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The Pacific bee journal. Vol. 4, No. 6 November, 1901

Los Angeles, California: Pacific Bee Journal Co., November, 1901

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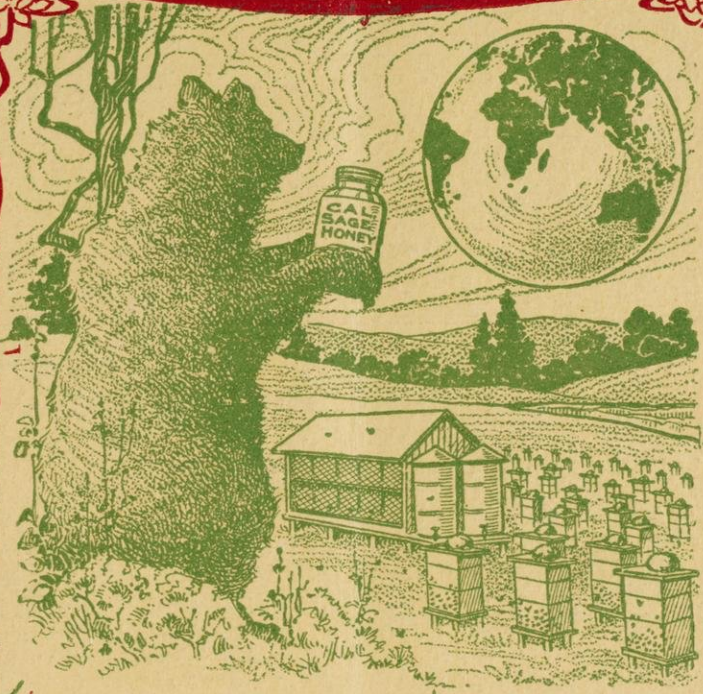
THE CONVENTION NUMBER

Vol. IV.

NOVEMBER, 1901

No. 6

THE PACIFIC BEE JOURNAL



Estimated Value Apianian Products \$20,000,000
 Pacific States Annual Products 3,000,000
 4,000 Persons interested in Bees in the Pacific States.

The California Bear Supplies the World's
 Markets

A
Eng. 10

The Best Queens of the Kind Leather Colored Italians... ..

Under date of July 28th, 1901, from Mr. W. E. Burch of Los Banos, Cal., comes the following in regard to queens from my apiary: "The three that I have are the **FINEST** queens I ever saw, and the **GENTLEST BEES TO WORK WITH**. When I am working with these three colonies I do not use the smoker, and they **ALWAYS SEEM TOO BUSY ATTENDING TO THEIR OWN BUSINESS** to interfere with me; **AND THEY ARE THE BEES THAT BRING IN THE HONEY.**"

Louis Werner writes under date of June 19, 1901, from Edwardsville, Ill.: "The queen I got from you is a good one, and proved to be as good as I **EVER GOT FROM ANY BREEDER**. When I am in need of queens I know where to get good ones."

The A. I. Root Co. also knows a **GOOD THING** when it sees it. **LISTEN!**

"Medina, Ohio, May 1st, 1901.

"W. O. Victor—Instead of sending us 12 untested queens per week, send 18 in two installments a day or so apart."

Prices for September, October and November Only.

with an average reach of 20-100, \$3.00. Breeders whose best bees show a reach of 21-100 with an average reach of 20½-100, \$5.00. Breeders whose best bees show a reach of 22-100, with an average reach of 21-100, \$7.00. I have discovered two breeders whose best bees show 24-100 with an average reach of 22-100. These are too good to sell. Don't ask for prices. Yard No. 1.—Long-tongued Root Clover. Yard No. 2.—Imported Stock. Yards No. 1 and 2 contain, without question, bees as gentle as were ever handled, and I think equals any in the world as honey-gatherers from any flower that grows. Don't forget that my **FAMOUS BEAR PICTURE** goes as a premium with each order for six or more queens at prices quoted. Send for list showing description of stock and arrangement of each apiary.

Untested queens, 65c; 6, \$3.60; 12, \$6.50; 50 or more, 50c each. Select untested, 85c. 6, \$4.50. 12, \$8.50. Tested, \$1.00; 6, \$5.50; 12, \$10.00. Select tested, \$1.50; 6, \$9. Breeders whose best bees show a reach of 21-100,

W. O. VICTOR, Queen Specialist, Wharton, Texas.

The Bee-Keepers' Review

For 1901 has turned over a new leaf, taken up new lines, and entered a broader field. While it continues to give methods in detail, it is striving to arouse and encourage bee-keepers; to inspire them; to awaken them; to set them to thinking; to lead them to change the uncertainties of a few bees in one locality for the certainty of many bees in several localities; to organize and co-operate; to rise up in their might and sweep contagious diseases of bees out of this country; to work for the improvement of their stock, and to comprehend that the conditions of bee-keeping are constantly changing; and that, in in order to succeed, they must keep up with the times. Even old bee-keepers, those who have kept bees and read journals for years, are aroused to enthusiasm by the reading of the last few issues of the Review. Several have written that it seemed to them that the last two or three issues contained more practical, solid, condensed, valuable information than they had ever before found in the same number of issues.

The Review is \$1.00 a year, but new subscribers will receive the rest of this year free. The sooner you send in your subscription, the more free copies you will receive. For \$2.00 I will send the Review from now to the end of next year and a queen of the Superior Stock. Queen alone, \$1.50.

W. Z. HUTCHINSON, Flint, Mich.



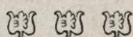
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TRIPLE BROS. L.A. BRIDGE, CALIF.

Johnson=Carvell Co.

LESSEE'S CENTRAL WAREHOUSE


251 San Pedro Street

Brokers and Commission Merchants



Buyers of HONEY by the car lot

HONEY STORED--RATES LOW



Printing

Honey Labels **Queen Circulares** **Letterheads**

All kinds of Printing for the Bee Keeper. Our own shop and our own prices. A pretty letter head, a fancy label, go a long way toward selling Honey.

The Pacific Bee Journal
237 East Fourth Street Los Angeles

CHICAGO, BOSTON,
NEW YORK, PORTLAND ME.

SAN FRANCISCO, LOS ANGELES
SAN JOSE, VENTURA.

The J. K. Armsby Co.

Pacific Coast Products

A. B. MINER, M'GR 121 WEST THIRD STREET
LOS ANGELES, CAL.

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Honey Reports

Escondido.—The honey crop of this section is about marketed, with the exception of probably three carloads, which are scattered among growers in small holdings. An export shipment will shortly be made to Europe of four cars of extracted honey by Graham & Steiner, who have bought most of the honey here in the past two years, which have been the only seasons that we have had anything like a honey run for several years. Last year the product was superior in color and grade to any honey in the county for a long time, and prices ranged one-third better than this year for the bee-men. Taking it altogether, our apiarists have done very well.—*Escondido Advocate*.

The Southern California honey crop is said to be a hummer this year—not less than 250 carloads. Santa Barbara county produced its share, the Kelly brothers being the leading honey men of the coast, but Riverside and San Diego get away with us on totals.—*Santa Barbara Herald*.

ESCONDIDO ADVOCATE.—The shipments from Escondido for the week were two cars of honey.

PERRIS PROGRESS.—Thos. Chaffin shipped a carload of fine honey from Perris Monday.

Germain Fruit Co.

326, 330 South Main St.
LOS ANGELES

Shippers and Exporters

© 1901

Honey and Beeswax

MONEY ADVANCED

ON HONEY and GRAIN stored in
Spreckels Bros. Commercial Co.'s
Fireproof Warehouse
938 E. THIRD STREET, Near Santa Fe Depot
LOS ANGELES, CAL.

BEESWAX

We pay 24 cents per lb. cash or 26 cents in trade for any good quantity of overage wax delivered at Los Angeles. Send sample and state quantity.

In shipping, do not pack in newspaper, and be sure to put name on box and write us by mail of the shipment.

Bennett Bee-Hive Co.

ROTH HAMILTON

Cash Buyer of Honey



122 WEST THIRD STREET
LOS ANGELES, CAL.

Room 304

Honey Uses

Honey Preserves.—All kinds of fruit preserved with honey are far better flavored than with sugar. Seal without heat, and after a few months they will be found delicious.

Milk and Honey.—Take a bowl of milk and break in crackers or wheat bread and some white honey, which is the proverbial milk and honey of the ancients.

Honey can be used in cooking anything, just as sugar is used, merely using less milk and water than called for where sugar is used, on account of honey being a liquid.

Honey Sponge Cake.—One large coffee cup of honey, one cup of flour, five eggs, beat yolks and honey together, beat the whites to a froth; mix all together, stirring as little as possible; flavor with lemon juice or extract.

Honey is fine for cough or cold; relief for sore throat. Honey poultice is soothing for sore chest. Honey lotion is not equaled by any mixture for the complexion or to ease sunburn.

Rocky Mountain Bee Journal

“Fall Treatment of Foul Brood.”—Last season’s experiments demonstrated that one bee inspector (if he had private bee interests) could not thoroughly cover the entire county. The only object of a complete care is a thorough and systematic work throughout the whole county. In two days’ work over 25 per cent of the bees not belonging to specialists were found to be diseased.

Spring Colonies Important

The main requisites in fact the whole secret. The getting of good colonies hinges on three things—good queens, plenty of room at the right time, plenty of honey at all times. These fare better than feeding.

PREMIUM!

WE wish to rehearse the fact that we will give a nice untested queen bee, and guarantee her safe arrival at your postoffice, as a premium to all old subscribers who will pay up and one year in advance, also to all new subscribers to The Southland Queen. We have a fine stock of queens for fall orders. You can have the queens sent when it best suits you.

THE JENNIE ATCHLEY CO.
BEEVILLE, TEXAS.

William McKinley

HIS LIFE AND WORK

By Gen. Charles H. Grosvenor

President’s life-long friend, comrade in war, and colleague in Congress. Was near his side with other great men when his eyes were closed in death. Followed the bier to the National Capitol and to Canton. The General requires a share of the proceeds of his book to be devoted to a McKinley Monument Fund. Thus every subscriber becomes a contributor to this fund. Millions of copies will be sold. Everybody will buy it. Orders for the asking. Nobody will refuse. Elegant Photogravure Portrait of President McKinley’s first picture taken at the White House. You can easily and quickly clear \$1,000 taking orders. Order outfit quick. Chance to prove success, secure yearly contract, and be manager. Outfit free. Send 12 cents in stamps to pay expense of wrapping, packing and mailing elegant prospectus. Taking 10 to 50 orders daily, 50,000 copies will be sold in this vicinity

Address,

THE CONTINENTAL ASSEMBLY,
Odd Fellows’ Building,
SACRAMENTO, CAL.

Editor Root of “*Gleanings*” during his recent tour in the West was deeply impressed with the latent possibilities of Rocky Mountain bee-keeping.

Bee Inspector Collins of Boulder County, Colorado, has visions of sweet clover growing all over our rugged mountain sides. His idea is not as visionary as would seem at first thought—we know that sweet clover will grow in the mountains; and that much now worthless land may be utilized to produce honey and pasture for stock through the medium of that much-despised but wonderful plant; is not a future impossibility.

Market Reports

RECEIVED LAST OF THE MONTH

BOSTON, Mass.—*Honey*—Fancy white in cartons, 16 and 17; No. 1, 15 to 16; No. 2, 12½ to 13½; prospects of good demand later on. There is but little extracted on the market, and later will be wanted. White extracted, 6 and 7; light amber, 5½ and 6½; light amber, 5 and 6; beeswax, 26 and 27.—BLAKE SCOTT & LEE.

NEW YORK—*Honey*—Fancy white in good demand at 14 and 15; amber comb honey, 13 to 14; No. 2, 12; sales of extracted reported at 5 to 6. Beeswax 27 and 28.—FRANCIS H. LEGGETT & CO.

KANSAS CITY, Mo.—*Honey*—No. 1 white comb honey, 15 to 16; amber, 13 to 14; dark, 10 to 11; white extracted honey, 7 to 8; amber, 6½ to 7½. Beeswax scarce, demand at 25 per pound.—W. R. CROMWELL PRODUCE CO.

LOS ANGELES—*Honey*—Fancy white comb honey, 12 to 15; No. 1, 11 to 14; amber, 10 to 12; extracted white, 5 to 6; light amber, 4½ and 5½; amber, 4 to 5.—BENNETT BEE HIVE CO.

BUFFALO, N. Y.—*Honey*—Honey is in very good demand. Fancy white comb honey, 15 to 16; choice white comb honey, 14½ to 15½; No. 1 comb honey, 14 to 14½; amber comb honey, 12 to 13; dark, 10 to 12; white extracted, 5 to 6; amber extracted, 4 to 5; beeswax, 28 and 30.—W. C. TOWNSEND.

MILWAUKEE—*Honey*—As winter season approaches we expect a large demand. This market favorable. Fancy white comb honey, 16 to 17; No. 1 white, 15 to 16; amber comb honey, 12 to 14; extracted, 7 and 8; beeswax, 25 to 30.—A. T. BISHOP & CO.

CHICAGO, Ill.—*Honey*—There is a good trade for No. 1 comb honey at 15 per pound. Some small lots of fancy have brought more than 15; light amber sells at 12 to 13; dark, at 10 to 11; extracted sells fairly well at 5½ and 6½ for white, according to quality and flavor. Beeswax 27 to 28.—R. A. BURNETT & CO.

SAN FRANCISCO—*Honey*—Honey is much firmer. Extracted white, 5 to 6; light amber, 4¼ to 5¼; amber, 4 to 4½; comb honey, 10 to 12½; beeswax, 24 to 26.

Honey Buyers

LOS ANGELES, CAL.

Johnson, Carvell & Co., 251 San Pedro St.
Haas, Baruch & Co., 320 N. Los Angeles St.
M. A. Newmark & Co., 141 N. Los Angeles
The J. K. Armsby Co., 121 W. Third St.
Germain Fruit Co., 326 S. Main St.
Elwin Syrup Co., Boyd and San Pedro Sts.
Roth Hamilton, 122 West Third St.

CHICAGO, ILL.

L. A. Lannon, 43 S. W. Street
R. E. Burnett & Co., 163 S. Water Street

KANSAS CITY, MO.

C. C. Clemons, 423 Walnut Street

CINCINNATI, OHIO.

Chas. F. Muth & Son.

PHILADELPHIA, PA.

Wm. A. Selzer, 10 Vine St.

HAMILTON, ILL.

Chas. Dadant & Son.

BOSTON, MASS.

E. E. Blake & Co.

DENVER, COL.

R. N. & J. C. Trisbee, Lock Box 1414.

NEW YORK.

Hildreth & Segelkren, 265-267 Greenwich Street.

Francis H. Leggett & Co., West Broadway

ST. LOUIS, MO.

D. G. Tutt Grocery Co.
Westcott Commission Co., 213 Market St.

CLEVELAND, OHIO.

Williams Bros., 80 and 82 Broadway

MILWAUKEE, WIS.

A. N. Bishop & Co.

ALBANY, N. Y.

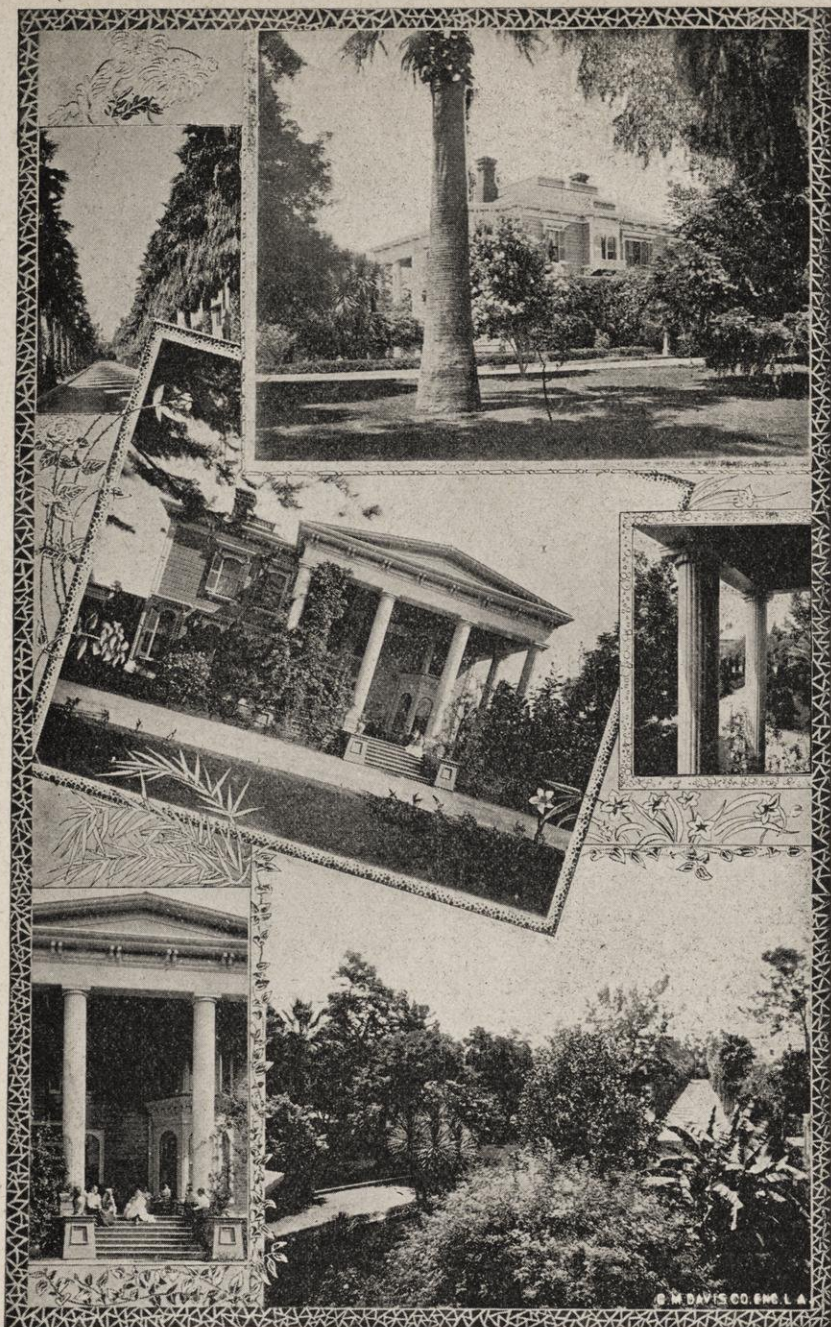
Chas. McCulloch & Co.

MINNEAPOLIS, MINN.

S. H. Hall & Co.

DETROIT, MICH.

M. H. Hunt, Bell Branch, Mich.



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LOS ANGELES HOMES

\$1.00
Per
Year

The Pacific Bee Journal

PUBLISHED BY
**The Pacific
Bee Journal
Co.**
237 E. 4TH ST.
LOS ANGELES
CAL.

Vol. 4

November, 1901

No. 6

HONEY DRIPS

BY B. B. BEES

TEMPE, ARIZ.—Two cars of honey and two cars of hay will be shipped out tonight.

TEMPE, ARIZ.—Honey shipments from this valley have commenced. One car was sent out last night; two cars will go out tonight, and two more will be sent in a few days. There are about thirty carloads on storage in this valley.

MARTINEZ, Cal.—Where can we buy a few hives of bees to pollinate our orchards, and when is the best time to have them shipped? Yours truly,
JOHN SWETT & SON.

Some of our bee men will answer you. Strange that they never use *Fruit World* columns, is it not?—*Fruit World*.

PHOENIX, Ariz.—The bee-men of Maricopa county are going to have a little nearby friendly competition. Yuma county is coming to the front as a honey-producer, and the third car for this season was shipped last week to New York. But this need scare no one, as there will be a market for all the Arizona honey that can be produced.—*Phoenix Republican*.

VENTURA, Cal.—Southern California apiarists declare that the honey crop is the largest gathered in the last four years. The product is estimated at from 200 to 250 carloads, and the bulk of it will be sent East. In this industry Riverside and San Di-

ego counties lead, with Los Angeles, Santa Barbara and Ventura following. The Lima bean blossoms of Ventura fields are filled with nectar that the busy bees quickly transform to marketable honey of superior quality.—*Ventura Independent*.

YUMA, Ariz.—A car load of honey from the Karr & Kester bee ranch in Yuma valley, was shipped to New York city last week, being the third shipment for the season. On the car, painted in large letters, were the words: "30,000 lbs of Honey From Yuma Valley, Arizona, for New York." And in smaller letters, "Shipped by Karr & Kester." The placing of the notice on the car can be credited to Dr. Geo. H. Bailey, who takes great interest in the progress of affairs in the valley. He secured some photographs of the car, which will be a valuable advertisement for this section, as it bowls across the continent.

SELMA, CAL.—Oct. 8. The California Bee-Keepers' Association held its regular monthly session today. A request for an exhibit was received from the manager of the Charleston, S. C., exposition. The association at present owns seven carloads of honey, and the directors were instructed to take steps to sell it. The King county bee-keepers report that they have but a one-fourth crop this year. Several members reported that foul brood was still spreading among their bees, and a petition was presented to the bee inspector to destroy all colonies of diseased bees.—*Los Angeles Times*.

CALIFORNIA AS A HONEY STATE

California and Michigan Compared— A Bee-Keepers' Paradise

BY PROF. A. J. COOK,
(Of Pomona College).

I presume Michigan may be considered as fully the equal of any of the Eastern States as a honey section. The climate of that State, modified by the Great Lakes, is so favorable that even the peach is grown in many sections with very satisfactory success. Apples, plums, cherries, pears, etc., are grown with great profit. Raspberries and blackberries are also favorites with fruit-growers.

WHITE CLOVER PLENTY.

We thus see that the fruit bloom of Michigan leaves little to be desired. White clover is found everywhere in the southern part of the State.

The great forests of basswood, though perhaps not equal to those of Wisconsin or those along the Mohawk of New York, are, yet, a very important factor in the honey product of the State. The *Epilobium* (fireweed) especially in the northern sections, often furnishes an immense amount of the most delicious honey.

The golden rod and other autumn flowers, which make the marsh lands resplendent in autumn, are not only great favorites with the bees, but also often add substantially to the income of the bee-keeper.

I spent from 1870 to 1894 in Michigan and kept bees all the time during those years. I kept close account of the amount of honey produced, and think I am quite able to judge of the rank which that State should take.

That Michigan does hold a high place as a bee state is well exemplified in the fact that such successful apiarists as James Heddon, T. F. Bingham, O. J. Hetherington, R. L. Taylor, W. Z. Hutchinson and scores of others who have held first place among bee-



keepers, have made their reputation and their large bank account, keeping bees in Michigan.

MICHIGAN SUFFERS BY COMPARISON.

While I believe that Michigan is worthy of great praise as a bee section, I think it falls a long way behind my newly adopted State, California. True, California has her droughts, and they come rather often, yet I have known three years in succession in Michigan to be so inflicted with droughts that there was no honey crop at all. So varied were the honey plants in that State usually there was enough honey produced to maintain the bees. But the honey crop in Michigan is never very large. One hundred pounds per colony would always be considered a large product.

Take the years together, and I believe that a claim of fifty pounds per season per colony would be considered an exaggeration. Despite the droughts of California, Mr. McIntyre, one of our oldest bee-keepers, has secured an average of upwards of seventy-five pounds per colony per season since he commenced in this State.

CALIFORNIA'S SUPERIORITY.

A great advantage in California comes from the fact that when we have a good year, two hundred, three hundred, four hundred, or even five hundred pounds of honey from one colony causes no surprise, and is not phenomenal. Another peculiarity of our state is the long-continued bloom of our honey plants, and the excessive product in all favorable years. This latter characteristic is so marked that our apiaries with two or three hundred colonies in a yard, will often secure two or three hundred pounds of honey per colony. This fact of enormous yields of honey in favorable years is one which will always put California away to the front as a honey-producing state.

WARNED BEFOREHAND.

There is one great advantage that our state has in the matter of drought.

Before the winter season is over, the apiarist will know whether or not he is to have a honey crop. Thus, in case a drought makes him certain of no honey product the following season, he will be required to procure no equipment for the season, and will be able to lay his plans to work in some other avenue for the year.

This is my eighth season in California. In that time there have been three excellent honey crops, two partial ones and three failures. We see, then, that the apiarists, without let or hindrance, can employ his time in some other direction, and thus be happy in the fact that he supplements his gain from the apiary with enough from other sources to supply him with a living during the years of failure.

OUR HONEY SOURCES.

I have already referred to the fact of the long blooming season of California honey plants. The eucalyptus trees are in bloom every month of the year. The sages are in bloom for six or eight weeks, and often for a much longer period. The wild buckwheat commences to bloom in early June, and continues in blossom until the frost of winter destroys the flower. Thus we understand why it is that we often have such an enormous product.

The quality of the honey of California is not surpassed by that of any other section. The color and flavor of the sage honey is not excelled by that even of clover or basswood. The buckwheat honey, although not quite so light colored—it is a light amber color—is of very excellent flavor.

ALFALFA BLOSSOMS.

I have referred to the fact of drought as inimical to California as a bee section. This in the future is going to lose much of its significance. The alfalfa crop is becoming more and more one of the most profitable and sure agricultural products of our State. The very fact that the grain crops, wheat, barley, oats, are often cut short by the drought, makes alfalfa more

desirable. This is, of course, magnified in the years of drought. When we remember that an alfalfa crop may be cut seven times a year and that the yield is often as much as three tons per acre, and that it often sells for as much as eleven dollars per ton, we understand what an enormous profit may be secured from a first-class alfalfa field. The very fact of a limited area where forage products may be raised, the alfalfa acreage is going to become more important and extended. I doubt if the profits of the orange orchard or the walnut orchard will ever equal those of a good alfalfa field. I think that without doubt where we now have one acre of alfalfa we shall soon have ten.

Wherever the soil and facilities for irrigation will warrant, alfalfa is going to be more and more grown. As is well known, alfalfa not only takes first rank for hay and pasturage, but is equally famous for its excellence as a honey plant. Like white clover, to which it is not very distantly related, as they are both legumes and so belong to the same family, it furnishes the bee-keeper with a honey product unsurpassed in color and flavor. In regions of drought, or where the ground water does not come very close to the surface, the alfalfa field will of course require to be frequently and copiously watered.

IRRIGATION HELPS HONEY CROP.

Thus, not only the crop, but the flowers, will be produced whether the season be dry or wet. We see, then, that in the future not only the great alfalfa regions of the San Joaquin Valley will produce a honey crop every year, irrespective of rain, but the same will be true of all the counties of Southern California. With a wider range of alfalfa acreage we shall have a profitable honey crop each year, and then when we have abundant rains, we shall secure not only this alfalfa honey, but the enormous production which is sure to come in such seasons from the

white and black sage and the wild buckwheat.

It was my pleasure not many days ago to spend a little time with one of California's most successful bee-keepers, Mercer of Ventura. Mr. Mercer commenced the season with five hundred and fifty colonies of bees, which he more than doubled. He secured as his product over forty tons of the most excellent honey. He does not propose to sell for less than six cents per pound. As will be seen, this is a little fortune in one season. What makes this the more interesting, all the labor required is performed in about six months of the year.

In many sections, they are now developing great quantities of water by means of large pumping plants. As an example of this I will mention Perris, which has long been noted as one of our best honey sections. This large Perris basin is being planted largely to alfalfa. We see, then, that this will insure a large increase of bee-keeping territory, and no small addition to the honey product of the State.

WINTERING IS SAFE.

California is not only remarkable for the immense honey crop in favorable years and the fact that it is almost impossible to overstock a favorable region, but it is also fortunate in the fact that losses from wintering are never known here. I think we may say without qualification that starvation and foul brood are the only causes of bee mortality in our favored section. Starvation, of course, will never come to any except the indolent, heedless bee-keeper. In seasons of drought it is incumbent upon the apiarist to watch his bees and see that the stores are not exhausted. We now know how to battle successfully with foul brood. We have an excellent law in California by aid of which each county can secure a competent bee inspector, and so we shall not much longer dread the incursion of the fatal foul brood.

THE PROBLEM OF MARKETING.

There is but one serious impediment to our success as bee-keepers in California. Our distance from market and the high transportation charges will always make it difficult for the California apiarists to secure reasonable and satisfactory prices. We believe, however, that our new president will secure to us the greatly needed Nicaragua Canal. With this great improvement, the expense of transportation will be so much lessened that the handicap of distance from markets will be very materially lessened.

I see another gleam of sunshine in the clouds of California apiculture. Our wise and far-seeing citrus fruit-growers are proving that co-operation can be made a wonderful success, even among the ranchers of our region.

EXCHANGES WIN.

The production of citrus fruits could not have been made a success at all except through the wondrous advantages gained through the co-operative efforts of the Citrus Fruit Exchange. Already that has become a startling success. The exchange has its salaried agents in all the great cities of the East. This year they will market fully sixty per cent of the citrus fruit produced in our State.

BEE MEN CAN JOIN IN.

So rapidly are the numbers increasing who are taking advantage of the exchange that very soon we may expect that nearly all the citrus growers will gain through this method of improved marketing. When the tremendous advantages which accrue through this improved marketing become fully understood, all other ranchers, including bee men, will certainly successfully undertake to benefit by similar methods. Without doubt, the Citrus Fruit Exchange will be glad to co-operate with those in any other line of production and will gladly extend the benefit of their salaried agents in the East to bee men and others.

OTHER PRODUCERS JOIN IN.

Already there are coming to the aid of the Deciduous Fruit Exchange, the walnut producers and the celery-growers. I believe that the right kind of co-operative effort will prove of the greatest advantage to bee-keepers. I have no doubt but that this will become apparent very soon to all our ranchers in this favored state. I believe that there will not only be co-operation among those of each specialty, but that all of the agriculturists will heartily co-operate and thus add immensely to the ease of marketing California products.

BEE-KEEPERS' PARADISE.

In view of the facts as given above, I have no doubt but that Southern California is really the bee-keepers' paradise. I doubt if any other section of the world can so certainly insure success or can show fewer impediments than our own beloved Southland. We are already near if not quite at the top; while our prospect ahead in view of widely extended alfalfa fields, more general irrigation and improved methods of marketing is exceedingly brilliant and encouraging.

Claremont, Cal., Oct. 16, 1901.

The Bee

A swift-winged forager,
The bee sets forth,
Scouting from east to west,
From north to south;
Intent on gathering with haste
Sweetness that else would waste.

Uses of Honey

Salve for Burns.—Melt beeswax and whip in some linseed oil.

For Hoarseness.—Take equal parts good butter and honey and melt together. Drink a tablespoonful as warm as can be borne several times a day, especially at night. For a tickling cough, mix lemon juice, honey and warm barley water, and sip as needed.



HOLLENBECK PARK

ADULTERATION

The Terrible Evil of Mixing—Operating the Laws

BY E. H. SCHAEFFLE.

This is the age of adulteration. Food experts tell us that every article of food is adulterated. Flour is mixed with the corn flour of the glucose factories; sugar with granulated glucose; lard, according to the German government's chemists, the American article is 10 per cent lard, 40 per cent cottonseed oil, and 50 per cent bleached tallow. Butter is oleomargarine. Vinegar is made from acids; syrups are glucose mixtures; confections have ceased to appeal to one's sweet tooth as they are no longer sweet, glucose having taken the place of sugar in their composition; teas are willow leaves, colored with copperas and weighted with lead; coffees are, when ground, made of "any old thing" save coffee. With the addition of a little chickory the cheat sells everywhere, while cereal coffees are said to be nothing but the cheapest bran; baking pow-

ders and cream of tartar are acidulated mixtures of terra alba. The spices are the king-pins in adulteration. Pepper is but a mixture of ground crackers and burnt beans; cloves and allspice are mixed with ground burnt corn; cayenne pepper is ground crackers and venetian red; mustard, flour and chrome yellow. Our flavoring extracts are the products of coal tar. The wines and liquors are largely the products of the cellar vineyards of the compounders. Olive oil comes from "Way down south in Dixie" and is the product of the cotton plant. Our preserved foods are embalmed in mixtures that are perplexing to any one but a chemist; the formula, if on a jar of jelly, would look like the analysis of a chemist on some famous mineral springs waters.

California succeeded, not without a struggle, in passing a Pure Food Law.

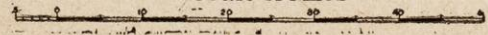


MAP
OF
SOUTHERN CALIFORNIA
Compiled from latest records
Dec 1898

For the
LOS ANGELES CHAMBER OF COMMERCE

Scale of Miles

- Legend
- Railroad
 - Towns
 - County boundaries
 - Forest Reserve boundaries
 - State boundaries
 - U.S. Light Houses



Our code commissioners juggled with it and made it a dead letter. Now the Supreme Court has in supreme contempt thrown the work of the code Commissioners out as unconstitutional, and the law is again in force, but is not enforced.

Some two years ago a spasmodic attempt was made in San Francisco to enforce the Food Laws, but the inspectors refused to arrest the chief offenders, and confined their operations to a few grocers that had secured their ill will. Today, as in the past, the Cellar Apiaries of the cities produce the bulk of the honey of the state. The glucose barrel is always on tap. Yesterday, today and tomorrow are all one continuous season to the cellar apiarist. The quantity produced is only limited by the demand for the product. That the business is profitable is shown by the statement of a packer to me. I had asked him two cents more than the ruling price of extracted honey in San Francisco, and when he said he would take my crop at the price, I replied that he could not do it and sell the honey for two cents less in the city. "Why can't I?" he questioned. "Your honey has a good body and very strong honey flavor. I can mix four cans of glucose to one of your honey and make money selling it for two cents a pound less than I paid you for the honey."

All packers do not go to the expense of adding honey. I was given a bottle labeled "Pure Los Angeles Orange Blossom Honey." Now the contents of that bottle was glucose straight, and the very cheapest glucose at that. It tasted so strong of copper and acid that it was not possible to get the taste out of one's mouth for some time. That "honey" bore the label and seal of a San Francisco packing house.

I forwarded the same to the food inspectors of San Francisco, but there was nothing done about it, nor will there be until the bee-keepers assert themselves, and not only have provi-

sion made for the inspection of all honey offered for sale, but have some of their own number made inspectors. Honey is for sale in every grocery in this county, but the grocers do not buy 25 gallons in a season of local apiaries. It is all glucose. If the laws were enforced the local apiaries could dispose of all of their product at home,

As it is, it must be shipped to these same cellar apiaries and come back into the county juggled with glucose and sold for proportionately less. The producers of honey suffer more from the loss of trade through the disgust of the consumers at the miserable substitute, than they do by the quantity of honey displaced by glucose.

A 25-cent jar of glucosed honey will last a family for months, while the same quantity of pure honey would be consumed in a few days. I hold that the only way in which this evil can ever be held in check is to place glucose with liquors and have the same internal revenue laws apply to glucose that governs the sale of whiskey. If every package of glucose bore a stamp stating that the contents were in part glucose, the snake would be scotched.

Meanwhile, with a governor from the honey end of the state, it ought to be possible to have laws passed providing for the rigid enforcement of our Pure Food Laws, and then let us have bee-keepers as inspectors. While on this subject, it may not be amiss to state that owing to the fact that glucose is prepared by acids, it is possible to detect the presence of glucose in honey by mixing honey with tea, the acid in the glucose turning the tea black, while pure honey will not affect its color.

Mountain Bloom Apiary,
Murphy's, Cal., Oct. 15, 1901.

RIVERSIDE, PRESS — (Oct. 15, 1901)
R. Lepoz has disposed of his honey and will haul it to Hemet in a few days.

CONVENTION REPORT

Organizing the Honey Producers—A Representative Gathering

On Monday morning, October 21st, the bee men assembled at the Los Angeles Chamber of Commerce for the meeting of California Honey Producers. Most of the bee keepers had to come in by railroads and so it was afternoon before all got to Los Angeles.

When the morning session was begun there were close to forty prominent bee men in the big lecture room of the Chamber and the meeting having been held till 11 o'clock for some of the late arrivals, it was then called to order by B. S. K. Bennett of the Pacific Bee Journal. He asked for nominations for temporary chairman. There were a number of nominations, among them, Richardson of Ventura, Ross of Ontario, Geo. W. Brodbeck and others, all of whom had some excuse for remaining off the platform. Finally G. S. Stubblefield of Los Angeles, was elected and took the chair. E. A. Honey of Orange was the unanimous choice for secretary and then discussion began.

Mr. Bennett briefly outlined the plan of a close corporation of bee keepers as has already appeared in print. D. Andrews of Pomona, asked for further information, and there was considerable explanation by Mr. Bennett and others, but it hardly seemed as though many of the gathering got a clear idea of the "trust" plan.

Someone suggested a committee of five to take up the articles of organization suggested by Editor Bennett of the Bee Journal, and any other papers that might be submitted and that this committee meet after morning adjournment and report at the afternoon session.

The motion prevailed and the committee was elected with the following members: D. A. Wheeler of Riverside County, W. T. Williamson of San Bernardino County, E. A. Honey of

Orange County, B. S. K. Bennett of Los Angeles, and J. A. Pease of Monrovia.

T. O. Andrews of Rincon, suggested that a committee be chosen to draft resolutions in reference to the death of Brother Wilkins, the well-known bee man, whose recent death was known to but few of the fraternity. Others suggested that similar resolutions in reference to the death of Rufus Touchton and other bee keepers who had passed away since the last gathering of bee men, be included in a motion on the matter. Chairman Stubblefield thought no resolutions should be drawn up since this was not a regular meeting of the State Bee Keepers' Association and so Mr. Andrews did not urge the matter.

Returning to the subject most important there were more questions asked, Editor Bennett endeavoring to answer most of the questions when applying to his plan.

Emerson of Orange County, one of, if not the largest honey producer present, said he wanted an "iron-clad trust" just as strong as it could be made.

Mr. Bennett then spoke as follows on the trust plan:

Mr. Chairman—Fellow Producers:—

We are assembled here for a glorious cause, that of fellowship and co-operation. We have just passed a curious condition and we hope, passed it forever. We are meeting to discuss ways and means for a grand co-operation and success to our chosen pursuit of honey production.

We have passed through three seasons of drought; we have known that these three years have consumed all old stocks, that last year the lack of our product has shown a demand that has readily advanced prices to double what they were in years past, and yet the demand was greater than the supply.

The season of 1901 opened with bountiful rains; the rising hopes of the business set the reporters to work overestimating the

crop, who were unacquainted with the fact that California could not produce a full crop for lack of bees; and we found, even before we began to produce, that the price was set by the buyers, who were ashamed of the low figure, but who explained the condition by saying the price was made them by others.

Tho' the present crop is less than half of usual crops, the beemen in some localities have sold at these low figures through lack of information of the half-crop condition.

My travels through Southern California showed me a competition among producers and that competition was illustrated in every town by the many conflicting prices the producers were asking for the same grades of honey.

Now we find that the low-price man is sold out, and prices are firmer, but only to waver by one car being moved here and there at just a little less than the established holding figure. Arizona and Central California, who agreed to hold firm, are now marketing at a critical time.

The prospect, if this continues, is that the buyers, though short of stock, will wait for the report of another crop, and if that report is to their liking they will continue to wait for coming lower prices.

The Los Angeles market set the price on California honey; the crowding of this market lowers figures, even though other markets are bare.

We have been to work, kept track of all lots that would bring low-priced conditions, bought same and stored it for Eastern shipment. Less than 300 cases of comb honey cleared this market, resulting in an advance of 3 cents per pound in 10 days.

Buyers all prefer higher prices, for their commissions and brokerages are better; and all signify a willingness to help a settled condition for their own protection.

A settled price would guarantee our crop to the investor, resulting in our crop being bought as an investment as soon as ready for the market. There is no investment now that which has moved for immediate use.

Extracted honey is advancing each day,

and now the dealers of this city are paying $\frac{1}{4}$ to $\frac{1}{2}$ cent above Eastern prices, a condition not known heretofore. The result of this is that the Eastern man must advance his offers, which will then come close to our holding figure. The advertising of this meeting has had its effect.

The California Bee-Keepers' Exchange has done a great good, but in conditions was hampered by the increasing indebtedness of the members in dues occurring in the dry years, which they could not be asked to settle and which prevented them from supporting the movement.

After Mr. Bennett's speech there was more discussion lasting until the noon hour. The general opinion seemed to be in favor of co-operation on a modified trust plan, but the bee men seemed to not be quite ready for definite action, needing time to go home and talk and think the matter over.

Ross of Ontario, gave a very telling illustration. He said several seasons ago he had occasion to go East and was stalled at a small town just over the Canadian border by a wash out. "Seeing the town" with the other passengers, who were also delayed there, he had a chance to buy some honey in one of the stores and purchased some at thirty-five cents a pound, only to find that it was his own honey for which he had received but a few cents per pound, in fact, having at that time been paid only a cent and a-half per pound on it although having sold it sometime before. He concluded that consumers were paying too much for California honey and that California producers were not getting enough.

Dunham of Santa Monica, said that the right kind of combination could be carried out and would naturally result in great advantages to the honey producers, as had been shown in the San Joaquin Valley in the raisin industry. Raisin culture at Fresno had doubled the value of land there after proper organization. He said: "I hope we will not develop any Kearney,

though, who will injure our business by spite, as he has the raisin industry for a while past." Those accidents were to be expected in all industries though, and were but exceptions.

Mr. Emerson referred to Roth Hamilton, the extensive honey buyer and asked to have him address the meeting. Mr. Hamilton stated that he would have something to say later on at a more appropriate time.

Buying and selling apairies under the trust plan, the advantages to be gained by carefully grading and packing, using brands, labels, etc., were also talked over.

The afternoon session of the honey producers showed many new faces, those late comers from out of town having arrived. Among the bee enthusiasts were a number of lady bee keepers—bee women as well as bee men.

The committee on organization reported verbally, having no written report, but after conferring came to a unanimous conclusion that it would be best to appoint a committee to confer with the Southern California Fruit Exchange. The committee saw no objection to letting the Fruit Association market the honey after we have organized and gotten things properly in shape. We recommend that this committee be appointed to confer with the Southern California Fruit Association and draft by-laws and resolutions for called meeting.

The committee thought that we ought to notify different honey producers of different parts of California and get them to canvass their section, and thus it is believed that we can get a very large per cent of the honey under our control in that way, and sell our honey entirely through the Fruit Exchange, and get better profit in that way than in any other way.

Chairman Stubblefield thought that if the committee has not taken any action along this line as presented, and they suggest that we organize with

the association, Mr. Sprague can give us an outline and plan along that line.

Prof. Sprague, who was present, then arose and said:

"I am very glad to meet with the Honey Producers of Southern California, and glad to be of assistance in helping you to organize on a safe basis, so as to get higher prices year after year and win complete success; and there is no reason why you should not do it. I speak of several years experience and know that the basis of the Southern California Fruit Exchange is the only safe and proper basis for organization, for I have tried it for four years. I know it is, because we organized on that basis—the Fresh Fruit Exchange—and have marketed over 210 cars of fresh fruit with very great success, getting more for our fruit than our competitors, and on an average, a good dividend price and simply made our members wild with enthusiasm when we proved to them that we quadrupled our profit to previous years, and in this way of handling it brings about an extremely successful season.

"The Exchange, to the average broker, is like 'shaking a red rag before a bull,' because it is a marked and definite fact that the broker manages the producers' business. An Exchange, in fact, getting upon that basis at once antagonizes the whole lot of them, it does not, however, antagonize the buyer, the men who wish to trade, buy and sell, they are our best friends. You surely cannot fail; it is exactly like the rest of the business world at the present time.

"The next principle of the Exchange is this: That local matters shall be attended to by local organizations; that is, whatever is produced shall be attended to by the people who are most familiar with that locality and thus be made sure. Local associations are to be responsible for the marketing of the product of that locality, for getting it into car loads, and then turned

over to the ordinary Exchange or Central Exchange and that exchange makes returns and distributes the returns in the way adopted by that organization; the honey producer, of course, ought to be considered, and previously to conferring with the local agents. Detail matters should be handled by the local organization so as to avoid lumbering up the Central Agency with details, as there is enough to do for them.

We have not found it necessary in the deciduous fruit industry to have subordinate organizations. In the San Joaquin Valley it will be necessary to have local organizations, getting the machinery into working order with us. Then you will get in shape to hold out your hand to Montana, Oregon and Arizona producers. When on a good basis it is an easy thing to associate. When the producers of California shall get to co-operate in that way, there is no reason why all may not profit very largely in meeting together, and keeping each Exchange separated, but getting together whenever it is to the interest of all to get together. Each organization attending to its own part of the business yet ready to unite when it is to their advantage for all to unite. Do business with agents direct and exclusively, but do not mix up the business, do not tangle things up. There will be depots of Southern California Agencies for distributing the honey of Southern California and the Pacific Coast. Now if this is desirable the main point is, it keeps your own business in your own hands, perfectly adjusted, and enabling you to get a uniform price for honey and never subject to failure; adapt it to the local freight rates, and all things that must be regarded to have successful product. No such thing as failure on that basis.

"The way to proceed would be to appoint a committee on permanent organization, this committee to provide for the temporary organization of the Southern California Honey Producers.

That organization to promote the local honey producers' interests as far as possible and start out wherever you can; local organization. Just as soon as local organizations are formed representative stockholders from them can meet and they must form the Central Exchange, a permanent incorporated organization.

"The Southern California Fruit Exchange, cannot make propositions until they can know what you can control; so these preliminaries must be done in order to promote permanent organization. In this way you will be able to go forward from the very start for entire success and I believe this is the most favorable season for the move, together with the primary producers of honey and their products, and I hope you will take it up and vote for big success.

"Prof. Cook asked me to say to the convention that he feared he would not be here tonight, but to say to you that he approved heartily and absolutely without any reserve of the Exchange method of organization."

T. H. B. Chamblin of this city, who is interested in Exchange work, was called for and spoke substantially as follows:

"I endorse Prof. Sprague's remarks and feel, that, when he offers a proposition, like following his leadership. I think of all industries the honey industry ought to have selling facilities of your own, I mean that in your case, facilities you can command and always at your service and your service exclusively.

"Now, I would avoid large combinations; I do not think it advisable, neither necessary, in producers of soil products. May be very well among those who handle staples. I would organize to take all I can get and take all that comes, but I would always have a door that swings both ways. Now, I think we have had enough along the line we have talked upon. I think enough to satisfy all the Southern California combinations of all

kinds. I have lived in California 20 years and have seen organizations springing up and none have succeeded, except the California Fruit Exchange; therefore, gentlemen, I think it is safe to lay your plans along these lines. I do not think you need wait to consult the President and Secretary of the Southern California Fruit Exchange; they do not want to invite your business; they have a great deal of business to attend to and have taken up many things outside of their own line, which usually comes through the channel of Prof. Sprague. They give you to understand distinctly, gentlemen, that they will in no manner of means try to get control of your industry. They have 1200 carloads of fruit and more in sight."

Following Mr. Chamblin's speech, Mr. Brodbeck asked for an expression on the Exchange idea by a vote. Naturally, after such strong speeches, a vote by acclamation was large and though many did not vote for it, only one man had the courage to vote against it. That was Emerson of Orange county. Andrews of Rincon then asked to hear from Mr. Emerson, for he thought that he must have some good ideas or would not have had the courage to stand alone.

Mr. Emerson said that he was so hopelessly in the minority that he did not feel like speaking. He was urged by the chairman and read a brief paper. He favored a honey warehouse in each large honey center with a good man in charge, who would attend to the proper grading and inspecting of the honey, give receipt which would be good to draw upon at the banks and thus those who have not sufficient capital and who have to market at once could draw part of their money and not have to sell at a forced sale and take a very low price, which would naturally injure the market. Then in sales of honey, for cash in full to accompany all orders. Some other important details were also given by Mr.

Emerson, the general trend of his paper being for a trust form of marketing the honey crop so that producers would not suffer by competition among each other.

Prof. Sprague of the Southern California Fruit Exchange said that he agreed with Mr. Emerson and told how his association had been working with the Celery and Walnut Associations. Then he added:

"You can control the price of honey, honey producers of Southern California. If they are not working with you they are working against you. One of the difficulties you have in selling honey is that the jobbers buy your extracted honey and dilute it with glucose and are jewing you out of your profit. It is necessary that we have an effective pure food law, until you get organized and help get this law you will have these conditions. When we get it at all, we will stand organized and then we will get it both State and National. It is necessary for you to look at this matter broadly, be large-minded, when you are starting the marketing of your honey."

It was then decided to choose a committee of five to meet with Prof. Sprague and recommend a form of organization. This committee was made up of Messrs. Brodbeck, Stubblefield, Honey, Richardson and Wheeler, and the committee withdrew to join Prof. Sprague at his office. Mr. Ross was called to the chair and oilless hive paint was discussed, also several other topics.

The Tuesday morning session was delayed till nearly 11 o'clock, although 9:30 was the hour for assembling. The committee finally arrived with Prof. Sprague.

D. A. Wheeler of Riverside, chairman of the committee, read the following report as the articles of organization and the report of this committee:

This organization shall be known as the Southern California Honey Association. The purposes of this organization are as follows:

First—To secure the organization of the honey producers of the Pacific Coast, beginning with the producers of Southern California, and moving progressively to secure the complete organization of Coast Producers in such fashion as to secure and maintain for the producers themselves the grading, branding and marketing of their own honey under one single organization.

Second—To undertake as an emergency measure the marketing of the crop of honey of the present year now in the hands of the membership of this Association.

Anyone who owns, leases or otherwise controls fifty stands of bees shall be eligible to membership in this Association upon signing the Articles of the Association and paying a sum equal to one cent per stand of producing bees.

The work of this Association shall be placed in the hands of nine directors, who shall have all the powers usually exercised by the Board of Directors in similar bodies, and shall hold office for one year or until their successors are elected.

Immediately upon the election of the Directors they shall proceed to name from their number an Executive Committee of five, who shall be empowered to act in the name of the full Board of Directors in all matters regarding prompt action and which cannot well be submitted to the full Board of Directors for their consideration.

The officers of this Association shall be elected by the Board of Directors and shall consist of President, Vice-President, Secretary and Treasurer, who shall hold office for one year and exercise all of the functions usually performed by such officers in similar organizations. It shall be the duty of the Board of Directors immediately upon their organization to enter upon the work of securing the organization of local Associations in the different honey producing sections of Southern California, and also to inaugurate, if possible, similar movements in the more northern portions of the State,

for the purpose of securing, finally, harmonious action on the part of the honey producers of the different sections of the Coast. The Board of Directors shall, using their discretion as to time and place, invite several local Associations of honey producers and have each elect a representative stockholder, and these stockholders shall, being called together by the Board of Directors of this Association, proceed to form and regularly incorporate the Southern California Honey Exchange, with all of the powers and functions now exercised by similar organizations in other lines of production. As soon as such Exchange shall have been fully organized the functions of this Southern California Honey Association shall cease and the Directors shall adjourn sine die, after having audited all of the accounts, paid all obligations and in all possible ways fulfilled the purposes of its organization.

In pursuance of the above purposes, we, the undersigned, hereby subscribe our names as members of this Southern California Honey Association, and oblige ourselves to do our utmost to secure the success of this movement thus incorporated for protecting and defending the interests of the honey producers of the Coast.

It was then moved that this report be accepted and the committee discharged. As an amendment to this motion, T. F. Arundell of Fillmore moved that the committee name the nine directors. Brodbeck suggested that the committee, of which he was a member, nominate and then let the meeting elect the nine they would name.

As this plan looked rather fishy, Prof. Sprague suggested that to avoid the clique idea and bad blood that would follow that the chairman (who, by the way, had also been on this committee) be asked to name a nominating committee of three men to choose the nine proposed directors of the temporary organization, and so Chairman Stubblefield named Messrs. Brodbeck and Wheeler, members of the committee in dispute, and Mr. Arundell, whose

motion was still before the house, or, rather, had been voted upon in part. These three men went into a corner of the room and reported back the following names for the nine directorships: Brodbeck, Wheeler, Stubblefield, Williamson of Redlands, Bliss of Monrovia, Secretary Honey, Mendleson and Richardson of Ventura county, and F. McNay of this city.

Roy Hamilton, the extensive honey buyer, was then called upon and made a short but telling speech. He said he had rather buy from an association right in this city, with the honey carefully graded, than to have to pick up the honey in small lots widely scattered. He advised the bee men to keep the handling of the honey in their own power, as they would thus avoid antagonizing buyers and the rival fruit associations, and if an organization is perfected as proposed, it will be much better for it to control its own markets.

T. O. Andrews moved that the nine men chosen by the nominating committee be elected by vote of acclamation. The vote was taken and carried.

Before the noon adjournment, Prof. Sprague made another enthusiastic speech asking the bee men to go ahead and organize, now that a temporary board had been chosen. He read a model set of by-laws for organization as a small stock company, also laws of incorporation, etc., for a honey trust, and discussed the matter at considerable length.

Mr. Brodbeck moved that a vote of thanks be extended to Messrs. Sprague and Chamblin for their great assistance. The vote was taken.

Chairman Stubblefield informed the convention that Brother Bennett had borne all the expenses of the convention, and that it would be the proper thing to pay for the hall, so three dollars was contributed by about a dozen of the more generous bee men, and that amount paying for the assembly room,

the secretary stopped the contributions.

The question of local organization having been frequently referred to during the convention and at this moment again with reference to the old exchange, Mr. Clayton of Lang arose to state that the old exchange did have local organizations. This was contradicted by some, and the chairman then said that he himself had been a member of one of these local exchanges at Fallbrook, and that it was a strong association, but was given up on account of a difference of opinion with the parent body.

A recess was called to get signers for an organization. Prominent producers came forward and signed. Then there was a speech from Mr. Chamblin, urging the bee men present to help to organize the temporary organization into a strong permanent body:

The list of signers was as follows:

D. A. Wheeler, Riverside, 300 swarms.

G. S. Stubblefield, Los Angeles, 65.

John A. Pease, Monrovia, 125.

J. W. George, Norwalk, 150.

S. F. Arundell, Fillmore, 520.

T. O. Andrews, Rincon, 200.

D. Andrews, Pomona, 200.

F. McNay, Los Angeles, 133.

H. Lehmann, Santa Monica, 300.

W. W. Bliss, Monrovia, 100.

W. T. Richardson, Moorpark, 600.

N. O. Mendleson, Ventura, 750.

Williamson & Burdick, Redlands, 500.

J. H. Dixon, Los Angeles, 10.

E. Gipp, Burbank, 75.

W. W. Hatch, Cucamonga, 170.

Geo. W. Brodbeck, Los Angeles, 150.

Mrs. A. Nance, Duarte, 50.

E. A. Honey, Orange, 150.

J. Wituum, Garvalia, 100.

In the afternoon, the nine directors or committeemen assembled and named Messrs. Stubblefield, Brodbeck, McNay, Bliss and Honey as the executive

committee, Honey being secretary, Brodbeck assistant secretary, and Stubblefield, chairman.

On motion of Mr. Brodbeck, a vote of thanks was extended to B. S. K. Bennett for his energetic work in calling this gathering together and the success thereby resulting.

Now For a Strong Organization

The Pacific Honey Producers have met in a two days' convention in this city. They have discussed the plan of organization outlined by the editor of this paper. The producers have organized and they have scattered to their various homes and apiaries again. Much good has resulted for which we are all thankful. Anything to bring the honey producers in closer touch was better than the former condition.

Most of the 1901 honey crop, produced in California, has been sold al-

ready. Probably fifty car loads are still in Southern California, and as still in Southern California. The gathering of the bee men on the call of this paper has had a good effect upon the price of honey. We may safely say that the move for better organization resulted in a raise of one cent a pound on the remaining honey. No doubt if the meeting of honey producers had been a flat failure or a fizzle, honey would have dropped a cent or more. The whole East has been watching this meeting of our producers and no doubt has been notified by wire from time to time.

Now let us get together and build up strong local organizations all over this territory and a strong general body so that next year's crop will be held at a good figure and that our bee men can get the reward their labors justify.

TEMPLE, ARIZONA NEWS—(Oct. 9) Secretary Johnson of the Bee Keepers' Association will tonight ship out another carload of honey. This makes eight cars for this season and there remain in the valley between twenty and twenty-five carloads.

LOS ANGELES—(Oct., 1901) A carload of honey from the Karr & Cester bee ranch in Yuma valley was shipped to New York City last week, the third shipment of the season.

VENTURA—W. W. Leckler has finished hauling his honey down from the "Oaks," and now has about 40 tons stored for future shipment.—Ventura Free Press.

For Sale 265 Colonies of Bees in 8 and 10 frames 2 story Langstroth Extracting Hives, 2 separate yards, 2 honey houses, extractors, tanks, all all implements. Free rent. I sell owing to ill health.—WILLIAM ROSS, Ontario.

For Sale 108 Colonies of Bees, \$1.50. Hoffman wired frames, also House and Lot. Will trade for land near Sacramento.—H. VOEGELAR, New Castle, Cal.

For Sale 50 1-story L Hives of Bees, full sheets of wired foundation. A bargain at \$3.50 each.—J. H. MILLER, Highland Park.

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The Pacific Bee Journal



Devoted to the Apiculture Interests of the Pacific Coast States and Territories

ESTABLISHED IN 1896

MAILED FIRST TUESDAY OF EACH MONTH BY

The Pacific Bee Journal Co.

Los Angeles,

Cal

Office: 237 E. Fourth St.

B. S. K. Bennett, Editor and Manager

Terms. \$1.00 per annum; 2 years, \$1.50; 3 years, \$2.00 *in advance*, in the United States, Canada and Mexico. To all other countries of the Postal Union 50c per year extra for postage.

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1 "	9.00	13.50	18.00	31.50	58.50

Clubbing List

We will send the Pacific Bee Journal with Gleanings in Bee Culture—m'thly (\$1) \$1.25

The Beekeepers' Review—m'thly (\$1) 1.25

American Bee Journal—weekly (\$1) 1.50

Canadian Bee Journal—m'thly (\$1) 1.50

Rocky Mountain Bee J'l— " (50c) 1.00

The Southland Queen — " (50c) 1.00

American Bee Keeper — " (50c) 1.00

Progressive Bee Keeper— " (50c) 1.00

The Fruit World (\$1) 1.00

The California Cultivator..... (\$1) 1.25

The Rural Californian (\$1) 1.00

A Victor Queen Bee and the Pacific Bee Journal—1 year 1.25

EDITORIAL COMMENTS

BY B. S. K. BENNETT

Kind Words Our friends are "smoking us up into the supers" with their sweetest nectar, ambrosia of the gods. Listen to them: "Best bee paper I ever read,—makes me feel young again,—my, what an awakening!" "Where do you get the time?" "Life and energy, and here we extend on behalf of Gleanings the right hand of fellowship." The Review remarks: "Shows a brightness that usually succeeds a nap." The Rocky ountain Bee Jouinal exclaims: "Another star bursts forth in the constellation of apicultural journalism."

Always Advancing All these honeyed words have inspired us to keep on advancing, and we are adding more pages and improving in every way that we can think of, including new type, new styles in the use of type, and getting the best authorities to contribute to our columns, striving to give our readers the best obtainable.

Advertising California It is our aim to have the Pacific Bee Journal reach all the honey markets of the wide world and to be an advertising medium for California honey everywhere. We are even more ambitious, and will strive to make our paper of interest not only to all apiarists, but to the general public, adding departments of various kinds. We believe that every word spoken about honey will increase the use of honey.

Advertising Pays The California bee man fears the effect of crop reports. He has been led to think that talking about the large crops decreases the prices honey should bring. The suc-

cessful merchant advertises. The one who fails usually does not believe in advertising. The big merchants talk in their expensive advertisements about "Lots of Goods" and "Over-estimate the Quantity" while they "Set a Price." You think their prices low and buy quickly because your attention has been called to what they are selling. Possibly you did not need what they have sold you, but the way they called your attention to it led you on and inspired you to get it.

The successful seller of things does not hide his light, whether big or little, under the proverbial basket, but lets it shine full power and a little more so, if possible. If he wants to sell honey he tells the public that he's got lots of it, so that none need be disappointed. If the price seems a little high he finds out the many uses it can be put to, and gets his advertising man to talk about the many uses of honey, its great health quality, its pureness, its sweetness, its delicacy, and so on, until the reader of the advertisement begins to think that he must have honey at any price, and wonders how he or she got along without it. If the price is low, the public is told about it in this way: "What a sin to throw away such nectar! Why, the food of the gods is within the reach of the poorest. Why buy sugar when honey is going for next to nothing?"

We Are With You

This paper, depending primarily upon the honey industry, for a support, is certainly anxious to increase the consumption of honey as much as to increase the output of honey as a product. The Journal would not "kill the goose that lays the golden egg" nor do anything but aid and help to build up the honey industry.

There was a time when the orange industry of California was belittled by Florida oranges. In the East they would say, "This is a genuine Florida

orange, but we can sell you cheaper oranges from California." Imported oranges were also bragged up when compared to California's oranges. Times changed. And why did things change? California produced bigger orange crops and flooded the market. People found that the California article was really better than Florida's or the Mediterranean production. Their own taste told them which was the best for their own use. But there was another vital point. California producers had organized and were marketing their crop systematically, and their own sellers were handling their own product in the proper way, with no chance to bear the market. And the bigger the crop the better. More people began to eat oranges. They were told how healthy good oranges were, and the multitude of uses they could be put to. Oranges were properly advertised by careful packing and attractive arrangement.

Are We Sellers?

We California bee-keepers know how to produce honey, but do we know how to sell it? It is our business to produce honey. It is also the commission man, the wholesaler and the merchant's business to buy and sell to advantage, whether honey or other commodities. Both lines of work take often a life time to learn. Some learn quicker and some profit by using others or their experience, or both.

A Lively Mix Up

The American Bee Journal for October 10th has a report from one of our most esteemed buyers, R. A. Burnett & Co., of Chicago. We excerpt from it: "There seems to be conflicting accounts of the honey produced and being produced in 1901. We have received a circular from the A. L. Root Company and a letter. * * We certainly desire at all times to be governed by facts, but want to be sure

that we have the facts. This year was the nearest to falling below a sufficient supply of any year in the past fifteen. * * *

"If it is true, as Gleanings says, that the newspapers of the country have been telling that there has been a great honey harvest secured this season, it will result in benefiting the producers more than anything else, for, let the public get the idea that honey is plentiful, good and cheap, and the public will call for honey as they otherwise would not do. Who among us do not feel more inclined to purchase an article when it is good and cheap, rather than when it is scarce and dear? We can see great help if the information is broadly cir-

culated. Short crops or short yields imply advanced prices to the average mind, and then a substitute for the short article is adopted."

"Gleanings" Way Off

The circular referred to above as coming from "Gleanings" states that the buyers have raised the estimate on California's crop from 500 cars to 2000 cars, and that "Gleanings" doubts whether 50 cars could be scraped together or that any aggregation of responsible producers in California would guarantee to deliver more than 25. It also says that a bee-keeper was sent into the best honey country about Los Angeles and could scarcely find 250 tons (20 cars).

REVIEW OF BEE JOURNALS

"GLEANINGS AND BEE CULTURE."

We find in October 1st issue an item from an Ohio man, who states that the bees work harder on sweet clover and white clover on the 20th and 21st, and that on those days they were just rolling in honey. The bulk of the honey crop is from red clover. The bees will light on a red clover bloom and by force push their heads down into the honey by splitting the petal way down to the nectar. I have seen them do this every time I have visited a red clover field. No black bees are to be seen on the red clover here.

A SIMPLE METHOD OF DETECTING GLUCOSE IN SYRUP.

An Alabama correspondent writes to "Gleanings":

"In your sugar articles you speak of natural glucose. I was not aware that there was any kind of glucose but that made from corn." My object in writing this is to give you a test for glucose. I can detect it if

there is only an ounce in a gallon of molasses.

Take half a tumbler of water and one teaspoon of molasses and stir it up thoroughly then add say, 1-10 of a spoonful of tannic acid, as it is sometimes called. If there is any glucose it will turn the mixture black, and I suppose it will do it in honey.

In the manufacture of glucose, they have to use sulphuric acid to separate it from the corn. They get rid of all the acid they can, but there is always enough left to tell the tale.

Mr. Root says editorially that within 10 or 20 years the larger amount of honey will be produced west of the Mississippi. In the great West there is much of the country that we never cultivate, but which will always yield plenty of honey from the natural growth of the tree and plant indigenous, then the irrigated regions are so rapidly increasing in area that bees can follow in the wake without the least interference of agricultural interests.

Grand Honey Locations.

Tons of Nictor has gone to waste for want of Bees to gather it. This office has many fine locations to rent or lease for shares in the Bee's production.

1200 Acres in the Famous Castac Canyon

controlling many more acres where 400 pounds to the Colony, 17 and 18 tons of Honey and the 100 Colony is a record for this year. Many locations in other famous Canyons which have in years past profitably supported thousands of Colonies, \$10 to \$50 per year for the Honey Privileges. Apiaries for sale and Bees bought. BEE MEN WANTED to work on shares or pay. Send in your name and address. Be prepared for the honey yield of 1902.

PACIFIC BEE JOURNAL.

The Bee-Keepers' Eden.

is conceded to be in the Alfalfa Regions of the Rocky Mountains. If you want to learn all about the marvelous honey resources of this favored section—its big crops, methods of management, new locations, etc., you should read the

Rocky Mountain Bee Journal

monthly, 20c per year. Sample copy free. 3 months on trial for 10c, stamps or coin. Cheaper yet when clubbed with the Pacific Bee Journal. Address the publisher,

H. C. MOREHOUSE, Boulder, Col.

Clubbed with the Pacific Bee Journal \$1.00 a year

Both for \$1.00.

HAAS, BARUCH & CO.

320 to 326 NORTH LOS ANGELES ST. - - LOS ANGELES, CAL.

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CALIFORNIA BEE MEN

Know that 10 colonies placed in the low-lands where feed is plenty the year round will increase to 100 before spring by the Division Method, with full sheets of foundation and the introduction of GOOD QUEENS at time of dividing. Bees will be worth \$5 and \$6 a Colony in the spring, and the supply will be exhausted long before the next honey season. We will book orders for Queens to come from Texas, Long-tongued, Leather or Golden.

Untested - \$.65; 6 for \$3.50; 12 for \$6.50
Tested - 1.00; 6 for \$5.50; 12 for 10.00

Select Untested - \$.85, 6 for \$4.50; 12 for \$8.50
Breeders, \$3.00 and \$5.00.

B. S. K. BENNETT, Los Angeles

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