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June 15, 1901

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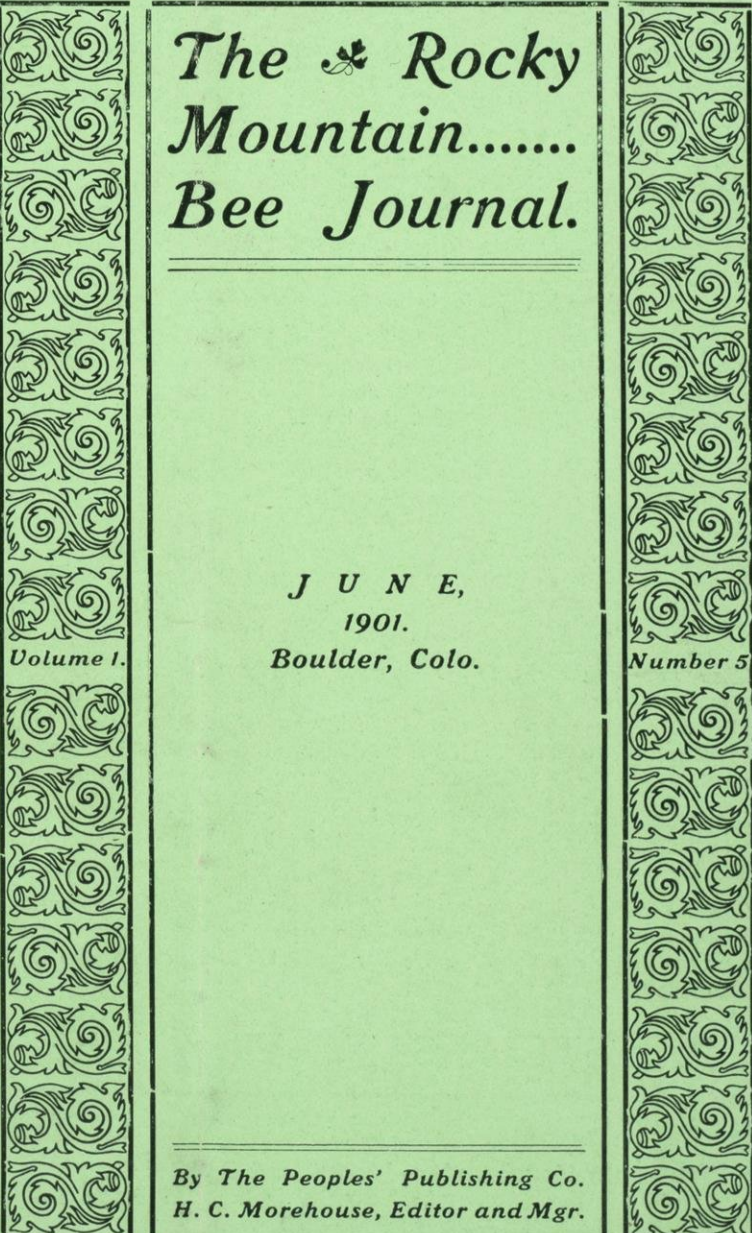
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*The  Rocky
Mountain.....
Bee Journal.*

*J U N E,
1901.*

Boulder, Colo.

Volume 1.

Number 5

*By The Peoples' Publishing Co.
H. C. Morehouse, Editor and Mgr.*

Some Good Things

That have appeared in the Review for the present year are as follows:

A Visit to the Coggsalls. The editor visited the Coggsalls last winter, and in the January Review he gives the gist of the methods that have enabled these men to build beautiful homes—of which pictures are given—and put thousands of dollars in the bank. W. L. Coggsall says it is the best “write-up” that has ever been given of their business.

The Frontispiece. A special feature of the Review is the beautiful frontispiece that it gives each month. This month it gives a characteristic California scene—snow capped mountain peaks in the distance, valleys and orange groves in the middle distance, and an irrigation reservoir in the foreground.

Fertilization of Queens in Confinement. The special feature of the February Review is an illustrated article by J. S. Davitte, telling how he secured the mating of 100 queens in confinement. Full particulars are given.

Working According to Locality, and Killing the Queens Each Summer. The March Review has an article on this subject, and I think it one of the best, if not the best, article that has ever appeared in the Review. The methods described are probably not adapted to all localities, but the thoroughness with which the writer, S. D. Chapman, of Mancelona, Mich. has studied out the conditions of his locality, and devised a system of management adapted to the conditions, is a most interesting and encouraging object lesson.

Wake up, Beekeepers, to the Changed Conditions. In the March issue is commenced a series of articles from the men who have made money by “keeping more bees.” You can do the same. I consider these articles the most timely and helpful of any the Review has published. They will be continued into the April, and possibly into the May, Review.

Three Editors. The frontispiece of this issue is from an 8x10 photograph, taken last February at Madison, Wis., and shows the editors of Gleanings, American Bee Journal and the Review.

Special Offers. The Review is \$1.00 per year; but to each one sending \$1.00 for 1901 I am sending 12 back numbers, of my own choosing, free. For \$2.00 I will send the 12 back numbers, the Review for 1901, and a queen of the Superior, Long Tongue Stock.

W. Z. HUTCHINSON, Flint, Michigan.

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INTERIOR OF A MINING TUNNEL.

The Rocky Mountain Bee Journal.

For Colorado and the Great Inter-Mountain Region.

VOL. I.

JUNE 15, 1901.

No. 5.

Co-operation—What it has Accomplished for Our Beekeepers.

By W. L. Porter, Denver, Colorado.

[A Paper read at the Longmont meeting of the Colorado State Beekeepers' Ass'n, Apr. 30, 1901.]

I presume there are few beekeepers present who have not been thinking of a plan by which we may sell our honey and buy our supplies in a co-operative way. The fact that we are so far from markets in the east, where our honey is to be sold, makes it quite necessary that we should sell our honey in a combined way. Freights are so high that we must ship our honey in car load lots. Over two years ago the State Association called a special meeting for the purpose of organizing a Co-operative Association. On investigation it was found that, to do business under the statutes of Colorado, it was necessary to form a stock company. Hence the beekeepers organized themselves into a stock company with a capital of \$10,000, a share being \$10. It was voted to name this "The Colorado Honey Producers' Association. A constitution and by laws were adopted and the association was incorporated in January, 1899.

Before co-operation was entered into, the tendency was for the price of honey to be lower each year. For ten years I have noticed this to be the case, so that in 1897 I was compelled to sell my crop of fine honey at \$1.70 for twenty-four pound cases. At this time the Denver Beekeepers' Association decided that something must be done to better this condition. We advanced a small sum of

money and one of our number opened a correspondence with parties in the east. At the same time we pledged our honey, provided we could get the purchaser to come on and examine the honey and pay cash on delivery, if satisfactory. We were successful in getting buyers to come on and we sold our honey in the far east at better prices than we could otherwise have realized.

The Colorado Honey Producers' Association upon opening for business found it a difficult task to get the honey together, as it was very much scattered through the country, and we at once saw that it was necessary to have a ware house; and a room was rented. The first year, the manager was at the ware room two days in a week to receive the honey, and it was brought and placed on deposit, a receipt taken for the same, and the honey was kept fully insured. There was some opposition from the commission houses, as they thought we would have all the honey business and leave them out. But at present they are very friendly, as they say the price of honey is more staple since we have organized. They see that it is a real convenience; when they have a jobbing order to fill, they know where they can get the honey to fill it, and can see the honey displayed, and get just what they want. At this time it was hard to make many of the beekeepers understand that it would be to their advantage to sell through the association. They were also skeptical as to receiving any rebates. Perhaps it would be well for me to explain here that at the first meeting of the association, it was voted that one-half of the dividend should go to the stockhold-

ers, and the other half to be divided pro-rata per case of honey. This was found to be an unjust division as some of the stock holders did not sell any honey through the association. Yet when the adjustment was made the man who had a ten dollar share got \$8.50 dividend. So at the annual meeting, 1900, the by-laws were changed so that Sec. 10 reads:

"Any surplus money accruing over and above the expenses of the association shall be divided as follows:

1. A dividend of one dollar shall be paid on each share of stock issued
2. All surplus money remaining after said dividend has been declared shall be rebated to the stock-holders in proportion to the amount of commission paid by them during the year, said dividends and rebates to be paid only to those who have become stock-holders previous to August first of the year in which surplus accrues.

As you will see by this plan, it is to the stock-holder's interest to sell as much of his honey crop through the association as possible, as by so doing it would not only increase the volume of the association's business, but also insure him a large share of the rebates. As a consequence, the past year's business of the Association was greatly increased and the rebates covered nearly all the commission charged, so that the members had their honey stored in a proper place where it was always on display, insurance was carried on the honey while in storage, and the honey was sold and loaded on the cars, the money collected for it, and all of this was done at an expense of only one-tenth of one per cent to the stock-holder. This proved very satisfactory to the members. It was also satisfactory to the buyers, as it was better for them to have the honey stored where it can be displayed and they can see it before buying. It saves them time and expense in canvassing the country to buy the honey, and when the honey is stored at the railroad it can be easily loaded at short notice.

The producer is benefitted in another way. When a buyer comes here he is at an expense of at least \$10 per day, and

that must be paid by the bee-keepers.

Our difficulties have not been with competitors or in finding market for honey, but to inspire faith in the doubting beekeeper. Instead of its being hard to find a market for the honey, it has been hard to get the honey to fill the demand created. But the two years' business has given us confidence. I don't know of a single member who has given his patronage, that would wish to sell outside another year. Of course, we must take into consideration that last year was very favorable for us. Honey was scarce in most sections and we may have years when it will take the whole ten per cent commission to run the business. But should we have an unfavorable year, there are still great advantages in associated work. Buyers, when honey is cheap and plenty east, will not come here as they did last year. But if we are organized we can take our honey east and lay it down in the market at whatever price the producer is receiving. We are on an equality with him, and the rare excellence of our honey is in our favor.

I have now given you a brief history of the workings of the Colorado Honey Producers' Association. I wish now to point out the possibilities of co-operation and the obstacles in the way. As to the possibilities, I believe we can find a market through the association for all honey except that which is required to fill our local demands. Each beekeeper should try and encourage home consumption and sell as much in this way as he can, at the same time holding up the market. After that is done, he can market his remaining crop through the association cheaper than he can do it himself. This has been my experience. In past years it took a good deal of time to deliver in small lots to my customers and very often I had to stop in the midst of urgent business to deliver a single case of honey. Trade is exacting and must be attended to. Now I deliver to the association, have no more bother, and receive a better price. This can be

true of every beekeeper in the State. To illustrate this I wish to give you an example: Lately, a beekeeper in a remote place, wrote us that he had a large amount of comb honey. He had sent agents to Denver several times, and they could not place the honey. He finally put it in our hands. By the time the honey reached Denver, it was sold in the east at good figures, and the draft was on deposit at the bank in Denver to pay for it. This I consider quick work.

I wish now to point out some of the difficulties: It costs money to do this work. To go into the office you will see on file hundreds of letters that have been promptly answered, telegrams and long distance telephone messages that have been expensive. We issue, also, a crop report. We receive bulletins, posting us on the crop of honey from Colorado, Utah and Arizona. This report is paid for. Money, money, is what it takes to carry on business. We seem to have some members who do not understand this and more that are not members that don't understand it. They come to us like this: "What are the prospects for honey this year, and what is the condition of the market? I have a crop of honey to sell. I wish to co-operate with you. I wish to sell my honey myself. I don't wish to undersell you. What price shall I hold at?" All this information he comes for has cost the association hard money. But wherein does he co-operate when he does not offer a cent for this valuable information?

The question that is to come before you is, "How can we organize throughout the State and make an equal and just distribution of expense to all concerned?" To make co-operation a success, all must co-operate, otherwise there is friction. To have a successful, intelligent and just co-operation throughout the State, there should be a certain office with a manager in charge who will find out, first—the supply of honey throughout the country, so as to know the condition of the mar-

ket. He should then be posted on the amount of honey we have in our association. He is then in shape to negotiate in different parts of the east so as to sell at the best possible advantage. Now that we have the central office working, we will proceed to organize local associations, which are to be a part of the main association. This local association shall have an office the same as the main one; shall also have a management to correspond with the main office. He shall receive all the honey and see that it is properly graded and classified. He should ascertain how much each member has and report the same to the general office soon as possible. The manager of the local point should rent a place for storage and should send a printed notice to each member, saying on what day or days of the week he will receive the honey. Then on the designated days, say Friday and Saturday, he can be there and take the honey. One day in the week will make the expense light, and in small towns storage can be rented quite cheaply. When the honey is ready he should see to loading the car and billing it out. All this to be done under instructions from the general manager. This expense of rent, salary, insurance and of loading should be paid from the general office. The freight from all points in eastern Colorado is the same, hence all will pay to the central office the same per cent for selling the honey. That is, the general office pays all expense for storage, salary, etc., and the producer in all parts of the state, pays the same for handling. To be sure to have all expense paid, we will say we make the commission ten per cent. Then at the annual meeting in January, we have the business summed up and a rebate declared to each member, proportioned according to commission he has paid. This will be absolute justice to each member, and if one local association has only a part of a car it can be loaded and shipped to the association in the next town. In such a

case, there is a charge of five dollars for switching the cars; this to be paid by the local association that has only part of a car, and in case each town has only part of a car, this expense should be borne equally by them.

Co-operation carried on in this way will enable the general manager to do all the corresponding with parties east instead of each local association writing to some party east, and perhaps sending a few telegrams. Unless there is harmony among the local associations, such as I have described, there must be friction, the same as we had when selling as individuals. Buyers will take advantage of this and we lose the good that should come through co-operation.

So far, I have not touched on the supply business. This can be managed the same as the honey. If local points wish part of a car, they can have the car so loaded at the factory, that part can be discharged at one station and part at another, and pay a little extra to have the car moved to the next point, and parties at this point should pay the extra charge. I would also suggest that the local managers be directors and should meet in conjunction with the board of directors, elected by the association. The membership fee of the local association should be the same—ten dollars. This should go to the State Honey Producers' Association. Each division should be known by letter, as, for an illustration, Longmont, Division A. The next locality that organizes be called Division B. Such an organization throughout Colorado will enable us to do business in a very intelligent way. The expense for negotiating the sales of the whole crop done through one head will be but very little more than for a part of the crop. The price can be maintained because we are not selling against each other. The larger we can make our association, the more widely will our influence be felt throughout the country.

We soon would be a concern that

would be known by every buyer throughout the land. We would be a powerful factor in selling honey in our own state, as we would have strength enough to push our products into the most remote parts of it. We would classify our honey and have a brand, which, when established, would be always called for, as people would know exactly what to order, and would know that the honey would be the same each time.

I now leave the subject with you for your consideration, believing that it will bring out many more valuable points than I have been able to present. I hope that we may have an organization that will be patronized by all. It is surely true that an organization of this kind will benefit every beekeeper that produces a pound of honey to sell, whether he supports the organization or does not support it.



Queens of Quality, reared by the latest methods. E. F. Atwater, Meridian, Ida.



Selling Honey—Before and After Co-operation Was Started.

By F. L. Thompson, Denver, Colo.

Having been for three years in the position of a producer at a distance from Denver, I was especially interested in a plan for local co-operation, proposed by Mr. W. L. Porter, in a paper read at the Longmont meeting. I would have greatly benefitted by such a plan. In 1897, before any co-operation existed, my honey was sold to a commission firm in Denver for \$1.70 a case for No. 1 and \$1.60 a case for No. 2, and the freight of a cent a pound from Montrose to Denver had to come out of that. In 1898, a buyer visited the principal producers there, buying for eight and nine cents a pound, and appointing certain days to load the cars. In the same year an informal union of a

few beekeepers in Denver obtained 25 cents a case more, by uniting, than they could have got by selling to Denver firms. In 1899, as I was a member of the Honey Producers' Association, which had organized in January, and knew the directors personally, and had confidence in their business abilities, and knew what the same men had accomplished informally the year before, and something of the ruling prices of car-load lots at Denver, I was able to figure out exactly the sum below which I would not go for any buyers who visited Montrose. I do not know whether the information I had received of a certain sale had any influence with the Montrose beekeepers, but am inclined to think that it did. At any rate, they all stood out for nine and ten cents a pound, and though this was more than the buyer expected to pay, they got it, and I with them. In 1900 I was a Denver beekeeper once more, and, of course, sold through the association; and the general conditions being still more favorable, honey at Denver sold higher from the start than it did the year before. In that year, the firm that bought at Montrose before showed a decided reluctance to pay market prices, and a disposition to hold producers down, and the Montrose crop sold to a new firm, but the price obtained was not higher than in 1899.

The point is right here: By 1900, the Honey Producers' Association, being centrally located, and representing a good slice of the producing territory, and doing business just as a firm would, with storage warehouse, uniform grading, special brand, etc., had acquired a reputation, and through this a circle of correspondence, which enabled it to command such a view of the whole field as could not be attained by more limited facilities. Though in the market to sell, making no pretense of holding for speculation (a practice which has ruined so many farmers' combines,) yet last year, after selling some at the prices with which the market opened, \$2.65 and \$2.40 a case, I be-

lieve, its facilities enabled it to foresee an advance even before it came, and to take advantage of it promptly, and the prices of \$3.00 and \$2.65 a case for the two grades were obtained just as soon as it was possible to obtain them. As some of my honey was in its hands at that juncture, I appreciated this.

This intimate view of market conditions marks the superiority of an association doing business centrally and extensively, to independent local associations. It may be that sometimes the latter will do just as well (though even then their independence is more apparent than real, for last year the prices obtained by many outside of the association were directly due to the efforts of the association itself;) but in the nature of things the chances are not so favorable to the occasional sellers with their limited outlook. To be sure of always doing as well, it is worth while to consider a method of co-operation with the central association. Mr. Porter's plan fills the bill. It provides that the central association pay all the expenses incident to overseeing grading and storing, and every member, whether near Denver or far away, pays his share of the expenses. It puts all on the same basis.

One of the great advantages of our co-operation hitherto, has been the uniformity of the grading. It is important to have a fixed standard, whatever the character. Last year the buyer scarcely looked at the honey he bought of the association for the high prices prevailing. He knew just what it was. Readiness of sale is quite as important as the prices obtained. The only way to sell readily in all seasons, and especially in a glutted market, is to establish confidence in the mind of the buyer. The only way to establish that confidence is to handle a standard article. The only way for the association to give to every one the advantages of that desirable relation with the buyers, is to grade by the same standard, at the corners of the state as at

the center. To illustrate, last winter a lot of 300 cases came in, which had been very carefully and conscientiously graded, in accordance with some other system, evidently the Washington rules. It was all regraded before it was sold. Every one may have his own notions about grading, and from a theoretical point of view, one may have as good reasons for his system as another; but when it comes to selling large quantities, with little or no inspection by the buyer, (and the more trouble he is put to in drumming and inspecting, the less he will want to pay, to make up for it); then it is absolutely necessary to have one system, and stick to it.

Therefore, the association offers to local points, the advantages of the highest prices and readiest sales which the market permits; but not unless local beekeepers do their part in bearing the general expenses by taking a ten-dollar share apiece, and appointing a sub-manager for their district. (Some have the impression that means ten dollars every year, for each one. It is not so. Once paid, it is paid for good. The share money, constitutes the permanent capital of the association. Every year, before dividing the rebate, the equivalent of the share money is first of all laid aside out of the profits). With a sub-manager for each district, who makes it his business to see that the honey is graded precisely according to the standard which buyers from the Honey Producers' Association are counting on, the shipping can take place directly, with no local freight, and instead of being dependent on one or two firms who write bluffing letters every spring about prices ruling lower this year on account of the "large" crop in California, the local beekeepers can be put in touch with the whole field.

Many beekeepers in Colorado do not understand what the Colorado Honey Producers' Association is. They conceive of it as a sort of private corporation, that is making money for itself as a corpo-

ration—two most egregious errors. In the first place, it is a public affair. Any beekeeper in Colorado can take a share, and have his honey sold for him at the actual cost of handling it—not a cent more—and get his ten per cent interest every year on his share; and by Mr. Porter's plan, if he has neighbors enough along the railroad line to make a carload, he will have no local freight to pay. In the second place, the association lays by no money. It has no sinking fund, to be manipulated by a few, and does not intend to have. It charges ten per cent commission, to be sure, to cover possible expenses, without assessment; then at the end of each year, hands back to the members individually—not to itself as a corporation—all that remains of the commission after the actual expenses are paid. As each member has as many votes as he has shares, and the shares are the only permanent capital, it is obvious that it is absolutely controlled by its members.

Then, many compare the enterprise with various granges and combines of farmers that dabbled in cornering and speculating, and mostly failed. The Beekeepers' Review, for example, is spreading abroad this wrong impression of cooperative handling of honey, by talking about deciding what prices ought to be, and then all standing by those prices. Much of this sort of thing has been attempted with wheat and potatoes; many have burnt their fingers at it, and as soon as co-operative honey dealing is mentioned, say, "You'll never catch me at that again." The Honey Producers' Association does not speculate. It does not hold honey for a rise in the market which may never come. It looks about for chances to sell as soon as the honey is put in its hands, and sells as quickly as the individual would and quicker. If one member wants his honey held, that is his lookout. Except in buying honey outright from unprogressive beekeepers, which would otherwise be sold at less than market prices, thus preventing honey

from being forced down, it does not undertake more than the individual does, and its chief claim is that its facilities enable it to act to better advantage than the average individual.

In regard to that buying of honey, this point, also, was misunderstood by some last year. The price paid was \$2.40 a case at first, and \$2.50 later, which was as high as any one could have obtained by selling in the Denver market. In order to let people know what the association was doing, notices of the price offered were sent to a number, known to be up-to-date beekeepers, as well as to those likely to sell for a low figure. Some of the former replied they could do better, thereby showing that they had missed the point of the announcement. Of course, they could do better, but the point was that by thus buying up cheap honey and getting it out of the way, the association was making it possible for those who sold THROUGH it, not TO it, to do much better.

In my opinion, the work already done, valuable as it is, is only a beginning, and Colorado beekeepers, all over the state, will yet reap great advantages from co-operating along safe and legitimate lines, especially in years when honey is plenty all over the United States, when unsystematized sales for fair prices by individuals are hard to effect.



Now is the time to buy Nuclei for increase. E. F. Atwater, Meridian, Idaho.



Salt Lake County, Utah.

The May reports, as a rule, from different parts of the state are encouraging, especially from points in the southern part of the state. There is more bloom than usual and the bees are building up. I have been through Salt Lake county, and while the bees are doing all right in some localities, in many places in the east part of the county the poisonous smelter smoke is still playing havoc with the bees. Two more smelters have

been built lately and two more are being built, so the trouble is on the increase, and the farmers and dairymen are waking up to their danger. Thus the chances are that the smelters will soon put in smoke consumers. Some stock, chickens and vegetation have been killed by the arsenic poison. Many people believe that the smoke consumers will entirely obviate the trouble. Can you give us any information on this point? If not, do you know of any one that could give us any pointers on the subject?

E. S. LOVESY,

Salt Lake City, Utah, June 3, 1901.

[We must confess to a lack of information on the subject of smoke consumers and their ability to do away with smelter smoke. The same nuisance is complained of in Denver, and it is claimed that smoke consumers would cure it.—ED.]



Large and Prolific Queens E. F. Atwater, Meridian, Idaho.



Uintah County, Utah.

Bees are in fine condition for the honey flow, when it comes, and it is nearly ready to knock at our doors. Greasewood is yielding and alfalfa is commencing to bloom. Everything indicates a fine year for honey. Every person that takes THE ROCKY MOUNTAIN BEE JOURNAL likes it well.

G. W. VANGUNDY,

Vernal, Utah, June 2, 1901.



Washington County, Utah.

Since my last writing we have been afflicted with a plague of worms. They have stripped the wild and sweet clover, and are now at work on the lucerne. Honey crop at present is uncertain. Bees have done well up to date, and but for the worms we would expect a large crop.

R. A. MORRIS,

St. George, Utah, May 26, 1901.



Subscribe for the Journal.

ROCKY MOUNTAIN BEE JOURNAL

Unofficial organ of every Beekeeper west of the 95th meridian.

TERMS—50 cents per annum in advance. Advertising rates made known on application.

Entered at the Post Office at Boulder, Colorado, as second class matter, April 3, 1901.

**People's Publishing Co., Publishers.
H. C. Morehouse, Editor and Manager.**

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Office of Publication with the Colorado Representative, 1021 Pearl Street.

Boulder, Colo., June 15, 1901.

DO NOT overlook the fact that new subscribers to both the Review and the JOURNAL can secure the two papers for the price of the former alone—\$1 per annum.



HONEY prospects up to date in Northern Colorado are about an average with former years. In some sections the first crop of alfalfa has been ruined by hail, but in others the extra heavy growth will give an increased yield. White clover and raspberry are giving a little surplus and stimulating the swarming fever at this date, June 10th.



A COLONY of bees furnishes the best and truest example of co-operation to be found in the world. In that little realm, all labor for and share in the common weal. Private ownership is not tolerated. No bee can hover over a piece of comb and claim it for her own. When plenty reigns all participate in the common store to the extent of their necessities, and when famine threatens, instead of a few fencing off a chunk of honey and surviving at the expense of the multitude, the last drop is equally shared, and when death comes, all die together. The world of humanity might profitably adopt many of the methods of our little servants, the bees.

CO-OPERATIVE BEEKEEPING.

Theoretically, the line of policy that best subserves the interests of people who have investments in railway and industrial stocks would also best promote the interests of people whose capital is invested in bees. If co-operation is best and most profitable for the former, why not also for the latter?

Practically, co-operation is best for the great transportation and manufacturing interests; and if the evidence printed in this issue of the JOURNAL, is allowed any weight, it is also best for beekeepers. When both theory and practice agree, we can assume that we are on pretty safe ground, and may go ahead.

Co-operation, to be effective, must be as nearly complete as possible. The plan of organizing the whole state, as presented by Mr. Porter, fills the bill in this particular, and must stand approved until some one suggests a better one. This might not only include Colorado, but all the arid west. Such a system of organization would reach every beekeeping specialist, and as this class only, with rare exceptions, produce honey fit for shipping, it would mean control of the entire exportable surplus of that region. Control of output means, to a large extent, control of price. Thus in years of scarcity elsewhere, the market can be held up to the highest limit, while in years of general plenty (as this one promises to be) the best prices paid may be obtained.

Co-operation, also, means economy in buying, selling, handling and shipping. This applies not only to honey but to supplies, as well. The small producer, and the small buyer, get the benefit of car-load rates to and from the distant markets.

The two years' trial of co-operation for beekeepers has solved the problem, we believe, so far as the state is concerned. The proposed extension of this system will be adopted and the time is not dis-

tant when every pound of honey shipped out of the state will be sold through the Honey Producers' Association.

Yes, emphatically, beekeepers should and must co-operate. The age of individual effort died with the nineteenth century. Beekeepers, everywhere, wake up and get together—this is the dawn of the co-operative age.



TO TRIAL subscribers only—the JOURNAL three months for 10 cents—stamps or coin.



THE proposed increase of rate on comb honey did not take place. The Colorado State Beekeepers' Association sent in a vigorous protest against it. Great is the power of organization!



THE National Beekeepers' Association will hold its next annual meeting at Buffalo, New York, on the 10th, 11th and 12th of September, commencing Tuesday evening, the 10th. No papers or essays will be read but reliance will be had entirely on the question box to bring out the important matters for discussion. Anyone not being able to attend, but having questions they may wish to have discussed, can send them to the secretary, Dr. A. B. Mason, Sta. B. Toledo, Ohio.



THE July issue of the JOURNAL will contain some valuable articles on the "Preparation of Honey for Market." This is a timely topic, and one that should interest all beekeepers. It is not hard to produce honey in a soap box—but it is far harder to market it than if it was produced in nice, white sections, that would grade as No. 1. There are too many soap box beekeepers and too many that produce section honey fit only for the cull grade. This is a foul libel on Colorado honey. With proper skill the bulk of it should go on the market as No. 1 white, with just about enough No. 2 to supply the home demand, that,

strange to say, does not usually appreciate the better grade to the extent of paying the higher price it justly demands.



REVISED GRADING RULES.

At the Longmont meeting of the Colorado State Beekeepers' Association it was voted to revise the grading rules for comb and extracted honey. The committee appointed for that purpose has reported, which report we publish elsewhere, with illustrations, making it easy for the inexperienced to grade according to rule.

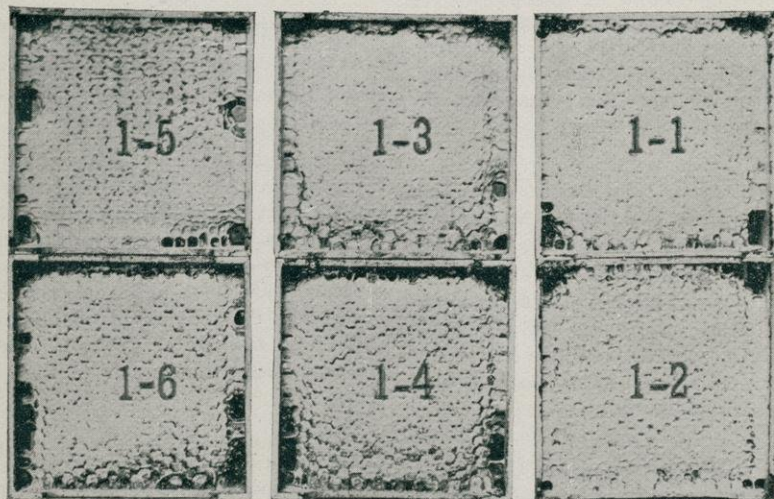
The revision made, while only slight, is entirely in the interest of maintaining the high standard of Colorado honey, and at the same time is fair to the producer.



THE little island of New Zealand, in the far antipodes, has, perhaps, in most respects, outstripped the world in the realization of the higher ideals of government and improved social conditions. Poverty is practically unknown and no great private accumulations of wealth exist. Public utilities are owned and operated for the benefit of the public. There are no taxes levied on thrift and enterprise, but idle capital alone bears the burdens of government. Co-operation is responsible for these happy conditions.



THROUGH the courtesy of Secretary Working, every member of the Colorado State Beekeepers' Association, in good standing or otherwise, will receive a copy of this issue of THE ROCKY MOUNTAIN BEE JOURNAL. Many of you are already enrolled upon our list as subscribers, and you who are not should lose no time in sending us your names with the accompaniment of a year's subscription. The JOURNAL is discussing matters of vital importance to every beekeeper in the West, and you cannot afford to not read it and keep up-to-date.

*Grading Rules and Recommendations for Comb and Extracted Honey.**Adopted by the Colorado State Beekeepers' Association.*

NUMBER ONE HONEY.

COMB HONEY RULES.

No. 1. Sections to be well filled and capped, honey white or slightly amber, comb white and not projecting beyond the wood, wood to be well cleaned; cases of separated honey to average 21 pounds net per case of 24 sections, with a minimum weight of not less than 20 pounds for any single case; cases of half separated honey to average not less than $21\frac{3}{4}$ pounds net per case of 24 sections, with a minimum weight of $20\frac{3}{4}$ pounds for any single case; cases of unseparated honey to average not less than $22\frac{1}{2}$ pounds net per case of 24 sections, with a minimum weight of $21\frac{1}{2}$ pounds for any single case.

No. 2. Includes all amber honey of a pronounced tinge, and all white and amber honey not included in No. 1; to be fairly well sealed, uncapped cells not to exceed fifty in number exclusive of the outside row, wood to be well cleaned; cases of separated honey to average not

less than 18 pounds net per case of 24 sections; cases of half separated honey to average not less than 19 pounds net per case of 24 sections; cases of unseparated honey to average not less than 20 pounds net per case of 24 sections.

EXTRACTED HONEY RULES.

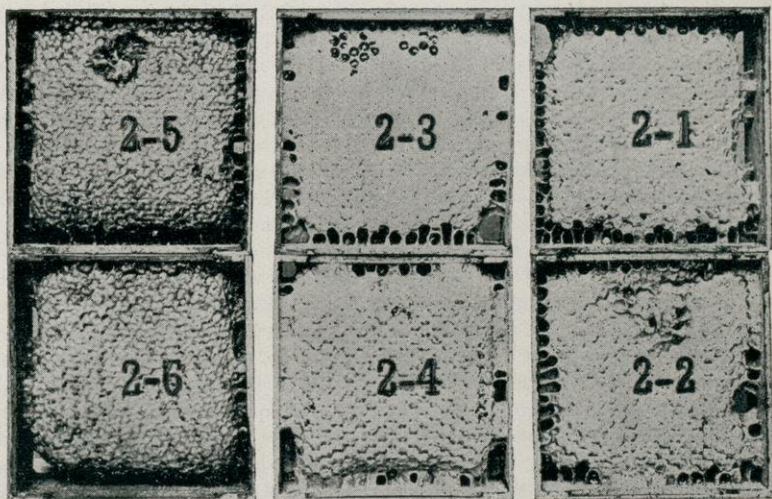
Extracted honey shall be classified as white and amber, shall weigh twelve pounds per gallon, shall be perfectly free from particles of wax, and shall always be marketed in new cans. All rendered honey, whether obtained by solar heat or otherwise, shall be classed as strained honey and not as extracted.

RECOMMENDATIONS.

It is recommended to sell all cull honey around home as much as possible; to grade only in daylight, near a window; to use the standard $4\frac{1}{4} \times 4\frac{1}{4} \times 1\frac{7}{8}$ inch section and the 24-pound double-tier shipping-case, in order to have uniformity in loading cars; to stamp all cases of No. 1

honey with the owner's name above the handholes; to mark all cases of No. 2 honey with two dashes in the handholes at each end of the case, and with no other marks whatsoever; to use no second hard cases for No. 1 and No. 2 honey; to pack

all sections with paper below and above, and in double-tier cases to put a sheet of paper between the tiers; to store comb honey in a warm, dry place, protected from flies and dust; and to haul carefully, well protected from dust and rain.



NUMBER TWO HONEY.

CO-OPERATION.

What it Has Done for the Beekeepers of Colorado Through Their State Association.

The editor has asked me to write on this big subject, and I am not able to do it justice. I don't know enough. But I am sure that co-operation has done much for the beekeepers, and that most of the good that has been accomplished has resulted from the efforts of the association; for the association has inspired men to work who, otherwise, would have done nothing.

Be it known that organization is co-operation. It means uniting the few or the many for the good of each and all. Co-operation means mutual helpfulness; it implies willingness to sacrifice and to

work; it assumes that men trust each other. All this is good. Without it there can be no useful organization.

Have you noticed that co-operation and corporation are very similar? Both words stand for increase of power through union of interests. Each assumes that some of the parties to the association give up part of their liberty of action. In the corporation, the officers and managers do the thinking and conduct the business for the stockholders. It is the same in the co-operative association. In each there are permanent or temporary leaders; in each there must be loyal supporters—else there can be no real leadership and no lasting success. And be it not forgotten that loyalty implies the heartiest support when support is most needed.

"Summer soldiers and sunshine patriots" never were and never will be useful in emergencies.

* * * * *

The Colorado State Beekeepers' Association has always been the chief agency working for the good of the beekeepers' industry in Colorado. Whatever has been accomplished is due largely, if not mainly, to its efforts and its influence. A strong organization does good both consciously and unconsciously. It has a "pull" as well as a "push." Without conscious effort, it enlists the services of others. Legislators and governors respect organizations that represent business and intelligence. Business men respect associations that can give or withhold business. They have learned that the beekeepers of Colorado, under the leadership and inspiration of the state association, have acquired self-control; that they can not be stampeded; that they know how to help each other through organization; that it is well to treat them like they treat other intelligent business men who know their power and their opportunities. So our industry has won respect because of its magnitude and the good sense and loyalty of the members of the state association and the several local associations.

* * * * *

Of course we must not boast over-much. We are only, let us hope, at the beginning of our career of success and usefulness. There are too many delinquents on our membership list to permit us to be vain. Too many are anxious to get all the benefits without running any of the risks of loss. They are willing to pay a dollar into the treasury if they can be "shown" that it will immediately save them two dollars. So we must preach the doctrine which says: "Cast thy bread upon the water, and it shall return after many days," and may benefit another rather than feed him who hath scattered with open hand.

The state association has over two hun-

dred members whose dues are paid in advance. It is worth a dollar a year to every progressive beemaster to have his name in that goodly collection of names—even if he does not save a cent or gain a nickel.

* * * * *

Through the goodness of the editor of the Journal every member of the State Association receives a copy of this paper: even the delinquents are favored. Read the paper—and save it for the grading rules. You may not get another copy. If your neighbor would like to have a copy of the rules, tell him to write to Frank Rauchfuss, 1440 Market street, Denver, and he will be supplied. It is but right that those who support the association and write the rules and steady the market should be willing to pay for a few hundred extra copies of the rules for those who are afraid or too careless to help themselves by joining the association. Perhaps you had better send in your neighbor's name—it is possible that he can not write, or has no postal card, or will neglect it. May be he will join the association if you give us a chance to send him one of our helpful "hangers."

* * * * *

Notice that the next annual meeting of the Association will be held in Denver on the 18th, 19th and 20th of November. Know that the meeting is to be a record breaker, both in attendance and usefulness. Know also that you ought to tell the secretary if you expect to be present, so that he may tell the railroad officers that there will be a hundred beekeepers at the meeting from outside of Arapahoe county. Then he can assure you special rates on all the railroads. Knowing this, remember it, and write a postal card saying you will be with us.

Separators or Not—Which?

The question of producing comb honey with or without separators, is one that I feel safe in saying, that most beekeepers have, upon first thought, condemned. But

I also feel safe in asserting that most, if not all, who have given them a fair and impartial trial, have, in the end, become advocates of the separator.

The one principal drawback to the separator, in my opinion, is the fact, that the case of honey is very apt to be a little light in weight, where we use the standard width section of Colorado, viz: $1\frac{1}{8}$ -inch wide section. Still I have had a set of 24 sections, that were separated, that weighed 26 pounds net. But as a general rule, I think it is safe to say that there is much the greater danger that the case will not weigh quite the necessary weight to pass as No. 1 honey. If I was sure of having full weight, I most surely would have a separator between each row of sections and its neighbor, but I feel much safer to use a separator in every other bee space, or two separators in a set of sections for an eight-frame hive, or three in a set of sections for a ten-frame hive.

I do not think that any one will dispute the fact, that the honey will be more likely to be perfectly straight, where the separators are used, but the most general objection that is usually urged, or I should say I think the two leading objections are, that in the first place, it makes a lot of extra pieces of wood to handle, both when one is fitting their sections to put on the hive and also when one is removing the honey from the hive to the shipping case. But to my mind this extra work is many times paid for in the nice, straight combs of honey that are a pleasure to pack, say nothing about the more marketable shape, and the ready sale, that nice, straight, smooth honey always commands.

The other objection, and the one that seems most plausible, is the claim that the bees will not go up into the sections and commence work as quickly where separators are used as they will without separators. At first thought, this will seem a reasonable objection. But in order to ascertain whether or not it is, one

must consider whether or not, it tends to produce swarming? If it does not it is immaterial whether they are a day or so later in getting into the sections. As far as I have been able to judge, there has been very little difference which colony has gone into the sections first, and as to the influence on swarming, I feel sure that it does not make one bit of difference whether one is using separators or not. Let me say right here, that where one is troubled with swarming, it is a pretty sure sign, if the honey flow is a regular one, that he was not ready for it, and did not get his sections on in time. It is by far better to have sections on a week too early than to be 24 hours too late. So I say that it is my belief that the bees do not go to work in the sections as soon where separators are used, it does no harm whatever. And on the other hand at the close of the honey season, the bees are much more liable to complete what combs they have started, where separators are used than where none are used, or rather they are less liable to start combs that they can not complete. Therefore I, for one, would not part with my separators, and continue to grow comb honey, I was going to say any sooner than I would part with the movable frame hive that our Father Langstroth gave us. W. P. COLLINS.

Boulder, Colo., March 1901.



INTERVIEWS THE MANAGER.

Mr. Rauchfuss Answers Some Questions Propounded by the Journal.

One of the busiest places in Denver is the store of the Colorado Honey Producers' Association. It is headquarters for the large majority of the many beekeepers, who live near enough to Denver to drive to the city for their supplies. Beekeepers all over the state, know of the Association and its energetic manager, Mr. Frank Rauchfuss. It is hardly surprising that a surprisingly large amount

of business has already been done, for Mr. Ranchfuss and his associates know the bee business and the supply business; they know the needs of the bees and the beekeepers, and they wisely anticipate those needs.

"Have you time to answer a few questions, Mr. Rauchfuss?" said I; and I read to him the questions submitted by the editor of the JOURNAL. Following is the first of them:

"1. What advantage, if any, accrues to stockholders in the Colorado Honey Producers' Association, besides dividends on their stock, in the purchase of supplies through that association?"

"You should emphasize the fact that the association was formed to enable its members to market their honey profitably. We kept up the price of honey last year very successfully. We handled a large share of the honey crop. Our members got the best prices for their honey; and at the close of the season we were able to return them ninety-five per cent of the usual commission. Handling only honey, we could not afford to keep a store open the whole year. By expanding our business, we are able to keep the store open all the year; to keep in closer touch with the beekeepers and the trade, and to handle the business more successfully, because more intelligently. You know that supplies are cheaper than last year. We claim part of the credit for that. The state association deserves part of the credit, perhaps the larger part. Any one who will compare the price list of last year and this year can figure out the advantages for himself."

"But you are going too fast, and answering the second question," said I; and I read the following:

"2. Has the handling of supplies by the association tended to cheapen the price of supplies in the city of Denver?"

"Compare the lists," said Mr. Rauchfuss. I compared. Eight items from last year's price list footed up \$9.42; the same eight items from the price list for this year amount to \$8.34. These are

staple articles. The difference amounts to a trifle less than thirteen per cent of present prices—a saving worth considering.

"3. "Would you favor the establishment of branch associations, for the handling of supplies, subsidiary to the main association, in the smaller cities throughout the state?"

Mr. Rauchfuss answered with an emphatic "Yes!" and then walked away to wait on an impatient customer.

And I forgot to thank him!



Tested Queens from re-queening only 75 cents each. E. F. Atwater, Meridian, Idaho.

HONEY MARKETS.

CHICAGO:—Not any new comb honey has come to this market up to date hereof, but promises are being made for some before the month closes. A little good white comb still on sale, which easily brings 16 cents; not much of any other kind here. Extracted very dull; practically no sales made. Beeswax firm at 30 cents.

R. A. BURNETT & Co.

June 7, 1901. 199 So. Water St.

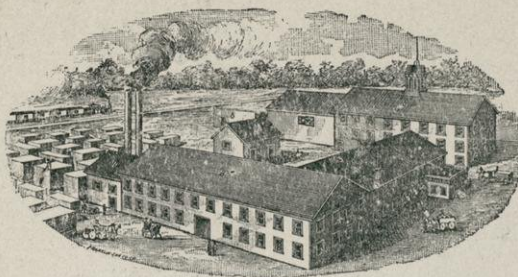
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2 fr. Nucleus and Queen.....	\$2 50
3 " " " ".....	2 75
Full Colony, 8 fr. and queen in light ship. case.....	5 00
Three.....	14 00
Untested Queen..... 75 Six for.....	4 00
Tested " " " "..... 1.00 " ".....	5 00

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	1	6	12
Ordinary.....	\$0.75	\$4.25	\$8.
Select.....	1.00	5.00	9.50
Tested.....	1.50	8.00	15.00
Select tested.....	2.00	10.50	
Breeders--the very best--	\$3.00 to \$5.00		

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Tested.... 1.50	Breeders..... 5.00

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