS TO REQUEEN EVERY YEAR

At our summer bargain prices, just a few extra pounds of honey pays the bill.

ITALIAN, GOLDEN AND CARNIOLAN

Untested queens, at the following summer prices:

25 or less.....	\$.75 each
25 to 99.....	\$.70 each
100 to 499	\$.65 each
500 or more	\$.60 each

Leading Beekeepers of the world advise requeening annually.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

We Manufacture Foundation



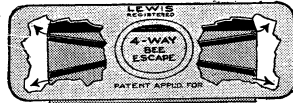
OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



GUS DITTMER
COMPANY
AUGUSTA, WISCONSIN

For Practical Beekeepers— Lewis 4-Way Bee Escape



18¢

Empty your full supers easily and quickly!

IT'S no longer necessary to shake bees in the hot sun or besting up taking off supers at night. The famous "4-Way" Bee Escape solves the problem. Fully guaranteed.

Sample and full instructions, with 52-page 1924 catalog of latest improved quality supplies, sent postpaid to anyone in North America, 18 cents. Write today.

G. B. LEWIS COMPANY

An outstanding force for better Beekeeping since 1874

WATERTOWN, WISCONSIN

Branch Warehouses of the G. B. Lewis Company in charge of our own managers at your service: 328 Broadway, Albany, N. Y.; 408-12th St., Lynchburg, Va.; 132 Webster Ave., Memphis, Tenn.; 415 So. St. Francis St., Wichita, Kansas. Write for name of dealer nearest you.

LEWIS BEEWARE

QUEENS**NORDAN'S****QUEENS**

Three-Banded Italian Queens

(THREE-BANDED ONLY)

I am offering my queens that have stood the test for years. I have sent out thousands of queens to head colonies that were dying out with BEE PARALYSIS and not one of them have shown any signs of it. They have made good in every instance. I am raising the same kind of queens this year and mating them to drones that are also immune.

I guarantee every queen to be immune to bee paralysis.

PRICES ON QUEENS TO JULY 1, 1924

1 to 50 select untested, \$1.00 each all over 50 — 10 per cent off.

1 to 50 select tested, \$2.00 each, all over 50 — 10 per cent off.

Select tested queens for breeders, only \$3.00 each net.

Try them and be convinced that there is such a thing as a strain of bees immune to bee paralysis. They have been bred for honey producing as well as all other points.

Safe arrival to all points in United States and Canada guaranteed.

M. S. NORDAN, Mathews, Ala.

Light Three-Banded Queens from Central Louisiana Apiaries

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size

For Delivery after May 10th

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lots of 10 or more.	
10 3-Frame with queen.....	\$ 47.50
25 3-Frame with queen.....	112.50
50 3-Frame with queen.....	212.50
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Indiana

Wisconsin Beekeeping

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No. 10

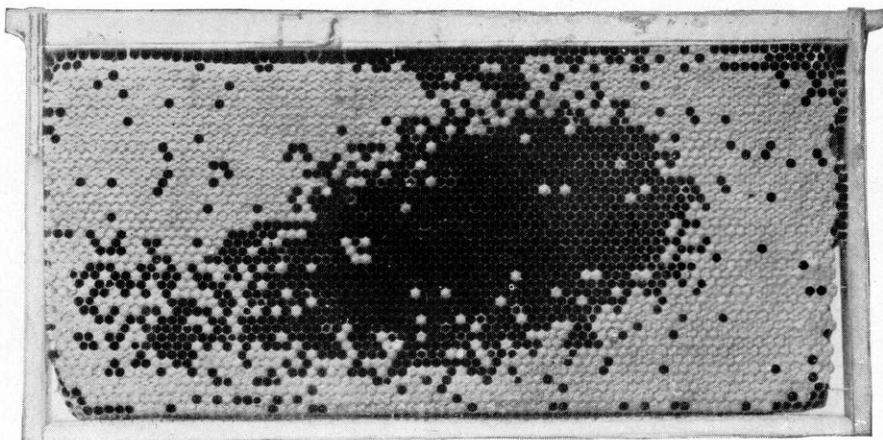
**THE BULLETIN BOARD
NATIONAL HONEY WEEK
STATE HONEY WEEK
NOVEMBER 16 to 22
STATE CONVENTION
DECEMBER 4-5, AT MADISON**

Have you joined the American Honey Producers' League? If not, it will pay you to send in your dollar now and secure membership from now until Jan. 1, 1926.

Have you a copy of "A Treatise on the Law Pertaining to the Honey Bee"? See the notice by Dr. Fracker in this issue.

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Some Peculiar Habits of Bees (Continued)



The Perfect Foundation

Until six years ago the beekeepers were compelled to use a foundation milled by the old style mill.

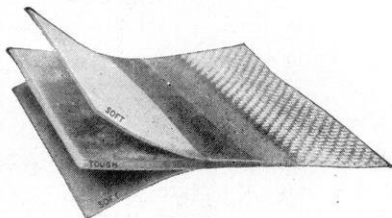
In 1919 the Aircro method of refining and milling wax was invented, thus placing on the market a foundation, not refined by acid but by a secret process controlled by us, and which is free from all foreign matter and air. Aircro foundation, made only by us, is denser, tougher, cleaner, more ductile and will stay fresh the longest. The Aircro process of milling made possible a foundation that has a thinner base with a natural comb angle and one which the bees prefer. Aircro foundation is today the leader of all other foundations just because the bees prefer it and the beekeepers like it.

However, there still remained one problem for the manufacturer to solve, a problem that has been given much attention by bee authorities everywhere. That was the manufacturing of a comb foundation for brood and extracting frames, that would not sag, warp, stretch or break in the extractor and which would be composed of all worker cells without gnawing around the wires. We had experimented with all styles of wiring, a few of which are illustrated at the left. The final conclusion was that no style of wiring will produce a perfect comb for brood and extracting frames under all conditions.

In 1922 the problem was solved. Three-ply Aircro foundation is the result of our exhaustive experimental work, and after three seasons' tests in the apiaries it is recognized as the foundation without an equal. Three-ply is the perfect foundation and meets all requirements.

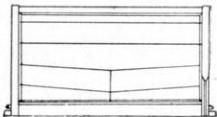
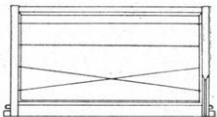
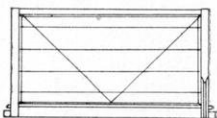
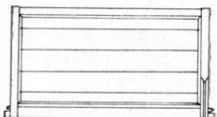
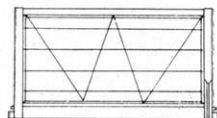
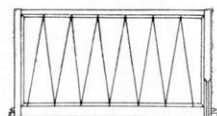
**THE A. I.
ROOT
CO.**

**CHICAGO and
ST. PAUL**



226 W. Huron St.
CHICAGO, ILLINOIS

292 E. Sixth St.
ST. PAUL, MINNESOTA



Wisconsin Beekeeping

VOL. I.

NOVEMBER, 1924

No. 11

WISCONSIN STATE HONEY WEEK NOVEMBER 16-22

The Situation as It Now Stands

In the SEPTEMBER issue a suggested program for individual members was given and in the OCTOBER issue the program was outlined for local associations. You have the plans now, you know that they are satisfactory ones because they worked out last year; have you made all the preparations necessary to carry out these plans?

Since these two programs were presented, we have made further arrangements to help you. You have labels now, pails, posters, lantern slides, uniform glass jars, and stationery. We can furnish you further any of the following upon request:

1. HONEYBEES (8 articles in the following order):

- a. Questions to create interest.
- b. History.
- c. Organization within hive (types of bees, duties etc.)
- d. A year with the bees.
- e. Stinger, pollen baskets, etc (Anatomy of bee).
- f. Manner in which honey is produced (Extracting, etc.)
- g. Flavors, colors, forms.
- h. Uses of Honey.

(These articles will be sent free upon request.)

2. HANDBILLS (Especially prepared for State Honey Week) 8 sample copies were sent you October 21. These can be supplied in lots of 250, 500, 1000, 2000, 3000, and 5,000, at cost.

3. Badger Brand Honey Booklets — Just off the press. A honey booklet just for Wisconsin Honey. Send for sample copy.
 4. Directions for Demonstrations — A complete set of directions for anyone desiring to give a demonstration on uses of honey. Ten special uses given — all can be shown in the demonstration. Will be sent free upon request.
 5. Directions for arranging exhibits in grocery stores. (Free for the asking.)
 6. A special prepared talk to be given before school children. (Copy of talk sent free upon request.)
 7. A Dutchman and His Bees. (This little stunt is very fine for local entertainments. (Copy sent free.)
- M. D. F.

STATE CONVENTION

Senate Chamber, State Capitol,
Madison, December 4, 5, 1924

Board of Managers' Meeting —
7 P. M., December 3.

We will have an old-fashioned convention this year — one of those good old times when we can pow-wow all we want and have a good social time.

Michigan, Illinois, Iowa, and Wisconsin have arranged a series of consecutive dates for conventions, and we hope to be able to bring Morley Pettit, that famous beekeeper of Canada, to our meeting. Are you going to miss this?

A printed program will be sent you the latter part of November, but right now is the time to start making plans that will enable you to attend.

An "EAT THE HONEY WAY" Banquet at the Honey Tea Room.

WISCONSIN HONEY SALES

The association sold on October 14, 11,600 pounds of No. 1 white honey for one of its members. The entire lot was sold at 12 cts. f. o. b. shipping point. Before this honey could be located six of our largest producers were written to, and all but one reported no honey for sale. Looks like the Wisconsin market had improved, doesn't it?

Price Cutters

Even our price cutters are raising their prices. Not enough yet though. However, we are sorry to have received several very discouraging reports about members who are using the fine *Badger Brand Trademark* on five and ten pound pails of honey which are being retailed below recommended prices.

If you CANNOT get a fair retail price for your honey and especially when you are using your association trademark, sell you honey in sixty pound cans wholesale. Don't ruin the retail market by underselling. Learn the fundamentals of good marketing now—nothing to this except the recognition of TRADE CHANNELS. Trade Channels, wholesale prices, jobber's price, and consumer's price—KNOW them and follow them—that's all there is to successful marketing. Sounds easy, members, doesn't it? But how hard it is to get the members to practice what we preach.

M. D. F.

SHORT COURSE IN BEEKEEPING

The regular five weeks short course in beekeeping for farm boys will be given Jan. 5 to Feb. 7, 1925. This course is also open to beekeepers or others who may wish to attend, and a catalogue will be mailed to you upon request.

The Editor.

THE LEAGUE LAW BOOK NOW ON SALE

"A Treatise on the Law Pertaining to the Honey Bee," is a volume of eighty pages just published by the American Honey Producers' League. It is the work upon which the legal department of the national organization has been engaged for the past three years. The editor is Col'n P. Campbell, LL. M., who is the general counsel of the league.

In the pages of this little book are brought together all the laws of the English speaking world effecting the status of the Honey Bee or the rights and liabilities of the owners. It answers the beekeeper's questions on his right to follow swarms to another person's property, his liability for damage in case live stock or persons are stung, his rights in the case of injury of shipments of bees when in the hands of common carriers, and an outline of the laws of the various states on apiary inspection.

One of the most important subjects is the discussion of remedies for injuries done by bees. It is stated that where someone suffers loss as a result of horses being stung and running away, the beekeeper may either be sued for damages, or, if the facts warrant, enjoined from keeping bees at their present location.

This book is substantially bound in cloth and is a permanent reference book of value. The price is 3.00 per copy, less a 20% discount to members of the League. Non-members may secure the book and pay their dues from now to the end of 1925 for a total of \$3.40. Address Secretary of American Honey Producers' League, Capitol Annex, Madison, Wis.

LOCAL AFFILIATED ASSOCIATIONS

Board of Directors Meeting

All locals affiliated with the state association are entitled to send a delegate to represent them at the meeting December 3, 7 P. M. Have you elected your delegate? An annual report for each local must also be filed with the secretary's office previous to the convention so that this information can be presented at the meeting.

HONEY AT FILLING STATIONS

For years we have envied John D. because of his monopoly of one of the big essentials of modern times. From the number of "Independent" filling stations we now see, it looks as if he may be hard pressed. Really, I am getting a little sorry for him, and have been trying to think how I can help him some. One or two of his lieutenants, whose duty it is to crank his machines to keep our motors going, has suggested the way we can help.

They have noticed the American Honey Producers' League emblem on my windshield, and asked me what I knew about honey for radiators. After telling them of its wonderful qualities and possibilities they invariably ask me, "Where can we get it properly prepared and mixed already to use?" What can I say? Well, I tell them that every beekeeper has at times some honey that should not be sold for human consumption on account of some undesirable flavor. I suggest they ask their local beeman if he can't supply them.

While I have used honey in my radiator the last two winters without any preliminary boiling or the addi-

tion of alcohol and had perfect success, after reading Prof. Kelley's articles in the last numbers of "Gleanings" and "American" I feel sure we should be more careful in its preparation.

After hearing day after day in my travels, the complaint of beekeepers about low prices and unfair competition and even assisting in the wail myself, I am beginning to wonder if John D's business scouts are not already figuring on a scheme to add a big side line to their already rather large stock of autoists' needs, and thus get the jump on their competitors.

While personally I would like the best in the world to help this kindly old man out, I am afraid we are not quite smart enough to enter into a contract to supply his filling stations only with our goods and keep out of the clutches of the law. So I suggest we be impartial and begin at once to make arrangements with both Standard and Independents to furnish them with a solution already prepared that will undoubtedly be better than anything else on the market. Read Prof. Kelty's article two or three times and then do as he suggests about giving a few good boosters a generous sample and when cold weather comes, have some bottles of it at strategic points to show that it will not freeze.

And just one more suggestion: When you figure out the cost price, do not figure on supplying your poor honey only. Figure on the 60 lb. can price of your best honey, plus the labor of preparing it. You will soon have to be buying honey to supply the trade if you make the proper start.

C. D. Adams.

DR. AND MRS. PHILLIPS SEND LETTERS OF APPRECIATION

*United States Department of
Agriculture,
Bureau of Entomology,
Washington, D. C.*

August 19, 1924.

My Dear Wilson:

Mrs. Phillips and I would like to express our thanks to the beekeepers who so kindly contributed to the gift which I brought back with me from Fond du Lac. Mrs. Phillips was just as pleased with it as I am, and we prize it highly. If space in "Wisconsin Beekeeping" is not too valuable, we shall appreciate it greatly if you would insert the enclosed note of thanks. If space is shy, please use Mrs. Phillips' in stead of mine.

The Fond du Lac meeting was far better than I feared it would be after the big meeting last year and the peculiar season this year. Certainly, so far as I am personally concerned, this meeting stands out as one of the big events of my life.

I guess that I told you that before the crowd here scattered for the summer they presented us with a beautiful picture. This morning I found on my desk a fine brief case from the office staff. There is certainly a good streak in this crowd, and I am finding it harder every day to think that I shall pull out of here now within a few days. However, with Hambleton in charge, I have the greatest confidence that things will go along in fine shape, and I shall also feel entirely at home on such occasions as I can get to Washington.

Sincerely yours,

(Signed) E. F. PHILLIPS.

410 Surrey Street
Chevy Chase Station,
Washington, D. C.

Aug. 17, 1924.

To the Wisconsin Beekeepers:
Dear Friends:

Each summer for the past six years my husband has come back from Wisconsin full of enthusiasm for the splendid spirit of cooperation shown by the beekeepers there, and each year I have regretted my inability to enjoy with him the fine hospitality and comradeship of the Chautauquas.

Now, more than ever, I regret that I do not know the many friends who had a share in giving us the beautiful silver service. It is difficult to express our appreciation of the kindly thought back of the gift, but we wish you to know that we shall always cherish this lovely and lasting token and shall hand it down to our children with inordinate pride.

With many, many thanks, I am,

Cordially yours,

(Signed) MARY G. PHILLIPS.

I should like to add one more word of thanks to what Mrs. Phillips has said. I have the added pleasure of recalling the good times at the Chautauquas for six summers, and this last act of my Wisconsin friends has placed me under a lasting debt of gratitude for their gracious expression of appreciation. I prize the gift many, many times more than its ordinary value because of the kindness and thoughtfulness which came with it. I hope that we shall all have many more opportunities to meet together.

Most sincerely yours,

(Signed) E. F. PHILLIPS.

A. I. ROOT A TRIBUTE

Dr. Miller and A. I. Root were two very popular men in the beekeeping world, but they were quite different.

Dr. Miller was a poet. Around his life and activities was thrown a halo of romance. The world loves its poets and could not get along without them. The practical man is, however, a very necessary man.

A. I. Root was not a poet, but he was the prince of handy men and his hand touched, improved and, to a great extent, made modern bee-keeping methods in almost every nook and corner of the world.

Take out of the world today all the methods, machinery and fixtures that were initiated in connection with bee-keeping by A. I. Root and his helpers and what would you have left? Dadants have done some original and independent work and it is good work, too, but most all the others have copied Root ideas, inventions and modifications.

No other man can do what George Washington did. He was the man of the hour. Edison is another man whose work cannot be duplicated. In the same manner A. I. Root put the imprint of his hand on bee-keeping and it can never be effaced. Not but what there can be improvements. There will be, but they will be supplementary and not revolutionary.

In speaking of what A. I. Root has done for bee-keeping, we include the splendid work of Ernest Root as being a legitimate result of his father's life. He improved some of his father's creations and we will be ready with the flowers at the proper time.

A. I. Root was not a professional man; he was a worker of the workers. He must needs make his living with his hands and his inventive ingenuity. He glorified common labor and made a romance out of it. Everything he touched was beautified. It was not his horny hand that did it but the spirit that was in him. He loved the varied activities of industry and he lived in the enjoyment of the environment which he had created, as a King lived in his realm. What he established was without precedent and unrivaled in the world. He be-

came a Prince in his line. The great ones and inquiring ones of earth came to him as they did to King Solomon of old. Of course, he did not start out with any thought to become world renowned. He simply started out to making an honest living and do well. Unconsciously, he took hold of the right thing at the right time and stuck to it until success had crowned his efforts. Then to a great extent, he turned the bee-keeping work over to other hands and turned his attention to the cultivation of the soil.

A. I. Root was thorough in his work. I visited his place at Medina about 1882 and at other times later. Not a weed did I see in his grounds. When a piece of land was brought under cultivation by A. I. Root, it was brought under for good and all. He figured that the land should produce a crop, not part crop and part weeds. There is a hint in this for the planters of America. Would it not be better to have less acreage and better tillage? It is not for me to say, but I ponder the question. One thing we all know: The easiest way to till ground is to keep it absolutely clean. If the weeds get a start, you have an endless job. In this matter, A. I. Root was a model truck farmer.

A. I. Root was helpful to the inner life of many men. That is because he was intensely human, a man of like passions with ourselves, a man who had met temptation and conquered. He was the personification of all that is best and most desirable in the Yankee character. That versatile, resourceful character, inherited from our Yankee forbears—men not given to sitting around, waiting for something to turn up, but in the habit of seizing some sort of a tool and turning things up for themselves. By his example, we are urged to make the best use we can of hand and brain to establish good American homes. That is what he tried to do and did do and he helped in the establishment of many good homes throughout this, and doubtless other lands.

I cannot say more, I cannot add anything. I simply mention these things lest we forget.

A. I. Root rested from his labors and his works do follow him. His life and work constitute his monument, and the hearts of those who came in touch with him are the tablets on which the words of tribute and appreciation are written. There are other good men and there will be more good men, but there never will be one exactly like A. I. Root. Therefore, we cherish the memory of his personality. It is an inspiration and a help to us in the life that we must live and the work that we must do.

H. Lathrop, Bridgeport, Wis.

THE IDEAL HONEY STRAINER

One that *never fails* and needs no washing or changing until close of extracting. It is simply made from a yard of $\frac{1}{4}$ inch mesh tinned wire cloth, the ends lapped two inches. Around this common window screen tinned and ends lapped one inch. Outside this double wire is two thickness of chee cloth, like a bag fitting rather close, bottom of each same as sides. Set the strainer in storage tank and honey from extractor in this strainer will never clog. At close of season or anytime strainer needs washing, just lay strainer on side in running water with open end so the inside cappings will run out with the water. Often my first extracting has a lot of wintered honey in combs and much of it is candied, which will clog any other form of strainer, but in this it rests on bottom and is easily removed any time.

As Mr. Danniher of Madison said 45 years ago at a convention in reply to why so few were present, "*No honey, no money. No money, no go.*" That hits me this year. Crop light and prices also. *N. E. France.*

WISCONSIN BEEKEEPING

Official Organ of the Wisconsin State
Beekeepers' Association.
H. F. WILSON, Editor

Entered as second class matter, January 11, 1924, at the postoffice at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to the
Wisconsin State Beekeepers' Ass'n.
1532 University Ave., Madison, Wis.

Advertising rates given on application.

OFFICERS

President..... James Gwin, Gotham
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Sec'y..... Malitta D. Fischer, Madison

Annual membership fee \$1.00, which
includes one years subscription to
Wisconsin Beekeeping.

Make remittance payable to
H. F. Wilson

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of Aug. 24, 1912 of Wisconsin Beekeeping, published monthly at Madison, Wisconsin, for October 1, 1924.
State of Wisconsin,
County of Dane.

Before me, a Notary Public, in and for the State and county aforesaid personally appeared H. F. Wilson, who, having been duly sworn according to law, deposes and says that he is the Editor of Wisconsin Beekeeping, and the following is, to the best of his knowledge and belief, a true statement of the ownership and management of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443. Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher: Wisconsin State Beekeepers Association, Madison, Wis.

Editor: H. F. Wilson, Madison, Wis.

Business Manager: L. T. Bishop, Sheboygan, Wis.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)—Wisconsin State Beekeepers Association.

3. That the known bondholders, mortgagees, and other security holders, owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is.....

•(This information is required from daily publications only.)

H. F. WILSON, Editor.

Sworn to and subscribed before me this 27th day of September, 1924.

Albert J. Haas.

(Seal)

(My commission expires May 24, 1927)

SOME PECULIAR HABITS OF BEES

By Lowell L. Noland,

Zoology Dept., University of Wis.

(Continued from page 100 of the Sept. number)

Von Frisch observed that it was the regular thing for a bee returning to the hive from a rich supply of food to go through this dance. He noted also that in the dance the participating bees as they followed the dance-leader kept their antennae on her abdomen. At the conclusion of the

dance if the participating bee did not happen to belong to the same group as the dance-leader it relapsed into quiescence or only later left the hive. If however the bee happened to belong to the same group, at the end of dance it would begin to clean itself and then hastily leave the hive, not paying any attention at all to the whereabouts of the dance-leader, but hurrying off as rapidly as possible to the feeding-station which it had, of course, previously visited and had evidently remembered from previous trips.

That the communication took place through the sound of the wings is very improbable, for only the marked bees that came in direct contact with the dance-leader were aroused to go out for the food. Nor could it have been a matter of taste since the dance-leader does not feed the bees that dance with her. Smell certainly has a great deal to do with it for only those bees that belong in the same group ordinarily react to the dance. As will be shown later other bees may be excited by the dance to leave the hive in quest of the food, but when they do so they do not go directly to the source of food as do the bees that know the way from previous visits but hunt around in all directions and settle down at any feeding station that has the same odor as the original one. In other words to the bees that have already found the place the smell on the body recalls the location and the contact stimuli of the dance tells that there is food to be had there. When substances of strong odor are put at the feeding station the smell of the dance-leader will attract the attention of the bees in her group from a distance of several centimeters in the hive but no bee is aroused sufficiently by the smell alone to go out and seek the source of food. The contact in the dance is necessary.

Bees whose antennae were removed at the feeding station would often perform the dance in the hive on their return and could excite other bees of

their group to go out; however, no bee in the hive with antennae removed was able to respond to the dance even though in immediate proximity to the dance leader.

The next set of experiments were carried out as follows: sugar water feeding stations were set up at two different places, and the bees coming to them were marked as before up to a certain number and all additional ones that came were killed. Then the dishes at the two stations were covered and later simultaneously reopened. In such experiments the first bee that came to either station and flew back with a load of sugar water mobilized not only his own group but the other also. There was no confusion of groups; the one went directly to the station at which it had previously been collecting, and the other group went to its own station. The same food seemed therefore to awake in the two different groups of bees memories of different stations.

A refinement of the same experiment was to open only one of the dishes after both had remained closed for some hours. When this was done the first bee to visit the opened dish mobilized his own group and the other group also. The dish of the latter was covered; nevertheless the percentage of the whole group that visited the covered dish was as high as that of the group whose dish was open. In one case 13 bees out of 16 were mobilized at the open dish. In the same space of time 14 out of a group numbering 17 made visits to the covered dish.

The next test was to use different foods at the two feeding stations. Flowers of Robinia were used at one place and sugar water at the other. In this case, the bees from the first group would not mobilize the other. The converse of this was equally true. However, the bees within the same group were set to collecting by the *Rundtanz* of bees from that group just as readily as before. Similar experiments were tried using Robinia

flowers at one station and linden flowers at the other. The same results were obtained here as before. A bee of one of the groups would mobilize only the group to which he belonged.

Another interesting set of experiments were carried out in which plain water was offered at two feeding stations. Under the dish at one feeding station was placed a filter paper kept moist with a solution of peppermint oil; at the other station a filter paper moistened with tube rose perfume was used. The bees visiting the stations therefore sucked up the same solution but got a different smell on their bodies. It was found that the two groups did not mobilize each other. After the two stations had been covered for a time a new tube rose station was opened right beside the peppermint station, and a bee belonging to neither of the previous groups was allowed to feed there and then return to the hive. If any information as to the location of the food were communicated by the returning bee it would be expected that either the tube rose bees would be led to the new tube rose station or that the peppermint bees would be aroused to go out to their station since it was at the same place as the new tube rose station. However, the thing which happened was that the bees that had been visiting the old tube rose station were mobilized and made many trips out to the old place although that was not open. The experiments point to the fact that the odor which clings to the bodies of the bees is the directing factor to other bees belonging to the same group. Experiments similar to this but so arranged that the bees did not touch the perfumed paper but were exposed to the odor, had identical results.

(To Be Continued)

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25c per line for 1st insertion, 15c per line for subsequent insertions Not less than two lines

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FOR SALE CHEAP—100 swarms Italian Bees and 40 acres of land located 3 miles from Raddison, Sawyer Co., Wis. An extra good location for Bees. Reason for selling too far from home Apiary. If interested write owner Mrs. George Stowell, Barron, Wis. for prices.

I WISH to discontinue the honey business, and offer for sale the bees and all equipment. All is good and in first class shape. If interested write me for an itemized list and price. Address P. N. Korb, Fairwater, Wis.

FOR SALE CHEAP -50 colonies Italian bees in 8 frame hives. Write J. I. McGinnity, R. F. D. 2, Edgerton, Wisconsin.

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QUEENS

IT PAYS TO REQUEEN EVERY YEAR

At our summer bargain prices, just a few extra pounds of honey pays the bill.

ITALIAN, GOLDEN AND CARNIOLAN

Untested queens, at the following summer prices:

25 or less.....	\$.75 each
25 to 99.....	\$.70 each
100 to 499.....	\$.65 each
500 or more	\$.60 each

Leading Beekeepers of the world advise requeening annually.

AULT BEE COMPANY

Capital Stock \$100,000.00
612 Houston Building
SAN ANTONIO, TEXAS.

We Manufacture Foundation



OUR SPECIALTY IS

Working your wax into foundation, for cash or wax in payment. Write us for list of supplies and get our prices on the best Hives, Sections, Frames, etc. made in Wisconsin.



**GUS DITTMER
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SPORTSMEN

who desire the very best in the art of TAXIDERMY, we are headquarters. Artistic mounting on all Wild Life, Rugs and Game Heads.



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QUEENS**NORDAN'S****QUEENS**

Three-Banded Italian Queens

(THREE-BANDED ONLY)

I am offering my queens that have stood the test for years. I have sent out thousands of queens to head colonies that were dying out with BEE PARALYSIS and not one of them have shown any signs of it. They have made good in every instance. I am raising the same kind of queens this year and mating them to drones that are also immune.

I guarantee every queen to be immune to bee paralysis.

PRICES ON QUEENS TO JULY 1, 1924

1 to 50 select untested, \$1.00 each all over 50 — 10 per cent off.

1 to 50 select tested, \$2.00 each, all over 50 — 10 per cent off.

Select tested queens for breeders, only \$3.00 each net.

Try them and be convinced that there is such a thing as a strain of bees immune to bee paralysis. They have been bred for honey producing as well as all other points.

Safe arrival to all points in United States and Canada guaranteed.

M. S. NORDAN, Mathews, Ala.

Light Three-Banded Queens from Central Louisiana Apiaries

Upon no other one thing have we worked as hard as we have on our strain of Italians. We have chosen this as our profession and expect to be raising bees and queens as long as we are living; so we have left nothing nor will we leave anything undone that will tend to give you better queens and bees. Aside from the desire to do it, we realize that we must give you the best that can be had to merit your patronage year after year. We believe that the stock we secured from J. W. K. SHAW CO. has more scientific breeding for production behind it than any other that we know of. Since we have had them we have by careful selection developed a remarkable evenly marked, gentle but hustling strain of Italians.

OUR BEES ARE FREE FROM DISEASE.

THE GUARANTEE WE STAND: Government Health Certificates with each shipment. Safe delivery guaranteed. To ship on date promised, considering weather conditions.

We only book to 75% capacity; the other 25% is to forestall bad weather conditions and other handicaps which all Beekeepers have to contend with.

PRICES ON BEES IN PACKAGES, QUEENS, NUCLEUS, any size

For Delivery after May 10th

10 2-lb. on frame brood and honey, the natural food, with Untested Three Banded Introduced Queen in each package.....	\$ 37.50
25 2-lb., same as above.....	90.00
50 2-lb., same as above.....	175.00
100 2-lb., same as above.....	325.00
If 3-lbs. are wanted simply add 75c to each package.	
3-Frame Nuclei covered with young bees with same queen as above; in lo's of 10 or more.	
10 3-Frame with queen.....	\$ 47.50
25 3-Frame with queen.....	112.50
50 3-Frame with queen.....	212.50
100 3-Frame with queen.....	400.00

CENTRAL LOUISIANA APIARIES, Hamburg, Louisiana

Wisconsin Beekeeping

Vol. I.

DECEMBER, 1924

No. 12

THE BULLETIN BOARD

STATE CONVENTION

December 4-5, Senate Chamber,
State Capitol, Madison

Morley Pettit of Georgetown, Ontario, Canada, will speak at the December convention.

Start planning now for the Second NATIONAL Honey Week in 1925.

Order your pails and labels this winter for your 1925 advertising and selling campaign.

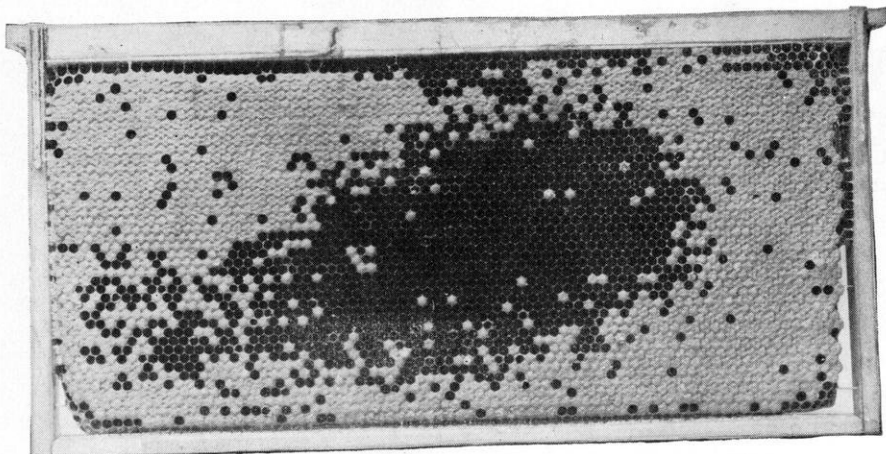
Send in your dues for 1925 early. Be sure to include one dollar for the American Honey Producers' League.

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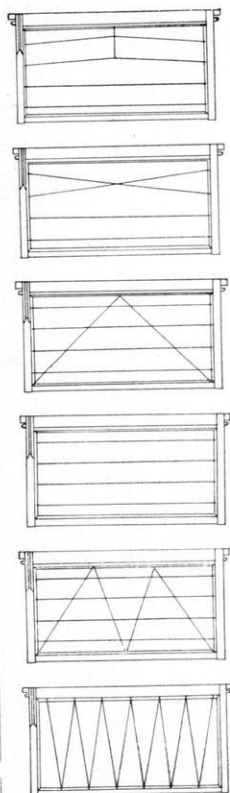
The Perfect Foundation

Until six years ago the beekeepers were compelled to use a foundation milled by the old style mill.

In 1919 the Airco method of refining and milling wax was invented, thus placing on the market a foundation, not refined by acid but by a secret process controlled by us, and which is free from all foreign matter and air. Airco foundation, made only by us, is denser, tougher, cleaner, more ductile and will stay fresh the longest. The Airco process of milling made possible a foundation that has a thinner base with a natural comb angle and one which the bees prefer. Airco foundation is today the leader of all other foundations just because the bees prefer it and the beekeepers like it.

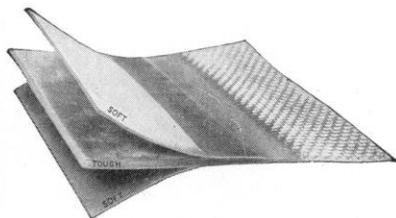
However, there still remained one problem for the manufacturer to solve, a problem that has been given much attention by bee authorities everywhere. That was the manufacturing of a comb foundation for brood and extracting frames, that would not sag, warp, stretch or break in the extractor and which would be composed of all worker cells without gnawing around the wires. We had experimented with all styles of wiring, a few of which are illustrated at the left. The final conclusion was that no style of wiring will produce a perfect comb for brood and extracting frames under all conditions.

In 1922 the problem was solved. Three-ply Airco foundation is the result of our exhaustive experimental work, and after three seasons' tests in the apiaries it is recognized as the foundation without an equal. Three-ply is the perfect foundation and meets all requirements.



**THE A. I.
ROOT
CO.**

**CHICAGO and
ST. PAUL**



226 W. Huron St.
CHICAGO, ILLINOIS

292 E. Sixth St.
ST. PAUL, MINNESOTA

Wisconsin Beekeeping

VOL. I.

DECEMBER, 1924

No. 12

HONEY RADIOGRAMS

Four talks on honey and bees were given through the University Broadcasting Station, WHA, during *Honey Week*. At the suggestion of Professor W. H. Lighty, in charge of the University Broadcasting Service, the titles of these talks were made up to attract popular attention with the hope that our audience might be greatly increased. The following talks were given:

Friday, November 14—*Scouting for and Taming the Wild Bee*.—H. F. Wilson.

Monday, November 17—*Yum-Yum-Honey, How the Bees Make It*.—H. F. Wilson.

Wednesday, November 19—*How to Keep Your Honey Sweet*—H. F. Wilson.

Friday, November 21—*Eat Honey, the Flavor of Flowers*—Malitta D. Fischer.

STATE HONEY WEEK REPORTS

The secretary, Miss Fischer, desires that all members who participated in State Honey Week, send in a report. She expects to assemble this material and we will print it in *Wisconsin Beekeeping* so that our readers may know what individual members and locals did. The following report blank should be used in making such a report:

State Honey Week Report

1. In how many stores did you place your honey?

Did you arrange special displays? (Please give details.

What sized containers did you use?

What margin of profit did you allow your grocer?

Did you furnish the grocer with posters, or honey booklets?

2. Did you advertise?

Give type of advertising used—newspapers, farm journals, movie slides or bill boards. (Send in clippings.)

3. Did you give any talks at public meetings? How many? Give subjects, attendance, etc.

4. Did you arrange for any special demonstrations? Describe.

5. How many pounds of honey did you sell during honey week?

In the stores?

Direct to the consumer?

6. How many pounds of honey did you sell the week following?

7. How many pounds of honey did you sell two weeks after the Honey Week?

8. Did you succeed in getting your local newspapers to run educational articles? How many? Send in clippings.

9. Did you make any effort to get the school children interested?

10. Do you think a State Honey Week is worth while and are you in favor of having another one held in 1925? What time is best for such a week?

11. Did your local health officers cooperate?

WISCONSIN BEEKEEPERS INVITED TO ATTEND CHICAGO MEETING

Mr. G. H. Cale of the American Bee Journal has written the secretary

that there will be a joint meeting of the Chicago Northwestern Association and Cook County (Illinois) Beekeepers' Association in Chicago during the meeting of the American Honey Producers' League in January.

A special invitation is extended to Wisconsin beekeepers. The time and place of this meeting will be announced later.

A HONEY-MAN AND HONEY-GIRL ON HONEYMOON

A newspaper clipping with this title recently came to our desk.

We feel that a more appropriate title could hardly be found. The item states that Lester Bishop, Jr., son of L. T. Bishop, was recently married to Miss Mildred Fredrichs of Sheboygan. This HONEY couple will reside at 1124 S. Fifteenth Street, Sheboygan, where they will be glad to welcome their beekeeping friends.

THE WORK OF A. I. ROOT FOR BEEKEEPING

BY E. F. PHILLIPS

Last year, at the great assembly of beekeepers at Madison, it was my privilege to pay a tribute to a great beekeeper, Dr. C. C. Miller, one of the leaders in the advancement of American beekeeping. In this matter-of-fact world, too seldom do we express our gratitude for the good works of those who have made our work more profitable and interesting, but no better way may be found to increase one's own knowledge of the foundations of his work than by considering the work of the leaders in his field. On this occasion, we again stop our discussion of the practical phases of beekeeping for a time, and it is my lot to eulogize a great leader in beekeeping, Amos Ives Root, a man whose

genius and talents have meant much to beekeeping.

Because of the intimate manner in which Mr. Root wrote in *Gleanings in Bee Culture*, most American beekeepers are familiar with his life and work. There is at present running in *Gleanings* a series of autobiographical articles by him, so that it is quite unnecessary at this time to present any biographical material. It is far more important to take a look at his life as a whole, to see wherein his labors contributed to the advancement of beekeeping, and to determine what type of his work did the most good.

A. I. Root was the founder of the firm which bears his name. He was a successful business man, and acquired a considerable fortune. He was able to succeed in business because he inspired in beekeepers an assurance of his honesty and of his interest in their welfare. These are, of course, major requirements in business success, and in his case they seem to be about the only qualities of a good business man which he possessed, while he had certain characteristics which militated against business success, but in spite of which he succeeded. It is not the purpose of this talk to discuss the business of the company which he founded, nor to outline its progress. The reason why A. I. Root began the manufacture of beekeepers supplies was because he found that his fellow beekeepers were unable to get adequate and well made equipment for their work. He was a mechanic of unusual ability and undertook not only to make for himself the supplies which he needed, but also to furnish others with well made supplies.

A. I. Root was an odd genius. His interest in bees arose from the chance passing of a swarm over his house. From his own account of his early days, as well as from a knowledge of his whole life, it is clear that adherence to a definite purpose over a long period of years was not one of his marked characteristics, yet while

his interest lasted its intensity was remarkable. Quite soon after he obtained his first bees, he became a recognized authority in beekeeping, but his interest and active participation in beekeeping lasted only about thirteen years. He burned himself out in the bee work in this short time, and then turned over to the next generation the business which he had established. From that time on, his interest was in other things, and in fact he showed a decided lack of interest in bees during most of his later life. It is, therefore, only a short period in beekeeping work which we need consider in interpreting the work of A. I. Root in this field.

Perhaps the outstanding characteristic of A. I. Root, which made him a great beekeeper in a short time, was curiosity. He was not satisfied merely to accept what others said about bees, but insisted on seeing for himself. He was not satisfied with what was then known about bees, but insisted on learning more. Some of us recall his article on the tulip-tree in his book, in which he began by telling what others had reported about this important honey-plant, but broke off in the middle of his discussion by saying that he needed some first-hand information, so he went to the woods, climbed a tall tulip-tree what was in bloom and later wrote one of the most interesting accounts of the tree which appears in the beekeeping literature. To cite another example of his method of procedure, it had been the practice for many years to give bees a substitute for pollen in the spring, in the form of some kind of flour. Recommendations of this kind had been repeated in many bee books. At the time when Mr. Root's interest in bees was greatest, this practice was probably more common than it is today. A search of the previous literature fails to show that anyone had shown that these flours actually enable the bees to rear brood. Mr. Root placed a colony of bees in a greenhouse without

pollen and fed sugar syrup. Then he gave these bees flours and meals of various sorts and with this addition to their diet the bees reared some brood. The plan and conduct of this experiment are proof of his ability as an investigator. The recommendation to use "artificial pollen" is still often found in the literature. Most of those who make the recommendation are probably not aware of the trial which Mr. Root made, and so far as known, not another investigator has thought it worth while to test this, and A. I. Root seems to be the only man in the United States who has thought it worth while to ask the bees about this type of stimulation.

Such curiosity is the very basis of scientific investigation. We often think of the scientist as lacking in imagination, while in fact no class of people have more vivid imaginations or better developed curiosity. The careful scientist does not allow his imagination to get the better of him, and he desists from publication until his hypotheses are supported by fact. A. I. Root was a scientist. He did not publish articles on his investigations in formal scientific style in scientific journals, but recorded his observations in brief notes, first in the American Bee Journal, and later in his own journal. His name appears in no list of eminent biologists, but so far as the accuracy of observation is concerned, he is entitled to recognition as a maker of advance in this field.

This seems an appropriate opportunity to point out a difference between the beekeeping literature of the time when A. I. Root was active, and that of the present. Perhaps few beekeepers realize what a marked change has occurred. When A. I. Root began writing on beekeeping, there were almost no commercial beekeepers in America, and those then keeping bees would mostly now rank as "sideliners." A few men in the East, like Moses Quinby, had made a success of

commercial honey production, and Harbison had shown what can be done in the far West, but beekeeping was usually not conducted as a business. Equipment had not reached that stage of perfection which led to the uniformity which now exists. At that time systems of management formed only a small part of the beekeeping literature. Styles of hives were frequently discussed and formed the basis for heated arguments, but probably no one entertained the hope that there would ever be a standard hive, unless it was A. I. Root. In this early period, many of the topics which now form a large part of our current literature were totally unknown. A marketing page would have been almost a joke, for there was no marketing problem. The business of beekeeping had scarcely made its initial appearance.

What were the chief topics of discussion in the days when A. I. Root furnished many of the topics and much of the data? They were the activities of the bees themselves. It is a well recognized fact that without a firm foundation of knowledge of the normal activities of bees, no successful beekeeping can be practiced. In these early days, the leaders in beekeeping laid the foundation which made the present development of beekeeping possible, and the most important thing which they did was to study bees. This can not be too strongly emphasized, for no "system" or plan of management in beekeeping is of value unless the system is based on a wide knowledge of bee behavior. The most important thing accomplished in the early days of beekeeping in this country was not the standardizing of hives, nor the elaboration of equipment, nor the organization of beekeepers, nor many of the other things which today occupy so much of our attention, but the real cause for success was a study of bees themselves. In this work A. I. Root was a leader, and his leadership consisted not only

in the making and recording of innumerable personal observations but in stimulating others to do the same kind of work, by discussing the details of their observations in his numerous articles. If we take this view of the work of A. I. Root, his efforts at manufacturing and standardizing equipment takes subordinate rank, and he takes his place as a leader in providing the information without which no real progress is possible.

In the present days of complexity, a beekeeper scarcely gets a good start in thirteen years, and no beekeeper of wisdom now dares assume any leadership within a few months of beginning his work in beekeeping, for there is now too much to learn before one's advice and council are valuable. Yet, partly because of the general lack of information in his day, but more largely because of the intensity of his work and the accuracy of his observations, A. I. Root assumed and maintained leadership as an observer within a few months of the time when he obtained his first bees.

Mr. Root burned himself out with bees, ruined his health by the intensity of his effort, and dropped beekeeping after only thirteen years work. Thirteen years seems a long time, but it is actually so short as scarcely to give one time to get a good start in any line of valuable endeavor. That A. I. Root accomplished so much in so short a time is proof of his ability as an observer and leader. If we review these busy thirteen years, we find that largely through his efforts marvelous advancement was made in the knowledge of bee activity, the hive became standardized, equipment was vastly improved, and beekeeping was put on a high road to become a real business. A. I. Root did not do all this work and does not deserve all the credit, but throughout this period he was a leader, and as such took a more active part than did most others. In writing the history of the development of beekeeping in this country,

the original work of this man can not be belittled and must be classed as of high rank.

As has been suggested, discussions of bee behavior are today quite rare in beekeeping journals. One occasionally finds articles dealing with some specialized phase of the activity of bees, but many of these article repeat things long since said in better form, often by better observers, and most of the subjects thus discussed are not of direct importance in the actual management of bees. One might almost conclude that the beekeepers of the present day are not interested in bees, if the opinion were formed from a reading of the present literature. There is, in actual fact, reason to suspect that many beekeepers are not greatly interested in bees. Some years ago there was begun a series of articles in one of the bee journals by one of the most noted observers of bees, but the series was not completed, because so many beekeepers wrote to protest against the filling of the journal with material which was not considered "practical." In this booklet there is no mention of the practice of beekeeping, yet the series is exactly the kind of information which a beekeeper needs if he is to be a broad, well-grounded beekeeper, who understands the reasons for the things which he does. A condemnation of such a series of articles could scarcely have happened in the days when A. I. Root and his co-workers were busy making and recording the same kind of facts.

There is further reason for believing that there has been a change in this respect in the beekeeper's interests. Many extensive beekeepers have little interest in bees and have only the most vague and often inaccurate information regarding them. They know a single system of management which some leading beekeeper has devised and too many others follow the system more or less blindly. They are eminently "practical," yet are unable

to take advantage of circumstances which may lead to unusual success, and fail to overcome many of the difficulties which would be comparatively unimportant to one well informed regarding bees. In so far as American eminence in extensive beekeeping is based on the practice of "systems," we are on exceedingly dangerous ground. I know beekeepers who have grown old in their work, and in some cases I know the sons who have taken their places. It is rather rare to find a beekeeper's son who knows as much about bees as does his father, yet the sons are almost all "more practical" beekeepers, and are engaged in beekeeping on a larger scale. When adversity comes in the form of disease or poor nectar yields, the sons often fail to do as well as did their fathers under like circumstances. There are, of course, exceptions to a general statement, yet on the whole the younger men in beekeeping today seem to be less well informed about bees than were the beekeepers of thirty or more years ago. Following a "system" never made a good beekeeper, and the beekeeper who has learned merely the methods of management from some good beekeeper should broaden his knowledge of bees in every way possible, if he hopes to make the success of beekeeping which his teacher made before him. This broadening of knowledge must come primarily in a study of the bees themselves, rather in the perfection of equipment or marketing plans.

To cite an example of the need of fundamental knowledge, the wintering problem has been for years a subject of much discussion, and all sorts of special cellars and packing cases have been advocated. Little advance in the solution of the wintering problem could have come by trials of this sort, and beekeepers could never learn the reasons for the things which they do without a detailed study of bee behavior during the broodless period.

Another example is disease; there were various methods of treating diseases, more or less successful, before study was made of the causes of the diseases, yet it was only after the causes were known and the characteristics of the causative organisms in their behavior within the colony were studied that it was possible to understand the reasons for the various methods of treatment. With this knowledge, many of the former treatments were found to be faulty and have been abandoned.

A. I. Root and his associates during his active period, who were engaged in the study of bees had a certain advantage over the observers of today, for there was then available little accurate knowledge of bees and they were able to choose fairly easy problems. Today the easy problems have largely been solved, and most of those now demanding attention require considerably more skill in observation and more specialized equipment than was formerly required. This doubtless means that the important scientific problems of the future must be solved by men of high scientific attainments and with good equipment, which indicates that the advance will be made chiefly in institutions established for the purpose. For this reason, every effort should be made by beekeepers to encourage the establishment and enlargement of such institutions, and to encourage the training of men for such work. This means the enlargement of the beekeeping work in colleges and universities, the enlargement of the activities of the Bee Culture Laboratory of the Bureau of Entomology and the various state experiment stations, and a friendly support of these institutions on the part of beekeepers everywhere.

Even though it is probable that in the future most of the investigational work will be done in such institutions, it must not be overlooked that in the past, scientific investigations in bee-

keeping have served chiefly to explain rather than to discover new methods. In the two cases just cited, namely wintering and disease, neither investigation has served to devise new methods, but both have served to explain what had already been tried by many beekeepers. One dare not predict what changes may occur in scientific work in the future, but so far as an opinion may now be hazarded there is just as much need for experimenting beekeepers as at any time in the past. If experimental work is left entirely to investigators in institutions, the beekeepers will lose much of the joy of their work, and for purely selfish reasons they should insist in continuing certain lines of work as their own.

Beekeepers seem to be doing little experimental work today. During the past eighteen years, fewer articles on queen-rearing have appeared in all bee-journals than appeared in one-third the number of years just preceding. There have been articles on the necessity or desirability of requeening and on certain details of "systems" of queen-rearing previously devised, but there have been few, almost none, devoted to actual experiments on queen-rearing. We have recently heard much of the discovery of a method for disinfecting combs infected with American foulbrood. Aside from some records of tests of this important discovery, there has been in recent years almost no discussion of actual experiments in disease control in any of the bee-journals. Swarm control is in many respects one of the most important subjects in beekeeping. Within recent years, a prominent beekeeper with scientific training, my friend Demuth, has discovered the cause of swarming, yet this discovery called forth almost no discussion from other writers and is without either support or denial from others. There would be no difficulty in naming a dozen important questions in practical beekeep-

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ing in which further experimentation is sadly needed, and which have scarcely been mentioned in any bee-journal now for several years. Marketing and the business phases of beekeeping have crowded out these topics, and while there is not the slightest question that marketing is of great importance, there should still be room for some of the fundamental topics which pertain to the care and management of bees, as distinguished from the care of their products.

Since certain topics are no longer discussed in the journals, the inference might be made that the editors are responsible for these omissions. By discussing these topics themselves, as did A. I. Root, they might stimulate others to make observations of value, yet actually the blame does not lie with the editors. Such material formerly came to the journals in such quantities as to make the publication of all of it impossible, and today it is not coming, even in small quantities.

If all beekeepers studied the work done years ago by the founders of American beekeeping, it would be somewhat less necessary to have similar topics discussed in the journals,

but few beekeepers take time to read the old volumes of the bee-journals. This is regrettable, for some of the back volumes are extremely valuable. Records of scientific observations on bees are quite common in foreign bee-journals, and this might be a valuable source of such information, but not many Americans can read these journals. As a matter of fact, European beekeepers are today surpassing their American co-workers in the discoveries in the fundamentals of beekeeping.

If American beekeepers have almost ceased recording observations, the explanation may be that they no longer feel the necessity of such records, since they assume that bulletins of the various stations have taken their place. If this is actually the attitude, then the work of these stations may be doing more harm than good. Certainly if they lead to a reduction in the actual making of observations by beekeepers, they will work harm. To speak from personal experience, I have written several bulletins which have been favorably mentioned in the journals and which have been requested by many thousands of beekeepers, some of whom probably read them, yet it is extremely rare for any beekeeper to discuss any of these publications from the standpoint of one who has put the results to a test. It is vitally important that beekeepers renew their interest in observations on bees, if for no other purpose, to check the results and advice of the laboratories.

This is written at the time of leaving the Bee Culture Laboratory, in which for nineteen years investigations in beekeeping have been conducted. It is sincerely hoped that they have been beneficial in helping to place beekeeping on a sound basis. Not all the investigations can be described as "practical," for there is nothing obviously practical in studying the temperatures of dozens of colonies of bees for several winters

or in differentiating various species of bacteria. That some of these things have a practical bearing, there is reason to believe. In leaving this institution, I wish to express the hope that the beekeepers of the country will insist on its enlargement and continuation strictly as a research institution. I have great confidence in the man whose duty it will be to continue this work, but I know that he will need all the support and encouragement which all of us can give him, if he succeeds in making the laboratory a larger and better institution.

In taking up educational work, I do so with the firm believe in the necessity that more men be trained for scientific investigations in beekeeping. Most of the men who in the past have added most to our scientific knowledge of beekeeping have been stolen from allied scientific lines, and this was necessary because of a lack of institutions at which advanced training in scientific beekeeping can be obtained. Many agricultural colleges are now giving courses in beekeeping, but most of them teach only elementary beekeeping. There is need for more institutions where men can go for training in scientific work which primarily fits them for research in beekeeping, not a narrow training in beekeeping alone but a broad training in allied sciences as well, with special emphasis on what is already known about bees and beekeeping from a scientific standpoint. This combination of training is made necessary because of the danger in giving practical advice unless one is well grounded in a knowledge of beekeeping in all parts of the country and has a sound basis of biological training.

This wide digression from the subject of this talk needs no apology. It is appropriate in discussing the work of A. I. Root to urge that beekeepers follow in his footsteps by becoming investigators of bee life, and that they shall not take the statements of others in these important matters without

subjecting them to confirmation. The successful beekeepers of the future, like the successful beekeepers of the past and present, will be men who know bees thoroughly, not merely followers of rules formulated by others. A revival of interest in bees seems at present to be the most needed change in American beekeeping.

A. I. Root is recognized as a leader in American beekeeping and his influence has spread throughout the world, not because he made money in the manufacture of beekeeping equipment, not because he was successful in marketing his honey at a fair price, not because he established a great organization for the business of beekeeping, not because he founded an important bee-journal. Other men have done these things equally well and are not so noted. He is recognized because he was a leader among men; a man who pointed the way by which others can succeed in beekeeping. He did this chiefly by having no secrets, by reporting successes and failures with equal accuracy, by giving attention to those phases of beekeeping which alone can lead to success. The one thing about the life of A. I. Root which enabled him to succeed was his ability to think straight, which is but another way of saying that he thought scientifically.

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