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Wisconsin Beekeeping

Vol. V

JANUARY, 1928

No. 1



L. T. BISHOP, Sheboygan, Wisconsin
Our New President

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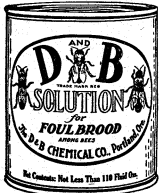
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- - WISCONSIN

Wisconsin Beekeeping

VOL. V

JANUARY, 1928

No. 1

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

President.....	L. T. Bishop, Sheboygan
Vice-President.....	A. H. Seefeldt, Kewaskum
Treasurer.....	Wm. Sass, Fond du Lac
Secretary.....	H. F. Wilson, Madison
Assistant Secretary.....	Arlene Weidenkopf, Madison

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

Please make remittance payable to Secretary.

49th ANNUAL CONVENTION OF THE WISCONSIN STATE BEE- KEEPERS' ASSOCIATION

*Milwaukee Auditorium, Milwaukee,
Wisconsin, December 8-9, 1927*

The meeting of the Board of Managers was called to order at 7:05 P.M. by Mr. James Gwin, President of the Association. Mr. Gwin appointed George Jacobson and A. H. Seefeldt as Committee Credentials, and after carefully examining the credentials, they reported the following qualified delegates:

1. Wa u k e s h a County—C. W. Aepler
2. Sheboygan County—L. T. Bishop
3. Green County—F. E. Matzke
4. S h a w a n o County—R. A. Schwarzkopf
5. Fox River Valley Ass'n.—George Jacobson
6. Washington County—A. H. Seefeldt
7. No. Eastern Wis. Ass'n.—F. F. Stelling

8. Fond du Lac County—Wm. Sass
9. Rock County—S. J. Riesterer
10. Jefferson County—A. E. Jaeger
11. Ozaukee County—Frank Eickstedt
12. Northwestern Bee Ass'n.—S. P. Elliott

The Board of Managers voted that C. D. Adams be allowed to represent the Milwaukee County Association at this meeting, and that Mr. Harry Borcharding should represent La Fayette County beekeepers, making a total of fourteen delegates present at the meeting. Others present were—James Gwin, President, Arlene Weidenkopf, Secretary, and Mr. John Kneser, of Hales Corners, Wis.

The Secretary was then instructed by the President to read the recommendations passed by the Board of Managers at their meeting a year ago.

The following recommendations were then passed, and ordered referred to the convention at its regular business session on Friday afternoon, December 9th:

1. The Board of Managers recommends that the 1928 convention of the Wisconsin State Beekeepers' Association be held the second week in December.

2. (As a Guide to the Pail Committee) The Board of Managers recommends that labels for 5 pound pails, to go all the way around the pail, with recipes if desirable, be sold to members with imprinting, or without imprinting, as desired. (A vote on this recommendation at the meeting of the Board of Managers was as follows—4 in favor; none against; 11 not voting.

3. The Board of Managers recommends the continued use of the present 5 pound label, imprinting to be optional with each member, the association office to furnish rubber stamps for imprinting at cost to the members.

4. The Board of Managers recommends that the names of the Executive Committee be left off, and the names of the officers included, on the Badger Brand letterheads made up in the future for individual members and officers of the Association.

5. The Board of Managers recommends that no Badger Brand labels of the State Association, be sold to members who have a record for underselling honey on the price recommended by the State Association, the names of such persons to be furnished the Secretary of the State Association by the Secretaries of the local associations.

6. The Board of Managers recommends that the publishing of Wisconsin Beekeeping be continued as in the past year.

7. The Board of Managers recommends that the officers of the State Association be instructed to put out a new directory, this to contain correct addresses of all members, and also the number of colonies of bees owned by each.

8. The Board of Managers recom-

mends that the matter of a donation of \$25 to the Miller Memorial Library be left to the discretion of the Executive Committee.

9. The Board of Managers recommends that Professor H. F. Wilson represent the Wisconsin State Beekeepers' Association at the convention of the American Honey Producers' League to be held January 25 to 27, 1928, at San Francisco, California.

10. The Board of Managers recommends that the Executive Committee be instructed to allow a part of Professor Wilson's expenses to the convention of the American Honey Producers' League, if necessary.

11. The Board of Managers recommends that Wisconsin cooperate with Minnesota, Iowa, and Illinois in holding the third Interstate meeting of the series, at Dubuque, Iowa, in 1928.

12. The Board of Managers recommends that the Association allow for the expenses of the President and Secretary in attending the Interstate Meeting, to be held in 1928.

13. The Board of Managers recommends that an invitation be issued to the American Honey Producers' League, asking that in 1930 convention of that organization be held in Wisconsin.

The meeting of the Board of Managers adjourned at 11:20.

A second meeting of the Board of Managers was called Friday morning, before the commencement of the Program, by Mr. Gwin, and at that time, the following recommendations were passed—

14. The Board of Managers recommends that the Association pay all expenses of the Honey Bunch Orchestra during their trip to Milwaukee, to play before the convention.

15. The Board of managers recommends that a honey exhibit be held in connection with the next annual meeting of the State Association.

16. The Board of Managers recommends that the President of the State

Association appoints a committee of three persons to investigate the Farm Congress, (with a view of affiliating), and report at the next annual meeting.

17. The Board of Managers recommends that the arrangement of the business meeting at the annual convention be left as it has been.

18. The Board of Managers recommends that the matter of finance for the Educational Committee be left to the Executive Committee.

THURSDAY MORNING— DECEMBER 8th.

The meeting was called to order at 10 o'clock Thursday morning in Committee Room A of the Milwaukee Auditorium.

The minutes of the previous convention were read by the Secretary and approved by the convention. The report of the Secretary, which included reports on Stationary, labels, honey cartons, advertising in WISCONSIN BEEKEEPING, plain pails, lithographed pails, honey cook books, etc., was also read and approved.

Mr. Wm. Sass, Treasurer, then read his report. His report was approved by the convention, and with the Secretary's, referred to the Auditing Committee.

Mr. Gwin appointed the following committees:

Committee on Resolutions—Mrs. C. A. Wood, Chairman; S. J. Riesterer, and L. T. Bishop.

Auditing Committee—R. A. Schwarzkopf and F. E. Matzke.

The Secretary then read a letter just received from Mr. Earl L. Ferguson, of the Milwaukee Association of Commerce, extending a most cordial welcome and good wishes for the success of the meeting, the Association and its members, placing the Convention and Publicity Bureau at the disposal of the convention, and offering every possible assistance to the Association or the members individually.

Mr. C. D. Adams, Chairman of the

Label and Lithograph Pail Committee, in reporting on the work of his committee, told of the changes recommended by the Board of Managers in the labels and pails, and explained the changes believed desirable on the labels. He also explained that the Badger Brand letterheads needed changing as the names of individual beekeepers were not prominent enough.

Mr. S. P. Elliott, Chairman of the Price Committee, gave a report of the meeting of the Price Committee at Watertown this past summer, and explained why the changes in the prices recommended were made. Mr. Elliott's report was accepted.

Mrs. C. A. Wood, chairman of the Educational Committee, gave a report on the work done by her committee, and this showed that she had devoted a great deal of time to the committee, and had done some very excellent work.

Mrs. Wood's report will be published at a very early date, and should be an incentive for other members of the association to do something along this line.

Mrs. Wood's report was accepted by the convention, as read.

The morning session of the Association adjourned at 11:40.

THURSDAY AFTERNOON

The meeting was called to order at 1:30 Thursday afternoon, at which time Mr. Gwin delivered his presidential address.

In the course of his address, Mr. Gwin said—"I regret informing you that the condition of your association is not in as good shape as I would like to leave it. This is due entirely to lack of field work. Due to the lack of help and added duties, the University has found it imperative to abandon a large part of their field work in beekeeping. Again the low price for honey has placed the beekeepers in the position that they do not want to interest themselves in association work.

A lack of interest at such times is sad and may be disastrous. On a time like that you should *stick*. If I am to be of any material service to you in the position of "Honey Marketing Agent," you must organize and stay organized. It will be the next thing to impossible for me to deal with each individually, but through an active and efficient county organization I believe I am in a position to render you a very valuable service through mutual cooperation." (Mr. Gwin's entire address will be published at an early date.)

Mr. W. A. Duffy, Commissioner of Agriculture, Madison, talked on the subject, "Cooperative Beekeeping." (We have a copy of Mr. Duffy's talk, and it will appear in WISCONSIN BEEKEEPING.)

Mr. W. L. DuBois, of the DuBois Candies, Inc., Milwaukee, was next on the program. Mr. DuBois makes several different kinds of candy with honey, and stated that the honey content in his honey candies was from 1% to 100%. Mr. DuBois brought over to the meeting with him a large box of assorted honey candies, which were given out to the beekeepers and evidently they were much appreciated by the bee keepers, for they followed the box around until it was empty.

Mr. DuBois said: "The candy industry is one of a billion dollars. Of all the candy sold in the country, I can find no record of the amount of candy which contains honey. If 1% of a billion dollar industry used honey, that would mean \$10,000,000.

Candy originally consisted of sugar with certain flavors. Sugar when boiled with water into syrup and allowed to stand, will, of course, return to crystallized sugar, and many years ago, the manufacturers of candy discovered that the use of cream of tartar would prevent crystallization. Twenty years ago, it was discovered that certain invert sugars gave the same re-

sults. This was not used to cheapen candy, but to give it body and smoothness. The same result can be obtained with the use of honey in candy. We first started using honey in the manufacture of caramels.

We have hoped that some cooperative plan could be developed whereby we could find a method for pushing honey candies. We have the equipment to carry this out, but need help from the beekeepers.

We have tried the method of direct selling of honey candies to the homes, while selling honey. This has brought good results.

With regard to quality in honey candies. I do not believe that a honey candy will succeed unless the honey that goes in the candy is of the very finest quality. Just putting honey in the candies will not sell it. The honey in the first place must be the best. We find that the use of the best sugar, the best flavors, the finest honey and the finest chocolate will give the results which are necessary to bring repeat orders. We have attempted to secure the chocolate coatings which will best blend with the honey.

I believe that honey candies, with other honey products, can only be marketed through cooperation. I am sure that the manufacture of honey candies could be developed into a very substantial industry."

Mr. DuBois' company handles honey candies in boxes of the following sizes: $\frac{1}{2}$, 1, 2, 3, and 5 pound boxes; 33 1-3% off is allowed for the grocer or dealer. If your local grocer would be interested in handling this candy, Mr. DuBois will be glad to supply him. He is helping Wisconsin beekeepers in disposing of their honey, as he uses large quantities of it in the manufacture of his candy, and if we, in turn, can cooperate with him by helping him dispose of and find new markets and customers for his honey candies, and at the same time

create an increased demand for honey, and new honey consumers, that is the way to make progress. It has been suggested that beekeepers who make a practice of giving gifts to their customers, keep this matter in mind, as the candy may be obtained in many different sized boxes. Mr. DuBois' address is 2624 Fond du Lac Ave., Milwaukee, Wis.

Mr. W. J. Nolan, of the U. S. Department of Agriculture, Washington, D. C., then delivered a brief talk on the new educational posters being put out by the Government. Mr. Nolan passed the poster he had with him around to those present, for examination. The posters are 15c a single copy, and 10c when purchased in larger lots.

Mr. E. W. Atkins, of the G. B. Lewis Co., Watertown, Wisconsin in his talk on "Some Honey Sales Plans" said: "A better means of distribution would help in the disposing of honey. Every individual producer has to create a demand for his product."

(Continued next month)

BUZZES ABOUT WISCONSIN

G. E. MARVIN

"This year's surplus was about 50% of a normal crop. I ran for comb honey and my bees were too weak due to the late spring to do the best work in the sections when the clover came into bloom," reports C. W. Giaugue of Stanley. He continues, "Prices are about the same as last year. Honey is selling pretty slowly for there are a lot of beekeepers peddling honey from house to house. Price cutting is the rule. They seem to be scared that they won't get their honey off their hands.

The demand for honey seems to be falling off somewhat from year to year.

Somehow, people don't seem to use the amount of honey they did a few years ago. I used to be able to sell more honey at home than I can today. Honey still is used principally as a spread. It is of fine quality this year, a little above the average.

I am wintering my bees in the cellar. They seem to be very quiet and apparently are wintering well. They had a good flight just before I put them in. They are so quiet that one would think they were all dead for I can't hear a sound when I go into the cellar."

"This year's crop was about 105% of what it was last year, with the quality far better," writes N. E. France of Platteville. He adds, "Honey has not been selling well until just lately as it has been too warm. Extracted, wholesale is 10 to 12 cents, retail 12 to 15 cents. The demand for honey seems to be increasing from year to year. About 50% of my honey goes to bakers and for cooking purposes.

My bees are wintering in the cellar and are apparently in fine shape. Many beekeepers in this locality winter their bees outside, having the hives well protected."

"From our own bees our average per colony was the largest in 1927 and our average per colony was larger in 1925 than in 1926. The crop in tons was the largest in 1925, because we and other large beekeepers had more colonies in 1925 than in 1927," states Ed. Hassinger, Jr., of Greenville. He continues, "Ten pound pails are retailing all the way from \$1.25 to \$2.00. Our local association price is \$1.60. Honey is selling readily at retail and the demand is increasing in wholesale lots. We are asking 9½ cents f. o. b. shipping point and are getting it in lots of 600 pounds to a ton.

As for price cutting, what would you do with an association member who peddles to all your next door

neighbors at 25 cents less per 10 lb. pail than you sell for?

The demand was fair in 1925 and simply no market in 1926. This year, the demand seems extra good so far.

We believe that honey is being used in cooking more and more. Our association bought 3000 of those honey leaflets, 'Sweet of the Flowers,' for members to give to customers. It is bound to help a little in educating people to use honey in many ways.

Our crop is the finest in quality we ever produced except the flavor is rather mild. For most people it seems to be preferred to a stronger flavor. The crop as a whole is the most uniform in color, flavor and body that we have ever had.

Our bees are all wintered outdoors in our large hives, packed singly. They are quiet and therefore must be in good shape, but is too early to know.

The greatest need of us beekeepers is more cooperation by all in stabilizing prices. Too many stay out of our local associations and wait until they agree on a price and then undersell. They glory in it by peddling to neighbors of members at cut prices. They do sell a lot of honey and we think they could sell just as much if all had the same price.

We are planning a local bee tour for one or two days. All the members of our local plus our marketing agent, Mr. Gwin, will tour the County and visit all such beekeepers who ought to be members, especially the price cutters. We are going to be nice to them and invite them to help cooperate in stabilizing prices. We do not expect to convince all of them, but we hope to reduce their number to a minimum. Has anyone a better plan?"

"This season we had about half a crop," says Henry Eggers of Birchwood. "Quotations from bottlers are 7½ cents and below. There is a very slow movement on sales so far. The demand seems to be decreasing from

year to year. Our honey crop is always of a very good quality each year. The bees were put in the cellars on December 5 and 6. They were in a far better condition on going into winter quarters this fall than last year," adds Henry.

This year's crop was about the same as that of 1925 and about three times as large as last year's," states S. P. Elliott of Menomonie. He goes on to say, "Prices are fairly good. I have already sold 4,000 pounds which brought us almost 21 cents per pound, with the cost of bottles and pails already deducted. The market seems to be kind of quiet. Expect it to be better after the first of the year.

I think the demand for honey is increasing some. There will be no limit to honey when the public finds out its value as a food and the many ways to use it. We are the only ones here that are using honey for cooking that I know of. I am giving talks to the school on bees and their products. Each student gets a Kellogg leaflet.

The quality of the honey is better this year than it was for the last two years: It is lighter in color with a better body.

We are using lithographed pails altogether. I think the beekeeper would be greatly benefited if they would use more of them. The price is no greater than the plain pails plus the labels and time it takes to stick them on. They are a real honey pail. Plain pails are made for syrup."

George Jacobson of Kaukauna has the following report, "Honey is selling fair at the following prices, 1 lb. glass jars, 30 cents; \$1 and \$2 for a 5 and 10 pound pail respectively and \$9 for 60 pound cans. The demand for honey seems to be about the same now as it has been in the past years. Little is used for cooking, most of it is used as a spread. The honey this season was of an exceptionally high quality, being light in color and heavy in body.

My bees are all wintered outdoors in packing cases. The bees used up a lot of stores in October and November. Unless they had a good supply in the hive, the chances are that a lot of bees will starve before spring.

If you could see the snow drifts here, then you could understand why there was a small attendance at the Annual Convention. When I got home yesterday (December 11), I had to wade in snow up to my waist to get into the house. I took 7 hours time to shovel snow so I could get around." Some snow I'd say—wish we could have a little of it here.

John Kneser at Hales Corners reports that this year's crop is about as large as last year's, but the retail price is just a little lower. He adds, "Due to the short apple and grape crops, the honey sales have been helped. One candy firm in Milwaukee is now furnishing beekeepers with honey candy at wholesale prices. Besides being used in candy, some honey is used in cooking and foreigners use a little for wine."

"In my own locality, the crop was much below the average, but in the eastern part of this County it was about the same as in 1925 and 1926," states R. A. Schwarzkopf of Shawano County. He adds, "Honey is selling about the same as usual, if anything, a little better. The prices are a little higher than last year, 5 pound pails selling at 90 cents and 10 pound pails at \$1.75, with a few beekeepers getting \$1 and \$1.90.

It is rather hard to determine if the demand for honey is increasing or decreasing, as there are more people offering honey for sale than in former years.

Honey is not used much for cooking and baking in this locality, but some effort is being made by the beekeepers to get their customers to do so.

My bees are all wintered in the cellar. In the future I will probably winter the bees in the outyard in quad-

ruple winter cases again. The bees are very quiet so far and while they did not go into winter quarters as strong in bees as in some years, I expect them to winter well. Our bees could fly nearly every day the last half of October and so when it turned cold, we put them in the cellar, which was November 5, the usual time in this locality."

THANK YOU

In behalf of the Honey-Bunch Orchestra, Mr. and Mrs. C. A. Wood wish to express their heartiest thanks and deep appreciation to the Wisconsin State Beekeepers' Association for the kind and generous treatment accorded them while they were your guests at the Milwaukee convention.

LABELS

The old labels are all gone, and it will be impossible to fill any orders until about the middle of January, when the new order has been completed.

We had hoped to be able to furnish the new labels at less cost, but this has been found impossible, due to the fact that the ten pound labels are to be larger and the paper on which the labels are printed will be much better. Also, we have developed a new label for the 5 pound pails which will run clear around the pail. Each of these labels will have a number of recipes on the additional part. Necessarily, the cost of these will be higher than for the regular five pound labels, because there is more than twice as much paper in them, and just twice as much press work.

The Label Committee, however, believes that the additional reading matter on the label will be worth more to individual beekeepers than the additional cost. A new label in a ½ pound size has been developed, and

will be available with the other orders.

STATIONERY

In the past there has been some complaint regarding the prominence of the reading matter at the top of the letterheads. The words, "Wisconsin State Beekeepers Assn." have been placed at the bottom of the sheet, and this will leave the individual name of the beekeeper more conspicuous so that when letterheads are used by individual beekeepers, replies will come direct to them, and not to the State Association.

The officers of the Association desire that the beekeepers cooperate in using both the labels and the stationery. The cost of the labels is somewhat higher than other labels which beekeepers may get from the various label companies, but our labels are better and have more significance, in that they bear the Association Trade Mark. The Association label will also have increased value from now on, since the Association, at its last meeting, voted to require that the State Association prices be held to when the Association labels are used.

This regulation, however, will not go into full effect until July 1st, as it will require some time for the Price Committee to decide upon standard prices throughout the State.

PRICES

The prices for labels and stationery are as follows:

Labels

Comb honey Sections, 250, \$1.25; 500, \$1.75; 1000, \$3.00.

One-half pound size, 250, \$1.65; 500, \$2.25; 1000, \$3.50.

One pound size, 250, \$1.75; 500, \$2.50; 1000, \$4.00.

Five pound size, 250, \$2.00; 500, \$3.00; 1000, \$5.00.

Ten pound size, 250, \$2.25; 500, \$3.50; 1000, \$6.00.

Five pound size, double, 250, \$3.30; 500, \$5.40; 1000, \$10.00.

Stationery

Letterheads, without imprinting

100 at \$.65; 250 at \$1.50; 500 at \$2.75.

Envelopes

Small, 100 at \$.50; 250 at \$1.00; 500 at \$1.75.

Large, 100 at \$.60; 250 at \$1.30; 500 at \$2.35.

Letterheads

With imprinting not to exceed three lines

250 at \$2.75; 500 at \$4.15; 1000 at \$6.75.

Envelopes

Small size, 250 at \$2.75; 500 at \$4.15; 1000 at 6.75.

Large size, 250 at \$3.00; 500 at \$5.00; 1000 at \$8.00.

STANDARD PRICES WITH ASSOCIATION LABELS

On July 1st, 1928, a new ruling will go into effect, and labels will be sold only to members who will guarantee to sell under the State Association labels at the State Association prices. Perhaps, at the present time, the prices recommended last year for State Association members is too high, and in order to make it possible for all members of the Association to use these labels, the officers of the Association feel that it may be necessary to lower the prices to prevent price cutting. Every member of the Association is therefore requested to send into the Secretary proposed quotations for next season. These recommendations will be given to the Price Committee to aid them in determining what the standard prices shall be.

We are also requesting that every local Association discuss this matter thoroughly at their meetings, and, if possible, decide upon recommendations for prices on all the sizes of containers used by the Association members.

Please do not fail to send in your recommendation, as we wish to establish prices that will be fair to all the members, and, at the same time, establish standards which will make it possible for our beekeepers to make a fair return from their bees.

PLEASE BUY FROM OUR
ADVERTISERS!

It costs money to keep up our magazine, WISCONSIN BEEKEEPING.

We are continually soliciting dealers for advertising space. These firms cannot afford to take our space unless the members of the Association buy sufficient supplies and bees to make the advertising in our journal worthwhile to them.

Prices being satisfactory, the members of the Association should make a special effort to do their buying from those firms who advertise in WISCONSIN BEEKEEPING. If you fail to do this, we will be unable to keep the magazine going.

HONEY EXPORTS TREBLED
IN YEAR

An item of economic interest is the recent great increase in the exporta-

tion of honey. The increase parallels the activities of various agencies of the Government in promoting foreign trade in honey. In the fiscal year ended June 30, 1926, only about 3,000,000 pounds was exported, this as compared with about 11,000,000 pounds in the year ending June 30 this year.

WILL TAKE extracted honey in 10 lb. pails at 10c in exchange for chicks. Write for price list and catalogue. Ames Hatchery, Deerfield, Wis.

The
HODGSON RADIAL
HONEY EXTRACTOR

Is about the size of a four-frame reversing machine, but extracts both sides of twenty-eight combs at one time.

For circular, write to

S. P. Hodgson & Sons
New Westminster, British Columbia

Leahy's Bee Supplies

High Quality--Prompt Service
Satisfaction Guaranteed

Write for Our 1928 Catalogue

Leahy Manufacturing Company
Higginsville, Missouri

Nothing So Good

**Men Who Are Making Money From Bees,
Say So. Here Is One of Many:**

"Even under conditions favorable for comb building the three-ply gave better combs than any of several other types of foundation used, but when the conditions for comb building were unfavorable, this difference in favor of Three-ply was so great as to place it wholly in a class by itself. It is my sincere opinion that those who desire the best combs will have to use Three-ply."

Lewis Case Spencer,
Orleans Parkway,
New Orleans, La.

Three-Ply Airco FOUNDATION

Non-sagging

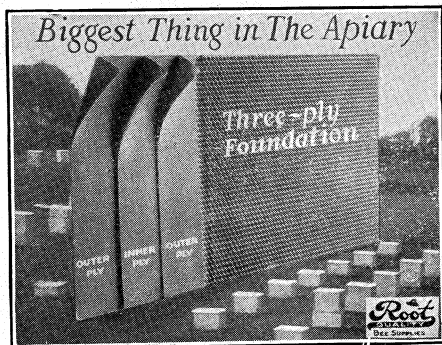
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Non-warping

No gnawing around wires

Non-breakable in ex-
tractor

Maximum number of
Worker cells



PLAN NOW FOR 1928

Root
QUALITY
BEE SUPPLIES

The A. I. Root Co.
Medina.

"The Strength is in the Comb"

Root
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BEE SUPPLIES

Wisconsin Beekeeping

Vol. V

FEBRUARY, 1928

No. 2

BULLETIN BOARD

The new labels are ready—Orders will be given immediate attention.

Don't forget to send your renewal in, when it is due.

The new government honey posters will be on sale at 14c each through the Secretary's office after February 10th.

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A Correction.

Hutzelman's Solution

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No disease, no drones, extra
weight, shipped when you want
them and fed while in transit
on the best sugar syrup.

Motto: Your money's worth or
money back

T. W. BURLESON
Waxahachie, Texas

PACKAGES

Three Banded Italians, Only.

Shipment on date ordered.

Over weight when shipped

OUR GUARANTEE—No Disease
—Health certificate.

Vigorous Young Queens, pure
mated. Safe Delivery. 100% sat-
isfaction.

2 lb. pkg. with young queen, \$4.00

3 lb. pkg. with young queen, \$5.00

Discount on Quantity orders.

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Correspondence addressed to
Department M receive the per-
sonal attention of the owner.

Send Us Your Inquiries

when you are in the market
for

SECTIONS, HIVES, SUP-
ERS, FRAMES, ETC.

We are prepared to give you
fair treatment and prompt
service at all times.

Write for our free illustrat-
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AUGUST LOTZ COMPANY
Boyd, Wisconsin

NO DISEASE

EVER KNOWN IN MY
COUNTY

Ship under State Inspection

Nuclei a specialty and satis-
faction guaranteed.

2 lb. or 2 frames with
Italian Queen\$4.00

3 lb. or 3 frame with
Italian Queen\$5.00

Can ship any time after the
first of April

J. D. SHIELDS

Route 2

Natchez - - - - - Mississippi

Wisconsin Beekeeping

VOL. V

FEBRUARY, 1928

No. 2

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.
Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

President.....	L. T. Bishop, Sheboygan
Vice-President.....	A. H. Seefeldt, Kewaskum
Treasurer.....	Wm. Sass, Fond du Lac
Secretary.....	H. F. Wilson, Madison
Assistant Secretary.....	Arlene Weidenkopf, Madison

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

Please make remittance payable to Secretary.

49th ANNUAL CONVENTION OF THE WISCONSIN STATE BEE- KEEPERS' ASSOCIATION

*Milwaukee Auditorium, Milwaukee,
Wisconsin, December 8-9, 1927*

Continued from Page 5, January No.

Mr. Atkins suggested the plan of inserting one ad per week in local papers. He stressed the necessity of making this ad continuous—or having it appear over a certain length of time. Here, again, we have the fact that continued advertising is profitable advertising.

Mr. Atkins went on to say "Ads in papers are very much worthwhile. When you have sold your honey, buy more of the same quality and keep your ad going the entire year. I believe that I could have developed a market for honey that would have practically shut out all other beekeepers in my locality. It is up to the individual beekeepers in their communities to form a little organization and go into some cooperative form of ad-

vertising. There is no reason why the demand for honey can not be created.

There is another thing that will create interest in honey, and that is a window demonstration in stores." Mr. Atkins suggested many other ways of getting honey before the public, such as road-side stands, honey cooking contests, and also high school contests, with small prizes, for the best essays on honey and its value as a food.

Mr. C. A. Thatcher, of the South Milwaukee Journal, South Milwaukee, Wisconsin, next talked on the subject of "Angling for Customers." Mr. Thatcher gave many valuable pointers on advertising products to appeal to the housewife. (This paper will be published at an early date.)

About 48 people were present at this session.

The meeting was adjourned at 4:45.

The Nominating Committee, consisting of members of the Board of Managers, without the President and Secretary, had a meeting at this time for the purpose of nominating the new officers for the coming year, and

they also elected the Executive Committee. Members of the Executive Committee are:

The nominating committee adjourned about 5:40.

THURSDAY EVENING

The banquet of the State Association was held at the Republican House, and 35 members were present. Music was furnished by the HONEY BUNCH ORCHESTRA, composed of Stella and Glen Wood, and Gertrude and Edward Wehinger, all of South Wayne, Wisconsin. Mr. C. A. Wood, of South Wayne, directs and has developed this orchestra. The orchestra played several selections, and the children are all very good musicians.

After an informal program, with Mr. Gwin acting as Toastmaster, Mrs. C. A. Wood presented to our retiring president, Mr. James Gwin, a fountain pen desk set, as a token of appreciation of his work in behalf of the Association for the past five years.

Mrs. C. A. Wood, chairman of the Educational Committee, then gave a detailed report of the work she had done in connection with spreading the gospel of honey. Mrs. Wood has worked faithfully on this committee, and has accomplished a great deal for the beekeepers and the beekeeping industry of the state. Mrs. Wood has promised us a copy of this report, and just as soon as we receive it we are going to publish it in WISCONSIN BEEKEEPING. It is filled with excellent ideas for educating the public to eat honey, and there isn't a beekeeper in the state who cannot profit from Mrs. Wood's ideas.

The program closed at 8:45.

FRIDAY, DECEMBER 9

The meeting was called to order at 9:50 by President Gwin.

Mr. George Marvin of the Beekeeping Department of the University of Wisconsin talked on the souring and fermentation of honey. Mr. Marvin has been doing considerable research

work along this line, and has already succeeded in isolating about five strains of yeast. We have a copy of Mr. Marvin's paper, and it will appear in an early number of our journal.

Mr. E. L. Chambers, State Entomologist for Wisconsin, Madison, was next on the program, and told of the Area-Cleanup Work being done in the state in connection with American Foulbrood. Mr. Chambers' paper will be printed at an early date.

Mr. E. R. Root was next on the program, and said "The biggest problem today is disposing of our product. We can produce it. The trouble is to get rid of it at the right prices. The whole food problem is going through a change. The old day, of the broker, jobber, wholesaler and retailer, is passing by. The chain stores has come to take their place. I talked with Mr. Kresge, and travelled with him, and he told me five years ago that chain stores are here to stay. We beekeepers will have to advertise more. We must reform our methods of doing our work.

Mr. Root then told how when traveling with the Redpath Chautauquas he would lead the audience up to a discussion of the evils of sugar. Then he used a chart to show what the effect of granulated sugar has been during the past few years, and how diabetes and other diseases of the body organs have been increasing. He followed this with data to show how, during the War when they cut off the supply of sugar, diabetes dropped off. Dr. Arthur Lorenz in Germany comes out with some strong statements in favor of honey and its beneficial use for heart disease. Honey will build up people sooner than any other food.

"A beekeeper who wants people to buy his honey, and who has honey on his table once or twice a week, has something wrong with him. When that beekeeper gets to the point where he or she will not have white sugar on the table, except for his guests, then

he is practicing what he preaches.

Buy a bushel of wheat, get a small grist mill, grind as much wheat as you want to mix at one time, add a little honey and milk, and you will have a dish that will cost you about 1 cent. Try it when you get home. A lot of us ought to go back to some of the things our grandfathers did. I have preached this to about one hundred people every day for one hundred days. I have covered about forty states. I drive a little Ford that nobody will steal. I bring this gospel of honey right to the housewife. Leaflets won't do. I feel that I have to talk this thing, but not until I am able to get the housewife interested. Give out literature when you talk and have a brief resume of your talk ready for the papers.

There is a new era coming for honey. I want to say to you that I am hoping and expecting that honey at some time will be on every shelf in the United States. But we must get people educated on the proper method of heating granulated honey. When we do that there will be a demand for honey that we have never known before. People are educated to the use of milk—now we want to educate them to honey."

Miss Clara G. Jones, of West Bend, Wisconsin, in her talk on "Beekeeping from a Woman's Standpoint," called attention to false statements in literature which were likely to misinform the laymen of this country with regard to bees and honey, and the general ignorance of the public so far as beekeeping and the production of honey are concerned.

Mrs. Ida H. Cornforth, of the Home Economics Department of the Kellogg Company, at Battle Creek, Michigan, then gave a talk on, "Uses of Honey as a Food." Mrs. Cornforth is a very charming speaker, and we hope we may be able to secure her for further meetings. Mrs. Cornforth

did not have her talk written out, but has promised to send us a copy, and we will publish it in WISCONSIN BEEKEEPING as soon as it is received.

Fifty-one people present at this session.

The meeting adjourned at 11:50, to the State Street entrance of the Auditorium, for the group pictures of the convention.

FRIDAY AFTERNOON

The meeting was called to order by Mr. Gwin at 1:35.

Mr. W. J. Nolan, of Washington, D. C., then gave an interesting discussion on the subject of the United States Honey Grades. Mr. Nolan promised to send us a copy of his paper, and we will publish it at a very early date.

Mr. C. D. Adams, of the Department of Markets, then took the floor and led in a discussion of the State, and Government honey grades. Mr. Adams said "We did a great deal to bring about uniformity in grades which justified our friends at Washington in going ahead and preparing these National grades. We had expected that when those national rules finally came out that we could adopt them just as they stood, but slight differences have caused us to continue the Wisconsin system for a while at least.

Mr. Adams also called attention to the beekeeping exhibit which has recently been made up for the Public Museum at Milwaukee, and which will soon be completed and open to the public.

ELECTION OF OFFICERS

The report of the nominating Committee, which is composed of the members of the Board of Managers, exclusive of the Secretary and President, as reported by Mr. A. H. Seefeldt, Chairman of the Committee, was as follows:

For President—L. T. Bishop and Geo. Jacobson, for Vice-President—

S. J. Riesterer and F. E. Matzke, for Secretary—H. F. Wilson, and for Treasurer—Wm. Sass.

In the election of President, a motion was carried by the convention, to add the name of Wm. Sass, to the list of candidates for the office. After several ballots Mr. Bishop was elected.

In the election of Vice-President, a motion was passed to include the name of A. H. Seefeldt as a candidate for this office. On the informal ballot, Mr. Seefeldt received a majority vote. A motion was then made and passed, to declare the informal ballot formal, and the Secretary was instructed to cast a unanimous ballot for H. F. Wilson, as Secretary.

In the election of Treasurer, a motion was made and passed that the name of Geo. Jacobson be included as a candidate for the office of Treasurer. Of the 27 votes cast in the informal ballot, Mr. Sass received a majority. A motion was then made and carried that the rules be suspended and the secretary instructed to cast a unanimous ballot for Mr. Sass for Treasurer, and that the informal ballot be declared formal.

The Secretary then read the recommendations of the Board of Managers, and after some discussion, the following were adopted by the convention:

1. The Board of Managers recommends that the 1928 convention of the Wisconsin State Beekeeper's Association be held the second week in December.

4. The Board of Managers recommends that the names of the Executive Committee be left off, and the names of the officers included, on the Badger Brand letterheads made up in the future for individual members and officers of the Association.

5. The Board of Managers recommends that no Badger Brand labels, of the State Association, be sold to members who have a record for under-selling honey on the price recommended

by the State Association, the names of such persons to be furnished the Secretary of the State Association by the Secretaries of the local associations.

6. The Board of Managers recommends that the publishing of Wisconsin Beekeeping be continued as in the past year.

8. The Board of Managers recommends that the matter of a donation of \$25 to the Miller Memorial Library be left to the discretion of the Executive Committee.

9. The Board of Managers recommends that Professor H. F. Wilson represent the Wisconsin State Beekeepers' Association at the convention of the American Honey Producers' League, to be held January 25 to 27, 1928, at San Francisco, California.

10. The Board of Managers recommends that the Executive Committee be instructed to allow a part of Professor Wilson's expenses to the convention of the American Honey Producers' League, if necessary.

13. The Board of Managers recommends that an invitation be issued to the American Honey Producers' League, asking that the 1930 convention of that organization be held in Wisconsin.

14. The Board of Managers recommends that the Association pay all expenses of the Honey Bunch Orchestra during their trip to Milwaukee, to play before the convention.

16. The Board of Managers recommends that the President of the State Association appoints a committee of three persons to investigate the Farm Congress, (with a view of affiliating), and report at the next meeting.

17. The Board of Managers recommends that the arrangement of the business meeting at the annual convention be left as it has been.

18. The Board of Managers recommends that the matter of finance for the Educational Committee be left to the Executive Committee.

A motion was made and passed that recommendations number 2 and 3 be laid on the table.

Recommendation number 7, which read "The Board of Managers recommends that the officers of the State Association be instructed to put out a new directory, this to contain correct addresses of all members, and also the number of colonies of bees owned by each," was amended to read as follows: "The Board of Managers recommends that the officers of the State Association be instructed to put out a new directory providing we can secure not less than 75% of the cost of the directory in advertising: this directory to contain correct addresses of all members, and also the number of colonies of bees owned by each." This recommendation as amended was adopted.

Recommendation number 11, which read "The Board of Managers recommends that Wisconsin cooperate with Minnesota, Iowa, and Illinois in holding the third Interstate meeting of the series at Dubuque, Iowa, in 1928," was amended to read as follows: "The Board of Managers recommends that it be left to the Executive Committee to decide whether Wisconsin is to cooperate with Minnesota, Iowa and Illinois in holding the third Interstate meeting of the series at Dubuque, Iowa, in 1928."

This recommendation, as amended, was passed.

Recommendation number 12, "The Board of Managers recommends that the Association allow for the expenses of the President and Secretary, in attending the Interstate Meeting, to be held in 1928," was amended to read, "The Board of Managers recommends that the Association allow for the expenses of the President and Secretary in attending the Interstate Meeting, to be held in 1928, if it is the decision of the Executive Committee that Wisconsin cooperate in such a meet-

ing." The recommendation was passed and amended.

Recommendation number 15, "The Board of Managers recommends that a honey exhibit be held in connection with the next annual meeting of the State Association," was amended by the convention to read, "The Board of Managers recommends that a honey exhibit be held in connection with the next annual meeting of the State Association, and arrangements for this exhibit to be left to a committee of three, with Mr. James Gwin as Chairman of the committee, the other two members to be selected by Mr. Gwin." This motion was passed as amended.

A motion was then passed that the Executive Committee, with the Label Committee, investigate at once the cost, and possibility, of printing a label to go around 5 pound pails, and, if it can be financed, to have this done.

The Committee on Resolutions, composed of Mrs. C. A. Wood, Chairman, S. J. Riesterer, and L. T. Bishop, submitted the following report:

1. Be it resolved that whereas there are at the present time several million colonies of bees in the United States of America, and the exports of honey for the fiscal year ending June 30th, 1927 was in excess of eleven million pounds from the United States to other countries and, whereas the past census enumeration of the number of colonies of honey bees in the United States represents probably less than one quarter of the actual amount of bees kept therein, because only bees on farms were enumerated and, whereas the value of bees, honey, wax and products therefrom in the United States greatly exceeds many other Agricultural interest now included in the census blank, the question should now be inserted in the said blanks for towns and cities to make a complete and truthful return and, whereas the



49th Annual Convention of Wisconsin State Beekeepers' Association, at Milwaukee, December 8 and 9, 1927.

interest of the beekeepers as well as the Government needs further information and correct returns thereon, and that the past returns as made by the United States Census Bureau are misleading, inaccurate and are a detriment to the Agricultural interests and are worse than no census figures at all, therefore, BE IT RESOLVED that we, the Wisconsin State Beekeepers' Association petition your Honorable Bureau and ask that in the next census blanks for farms, towns and cities that questions be inserted therein so that each person will be asked the number of colonies of bees owned by him or her and the number of pounds of honey and wax produced yearly therefrom and a complete and accurate return be given thereon.

2. Be it resolved that, Whereas, as has been demonstrated, some of the finest candy can be made from honey, and if this could be encouraged in a more and larger commercial way, it would be a great impetus to the beekeeping industry, this Association go on record as recommending that every

(To be continued)

FLOOD RELIEF FUND

Total carried over	\$176.00
Thos. Cashman, De Pere	1.00
Mrs. Martha White Pewaukee	1.00
Wm. Vollbrecht, Fall Creek	1.00
Chas. Broman, Rt. 2, Bristol	2.00
Total received	\$181.00

BEEES AND HONEY

A piece about honey gathered by bees
The purest of sweets from flowers
and trees—

The bees work so hard, the nectar to
find

From flowers, trees and hays of all
kind.

They work hard all day, the sections
to fill.

Not even at night are the little bees
still.

They hum and they buzz and make
such a noise,

They are cooking the nectar into
honey for boys.

When this is done, and the sections
they seal

Along comes the keeper, the honey
to steal.

The honey then ready to eat—

For boys and girls it is such a treat.

Try honey in baking cookies and
cake—

Use honey for coughs and make no
mistake.

And, in the morning when you eat
oatmeal,

Instead of sugar, use honey and feel

You've eaten the purest of Nature's
own sweet.

Then smile at the friends you
happen to meet.

When out of sugar, don't sit and
frown—

Just use honey until you next get
to town.

—FRANK M. RIECK,
Belle Plaine.

U. S. GRADING STAMPS

In order to avoid delay in having the official United States grading stamps for honey used, it is announced that these stamps may be obtained direct from the manufacturer, who is the Government contractor for rubber stamps—The Baumgarten Company of Washington, 811 Tenth St., N. W., Washington, D. C.

Those who find it more convenient may order from the dealers in beekeepers' supplies listed below, who can also furnish the stamps.

C. P. Dadant and Sons, Hamilton,
Illinois.
A. I. Root Co., Medina, Ohio.

G. B. Lewis Co., Watertown, Wis.
 A. L. Boyden Co., Box 240, Arcade
 Station, Los Angeles, Calif.

Care should be taken to give the exact grades of honey for which the stamps will be required.

The prices are:

Rubber stamp with cushion base	.27
Royal velvet stamp pad	.25
Can Royal velvet ink, 2oz.	.50
Postage and packing for one stamp, pad and ink	.10
Postage for each additional stamp	.03

(A stamp pad will give 5000 impressions or more and then should be re-inked.)

The two pieces of bolting cloth which are used for testing samples of honey for freedom from foreign materials may also be obtained from the bee supply dealers listed above, at a price of 35 cents but are not supplied by the Baumgarten Company.

TO THE BEEKEEPERS

This is your department; let us have your ideas, suggestions, and honest to goodness cooperation.

Do your part by contributing news, new ideas and any other data of interest.

I wish I could meet every single one of you personally, exchange a good friendly hand shake and then sit down and just talk bees, honey, marketing, and other problems. I at least know some of your troubles, pride, ideas and work, but since it is difficult for us to meet personally, let us do the next best thing "via Uncle Sam's mail." If you do not have time to write a letter, send a postal card—but the main thing is *SEND IT*. We want to get your ideas, suggestions and cooperation and, in return, we will do all we can in helping you out in your many problems.

I wish to call your attention to one more thing, and that is, buy your

supplies, queens and package bees from dealers who advertise in our WISCONSIN BEEKEEPING—*help those who are helping us*. If for any reason, prices of our advertisers are not satisfactory, or the strain of bees is not what you desire, then request the dealer from whom you buy, to take space in WISCONSIN BEEKEEPING as payment in whole or part for such purchase price.

This can easily be arranged by writing our secretary who will gladly furnish rates for space if the dealer is reliable.

There are many dealers and breeders who would gladly take space in exchange for their merchandise; all that is necessary is a request from you.

Now—everybody with his shoulder to the wheel—Let's go.

L. T. BISHOP, President.

BUZZES

GEORGE E. MARVIN

The Fortieth annual meeting of the American Association of Economic Entomologists met in Nashville, Tennessee from December 27 to 31, 1927. On Tuesday afternoon, December 27, the section on Apiculture was held.

Professor F. E. Millen of Guelph, Canada was chairman and Professor G. M. Bentley of Knoxville, Tennessee, secretary.

The first number on the program was an address by the chairman on undergraduate courses for apicultural specialists.

Five papers were presented which are as follows:

1. Elimination of American Foulbrood—F. E. Millen, Guelph, Canada. In this paper Professor Millen stated that Ontario's Foulbrood law is patterned after Wisconsin's plan except that the beekeepers are required to register and failure to, is punished by law. Beekeeping conditions are much the same as here.

2. Crop Failure—J. M. Ruffin of Auburn, Alabama.

3. Brood Rearing, Cycle of Cyprian Bees—W. J. Nolan, Washington, D. C.

4. The Pathogenic effect of the Mite 'Acarapis Woodi' Hirst on the Thoracic Tissues of the Honeybee—E. J. Anderson, State College, Pa.

5. The Occurrence and Characteristics of Certain Yeasts Found in Fermented Honey—George E. Marvin, University of Wisconsin, Madison, Wisconsin.

The Tennessee State Beekeepers Association was held during the time of our meeting and a great many listened in on the papers and discussions.

Next years meeting will be held in New York City and Professor H. F. Wilson was elected chairman.

The section on Apiculture of the American Association of Economic Entomologists is composed of men who are in Beekeeping work at the

different institutions in the United States and Canada.

A CORRECTION

In the notes of the convention, the name of Mr. Leo A. Wetter, Stitzer, Wisconsin, delegate of Grant County, was omitted. Mr. Wetter represented Grant County at the 49th annual convention of the Association, in Milwaukee, Wisconsin, and his name should be added to the list of delegates.

—A. A. W.

\$277.50 In Cash

And Bees Given Away Free

This amount will be awarded in five prizes to the ones producing the most extracted honey from ten three pound packages of bees purchased from us.

Write at once for free particulars and our large illustrated catalog on bees, queens and supplies.

Valley Bee & Honey Co.

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Leahy's Bee Supplies

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Satisfaction Guaranteed**

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Write for Our 1928 Catalogue
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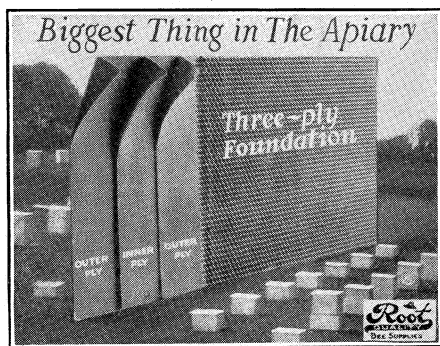
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FOUNDATION

“The Strength is in All the Comb”



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224 W. Huron St.

Chicago, Ill.

290 E. Sixth St.

St. Paul, Minn.

Wisconsin Beekeeping

Vol. V

MARCH, 1928

No. 3

BUY FROM OUR ADVERTISERS

Every member of the Association should develop the habit of buying bee equipment and supplies from those dealers who advertise in "Wisconsin Beekeeping." We cannot possibly expect these dealers to advertise in our journal unless they can secure sufficient business to pay for this advertising. You will therefore be helping the State Association and "Wisconsin Beekeeping" if you make it a rule to do this.

We guarantee that the dealers who advertise in "Wisconsin Beekeeping" are reliable and we will arrange to arbitrate any difficulties which may arise.

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Hutzelman's Solution

FOR AMERICAN FOUL BROOD
THE ALCOHOL-FORMALIN
SOLUTION

USE ALCOHOL-FORMALIN
TO BE SAFE

For full information ask your
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GLENDALE, OHIO

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The very best that money can buy
No disease, no drones, extra
weight, shipped when you want
them and fed while in transit
on the best sugar syrup.
Motto: Your money's worth or
money back

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Waxahachie, Texas

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when you are in the market
for

SECTIONS, HIVES, SUP-
ERS, FRAMES, ETC.

We are prepared to give you
fair treatment and prompt
service at all times.

Write for our free illustrat-
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AUGUST LOTZ COMPANY
Boyd, Wisconsin

Gus Dittmer Company Specialties

Working Your Wax Into Foundation for Cash
And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY

Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

MARCH, 1928

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OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION

H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

President.....	L. T. Bishop, Sheboygan
Vice-President.....	A. H. Seefeldt, Kewaskum
Treasurer.....	Wm. Sass, Fond du Lac
Secretary.....	H. F. Wilson, Madison
Assistant Secretary.....	Arlene Weidenkopf, Madison

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

Please make remittance payable to Secretary.

ORGANIZATION NEEDED IN HONEY INDUSTRY

Further development of cooperative marketing among beekeepers and establishment of an aggressive merchandising policy to place honey among the Nation's leading food industries are suggested by the United States Department of Agriculture, following a survey of market outlets and demand for honey made by A. W. McKay and M. P. Rasmussen of the Bureau of Agricultural Economics.

This survey covered the handling of honey by chain-store grocery systems, wholesale grocers, bakers, confectioners, honey bottlers, produce firms handling honey, and hotel and restaurant supply houses. It included a survey of retail food stores in Chicago, New York City, and Elmira, New York, approximately 475 retailers being interviewed in the three cities.

Honey brokers declared that an extensive advertising campaign is needed to solve the honey marketing problem, and that the flow of honey to the larger markets should be regulated to

prevent the frequent market gluts which occur. Some produce dealers declared they were giving up the honey business because it produced "too much trouble and too little profit." Honey bottlers were more optimistic of the future of the industry, but said that advertising should be used to acquaint consumers with the value of honey.

"Honey needs advertising as a commodity," said one honey bottler. "Every industry except the honey industry has tried to teach the housewife the benefits of using its particular article of merchandise. But the problem is distinctly one for the whole industry. It is hopeless for a single bottler or packer to try to advertise honey adequately because his entire volume of business would not be large enough to justify a reasonably large advertising campaign."

Wholesale grocers declared that honey is too high in price compared with jellies, jams, preserves and sugar; that it is sticky and inconvenient to handle, and that the demand for it is declining because more fruits and vege-

tables and other light foods are being used. Representatives of chain-store systems also say the price of honey is too high, that the turnover is slow, and the product is offered in too many sizes and types of containers, several of which seem designed to deceive the consumer as to actual contents.

Forty-two stores reported decreased sales of honey in 1926 as compared with 1925; 130 reported increased sales, and 216 reported no change. Corn syrup appears to be the outstanding competitor of honey, 285 stores reporting greater sales of corn syrup than honey in 1926. Eighty-one stores, however, claimed to have sold more honey than corn syrup.

The division declares that unless honey is standardized, it will be difficult to extend greatly the demand for the product. Honey must be sold either on the basis of consumer demand or by price-cutting, but price-cutting is likely to lead to the packing of inferior honey and the loss of what is already a poor market. Education of the public relative to the healthfulness and food value of honey, say the investigators, offers one promising solution. Such education will probably have to take the form of advertising campaigns adjusted to local, State, or sectional needs. There are obvious difficulties, however, in undertaking an advertising program, in part because of the generally unorganized condition of the industry.

Further development of cooperative marketing among beekeepers, the department says, is probably necessary to meet the problems effectively. There is also need for coordination of the activities of all cooperative associations, especially in standardization and advertising.

BEEKEEPERS MOURN LOSS OF AN OLD FRIEND

We are sorry to have to write that another of our good friends has left us.

Mr. John H. Paas died at his home in Campbellsport on December 23, 1927.

The funeral services were held at St. Mathews Church, and Mr. Paas was buried in the family lot at the Union Cemetery.

As we would expect, there were many friends present at the funeral, and this is fitting to the memory of such a pleasant friend. All of us who had the pleasure of visiting Mr. Paas at his home can well remember his pleasant personality and the interest which he took in beekeeping.

THE AMERICAN HONEY PRODUCERS' LEAGUE CONVENTION

The annual convention of the American Honey Producers' League was held at San Francisco on the 25th, 26th and 27th of January. There was a larger attendance at this meeting than at any previous meeting of the League, although, as was expected, there were not many in attendance from the eastern states. However, there was a splendid representation from the western states, and the meeting was certainly a big success.

Mr. Cary W. Hartman, of Oakland, California, deserves a great deal of credit for the splendid honey exhibit held in the sunroom of the Hotel Whitcomb. The Wisconsin beekeepers will be interested to know that a state exhibit, prepared and sent by the University, received second prize for exhibits in its class.

A more detailed report of the convention will be given at a later date.

Mr. C. L. Corkins was elected President, and Mr. Sechrist, of Washington, was asked to serve as Secretary if he could possibly do so in connection with his official position at Washington. Mr. Sechrist has since written that it will not be possible for him to fill this position and it will probably be several weeks before a new Secretary can be elected. Mr. E. G. Le-

Sturgeon, of San Antonio, Texas, was elected Vice-President.

SOME SUGGESTIONS ON POPULARIZING THE USE OF HONEY

Educational Committee

Mrs. C. A. Wood, Chairman

We are going to make some suggestions which we hope you will make an honest effort to carry out.

1. Giving out leaflets telling of the food value of honey, together with some good recipes is always in order. Every beekeeper can do this with each order of honey he sends out.

A. Kellogg's two leaflets—"Do You Like Honey" and "Cooking With Honey," are especially good. They are free. Get a large supply of each and see that each member of your association has enough copies to supply his customers. Address—Home Economics Department, Kellogg Company, Battle Creek, Michigan.

B. The Wisconsin State Beekeepers' Association has put out a small leaflet on "Wisconsin Honey," together with some tried recipes.

C. There are four pages of mimeographed honey recipes which may be secured free of charge by writing to the Secretary of the Wisconsin State Beekeepers' Association and asking for them.

2. There is a "Honey Recipe Club" conducted among the wives of beekeepers and the beekeepers themselves. All that is necessary to become a member of this Club is to send in each month a recipe that calls for the use of honey. The recipe must have been tested and proved good by the sender. It need not be original although they are very welcome. Each member then receives a copy of all the recipes sent in each month and so secures a number of tested honey recipes. The recipes should be sent to Mrs. F. E. Matzke, Juda, Wisconsin, before the 15th of each month.

3. Conduct Honey Essay contests in the high schools. Offer different sized containers of honey as prizes.

4. Give the domestic science department of your high school a 10 pound pail of honey if they will use it in cooking. Our committee will gladly furnish you with recipes if desired. Just let us know.

5. Conduct honey poster contests in the schools. Give honey as prizes.

6. Get some efficient woman who is enthusiastic over using honey in cooking to give demonstrations in stores and at fairs. This is a good time for the demonstration; in the stores, because women like to bake in winter more than in summer.

7. Honey food sales will be found popular in the summer when women prefer not to cook, and honey ice-cream sundaes and ice-cold honey drinks will also find favor then.

8. Interest some dealers in honey candies. The Du Bois Candy Company puts out a mighty fine product and makes a very liberal offer to dealers. Their address is Du Bois Candies, Inc., 2626 Fond du Lac Avenue, Milwaukee, Wisconsin.

9. Boost the G. B. Lewis Company cooky contest. The rules are in their 1928 catalog. Write them for a copy if you do not already have one.

LABELS

An account of our new labels was printed on pagt 7 of the January issue of "Wisconsin Beekeeping." However, a number of inquiries have come in inquiring about the prices, particularly of the new 5 lb. size. The price of the labels is again included—

Comb honey sections, 250, \$1.25; 500, \$1.75; 1,000, \$3.00.

One-half pound size, 250, \$1.65; 500, \$2.25; 1,000, \$3.50.

One pound size, 250, \$1.75; 500, \$2.50; 1,000, \$4.00.

Five pound size, same as old style,

250, \$2.00; 500, \$3.00; 1,000, \$5.00.

Five pound size, new all-around pail, 250, \$3.30; 500, \$5.40; 1,000, \$10.00.

Ten pound size, 250, \$2.25; 500, \$3.50; 1,000, \$6.00.

The new 5 pound label runs completely around the pail and contains on the back part a number of recipes for the use of honey. Because of the double size, it is necessary to charge more for them, but a number of our beekeepers, who have seen the labels, feel that they are easily worth the additional price. The price of these labels is:—Lots of 250, \$3.30; lots of 500, \$5.40; lots of 1,000, \$10.00.

CORN SUGAR BILL AGAIN BEFORE CONGRESS

Senate Bill 2806 and House Bill 10022, has been introduced in the United States Congress, asking for a change in the pure Food Laws, which will permit corn sugar to be sold under the name of sugar, without a proper label showing that corn sugar is the product being used.

Every member of the Association should write to his representatives at Washington, asking them to vote against the passage of this bill. The matter has been taken up with our representatives through the Secretary's office, and a number of these representatives will represent the Wisconsin State Beekeepers' Association at the various hearings.

Mr. H. H. Peavey and Mr. Victor L. Berger have taken especial interest in this matter and are making a strong fight for us.

HONEY CANDIES

The candy industry is one of the largest in the United States, representing close to a billion dollars. This tremendous growth has been brought about by the natural craving of our people for sweets now leading to an

annual consumption of about twenty pounds of sugar for each person in our country. Of course, some of us get more than others, but it averages that amount. These sweets are passed on to the consumer in a multitude of forms—from cheap, simple sugar candies to the more complex and expensive chocolate covered confections. Some are practically all sugar, some a mixture of sugar and other materials of the cheapest manufacture, while the better grades consist of the best materials carefully made into the most tempting and delicious candies. Good candies contain only high grade materials and are made in sanitary shops with all the careful attention required in the production of pure foods. Such candies are the ones to be purchased and consumed with confidence.

Roughly speaking, candy consists of sugar combined with flavors, colors, nuts, chocolate and other ingredients, but the real basis is sugar. When sugar is dissolved in water and boiled down to the proper consistency for taffy, caramels and other forms of sweets, it does not remain long in the desired condition, but begins to crystallize—the candy goes to sugar, as the saying is. In order to avoid this crystallization, the old time candy maker added cream of tartar to his batches and this prevented, to a large extent, this reversion to the crystalline state. In later years corn syrup or glucose has been used very largely for this purpose. But the same result can be obtained by the use of honey and this gives a candy of better flavor and nutritive properties than the usual combination of sugar and glucose. The candies so produced are different from the usual kind and with proper attention to blending of flavors and coatings can be made very delicious. This argues favorably for the increased consumption of honey candies because consumers are constantly looking for something better and unusual.

Honey candies can be made containing from ten percent to one hundred percent honey. These can be coated with chocolate if desired, but much attention should be given to the selection of the chocolate used. Chocolate is made from a blend of cocoa beans, sugar, cocoa butter and flavors. The character of the coating is determined by the kind of cocoa beans employed and the care with which they are processed and worked up with the other ingredients of the coating. In order to produce a piece of honey candy that will be a pure delight to the consumer it is necessary to select a coating that blends perfectly with the piece of candy to be coated. One coating will not suit every piece of candy and a knowledge of coatings is necessary to make the proper selection. Centers made from honey, nuts, fruits, sugar and flavors, covered with the proper chocolate, the resultant pieces of candy are all the candy connoisseur can desire. The honey contributes a piquancy to the flavor that can be obtained with nothing else.

Honey candy is one of the legitimate outlets for honey that has not been developed or exploited as much as it should be. In fact there is very little honey candy on the market. No figures seem to be available showing the amount of honey consumed by confectioners in this country. But if only one tenth of the candy made contained honey it would mean the distribution of a large quantity of this delicious and wholesome sweet. If the demand is there, the candy manufacturer may be depended upon to produce it because he is always watching for new outlets for his product. It is our opinion that candy made with honey is more wholesome, especially for children, than candy made the ordinary way, and our hope that an increasing demand for

such candies will result in their widespread distribution.

W. L. DU BOIS,

Du Bois Candies, Inc., home made candies of superlative quality, 2626 Fond du Lac Ave., Milwaukee, Wis.

PROCEEDINGS OF THE 49th ANNUAL CONVENTION OF THE WISCONSIN STATE BEEKEEPERS ASSOCIATION

(Continued from p. 15, Feb. issue)

State and National Beekeepers' Association and every bee journal look into this matter and cooperate with our Experiment Station, the Beekeeping Department at Washington, the field workers and those candy firms who are now making the commodity in order to place honey candy before the people in a commercial way and that a copy of this resolution be sent to every state and national beekeepers' association, to the beekeepers department at Washington, and to every bee journal in the United States and Canada.

3. Be it resolved that, Whereas the greatest need of all beekeepers is in the cooperation of all the rest of the beekeepers to stabilize honey prices, and Whereas, the greatest difficulty in this respect is to get certain beekeepers to attend meetings, or to get them to cooperate in stabilizing honey prices in a given local area or country, therefore, this convention go on record as favoring county bee tours by the members, said members and officers to request the presence of our Marketing Agent as principal speaker for a set date for the tour, the tour to be made in visiting those beekeepers who do not attend meetings and those who do not cooperate in stabilizing prices, the purpose being to try and convince them that they ought to cooperate with the rest of the beekeepers, etc. If the Marketing Department will not permit our Marketing Agent to talk directly on honey prices, that matter

could be left to the local members at each visit, but the Marketing Agent to be the principal speaker, emphasizing cooperation, etc.

4. Be it resolved that, whereas the Government Beekeeping Laboratory has been of extreme benefit to the beekeeping industry of the U. S. and particularly Wisconsin, that the Wisconsin State Beekeepers' Association through their secretary, urge that appropriations requested for the laboratory, be given their full support in behalf of the beekeepers of Wisconsin.

5. Be it resolved that the Wisconsin State Beekeepers' Association extend through this convention, a letter of appreciation to Dr. S. B. Fracker for his aid to the beekeepers of Wisconsin, and be it further resolved that the Secretary be instructed to extend to Dr. Fracker the best wishes of the Association in his new position.

6. Be it resolved that this Association, through its Secretary, extend to Mr. Gwin its deep appreciation for the work which he has done through the past five years, and that the heartiest cooperation of the Association in so far as possible, be promised to Mr. Gwin in his new position as Honey Marketing Agent.

7. Be it further resolved that this Association extend to its secretary Miss Weidenkopf, a vote of appreciation for the work she has done in her office, and we regret that she feels it her duty to relinquish her office.

8. Be it resolved that this Association extend its deep appreciation to Mr. C. D. Adams, for his efforts and cooperation in carrying on the work of the Apiary Inspection and Honey Grading, in cooperation with the State Beekeepers' Association.

9. Be it resolved that this Association express its appreciation to the State Department of Agriculture of the University and the State Department of Markets for its continued support of the beekeeping industry and

express the wish that they continue to cooperate in carrying on the work for the improvement of bee disease control, marketing and apicultural extension work.

10. Be it resolved that the Wisconsin State Beekeepers' Association express through its secretary a vote of appreciation to the State Fair Management for its kind cooperative assistance in making the honey and bee exhibit of the Wisconsin State Fair one of the best on the North American Continent.

11. Be it resolved that the Wisconsin State Beekeepers' Association extend a vote of thanks to Mrs. Cornforth for her interesting talk, and express its appreciation through our Secretary to the Kellogg Company for its work in putting honey before the public.

These resolutions were accepted as read, numbers 5, 6, 7 and 8 with a rising vote.

NEWS ITEMS

Bees in Texas Cave

Within a distance of three miles there are over 2,000 cavities in Doubtful Canyon, Texas, containing colonies of honeybees, according to E. S. Rude, formerly inspector of apiaries in Texas. In spite of this condition it is reported that satisfactory progress is being made in cleaning up American foulbrood in Texas.—G. B. Lewis Company.

County Cooperation

In Wisconsin in 1927 the following counties contributed money toward inspection work in their respective counties: four—\$100 each; three—\$300 each; one—\$400; one—\$500. The cost of inspection per colony in the area of clean-up counties was 33 cents each, according to C. D. Adams.—G. B. Lewis Company.

Honey Consumption

According to J. C. MacGillivray, acting Trade Commissioner for Canada, the annual per capita consumption of honey in the United Kingdom is one-quarter pound per person. He claims that there is plenty of room for this figure to be much enlarged but at the present time honey is looked upon as a luxury.—G. B. Lewis Company.

BUZZES ABOUT WISCONSIN

G. E. MARVIN

The Rock County Beekeepers' Association put on a series of motion picture bee shows in Evansville, Beloit and Janesville during the first half of February. The films were both educational and interesting. The U. S. Motion Picture Extension Service, Washington, D. C., and The Bureau of Visual Instruction, University of Wisconsin, Madison, Wisconsin, furnished the films.

"I am going to tell you how I bottled honey last summer. I had a water jacket put on my extractor, and used a small steam boiler to furnish heat. On cool days I warmed the honey before drawing it from the extractor, otherwise it would not go thru the cloth strainer on the tank," writes Mr. Henry R. Cain of Amherst, Wisconsin.

He continues, "My bottling tank is a round galvanized double boiler, holding about 190 pounds of honey and is heated by steam. The extractor is washed and 200 pounds of honey is put into it and heated to about 125° Fahrenheit, while the honey in the bottling tank is being bottled. This saves a lot of time as it does not take long to finish heating it in the bottling tank."

"With one person to wash the jars and another to seal them, I find that 1,000 pounds of honey can easily be put into one and two pound jars in one day with this outfit."

"I have a two H. P. boiler and a Lewis No. 20 extractor. I would like to run the extractor with steam and I have thought some of getting a small steam turbine."

"After several years of heating honey with oil stoves, I find that steam is the only practical thing."

At all of the first class grocery stores and butcher shops in a certain city, honey in one pound glass jars was retailing around 30 cents, and 5 pound pails at \$1. A certain family with three children were constant users of honey and so had become accustomed to the above prices. One evening the husband came home and the wife stated that someone came to the door and had offered her honey at 60 cents per 5 pound pail. She thought of the 40 cents she would save, so bought a pail. The husband could not understand this and was sure that something was wrong with the honey to be sold at 40 cents below the regular price. He immediately said that he wouldn't eat any of it and didn't want the children to have it, so it wasn't long before the pail was disposed of and honey at store prices was used.

In the above little incident, who was the one that gained? The storekeeper, I would say. The peddler might have just as well asked \$1 as 60 cents. Now, if a good beekeeper should come along with \$1 honey, he probably will be turned down. Honey that is in the usual channel of trade generally has to be up to standard. If anything should be wrong with it, the consumer can come back on the grocer and demand that he "make it right." For the person who sells honey from house to house should have a trade established so that he will be known. The unknown peddler who sells way below the standard price must be gotten rid of before any industry can prosper.

I have been reminded several times about the personal appearance of beekeepers when they are trying to sell their honey, either from house to house or trying to get a store to handle it.

Remember, you are handling a most wonderful food product and neatness of the container and label, as well as the personal appearance of the seller goes a long way in making sales.

\$277.50 In Cash

And Bees Given Away Free

This amount will be awarded in five prizes to the ones producing the most extracted honey from ten three pound packages of bees purchased from us.

Write at once for free particulars and our large illustrated catalog on bees, queens and supplies.

Valley Bee & Honey Co.

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Weslaco, Texas.

Berry's Reliable Bees and Service for 1928

CIRCULAR AND PRICE LIST NOW READY

We are now booking orders for both packages and queens for 1928 spring and summer delivery. Our queens are reared from climatic tested, honey production proved stock. Having large apiaries both in Canada and different northern states gives us ample opportunity to try out and fully prove our strain. They stand the cold climates of the far North and come through the winters strong and ready to produce enormous crops of honey.

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Box 697, Montgomery, Ala.

We Will Book Your Order

without deposit for whatever Superior Italian Bees and Queens you need, giving you over-weight of young bees, young queens and prompt shipments.

SEND FOR LARGE CIRCULAR

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1	5	10	25	50	100
\$4.00	\$3.75	\$3.60	\$3.50	\$3.40	\$3.25
Three-pound Packages with queens					
1	5	10	25	50	100
\$5.00	\$4.75	\$4.60	\$4.50	\$4.40	\$4.25
Queens					
To June 15th:				10	100
Untested			\$1.00	\$.85	\$.75
Tested			\$.50 more per queen		

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Italian Queen \$4.00

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I've never had a dissatisfied customer, but satisfied ones from 32 states have praised gentleness, prolificness, honey production, and promptness in filling orders. Write for prices. They're reasonable.



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BEE SUPPLIES

Wisconsin Beekeeping

Vol. V

APRIL, 1928

No. 4

THE BIG DRIVE FOR MEMBERS

One full strength colony of bees from the University yard to the member who secures the largest number of new members in 1928.

The State Association will give 25 queens to any member who secures 25 or more new bonafide members.

The State Association will give one queen to every member who secures five new members.

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And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY

Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

APRIL, 1928

No. 4

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION

H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

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

Please make remittance payable to Secretary.

PRESIDENTIAL ADDRESS

By JAMES GWIN

1927 Convention

It is with a sense of pride as well as a sense of regret that I herewith submit to you my fifth and last presidential address. I say pride because I appreciate the confidence you have manifested in me by electing me your executive for five consecutive years. I say pride because of your loyalty and cooperation and because of the friendly ties that has grown between us. Regrets I can not enumerate. I sincerely hope that my successor will receive the same friendliness, loyalty and cooperation.

Association

I regret informing you that the condition of your association is not in as good a shape as I would like to leave it. This is due entirely to lack of field work. Due to the lack of help and added duties the University has found it imperative to abandon a large part of their field work in beekeeping. Again the low price for honey has

placed the beekeepers in the position that they do not care to interest themselves in association work. A lack of interest at such time is sad and may be disastrous. In times like that you should *stick*. If I am to be of any material service to you in the position of "Honey Marketing Agent" you must organize and stay organized. It will be the next thing to impossible for me to deal with each individual, but through an entire active efficient county organization I believe I am in a position to render you a very valuable service through mutual cooperation.

Honey

We beekeepers talk of honey as a food. We talk of its uses and wonderful qualities as a food and yet the wide spread use of honey is not forthcoming. Our scientists do not emphasize the food value of honey. It does not receive the enthusiastic support of departments of Home Economics. We want honey on the table of every hotel, restaurant and home. We do not know just what method to employ

to get it there but the fact remains that it should be **there**.

Honey is predigested by the bee in the hive. Its assimilation is therefore direct, immediate and complete. Honey is carried into the blood stream and to the needy muscles and tissues within an hour while refined sugar requires from six to eight hours to release its only property heat.

I am urging this convention to insist of our beekeeping department at Washington to take immediate steps to dig deep into qualities and uses of honey. If they lack finances, it is our duty to join our sister state association and see that finances are made available. When dependable data is at hand it should be put in the hands of dietitians, physicians and nurses. This scientific information coming from Washington will be effective.

U. S. Honey Grades

Another problem for this association to consider is whether or not we wish to use the U. S. Honey Grading Rules instead of the rules we have been using.

For several years the men who have had charge of enforcing these rules have felt the need of slight changes in the rules. But they saw the time coming when there would be U. S. Honey Grading Rules and it was felt best to do all the changing at one time. To hasten this time these officials took an active part in creating a sentiment in the American Honey Producers' League for U. S. grades and in time the agitation had the desired effect. The officials of the Federal Bee Culture Laboratory went about the drawing up of these rules in a very scientific and efficient way with the result that we now have the U. S. Honey Grading Rules before us.

During the two or more years that these rules were being worked upon the Wisconsin Department of Markets and the Bee Culture Laboratory at Washington were in almost constant

communication and many changes were made to satisfy the criticisms of our men in Madison. But naturally our Washington friends also had to consult the needs of beekeepers in forty-seven other states with the result that we have rules intended to satisfy beekeepers in every section of this country. This necessitated going into so many details we fear the rules are too complicated for the use of any but the Wisconsin commercial beekeeper. It has been suggested that we can simplify these rules so as to practically cover all the U. S. requirements and yet be quite clear. This is possible but the fact is we would then have practically what we now have. But there is to my mind a more important angle to the question. The plain truth is that it is well known that there is no teeth in U. S. rules while there is definite guarantee back of the Wisconsin grades. Large buyers of honey know this and at present it is doubtful if a Wisconsin beekeeper would care to put the U. S. No. 1 on honey that really came up to the Wisconsin requirements of No. 1. He undoubtedly would feel that the Wisconsin stamp carried more weight than the Federal Grades.

Still another thing that makes us hesitate to accept the U. S. Grades is the records of other grade rules of the U. S. It is common knowledge that U. S. grades of fruit and vegetables are changed frequently. Our Wisconsin Department of Markets has attempted to cooperate with the Department of Agriculture at Washington in grading apples, potatoes, and other farm products. The U. S. rules may be, and are, changed over night while the Wisconsin laws require hearings and thirty days notice before any vital changes can be made. This has greatly embarrassed the Department on several occasions! One instance of this changing is sufficient. Wisconsin had adopted U. S. apple grades. On June

30, 1927, these grades were changed. On August 1, 1927, the grades were again changed. What assurance have we that honey rules will not be changed in like manner? We already have evidence that this may be the case.

If the beekeepers, after due consideration, want to adopt the U. S. Grading Rules they should make their wants known and some action will be taken.

Advertising

There are a few important points under the heading of advertising that should receive your *careful* consideration. One is newspaper articles and notices. Are you secretaries fully and properly giving to the public the results of meeting? It is certainly a sad mistake if they are not. Let's get the word "HONEY" in the papers as often as possible. Edge in a honey recipe with each article.

Another effective and inexpensive means of advertising is the roadside market and the roadside notice. These are found in many parts of the state but there is not enough of them. *Every* honey producer should have his sign by the roadside.

Kellogg Company of Battle Creek, Michigan is doing a powerful lot of advertising for you. We should avail ourselves with their generosity which comes "gratis." Mr. and Mrs. Kellogg have not used cane sugar in their home for over three years. He has ordered honey put on every piece of their literature and on every carton they issue. It would seem to me then that it would be policy for us when we go to the grocery store for cereals to demand Kellogg's. I believe it would be fitting to have a few Kellogg cartons displayed with our honey exhibits.

I could write pages on the subject of advertising and still not cover the subject fully. Persistent advertising will bring results. Spasmodic advertising is of little value.

Farm Congress

The great need of agricultural marketing is organization. If labor can demand and receive living wages by organization, if industry can levy prices on a basis of cost of product, why would it not work the same with agricultural production? You say you can't organize the farmers and keep them organized. Possibly that is true if the farmer is not personally represented. As long as "one horse lawyers" or "disgruntled politicians" represent the farm organizations they will be doomed.

I feel it will be unnecessary for me to explain the Wisconsin Farm Congress. You know it is a state organization of farmers. The executive committee or board of directors is composed of a delegate from the various state agricultural organizations.

I recommend and strongly urge this convention to affiliate with the Wisconsin State Beekeepers Association with the foresaid Farm Congress. You should elect a delegate to work with and be one of the Board of Directors. In this election you should be mindful of the ability of the applicant. He should be a real beekeeper. One who is in the business as a business not a side line and not a politician.

University

It will be needless for me to go into details regarding our work at the University. They are giving us honest, faithful and cooperative service. A lack of help coupled with other agricultural duties has necessitated the curtailment of their past services. It will be a serious mistake to allow this service to dwindle. You should, I believe, be prepared to bring all possible pressure to bear so that the Economic Entomology Department may have sufficient help to again take up the work that they have been forced to abandon. This is a matter that needs your immediate serious consideration.

Inspection

Since we last met in annual convention we have lost a faithful worker and true friend in Dr. S. B. Fracker. Those who were fortunate to be acquainted with him intimately admired his honest, painstaking and well balanced attitude.

Dr. Fraker's "area clean up" record in Wisconsin is a remarkable feat of endeavor and one to be emulated. We regret losing this co-worker but wish him success in his new undertakings.

In his successor, Mr. E. L. Chambers, we have one who, with continued support, will carry out the already laid plans which will ultimately place Wisconsin as a territory free of American Foul Brood.

I most earnestly recommend that you put forth every effort to keep our industry clean of a contamination and urge that you assist in furthering this work to its final completion.

Retirement of President and Secretary

It is, I believe, a general known fact that your president and secretary are not candidates for re-election. Your secretary, Miss Wiedenkopf, so I am informed does not care to accept the responsibility of the office another year. I am sure it would be a serious mistake to take the secretary's office out of the entomological department. At the last convention I informed you that I would accept the office of President for this year *only*. My position as your Honey Marketing Agent makes it imperative that I do not seek re-election. You should be cautious in your election of our successors. The success of this Association demands it's officers be endowed with good judgment and diplomacy.

Conclusion

In closing I want to thank you for your confidence, loyalty, and cooperation. Although I am not permitted to again serve you as president I believe that in my new capacity I have a much larger field in which to serve

you and it is my supreme desire that through your support we may be able to put our industry on the most substantial basis so that this association may stand out among the similar organizations of other states as the most successful, energetic and up-to-date association of its kind in our Great Commonwealth.

I thank you.

THE HONEY EXHIBIT ON THE GOOD WILL TRAIN

On February 7, 1928, there pulled out of the Madison depot a Wisconsin Special Train bound for Dixie Land. There were five express cars full of Wisconsin products which it was thought the Southern people would be interested in. Possibly the most interesting exhibit was the Conservation car. When the visitor stepped into this car he had the impression of stepping into a condensed form of the North woods. Live fish, bears, beavers, porcupines and badgers were there in appropriate surroundings. But some of the people were kind enough to vote that the Department of Markets had the most interesting exhibit. This car contained the following exhibits: tobacco, canned goods, butter, cheese and our honey. These graded products were all displayed in a way that brought out their value. The butter and cheese were in very expensive refrigerator show cases that were loaned by the manufacturer.

Fifteen feet at one end of the car was taken up with this exhibit. A few beekeepers contributed the honey while the G. B. Lewis Company loaned enough bee supplies to furnish a frame for the picture. Gus Dittmer of Augusta contributed enough foundation to decorate and fill in the bare spots and then some. The Universal Grocery Company loaned us a large candy display show case that proved to be just what we needed to protect



American Honey Producers League Convention, San Francisco, Calif., January 25 to 27, 1928. On the roof of the Hotel Whitcomb.

the honey from dust and visitors. Knight Bros., of Dalton, contributed two cases of as fancy comb honey as could be found anywhere. We worked out a method of displaying this fine honey in pyramids with concealed lights behind it that stood up the whole 3600 miles without the loss of a single comb although two of Herbert Reim's bottles proved to be a little tipsy and in their wanderings they disfigured the surface of three sections slightly. Outside of this everything came back apparently as it left aside from looking slightly shopworn. Nearly all of the honey was sold to a grocery store and checks were sent to the producer.

C. W. Appler shipped us by express a week before the exhibit was put up as fine a lot of extracted honey as any one could put up. Daily inquiries at the central express office brought the answer that this shipment had not arrived. When we could wait no longer we went to the University and confiscated a like amount of good honey to fill out the exhibit. After it was all in place we were notified that the missing shipment had been found at one of the depots. It was then too late to use it.

We had an almost exactly similar experience with a shipment of honey booklets printed and shipped from Sheboygan eight days before they turned up at Professor Wilson's office. The train was then almost to Kansas City. A thousand of these booklets were dispatched to catch the exhibit which they did at San Antonio, Texas. They were all given out by the time Birmingham was reached.

With some follow-up work it would be possible to build up quite a trade in the South.

Submitted by
C. D. ADAMS

Buzzes About Wisconsin

G. E. MARVIN

Mr. C. W. Giauque of Stanley reports, "The honey market is pretty dull at present, but during the earlier part of the winter it was rather good. Extracted honey in pails has been moving well. Five and ten pound pails have been selling at 15c per pound wholesale and 20c retail.

My crop of honey is about all gone. I have only a few 5 pound pails on hand, and believe they will be all sold by the middle of the month.

The bees seem to be wintering very well. Prospects for this season are not so good. Part of the fields are covered with ice. It will be apt to smother the clover. We have had very cold weather and high winds which have blown the snow off the fields and has caused the ground to be frozen very deep and hard, which will be very bad for the clovers."

Mr. N. E. France of Platteville reports the honey market as fair to slow. Comb honey is bringing from 22 to 25 cents per section and extracted 8 to 10 cents per pound. The bees are in good condition, also the prospects for this season are good.

Mr. S. P. Elliott of Menomonie, says, "Honey seems to be moving better this month than last. A lot of beekeepers are all sold out. If you can buy any comb honey here, you are a dandy.

Comb honey sells at the stores for 25c per section, beekeepers get 18 to 20 cents. Extracted honey is selling all the way from 50c to \$1 for 5 and \$1 to \$1.90 for 10 pound pails. Our own sales are still holding at 20c per pound average.

If this open winter continues it will probably be hard on the clover. So far, I don't believe it is hurt. Most

of the bees went in with plenty of good stores last fall and as far as I can find out are coming through in good shape, although it is a little early to know for sure.

I believe if all of the beekeepers would conduct their marketing in a business-like way, they would demand more for their honey. We all would have about the same price, all make a fair profit on our investment and sell as much if not more honey than we do now.

When one asks \$1 for a 5 pound pail he is not asking too much when you figure all your losses that you can have in beekeeping. Some years one does not get much surplus to speak of and then occasionally the winter losses run high. Beekeeping equipment has advanced in price the last five years by leaps and bounds. Taking everything into consideration, there isn't any reason for selling honey so cheaply."

Mr. F. F. Stelling of Manitowoc County, reports as follows: "Honey has been selling fairly well since the holidays. Extracted honey has been bringing 10, 12 and 15 cents in 5 and 10 pound pails and 60 pound cans at retail.

Bees are wintering well in the cellars, in fact as well as those out of doors, up to date. Those wintered out doors due to mild weather, will probably be short on stores.

We have not had our usual quota of snow to cover the ground and keep the clover in good shape. In other words, we have had continual thawing and freezing and some of the clover is under ice. On March 4, we had six inches of snow and good cold weather, which may help conditions somewhat."

Mr. Arthur E. Jaeger of Water town, reports the honey market as good. He adds, "Extracted honey in 5 pound pails is bringing 90c, 10 pound pails \$1.75. The bees are in fine condition. Am wintering mine

in packing cases and they ought to come out 100 per cent.

The honey seems to be fairly well cleaned up with the best of conditions to look forward to. Prospects for this season are very good and unless unfavorable weather sets in, it looks as if things are coming our way.

Mr. Edward Hassinger, Jr., of Greenville reports, "The market has just about been 'dead' for the past two months but it is coming back to life now.

Our local association price is 90c for a five pound pail and \$1.60 for the 10's. There are still some, yes, too many who sell below this price and some of them still have honey on hand. Honey in wholesale lots—no sales, no price.

Bees seem to be in a normal condition and prospects are for an average season. The older beekeepers have reduced their number of colonies during the past few years. Only a few of the younger beekeepers are increasing."

Mr. John Kneser of Hales Corners says, "Consumers are not buying as many 30 or 60 pound cans of honey as formerly. They would rather buy oftener in medium sized packages. It is advisable to put up honey in 5 and 6 pound glass jars in connection with the regular 5 and 10 pound pails. For some reason or other, people want honey in glass and are willing to pay a little extra. 'The customer is always right'.

The market is fair, although the price is a little lower than last year. The bees appear to be in good condition. Up to March 8, we have scarcely had any snow."

Mr. George Jacobson of Kaukauna reports as follows: "Around March 5 we had some real cold weather, 10 below zero with a strong west wind. The bees are quiet these cold days, but a few days ago when the weather was mild, they were quite active and

seemed to be strong in bees from the way they were flying.

Honey is moving fair and I am getting good prices. There surely are a lot of fools that like to sell honey for less than cost of production, like working for nothing.

I have had good success with the new label which goes completely around the pail and has recipes printed on the back. Some of the stores still have a few pails labeled in the old way and customers demand the new label with the recipes. The new labels are surely worth the difference in price.

I am conducting a honey essay contest in the high school which will close March 12th. Quite a bit of interest in the use of honey has been aroused here in the Domestic Science classes of the high school."

WISCONSIN DEPARTMENT OF MARKETS

Madison, March 8, 1928

Professor H. F. Wilson, Secretary
Wisconsin State Beekeepers Ass'n.
1532 University Ave.,
Madison, Wisconsin.

Dear Professor Wilson:—

In behalf of the Department, I want to thank your association for its assistance in making a wonderful honey display that was exhibited in our car on the official Southern Tour. We consider this exhibit one of the finest ever made by the beekeepers of the state. It was very attractive, well balanced and not overdone which is the case in displays of this kind.

We received much praise on this exhibit by the thousands of people who passed through the train and we received many inquiries as to where honey of this quality could be purchased. Especially was this true from former Wisconsin residents who inquired if they could not purchase honey of the Wisconsin quality in their cities and some even went so far

as to give me orders for honey to be shipped by parcel post.

From an advertising standpoint I feel that this tour was a great success and I feel positive that your association will be amply repaid for the work and expense necessary to put on this exhibit.

Very truly yours,
(Signed) W. P. JONES

WPJ-RM In Charge-Marketing

Educational Department

MRS. C. A. WOOD

Professor Wilson has generously offered this committee this page each month, but if we did not believe we could make it helpful to the beekeepers of the state, we would not accept it.

Unfortunately, all beekeepers and their families do not appreciate honey at its true value.

Many regard it only as a source of income and do not use it on their own tables except when they have company.

If all beekeepers would use honey instead of 50 per cent of the sugar they now consume, they would not only be decreasing the amount of honey put on the market, but would be benefitting the members of their own families by improving their health, energy, and mental alertness.

Another important fact for beekeepers to remember is that honey can be marketed all the year round. It doesn't have to be sold in a limited time like fresh fruits and vegetables; therefore the advertising of honey and the value of honey as a food should be kept before the public all the time, not just in the fall.

Every beekeeper should be an ardent and enthusiastic booster of honey. There are two kinds of beekeepers—

live ones and dead ones who are not buried.

This is best illustrated by a story. A beekeeper died and knocked at the pearly gates for admission.

Saint Peter came, and, after inquiring his name, asked him what business he followed while upon earth.

"I was a beekeeper."

"Oh!" said St. Peter, "you were one of those persons who was always preaching the gospel of honey to everybody wherever you went."

"No! No!" said Mr. Beekeeper, "I never did that."

"Oh, you were one of those conservative ones who just told your customers about the value of honey."

"No, I never did that either, for I only had a few customers, and I was afraid they would think me a crank."

"I see, you were so modest you just told your most intimate friends about the wonderful benefits to be gained by eating honey."

"No, I never told anyone about the food value of honey."

"Oh! so you were selfish and were satisfied to have just your own family use it."

"No! Oh No! We didn't use it either for we didn't care much about it."

"Well, well," said St. Peter, "Where have you been so long? You have been a dead one for a long time."

Now, if you are not a real live booster, have a private resurrection and read everything you can find on the value of honey; get enthusiastic over it; get imbued with the idea of what a great benefactor of mankind you are by producing such a wonderful health sweet and then you will find ways of spreading the gospel of honey.

There were some suggestions on popularizing honey in the February issue.

Do not depend on the few members of the Educational Committee to do all the educating of the public.

We shall be glad to give any assistance we can, but we need the cooperation of every beekeeper and his family, all working together, *all* the year round, year after year, to accomplish the desired results.

COME ON—LET'S GO!!

The Honey Recipe Club is growing. Get in line, you cooks for beekeepers, and send in a tested honey recipe to Mrs. F. E. Matzke, Juda, Wisconsin, before the fifteenth of March. We want 100 members before December first.

Mr. George Jacobson is sponsoring an essay contest in the High School at Kaukauna.

He is offering as first, second, and third prizes, a 2 pound glass jar of honey, a 1 pound jar, and a half pound jar. Great interest is being manifested by the teachers, pupils and parents.

Mrs. C. A. Wood gave a honey demonstration and talk at the South Wayne school in connection with the made by the DuBois Candies, Inc. Poster Contest recently conducted by the LaFayette County Beekeepers' Association. She also sold honey candies awarding of the prizes in the Honey She was assisted by the Honey Bunch Orchestra.

On Saturday, March 10th, Mrs. Wood held a demonstration at the Universal Grocery in Monroe. She served honey cocoa free and sold honey candies. Great interest was manifested in the different articles of food sweetened with honey which she had on exhibit. Recipes were given away.

If you or your county organization is doing anything to educate the public on honey and its uses, write and tell Mrs. Wood about it so we can tell others.

REPORT OF THE 1927 CONVENTION
SECRETARY'S REPORT FOR THE YEAR OF 1927
REPORT OF THE USE OF THE BADGER TRADE MARK

Labels Sold:—

	Number	Estimated lbs. of Honey
1 lb. size	40,250	40,250
5 lb. size	26,500	132,500
10 lb. size	13,500	135,000
	80,250	307,750

Labels for comb honey 1,000

Pails Sold:—**Lithographed Badger Brand Pails**

5 lb. size	2,450	12,250
10 lb. size	950	9,500
	2,400	21,750

Plain Pails Sold:—

2 lb. pails	25	50
2½ lb. pails	200	500
5 lb. pails	13,050	65,250
10 lb. pails	7,650	76,500
60 pound cans	658	39,480
	21,583	181,780

Advertising in Wisconsin Beekeeping

Total Cost of 11 Issues	\$576.00
Total Cost of Cuts	31.18
	\$607.18
Total Cost with Cuts	\$607.18
Advertising Receipts	*542.52

Cost for 11 Issues

Cost per Issue \$5.88

*Accts. Received \$56.04

Extracted Honey Cartons:—

Cartons on hand at beginning of year	14,500
Cartons sold during year	1,000
	13,500
Cartons on hand	13,500

Other Supplies Sold:—

Poster receipts	\$ 1.40
Stationery receipts	38.75
Cookbooks	32.60
Glass Jar Commission	60.50
Pail Commission	259.49

Secretary's Stenographic Report:—

Association letters	1,741
Circular letters	3,108
Stencils cut	12
Pp. manuscript	63

Secretary's Financial Report:—

Month	Recpts. for Mo.	To Treasurer	Total direct expend. of Sec'y for Mo.
December, 1926	\$ 166.70	\$ 96.46	\$ 70.24
January, 1927	206.82	153.59	53.23
February, 1927	203.94	121.58	82.36
March, 1927	129.31	110.11	19.20
April, 1927	200.23	173.60	26.63
May, 1927	152.43	132.30	20.13
June, 1927	531.55	125.01	406.54
July, 1927	527.39	222.05	305.34

August, 1927	1422.34	301.74	1120.60
September, 1927	521.55	157.83	363.72
October, 1927	237.14	133.75	103.39
November, 1927	370.80	181.58	189.22
Acct. Due from 1926	25.00	25.00	
		<u>\$1,934.60</u>	<u>\$2,760.60</u>
	<u>\$4,695.20</u>		<u>\$4,695.20</u>

LATEST HONEY GRADES DEFINED IN CIRCULAR 24-C

Rules adopted for grading honey, for the guidance of beekeepers in preparing their product for market and for convenience in buying and selling honey, are brought together in the latest revised form in Circular No. 24-C, "United States Grades, Color Standards, and Packing Requirements for Honey, Recommended by the United States Department of Agriculture," just published. Distributed with this circular is a separate wall chart, which gives in tabular form for ready reference the requirements for the principal grades of honey, and also a leaflet giving information concerning the stamp authorized for use with all United States grades of honey, and the design for use on honey labels.

This circular is a revision of and supersedes Department Circular No. 410-C, published last May, and also includes the information in Department Circular No. 364-C, "The Color Grading of Honey," published in 1925. It is a manual in 32 pages of necessary information relative to honey grades and colors, packing requirements for home and export trade, and a complete explanation and definition of the grades which the United States Department of Agriculture recommends for the standardization of honey merchandising. It will be useful to producers of and dealers in honey. It may be procured by application to the Department of Agriculture, Washington, D. C., asking for Circular No. 24-C.

HONEY COMPANY EXPANDS

According to the Los Angeles Times, the Southwest Honey Producers' Syndicate, Inc., plans to erect a

WANTED—Light amber and amber extracted also baker's stock. Send sample and best price delivered at Oconomowoc. Can use some No. 1 WHITE comb honey. Must be from disease free yards. C. W. Aeppler, Box 145, Oconomowoc, Wis.

Package Bees

No Drones No Disease

2-lb. pkg. with queen -- \$ 3.50

10 pkgs. ----- 32.50

3-lb. pkg. with queen ----- 4.50

QUEENS as GOOD as the BEST

\$1.00 each; \$10.00 a dozen

Roy S. Weaver & Bro.

Courtney, Texas

BRIGHT ITALIAN Bees and Queens

What is the Value of Package Bees if Headed with Poor Queens?

Less Than Nothing!

WHY TAKE A CHANCE?

My queens are developed under most approved, modern methods, with the result that customers from 32 states praise gentleness, prolificness and honey production. Shipments made promptly over trunk lines from New Orleans. Health certificate furnished.

2-lb. pkg. with select untested queen; 1—\$4.00; 5—\$3.50; 50—\$3.25; 100 or over, \$3.00. Extra bees 75c per lb. Queens to June 1st, \$1.00 each.

M. STEVENSON

WESTWEGO, LOUISIANA

\$140,000 building to occupy an acre site and designed to store 7,200,000 pounds of honey. This company was organized about a year ago with a \$50,000 capital and it claimed to have increased to \$100,000. C. F. Wilford is President and General Manager of this Company. —G. B. Lewis Co., Bulletin 3, Vol. 7.

BEES AND QUEENS for 1928

ITALIANS CAUCASIANS
Highest Quality, Dependable Service, Full Weight and Satisfaction is what you get from us. Our queens are better this year than ever before. Try them.

Safe Arrival and Satisfaction Guaranteed

Two pound package bees and queen—1 to 24, \$3.50; 25 to 49, \$3.25; 50 to 100, \$3.00.

Three pound package bees and queen—1 to 24, \$4.00; 25 to 49, \$3.75; 50 to 100, \$3.50.

Purely Mated Queens—1 to 24, \$1.00; 25 to 49, 85c; 50 to 100, 75c.

Write for our FREE catalog of
BEES AND SUPPLIES.

Valley Bee & Honey Co.
P. O. Box 703, Weslaco, Tex.

PACKAGES

Three Banded Italians, Only
Shipment on date ordered
Over weight when shipped

OUR GUARANTEE—No Disease
—Health Certificate

Vigorous Young Queens, pure
mated. Safe Delivery, 100% sat-
isfaction.

2-lb. pkg. with young queen, \$4.00
3-lb. pkg. with young queen, \$5.00

Discount on Quantity Orders

QUEENS

Queens will be ready April 1st,
weather permitting, 1 grade only
selects ----- \$1.00 each
per dozen ----- \$10.00
per hundred ----- 75.00

URIAH APIARIES

Uriah, - - - - - Alabama

Correspondence addressed to
Dept. M., will receive the personal
attention of the owner.

Berry's Reliable Three-Banded Bees

ITALIAN BEES IN PACKAGES—THREE BANDED QUEENS

Remember, We Prepay the Transportation

Thirty-three years of select breeding gives us a strain of pure Italian bees that for hardiness and honey production are unsurpassed. Our breeding queens are tested out in our own apiaries, in Western Canada and the Northwestern States relative to climatic conditions and honey production.

Prices Via Prepaid Transportation

1-lb packages with selected untested queens	-----	\$3.00 each
1½-lb. packages with selected untested queens	-----	3.50 each
2-lb. packages with selected untested queens	-----	4.50 each
2½-lb. packages with selected untested queens	-----	5.00 each
3-lb. packages with selected untested queens	-----	5.50 each
4-lb. packages with selected untested queens	-----	6.50 each

Lots of 6 to 12 packages, 25c less each package than the above quotations. All packages full weight on arrival, and are filled with young bees. (Note: Customers from Western Canada we will refer to our agents at Winnipeg.)

Selected untested queens, \$1.00 each; \$10.80 per dozen.

Selected tested queens, \$1.75 each; \$18.00 per dozen. Queens' wings clipped free of charge.

Write for prices on large lots of either packages or queens.

Bear in mind that we guarantee safe arrival and entire satisfaction in every way. We have no disease and a health certificate accompanies all orders.

M. C. Berry & Company

Box 697

Montgomery, Alabama, U. S. A.

NO DISEASE

EVER KNOWN IN MY
COUNTY

Ship under State Inspection

Nuclei a specialty and satisfaction guaranteed.

2 lb. or 2 frames with
Italian Queen\$4.00

3 lb. or 3 frame with
Italian Queen\$5.00

Can ship any time after the
first of April

J. D. SHIELDS

Route 2

Natchez - - - - - Mississippi

A BIG SAVING

on
Sections, Hives, Supers,
Frames, etc.

We are prepared to give
you fair treatment and
prompt service at all times.

Write for our 1928
Catalog

MARSHFIELD MFG. CO.
Marshfield, Wis.

Leahy's Bee Supplies

High Quality--Prompt Service
Satisfaction Guaranteed

Write for Our 1928 Catalogue

Leahy Manufacturing Company
Higginsville, Missouri

48 Years of Profit

50 Years of Satisfaction

Metal-covered top made of full thickness lumber.

* * * *

Sides and ends are made of full thickness lumber. Packing cypress bottom built in.

* * * *

Bees completely surrounded with packing material, the wall being $2\frac{5}{8}$ " thick.

Buckeye hives, properly painted, will last fifty years. Yes, there is practically no wear out to them.

Buckeye hives save approximately ten pounds of honey stores each year, which, alone, will more than pay the added first cost in four years—46 years left for profit.

Buckeye hives save a big expense in labor and material for packing bees for winter—enough to pay for Buckeye hive protection every four years—46 years left for profit.

Counting the saving of stores and the saving of labor, the extra cost of the **Buckeye hive** over a single-walled hive is saved in two years, leaving 48 years for profit.

Buckeye hives not only bring more bees through the winter alive, but result in stronger colonies for the honey flow; and for the commercial beekeeper more uniform colonies.

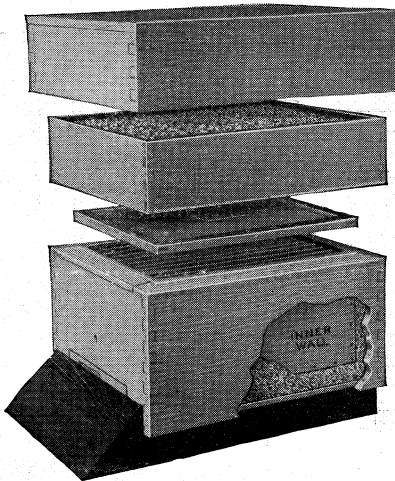
**ONLY \$3.00 MORE THAN
THE SINGLE-WALLED HIVE,
IN KNOCKED DOWN FORM**

* * * * *

**PLAN FOR SOME
BUCKEYE HIVES**

THIS YEAR

* * * * *



A. I. ROOT CO. of Chicago
224 W. Huron St.
Chicago, Ill.

A. I. ROOT CO. of St. Paul
290 E. Sixth St.
St. Paul, Minn.

Wisconsin Beekeeping

Vol. V

MAY, 1928

No. 5

THE BULLETIN BOARD

Practically all of last year's honey has been sold and there will be very little left in the hands of the beekeeper by June 1.

Hardly more than an average crop can be expected this year and there should be no need for price cutting this fall.

Make beekeeping successful by producing and selling at a profit.

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Hutzelman's Solution

FOR AMERICAN FOUL BROOD
THE ALCOHOL-FORMALIN
SOLUTION

USE ALCOHOL-FORMALIN
TO BE SAFE

For full information ask your
dealer or write to

J. C. HUTZELMAN, M. D.
GLENDALE, OHIO

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Our
Advertisers*

Send Us Your Inquiries

when you are in the market
for

SECTIONS, HIVES, SUP-
ERS, FRAMES, ETC.

We are prepared to give you
fair treatment and prompt
service at all times.

Write for our free illustrat-
ed Catalog.

AUGUST LOTZ COMPANY

Boyd,

Wisconsin

Gus Dittmer Company Specialties

Working Your Wax Into Foundation for Cash
And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY

Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

MAY, 1928

No. 5

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

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

Please make remittance payable to Secretary.

SWARM CONTROL IN SWITZERLAND

November 11, 1927
Kreuzlingen, Hellmaris,
Switzerland

Mr. H. F. Wilson, Editor,
WISCONSIN BEEKEEPING,
Madison, Wisconsin.

Dear Sir:—

The "Wisconsin Beekeeping" which you so kindly send to me, always affords me great pleasure. I intended writing to you a long time ago, but I have been kept especially busy this year owing to my resigning as a clergyman. I am now living at Kreuzlingen on Lake Constance. My two beehouses with 32 colonies each and a smaller little house for queen-rearing, I have taken with me. In 1929 I will be 70 years old, and for 40 years I have been using the Dadant-Alberti bee-hive, by which I mean the Dadant-hive with movable supers of half the height of the brood chamber, and arranged so as to allow the beekeeper to work from the back of the hive without removing the supers, instead of

having to work from above. The extracting combs above and the brood combs below are directed towards the entrance just as in the Dadant-hive.

Now I should like to say a few words concerning an especially important problem of beekeeping, which has repeatedly been mentioned in your paper; it is the prevention of swarming. For 8 years I have had no swarms from 64 colonies simply by keeping brood combs in the upper shallow super and extracting combs in the lower shallow super. Above the brood chamber and below the supers there is placed a zinc excluder. In a normal year the first super (with brood combs) is set up at the end of April, and the second one (with extracting combs) perhaps in the middle of May; both supers without brood!

How is it then to be explained that by this method of procedure swarming is prevented? Before I enter upon this question I wish however, to mention several methods for the prevention of swarming. First; that which is especially practical in a hive with a shal-

lower frame, as for instance in the case of the Hoffman frame, which is also used for brood as well as for honey storage. Below the brood chamber there is placed another section with a zinc-excluder between. The queen then comes into the lower brood chamber, in which there is at least one comb with brood, with this condition the queen makes fewer attempts to get to the brood in the super through the excluder. For the prevention of swarming it is however sufficient to place only one comb with brood (without the queen) above the excluder. After three weeks, when the brood above is hatched, if necessary, there should be another comb with brood placed in the super above. As I mentioned before, I am using the Dadant-Blatt (alberti)? hive and it is seldom that I put two brood chambers, one above the other—which, besides has no relation to the prevention of swarming.

I bring about swarm prevention also by another way, somewhat similar to that. I have come to the conclusion that, what vertically effects preventing of swarming must also needs do the same horizontally. It is only needed to divide the brood-body into two parts, by means of an excluder and then the queen will continue with the laying of eggs only on one side. By practicing this method, one need not even see the queen; it is quite indifferent, on which side, right or left, the queen continues with the laying of eggs. But this practice means at the same time reduction of brood rearing and is not advisable for countries where there is a spring honey flow as well as a summer-flow. On the contrary—in countries with only a spring crop this simple way of reduction of brood rearing, which causes little work would at the same time mean increase of the production of honey! And, during a cropless summer some feeding with sugar in little but almost daily

quantities might be adapted to make the queen continue laying, so that there would again be a large number of bees for the next year. But, even this method of swarm prevention might be improved without great trouble by putting only one comb with brood and without the queen, outside the excluder between this and the hive wall. This is being done on the one side of the brood chamber, whereas on the other side there is room for about 10 brood combs. This method of procedure will be needed only once. The hive is large enough so that the swarming impulse does not awaken very early. Neither need the queen be seen; the bees of the respective brood comb need only be shaken into the brood chamber in case the queen should be on it.

If the queen is on the left side of the excluder the queens are reared on the right side in artificial queen cells. On this side with the queen cells there are only 2 combs with brood, a comb with honey and pollen and the frame with the queen cells is placed near the comb with much capped brood, the excluder then follows the frame with the queen cells, then a comb with uncapped brood and then the comb with honey and pollen. In 10 days when the queen cells are ripe, they are put into little queen cages and the hatched queen, in the fertilization boxes. Upon the brood chamber, in which I rear queens, I have but one honey super. Here in Switzerland this plan of queen rearing is called the "American queen rearing plan."

But I know of something still better and at the same time very simple—it is the above mentioned method with the two honey supers, of which the upper one contains brood combs and the lower one extracting combs, both without brood. Something similar happens here as with the brood above or beside the excluder. It is the brood comb body in the upper super separated from the other brood comb body in the

brood chamber through the lower super with the extracting combs. And it is only the brood comb body which wholly answers to the instinct of the bees. It is to be found in a so-called wild bee-colony in the woods, for instance, where in a hollow tree with only natural combs, they are not interrupted from top to bottom by broodless places in the comb construction. The brood combs are very tough because of the cocoon which every hatching bee makes in the cell and can carry the heavy honey also in warm weather without wiring. The bees always fill the old brood combs with honey and cluster upon them first when they have the choice! (1) The fact is, that a colony swarms *later* if one or two supers with brood combs instead of (2) extracting (3) combs are placed on the excluder above the brood chamber. In the latter (2) case the body of brood combs which only fully answers the instinct of the bees, ends at the excluder. If only the upper super contains brood combs then the natural construction of the comb body reaches the upper rim of the upper super. It is however, interrupted (and *remains* interrupted owing to the excluder) on the super below. This affects the bees again in a somewhat different manner than when *both* supers contain either brood or extracting combs.

a.—Combs in which brood has been reared.

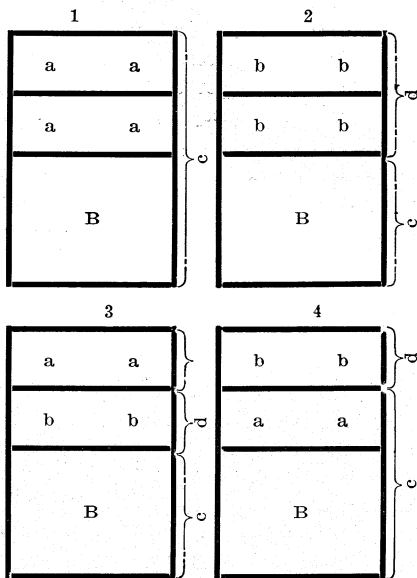
b.—Extracting frames without cocoons.

c.—Combs with cocoons.

d.—Combs without cocoons.

In hive 1 and 4, the brood chamber is discharged of bees; in hive 2 the brood chamber is crowded with bees, and in hive 3 the bees, stand before a riddle! They ask—"Why this great difference in quality of the combs in the center of the hive-body?" In the supers there is no brood!

In 1 and 4, few swarms occur; in



Methods of Supering used by Mr. A. Strauli in his observations

2 many swarms leave, and in 3 not one swarm has appeared.

My beehives have 13 combs in the broodchamber, and in the supers; but I do not believe that this plays a part in my successful swarm-preventing. It is probable that, when the supers have no combs with cocoons, the honey is deposited more in the broodchamber and so somewhat hinders the developing of the brood.

In the supers, the combs have a greater distance, as only 11 combs are used.

How is this all to be explained? The right answer is: All brood above or outside the excluder or extracting supers or a brood comb super over an extracting super gives to the bees the impression that the queen is faulty or insufficient. For, in the course of things dictated by nature, a colony only swarms when the queen is still able to produce a large quantity of eggs (supposed there being enough bees and room). If that should no longer be the case, or if the bees are convinced of the contrary, owing to

the decrease of the laying of eggs or for want of eggs and cocoons in the lower shallow super through interference of the beekeepers, as described, then no more swarming cells will be formed. Neither will the bees be inclined to renew a queen without swarming, at the interference of the beeman, because this way the swarm prevention does not cut off the development of brood. The bees cannot think and they do not know anything about the meaning of the excluder.

All of this works out only in the case the queen is not killed by the apiarist. Otherwise, quite naturally the result will be queen cells from worker cells and swarms at almost any time of the year, if the beeman does not note the loss of the queen.

Perhaps the above methods may also be used with the production of comb honey in some sections, although I do not occupy myself any more with comb honey.

During a good honey flow, as is well known, there will be no swarms and therefore all efforts for the prevention of swarming by the beeman are needless.

I never want more than two supers and there are years in which one super is almost more than enough.

Very kindly, and with best regards,
I am your

A Strauli

MEMBERSHIP CONTEST

Please take notice of the offer made on the Bulletin Board of the April issue of WISCONSIN BEEKEEPING.

Some real prizes are being offered to industrious members who are willing to go out and secure new members. This contest runs until the next convention and a special prize will be offered to the local association secretary who brings in the greatest number of renewals and new members. If you are not already at work, start now. After a conference with the President,

a complete statement will be given in the June issue.

THE BIG DRIVE FOR MEMBERS!

One full strength colony of bees from the University yard to the member who secures the largest number of new members in 1928.

The State Association will give 25 queens to any member who secures twenty-five or more new bonafide members.

Buzzes About Wisconsin

G. E. MARVIN

The State Association will give one queen to every member who secures five new members.

"The bee that gets the honey

Doesn't hang around the hive;

The man who makes the money

Has to worry, work and strive."

On April 13, Claude Moll, of Ashland, wrote as follows: "This is a very backward spring up here—the bees haven't had what I would call a good flight yet. Our yard has wintered well, judging from the entrances.

It has been a long winter, nearly five months between cleansing flights. We packed our four-colony winter cases last fall without using bottom packing, which saved a lot of heavy lifting of hives. We get lots of snow around Ashland, and I believe bottom packing is unnecessary here. Our chaff hives and tar paper packages always come through the winter in very good shape and they have no bottom packing.

The new clover seedings caught well last season and on the whole we expect to get a good crop of honey.

Honey is moving better now than it has all winter, probably because of the epidemics of the grippe and flu.

Dr. Edward Blumer, of Monticello, reports the following: "The bees

came through the winter in very good condition. The prospects for a honey crop are problematical. The open winter pretty generally destroyed the cultivated clover plants. The recent rains and snows will insure considerable white clover.

Honey locally is moving good at fair prices. The price is \$1 and \$2 for 5 and 10 pound pails respectively. Many beekeepers are entirely sold out. Some few are holding part of last season's crop, hoping for a better wholesale price."

Mr. G. J. Lengst, of Prairie du Chien, reports thus: "We had an unusually cold snap on April 7, 8 and 9. There will undoubtedly be some losses where bees are not well packed. I do not know what harm it has done to my bees or to others around here, as the weather is too cool to open hives to make an examination.

The clover has undoubtedly been hurt by the open winter, just how badly, it is hard to tell. At least, it is not looking well as yet.

Outdoor wintered bees in this locality wintered in fine shape, with only a small loss. Most colonies covered 7 and 8 frames April 1.

Beekeepers around here have almost all disposed of last season's crop."

From his letter of April 8, Mr. A. H. Seefeldt, of Kewaskum, says, "Bees came through the winter in fine shape. Winter losses will be small in this county. Most of the beekeepers are trying to clean up on old stocks before new honey will be coming in. We are having no trouble in selling this winter at good prices."

Mr. W. J. Berenschot, Secretary of the St. Croix Valley Honey Producers' Association, writes as follows: "I put 86 colonies into the cellar last fall and removed 82 this spring, finding the colonies in the best condition that I have ever had them.

Owing to the cellar being wet from early thaws, I had to remove the bees

about March 10. It was nice weather then and they flew good.

After a few days of good weather, it turned cold and stormy. On April 7th, some of the colonies had four feet of snow over them.

It has frozen and thawed so much this winter, and at times the fields have been covered with ice, so I am looking for a poor clover year.

Due to price cutters last fall, the honey has been moving slowly. Those that have it to sell will get out and push as they did other winters. Most of the honey produced in this county is sold locally, altho we did ship out a car load of 50,000 pounds last winter.

Honey is very much like calico. When calico sold for 7c a yard, it didn't sell well. Now when it is sold under a little different name and it is in style, it brings \$2.00 a yard.

The only way to get ahead in this selling game is to get behind your association and push. Get all the new members you can, for you will be well repaid for your effort when it comes to selling your honey next fall."

Mr. Charlie Pritchard, of Wisconsin Rapids, and Secretary of the Wood County Beekeepers' Association, says: "Bees are coming through the winter in good shape. The honey crop of 1927 is nearly all gone, at good prices usually. However, we do have a few price cutters who are their own enemies.

Snows have covered the ground most of the winter, so there is little or no damage to clover. Pollen was gathered on April 5th.

The Wood County Beekeepers have put on a program for the summer with meetings every month. We are going to encourage the use of honey in cooking and baking, increase the membership, try to rid the county of foul-brood, standardize grades and marketing. These are the topics which are to be discussed at our meetings, and

we will endeavor to take a definite stand on each issue. The meetings are being held the first week of each month in different parts of the county."

Mr. Geo. Stowell, of Barron, reports as follows: "The bees came out of the cellar around the 21st of March. The colonies came through in fine condition and are strong in bees.

The past two weeks we have been having bad weather. There was a blizzard on April 6 and 7. Today, April 13, we are having another blizzard. The snow is knee deep and the hives are buried deep in it.

The prospects are good for a honey crop if the bees have enough stores to last them through this spell of bad weather.

Honey is not moving very fast just now, it being maple syrup time.

We have had no bee meetings since last fall, but will arrange to have one in May or June.

The roads are in very bad condition now and many are impassable. A load limit has been put on hauling."

Mr. H. V. Wilson, of South Milwaukee, says: "Have been under the weather for quite some time. I still have honey on hand, of course, but it seems to be moving at a satisfactory rate—a little faster now than a few months ago."

Mr. Richard Adams, of Reedsburg, reports as follows: "The bees came through the winter in good shape, both in out-door and cellar wintered colonies. Some dysentery was noted due to their having gathered honey dew last fall. The cellar wintered bees went on their stands the latter part of March and carried pollen as early as the 22nd. A low winter loss has been reported so far.

Since putting them out, we have had two blizzards and two zero nights.

Honey has no set retail price, but the trend is 60¢ and up for 5 pound pails with \$1.20 and up for 10 pound pails. Some producers who have a

large surplus on hand dump it on the market at low prices and, of course, this lowers the entire market.

I believe Mr. Gwin's pooling plan would better care for this impractical method of disposing of the crops of the large producers and tend to keep the price on a higher and more uniform level."

OUR ADVERTISERS

The members of the Wisconsin State Beekeepers' Association should do their buying from those firms that advertise in Wisconsin Beekeeping. Here is a list of dealers whose ads appear in the April issue.

A. I. Root Co.

August Lotz Co., Boyd, Wisconsin.

Leahy Mfg. Co., Higginsville, Mo.

J. C. Hutzelman, Glendale, Ohio.

Valley Bee & Honey Co., P. O. Box 703, Weslaco, Texas.

J. D. Shields, Route 2, Natchez, Mississippi.

T. W. Burleson, Waxahachie, Texas.

M. Stevenson, Westwego, La.

M. C. Berry, Box 697, Montgomery, Ala.

Gus Dittmer, Augusta, Wisconsin.

Marshfield Manufacturing Co., Marshfield, Wisconsin.

Roy S. Weaver & Bro., Courtney, Texas.

Uriah Apiaries, Uriah, Monroe Co., Alabama.

C. W. Aepler, Oconomowoc, Wisconsin.

The advertising secured from these firms is necessary for the continuance of our paper. We therefore feel that it is your duty to do business with one or more of these firms.

YOUR HONEY MARKETING AGENT

Perhaps some of our beekeepers are wondering why they have not heard from their honey marketing agent through this magazine.

In this connection let me advise you that no one is to blame but Gwin himself. I expect in the future to give a short outline of my activities and plans through this publication. I had in mind giving this to you at the annual convention but I believe you should get this information each month through your issue of Beekeeping.

I have been very busy organizing and reorganizing local associations as without organizations this Department would be helpless. We now have 23 active local associations. I expect to materially increase this number this summer when marketing problems are not a paramount issue, thus making preparations for next fall's problems.

We have a marketing plan worked out that is meeting the approval of those who have studied it carefully as well as those who are experts on marketing problems.

I will not be able to give you an idea of the amount of honey we have been instrumental in finding a market for until the June issue. I am in hopes that the honey will be well out of the beekeepers' hands by July 1st so we can start out next year with a clean slate. I furthermore hope that the beekeepers will not get panic if we happen to have another large crop, because with a little more effort we can find a suitable market both retail and wholesale.

With but few exceptions extracted honey is on the market shelves in fine condition. I cannot speak so favorably for comb honey. We certainly could make a marked improvement if we expect to receive profit for the bees as well as for our own labors.

Every local association should prepare early for their summer meetings which should include a regular old fashioned, honest-to-goodness picnic. Let's get together as neighbors and then watch the price cutting disappear. Some counties are preparing for a short bee tour within their county.

This will prove instructive and will materially boost your associations. I will arrange to attend all of these meetings if possible. Or if you prefer Mr. Adams will be with you if your meeting dates do not conflict with his inspection work. Professor Wilson or some of his staff may be in a position to meet with you also.

You should start making plans now for the Big Bee Tour that will start some where near La Crosse and end at the district meeting at Dubuque, Iowa. This tour will be held about the middle of August. The route, as planned, will pass through some of the most picturesque points of Wisconsin. As soon as the route is definitely decided upon I will tell you all about it through this publication. LET'S GO!

Submitted by

James Gwin.

A NEW METHOD OF BLEACHING BEESWAX

A. A. GRANOVSKY

It is a well known fact that there is a market demand by different industrial concerns for white beeswax, and that the prices on such wax are considerably higher than that of yellow beeswax. The supply of white beeswax is too small to satisfy the market demand and in many instances beekeepers resort to artificial bleaching of wax.

Newly secreted wax by the bees during the honey flow is perfectly white and the newly drawn out cells are also white. Only in instances when bees are using old wax—the newly constructed cells are yellow. In the course of time this white wax becomes darker in the hives, due to the admixture of cast off larval molting skins, scattered pollen grains propolis, and excreta, which stain the wax. When such wax is melted it has an amber color of different degrees.

In spite of the fact that the bleach-

ing of beeswax makes extra expense, it is usually a profitable enterprise which increases the price of the wax from 14 to 25% per pound.

Many methods of bleaching wax are known, but unfortunately, many chemicals that can be used in such bleaching are either too expensive or change the constituency of the wax. Such chemicals as hydrogen peroxide, potassium permanganate, sulphuric and nitric acids, chlorine and others act by rapid oxidation. Most of them are found however, to be impractical for the above mentioned reasons.

In 1891, A. and P. Buisine carried on experiments with animal charcoal in bleaching the wax by adding about 10% animal charcoal to melted wax over a water bath and after heating for some time the wax was filtered through a hot filter. They found that animal charcoal cleans off all of the staining substances and at the same time does not change the composition of the beeswax. This inexpensive method, however, in spite of its practicability never found a wide application in practice, beyond the laboratories.

Perhaps the most widely practiced method of bleaching wax is that of the use of sun rays. When yellow wax is subjected to the action of the sun, it changes the yellow color first to a dirty gray and later to white. In order to bleach the wax by the action of the sun rays, the melted wax is usually poured over a drum partly submerged in water, which quickly solidifies the wax in thin ribbons. These wax ribbons are exposed to the sun's action with periodic sprinkling with water. After such bleaching for several days, the wax is melted again and wax ribbons are exposed to the sun action again. This process is repeated until the wax reaches the desired whiteness. In some instances, wax is bleached in a finely powdered stage by exposing it to the sun!

In reviewing current beekeeping literature coming from the Union of Soviet Socialist Republics, one finds many interesting articles which illustrate the present trend of beekeeping problems in that part of the world. Many valuable research projects pertaining to beekeeping are conducted at several Experiment Stations in order to solve some of the urging problems.

In the first number of the current year of "Pchelovodnoe Delo," pp. 18-22—(The Beekeeping Work), for instance, there is an interesting article by A. F. Gubin on bleaching beeswax. This article reviews the literature on the subject and gives the methods and results of a new, or rather improved process of bleaching beeswax, found at the Moscow State Agricultural Station through the experiments conducted by A. F. Gubin with the assistance of M. G. Ermolaev.

In a series of experiments they found that sun bleaches the solid wax only to the depth of from 2 to 3 mm. by the action of chemical rays of sun spectre at the moment of transition of oxygen to ozon and ozon transition to oxygen. Both, oxygen and ozon are bleaching the wax, not by mere presence, but during such transition in *stat nascendi*. It was found, however, that sun bleaching of solid wax changes certain properties of wax and reduces the weight from 1 to 2% of its original weight before bleaching.

The new method contributed by the Agricultural Department of the Moskow State Agricultural Station consists of the fact that the wax is subjected to sun bleaching not in solid form, but in melted state at a temperature from 80 to 100° C.

A special trough was constructed with provision for hot water steam circulation under the shallow pans in which beeswax was melting. This trough was also provided with an inclined glass lid to attract the greatest possible amount of sun rays and to

exclude extraneous matter. Samples of wax were thus subjected to experimental bleaching and it was found that the layer of melted wax 1cm. thick could be thoroughly bleached in a record breaking time of 5 days, in the presence of unfavorable metrological conditions, when sun was partly covered with clouds for a considerable length of time.

The thin layers of melted wax 1 mm. thick were thoroughly bleached in four hours time. The rapidity of bleaching is restricted only to thin layers from 1 mm. to 3 mm. In the thicker layers, which were increased to 2 cm., the appreciable difference in the rapidity of bleaching was not noticeable.

The modified shallow and wide pans have the advantage over the narrow deep one that the thinner layers of wax may be exposed to the sun and a greater surface of beeswax may be subjected to the bleaching action of the sun's rays.

This method can be easily used in many apiaries with the reduction of labor formerly consumed for making the solid wax ribbons, shavings, or wax powder before bleaching. At the same time the bleaching of beeswax will improve the quality of produced wax especially for market purposes, which proves to possess economic advantages over yellow wax, having a greater market value.

These experiments, no doubt, will lead to further experimentation with artificial radiation, using ultra violet light and such others that are rich in chemical rays.

BUY FROM OUR ADVERTISERS

Every member of the Association should develop the habit of buying bee equipment and supplies from those dealers who advertise in "Wisconsin Beekeeping."

AMERICAN HONEY PRODUCERS' LEAGUE CONVENTION AND HONEY EXPOSITION

We have had several inquiries from beekeepers regarding the convention and we certainly hope that a number of you will be able to attend.

A national beekeepers' organization is a very necessary organization for the development of national plans necessary for the success of the beekeeping industry.

Wisconsin beekeepers have always given the best of support to the national organization, and we hope that we may have a strong delegation at the San Francisco meeting. The round fare from Milwaukee will be \$143.00, plus pullman fares. It is possible on these tickets to come back by the way of Texas and New Orleans, without additional cost.

Here is a splendid opportunity for some of our beekeepers to take a winter vacation, and you should have a particularly enjoyable time on this trip because of meeting so many beekeepers from various parts of the country.

If you desire further information, please write to this office, or apply to the City Ticket Agent of the Southern Pacific Railroad, Chicago, Illinois.

CORRECTION ON PRICE OF HONEY POSTER

The new honey poster prepared by the United States Department of Agriculture and sold by the Superintendent of Documents, Government Printing Office, Washington, D. C., was announced to sell for 15 cents a copy or 10 cents each in lots of 50 or 100 or more. The quantity price stated was an error. The price is 15 cents whether bought singly or in large lots.

REPORT OF THE 1927 CONVENTION

TREASURER'S REPORT

December	1		\$612.01	
December	3	M. D. Fischer, expenses		\$ 13.69
December	15	A. Weidenkopf, stamps		2.00
December	22	A. Weidenkopf, postage		5.85
December	22	Irene Utzerath, labor		5.89
December	22	A. Weidenkopf		35.00
December	29	H. F. Wilson, expenses		16.00
December	29	Antes Press	228.00	
December	29	Democrat Ptg. Co.		3.50
January	10	A. H. Seefeldt, expenses		3.25
January	10	H. F. Wilson, Library fund		25.00
January	18	L. T. Floyd, expenses		17.04
January	18	Helen Proctor, labor		27.00
January	18	Democrat Prtg. Co.		62.55
January	24	Brock Engraving Co.		2.87
February	7	Moseley Book Co.		3.50
February	8	Receipts from Miss Weidenkopf	96.46	
February	10	H. F. Wilson, expenses		47.12
March	1	Wm. Sass, postage		1.60
March	1	Receipts from Miss Weidenkopf	153.59	
March	8	Antes Press		114.00
March	8	A. Weidenkopf, salary		25.00
March	17	A. Weidenkopf, postage		10.85
March	17	American Honey Prof. League		59.28
April	11	Receipts from Miss Weidenkopf	121.58	
April	12	H. F. Wilson, postage		7.50
April	12	Democrat Prtg. Co.		12.75
April	12	Antes Press		114.00
April	12	Brock Engraving Co.		16.53
May	12	Receipts from Miss Weidenkopf	110.11	
May	18	A. Weidenkopf, salary 3 mos.		75.00
May	18	A. Weidenkopf, stamps		15.00
May	21	Antes Press		57.00
May	21	Irene Utzrath, labor		3.48
May	31	Receipts from Miss Weidenkopf	173.60	
June	11	George Jacobson, expenses		6.61
June	11	S. P. Elliott, expenses		16.43
June	21	H. F. Wilson, expenses		8.70
June	21	Democrat Prtg. Co.		21.75
June	21	Brock Engraving Co.		3.22
June	21	Wm. Sass, expenses		13.30
June	24	A. Weidenkopf, 3 mos. salary		75.00
June	29	Donation to Relief Fund		25.00
June	29	Receipts from Miss Weidenkopf	132.30	
July	5	A. Weidenkopf, expenses		10.00
August	13	J. Gwin, expenses		8.80
August	16	Receipts from Miss Weidenkopf	125.01	
August	26	Receipts from Miss Weidenkopf	222.05	
August	30	J. Gwin, expenses		38.00
September	6	E. Mickelson, expenses		25.70
September	6	A. Weidenkopf, expenses		16.80
September	6	Antes Press		114.00
September	6	Democrat Printing Co.		89.75
October	22	A. Weidenkopf, receipts	301.74	
November	15	H. F. Wilson		9.20
November	23	Receipts from Miss Weidenkopf	157.83	
November	28	Antes Press		244.00
November	28	A. Weidenkopf, office exp.		34.27
November	28	Dadant & Sons, meeting exp.		30.00
November	30	E. D. Frautschy, pictures		3.25

November	30	Wm. Sass, postage		1.00
December	6	Receipts from Miss Weidenkopf	158.75	
December	6	H. F. Wilson, expenses		6.20
December	6	Brock Engraving Co.		11.43
December	6	Democratic Printing Co.		123.25
December	6	A. Weidenkopf, salary		125.00
December	6	Receipts from Miss Weidenkopf	181.58	
			<u>\$2,546.61</u>	<u>\$2,070.91</u>
Subtract Balance on hand 1st of year				<u>\$ 612.01</u>
				<u>\$1,934.60</u>

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of Wisconsin Beekeeping, published monthly at Madison, Wisconsin, for April 1, 1928.

State of Wisconsin, County of Dane—ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared H. F. Wilson, who, having been duly sworn according to law, deposes and says that he is the Editor of the Wisconsin Beekeeping, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

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

Publisher, Wisconsin State Beekeepers' Association, Inc., Madison, Wisconsin.

Editor, H. F. Wilson, Madison, Wis. Business Manager, H. F. Wilson, Madison, Wisconsin.

2. That the owner is: The Wisconsin State Beekeepers' Association.

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

H. F. Wilson, Editor. Sworn to and subscribed before me this 6th day of April, 1928.

Monica Kersten, Notary Public. My commission expires Sept 1, 1929. Form 3526.-Ed. 1924.

BEEES AND QUEENS
for 1928

ITALIANS CAUCASIANS
Highest Quality, Dependable Service, Full Weight and Satisfaction is what you get from us. Our queens are better this year than ever before. Try them.

Safe Arrival and Satisfaction Guaranteed

Two pound package bees and queen—1 to 24, \$3.50; 25 to 49, \$3.25; 50 to 100, \$3.00.

Three pound package bees and queen—1 to 24, \$4.00; 25 to 49, \$3.75; 50 to 100, \$3.50.

Purely Mated Queens—1 to 24, \$1.00; 25 to 49, 85c; 50 to 100, 75c.

Write for our FREE catalog of BEEES AND SUPPLIES.

Valley Bee & Honey Co.
P. O. Box 703, Weslaco, Tex.

BRIGHT ITALIAN
Bees and Queens

What is the Value of Package Bees if Headed with Poor Queens?
Less Than Nothing!

WHY TAKE A CHANCE?

My queens are developed under most approved, modern methods, with the result that customers from 32 states praise gentleness, prolificness and honey production. Shipments made promptly over trunk lines from New Orleans. Health certificate furnished.

2-lb. pkg. with select untested queen; 1—\$4.00; 5—\$3.50; 50—\$3.25; 100 or over, \$3.00. Extra bees 75c per lb. Queens to June 1st, \$1.00 each.

M. STEVENSON
WESTWEGO, LOUISIANA

HIGH GRADE ITALIAN QUEENS **HEALTH-CERTIFIED**
Three-Banded Only

Everyone of them carefully selected. Safe arrival and satisfaction guaranteed. 1, \$1.00; 12, \$10.00; 100, \$75.00. Certificate of inspection with every shipment.

Correspondence addressed to Dept. M., will receive the personal attention of the owner.

URIAH APIARIES, Uriah, Alabama, U. S. A.

BADGER STATE ACCREDITED CHICKS

Your next winter's egg crop depends on the quality of chicks you invest in now, you cannot go wrong when you buy BADGER BRAND CHICKS. Tanned & Tom Barron White Leghorns. Barred & White Rocks, Reds, Black and White Minorcas and Buff Orpingtons. Special offer Catalog Free.

BADGER HATCHERY
Sheboygan, Wisconsin

PACKAGES

Three Banded Italians, Only Shipment on date ordered Over weight when shipped

OUR GUARANTEE—No Disease—Health Certificate

Vigorous Young Queens, pure mated. Safe Delivery, 100% satisfaction.

2-lb. pkg. with young queen, \$4.00
3-lb. pkg. with young queen, \$5.00

Discount on Quantity Orders

QUEENS

Queens will be ready April 1st, weather permitting, 1 grade only
selects ----- \$1.00 each
per dozen ----- \$10.00
per hundred ----- 75.00

URIAH APIARIES

Uriah, - - - - - Alabama

Correspondence addressed to Dept. M., will receive the personal attention of the owner.

Berry's Reliable Three-Banded Bees

PROMPT MAY SHIPMENT!

ITALIAN BEES IN PACKAGES—THREE BANDED QUEENS

Remember, We Prepay the Transportation

Thirty-three years of select breeding gives us a strain of pure Italian bees that for hardiness and honey production are unsurpassed. Our breeding queens are tested out in our own apiaries, in Western Canada and the Northwestern States relative to climatic conditions and honey production.

Prices Via Prepaid Transportation

1-lb. packages with selected untested queens -----	\$3.00 each
1½-lb. packages with selected untested queens -----	3.50 each
2-lb. packages with selected untested queens -----	4.50 each
2½-lb. packages with selected untested queens -----	5.00 each
3-lb. packages with selected untested queens -----	5.50 each
4-lb. packages with selected untested queens -----	6.50 each

Lots of 6 to 12 packages, 25c less each package than the above quotations. All packages full weight on arrival, and are filled with young bees. (Note: Customers from Western Canada we will refer to our agents at Winnipeg.)

Selected untested queens, \$1.00 each; \$10.80 per dozen.

Selected tested queens, \$1.75 each; \$18.00 per dozen. Queens' wings clipped free of charge.

Write for prices on large lots of either packages or queens.

Bear in mind that we guarantee safe arrival and entire satisfaction in every way. We have no disease and a health certificate accompanies all orders.

M. C. Berry & Company

Box 697

Montgomery, Alabama, U. S. A.

NO DISEASE

EVER KNOWN IN MY
COUNTY

Ship under State Inspection

Nuclei a specialty and satisfaction guaranteed.

2 lb. or 2 frames with
Italian Queen\$4.00

3 lb. or 3 frame with
Italian Queen\$5.00

Can ship any time after the
first of April

J. D. SHIELDS

Route 2

Natchez - - - - - Mississippi

A BIG SAVING

on
Sections, Hives, Supers,
Frames, etc.

We are prepared to give
you fair treatment and
prompt service at all times.

Write for our 1928
Catalog

MARSHFIELD MFG. CO.

Marshfield, Wis.

Leahy's Bee Supplies

High Quality--Prompt Service
Satisfaction Guaranteed

Write for Our 1928 Catalogue

Leahy Manufacturing Company

Higginsville, Missouri

Better and Earlier Comb Honey

A Good Market for It

IN AUGUST EACH YEAR we, as well as other comb-honey distributors, have a great many calls for **fine new-crop comb honey**. This has been our experience in marketing comb honey for years. Last year we turned down numerous such orders, because we had no stock of new comb. The result was a market unsatisfied, and a big volume of sales lost. This early market for the new crop offers a better price than a month or two later. Are you planning to get your share of this business?

Used 100,000 Root Sections in twenty-five years and consider them the best money can buy.—Levi Greenfield.

The 20,000 Root Sections I bought are the finest and best sections I ever used.—S. D. Ensign.

Folded 4,000 Root Sections, and did not break one.—N. A. Forsyth.

Have folded about 6,000 Root Sections, and have not broken a dozen.—B. F. Trescott.

What to Do:

Use white sections that fold square.

Keep the section clean by paraffining the tops.

Take off your comb honey just as soon as possible.

Pack in good wooden shipping display cases.

BECAUSE of this great interest in **Good Comb Honey**, every honey producer should protect his business by using sections that are the best. Dark sections are almost unsalable in the best markets. It is important that the sections be of full size, and fit properly in the holders so the bees will not propolize them. The best price goes to the user of good white sections.

Root Quality Sections

(Why they are sold by the million.)

Made of clear white basswood; Fold square and rigid; Less breakage, and so really, cost less per thousand.

THE A. I. ROOT CO., MEDINA, OHIO

ORDER FROM

A. I. ROOT CO. of Chicago
224 W. Huron St.
Chicago, Ill.

A. I. ROOT CO. of St. Paul
290 W. Sixth St.
St. Paul, Minn.

Wisconsin Beekeeping

Vol. V

JUNE, 1928

No. 6

THE BULLETIN BOARD

PRICES SHOULD BE HIGHER

The present indications are that the Wisconsin honey crop will be only fair this year, and honey prices, for both retail and wholesale, should be higher. Prices for last year will hold until August 1st, when a new price will be recommended. Send reports in to this office about August 1st.

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Hutzelman's Solution

FOR AMERICAN FOUL BROOD
THE ALCOHOL-FORMALIN
SOLUTION

USE ALCOHOL-FORMALIN
TO BE SAFE

For full information ask your
dealer or write to

J. C. HUTZELMAN, M. D.
GLENDALE, OHIO

QUEENS

Queens will be ready April 1st,
weather permitting, 1 grade only
selects ----- \$1.00 each
per dozen ----- \$10.00
per hundred ----- 75.00

URIAH APIARIES

Uriah, - - - - - Alabama

Correspondence addressed to
Dept. M., will receive the personal
attention of the owner.

Send Us Your Inquiries

when you are in the market
for

SECTIONS, HIVES, SUP-
ERS, FRAMES, ETC.

We are prepared to give you
fair treatment and prompt
service at all times.

Write for our free illustrat-
ed Catalog.

AUGUST LOTZ COMPANY

Boyd,

Wisconsin

Gus Dittmer Company Specialties

Working Your Wax Into Foundation for Cash
And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY

Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

JUNE, 1928

No. 6

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION

H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

President.....	L. T. Bishop, Sheboygan
Vice-President.....	A. H. Seefeldt, Kewaskum
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Annual membership fee, \$1.00, which includes one year's subscription to "Wisconsin Beekeeping."

Please make remittance payable to Secretary.

MEMBERSHIP CONTEST

Have You Renewed Your Membership in the Association?

Do you know of any beekeeper in your neighborhood who was a member of the Association and is not one at present?

Now is the time to be working for new members. The best set of prizes ever offered by the Wisconsin Association is available for those who are willing to do a little work.

The rules for the contest are simple—for each renewal less than a year old, we will credit you with $\frac{1}{2}$ member; for each renewal of an old member who has not been a member for a year, we will give full credit as a new member. The prizes are worth working for, and it should not be difficult for each member in the Association to secure 5 new members.

The University will give one full strength colony of bees to the member who secures the largest number of new members during 1928, provided that

the number of new members secured is 10 or more. The State Association will give 25 queens to the member who may be able to secure 25 or more new bonafide members. However, Association secretaries shall not be given credit for any members turned in by other local members. The State Association will give one queen to each member who secured 5 new members. The Association will also give 10 queens to every local secretary who has on his records 25 beekeepers who are members of his local and also of the State Association. Here is an opportunity to do some good for the Association, and at the same time secure something for yourself.

HONEY PRICES FOR THE 1928 SEASON

The Price Committee met at Fond du Lac on May 6th, and, after much discussion, it was decided that it was too early to set the price for the 1928 crop in view of the fact that the crop

is likely to be short. Much clover was winter killed, and experienced beekeepers believe that we will not have a full crop.

The prices recommended for 1927 are to be used until the size of the new crop has been determined. A new committee report will be issued at that time.

At this meeting, a resolution was passed requesting the Executive Committee of the Association to investigate the matter of soliciting funds from the members of the State Association to help Mr. Frank Bauernfiend, of Appleton, in fighting an ordinance of that city which reads that bees shall not be kept in certain zones of Appleton. Mr. Bauernfiend was fined \$10 for keeping bees within the city limits, and he was ordered to move his bees out of the city.

It has been suggested that we should ask our beekeepers to send in a dollar each so that we could create a legal fund and with this money determine whether or not the ordinance in Appleton is legal. If it is, then it will be possible for each city in the state to enforce ordinances which will not allow bees to be kept in any city, and our beekeepers will either have to give up beekeeping or move out into the country.

During the past ten years, there have been perhaps 75 or 100 cases that have come to the attention of this office, and up to the present time, we have been able to prevent the establishment of an ordinance in any city. However, there seems to be some possibility that it may be possible to declare bees a nuisance within certain zones of the city, and this is the question which may have to be determined. I think it would be worthwhile for our beekeepers to express their ideas on this matter through WISCONSIN BEEKEEPING. We are particularly interested in knowing whether or not

you think it would be worthwhile to develop a special fund for fighting an ordinance such as the one now being enforced at Appleton.

PLEASE GIVE US YOUR COOPERATION FOR THE NEW DIRECTORY

Advertising is now being solicited for a new directory which we hope to have printed at least by the first of August.

It is impossible to include the number of colonies kept by each beekeeper unless this information is sent in to our office. It costs money to send out individual letters, and we hope that this can be avoided by having you send us at once your complete address and the number of colonies of bees which you have at the time when your report is sent in.

If you know of any beekeepers who are planning to join the Association or who have not sent in their renewals, please have them do so at once, so that they can be included in the directory.

Please fill in the form below at once, and mail to us.

(Send to H. F. Wilson, Secretary, 1532 University Ave., Madison, Wisconsin).

My name is
My address
I have colonies of
bees at the present time.

EDUCATIONAL COMMITTEE REPORT

MRS. C. A. WOOD, *Chairman*

The members of this committee were so busy they did not have time to write anything for this department last month. Some must be still busy, for only 6 sent in reports and there are 10 members.

This is what we have done since the department was organized this year:

1. Furnished two newspapers with 15 articles on honey which were printed.
2. Secured orders for honey candy for Mother's Day from honey distributors.
3. Interested roadside stands in handling honey candy.
4. Gave out samples of honey candy to many customers.
5. Donated honey to schools and church bazaars.
6. Sponsored one honey essay contest and awarded honey in different sized containers as prizes.
7. Furnished and awarded honey as prizes to two schools in honey poster contest.
8. Gave out samples of honey cookies with recipe to callers at the home.
9. Gave out samples of honey cookies with recipe at the Women's Auxiliary meeting.
10. Donated two kinds of honey candy to Parent-Teachers Association.
11. Gave 2 honey demonstrations and sold honey candy at each.
12. Sent out 50 circular letters.
13. Sent out 153 personal letters in the interest of honey education.
14. Distributed 465 recipes and 895 leaflets.

Some did not mention the number of recipes and leaflets given out so they are not included in this number.

Mr. George Jacobson, of Kaukauna, writes a very interesting account of his experiences with honey for diabetes while working as a stationary engineer for the Chicago & Northwestern Railroad.

Mr. Jacobson became sick from diabetes and fell down from 195 to 142 pounds. He became so bad that he

was unable to work. He decided that, since there was no hope for him, he might just as well eat whatever he liked, and started eating honey. Since that time he has completely regained his health and has gained considerable weight. He says that in March, 1928, when examined by a local doctor, he was declared to be free of sugar and thought honey was what had helped.

It is unfortunate that we do not have some scientific checks on Mr. Jacobson's experience, because, if honey will actually cure diabetes, then it is a most valuable remedy.

YOUR MARKETING DEPARTMENT

*Submitted by James Gwin,
Honey Marketing Agent*

Roughly speaking Wisconsin beekeepers produced 330 carloads of honey in 1927. There were several carloads carried over from 1925 and 1926, making practically 350 carloads of honey to dispose of. While these figures are estimates I believe they are accurate enough to furnish a basis upon which to lay our plans for next year.

There is not a carload of honey in the beekeepers' hands that could be loaded at one place. I have less than two carloads listed with me at the present time. This honey is from all parts of the state and as fast as it is reported to me I notify commission men and wholesale firms with a request that they get in touch with the beekeepers. A great many sales have developed by this plan, more perhaps than I have any record of as beekeepers are slow to report their sales.

I thought for the June issue I would be able to give our readers some definite figures on the amount of sales

we have been directly responsible for, but the responses are coming in slow. I believe it will be in the neighborhood of ten carloads.

The Chicago market is quite active at 8c f. o. b. Chicago. This price does not interest the most of our beekeepers as they prefer to carry over the small amount they have on hand.

Starting May 5th I have arranged a schedule of meetings with our local associations. In counties unorganized if the beekeepers want me to meet with them they should write me and arrange for a date. We now have 28 active local associations. I am planning a service through these associations that should be of material benefit to all.

A series of newspaper articles are being released from this office every Wednesday noon. They are given to the Associated Press, the United Press and the Holmes News Agency. These articles are rewritten by the press agents and do not appear as they are originally written. These rewritten articles go to every paper in the state. If you believe in publicity of this kind you should go to your editor and insist on them publishing these news items.

As these articles are rewritten by the press agents, technical errors and exaggerations can be expected. They are after sensational news so let them get all the sensationalism they want as long as Honey and bees are their topics.

My work brings me in touch with the educational committee. I find this committee is handicapped for lack of finances. The State Beekeepers Association also is embarrassed for lack of funds due to the purchase of labels and letterheads. Here is a good place for our locals to do a lot of good by making contributions to the educational committee.

Buzzes About Wisconsin

G. E. MARVIN

"Generally speaking, bees in this locality wintered very well, considering the exceptionally long period of confinement due to the early arrival and late departure of snow," reports Frank Kies, of Winter, Sawyer county. County.

He adds, "As the pioneer beekeeper of this section, it does me much good to see others become interested in the production of honey. Last season, there were several more than myself caring for bees and this year there will be an increased number of colonies. This being accomplished through the settlement of another apiary adjacent to Winter, which will contain about 200 colonies of bees."

"The excellent honey production possibility of this portion of Wisconsin makes things very encouraging for the growth of the bee business here. The bees are in excellent condition at this time, and nectar is being secured from the early spring flowers. Queens are all laying good and there is plenty of brood in every hive."

"Last season's crop of honey was readily disposed of at a good price and I could easily have sold more if I had had it."

Mr. A. C. Allen, of Portage, writes the following on May 9th—"The bees had to be taken out of the cellar on March 20 and 21, as the temperature was above 50 and they became too restless to remain in longer. I lost only one colony out of 157."

"The bees gathered pollen from the maples on March 24 and 25th, which stimulated the queens in all of the hives to fill two or three combs with eggs. Then severe cold weather and snow came, so we put the hives all back in the cellar until decent weather

arrived. They were then taken out again and each hive was given a heavy paper overcoat which is still on many of them."

"By the middle of April, many colonies were so strong that they needed both room and feed. As it was too cold to give this over the brood nest, a super well stocked with honey was placed under these hives. The way the bees are carrying this up and the queens laying, shows that they think a honey flow is on, for some are starting queen cells."

"What will I do with such colonies six weeks before the honey flow? Clipping queens, arranging stores, repairing fixtures, etc., is the order of the day now."

"The market has been fair the entire season and only a few 60 lb. cans remain unsold. Clover appears all right to date, although the season so far has been cold and dry. Now is the time to lay your plans for a big exhibit at the State Fair this fall."

"The beekeeping situation around here is opening up in fine shape," writes Miss Mathilde Candler, of Cassville, on May 10. "The winter loss has been very small generally, colonies are very strong, dandelion and fruit bloom are providing nectar for brood rearing, which is very heavy."

"The clover has been injured quite a bit and I do not look for a heavy crop. Basswood may yield some in this section as there was none last year."

"All beekeepers around here that I know are sold out of honey. This season it is to be *hoped* that price cutters around here will not again ruin the market as they did last year. I believe every beekeeper should be registered and none should be permitted to sell who are not."

Mr. Martin Krueger, of Brillion, Calumet County, writes on May 10th, the following—"My bees came out of

the cellar about as good as they did last year, and the loss was very small. So far, this spring, I have had to do no feeding."

"Clover is fair around here, but we need rain badly. I have sold all my honey, but some of the beekeepers around here still have a little on hand."

"The cold winds have prevented the bees from flying only about half the time they should," writes Charlie Pritchard, of Wisconsin Rapids. He goes on to say, "Dandelions are showing a good growth with the prospect of them blooming by the 15th of May."

"Cellar wintering was better last winter than for many years past. The damage the ice did is noticed in the growth of the clover. A few colonies are short on stores, as they used a great deal of honey during the winter. Many packages of bees are being shipped in from southern points."

BEE'S HONEY IN SUBSTITUTE INFANT FEEDING

In his article on "Bee's Honey in Substitute Infant Feeding," which is found in the New York Medical Journal and Record, August 2, 1922, Dr. Paul Luttenger writes that the protein content of honey not only adds to the nutritive value of honey, but in cases where infants cannot digest casein or other milk proteins it may become the only available source of protein food during a critical period. He has used honey in all cases of diarrhea in the proportion of one teaspoon of honey to eight ounces of barley water. He has found that due to the rapid absorption of honey, it is prevented from undergoing alcohol fermentation and infants fed on honey rarely show signs of gas formation. The mineral salts contained in honey, although in small amounts, are of great value to infants. This is especially true of iron

which human as well as cow's milk contains in exceedingly small amounts. Honey complements this deficiency. In the 419 cases in which he used honey he observed that fresh honey, especially virgin honey directly obtained from the honey comb, had a decided laxative action which it lost on boiling. Fresh honey seemed to have a pronounced soothing effect on infants. Honey with strong aromas exhibited this action to a greater extent than those that were comparatively odorless. The babies who were fretful before exhibited a remarkable change of temper after being put on honey. The tendency to fall asleep after feeding was greatly increased. Whether this was due to general improvement to lessen gas formation or some hypnotic action, he could not tell. In his own experiments he found vitamins in 82% of the honeys examined. This coupled with the other advantages of honey induced him to discard all other sugars in substitute infant feeding and finally he successfully substituted honey for orange juice and cod-liver oil. In feeding of infants it is of the utmost importance for the mother or nurse to be instructed to obtain a pure product, and in case of doubt, to use comb honey, which is easily obtained by cutting off the top and allowing the honey to run out by gravity. Dr. Luttinger now uses honey in all his formulas for substitute infant feeding and the results obtained in the 419 cases studied encouraged him to plead for a more general use of honey by the profession. The proportion he gives is one teaspoonful of honey to an eight-ounce bottle of feeding mixture.

For the past three years the members of the Toronto Central Y. M. C. A., Walkers' Club, the first club of its kind in Canada, has been using honey as a staple article of diet. This was the result of extensive medical research

work on diet and athletes' endurance in which was involved estimations of blood sugar before and after competitive walks. The type of activity in which these men are engaged demands great stamina and endurance and the food problem is one that demands close attention. According to the standardized medical tests, honey was found to have the following advantages: It is non-irritating to the delicate membranes of the digestive apparatus. It is assimilated quickly and easily. Quickly furnishes the demand for energy. Enables the athlete to recuperate rapidly from severe exertion. The men using it showed less evidence of fatigue. The use of honey spares the kidneys, lessening tissue destruction. This group of athletes has been very throes of extensive training for the successful in the past and are in the 10½ mile walking race which takes place annually in New York, Thanksgiving Day.

We all crave sweets. This craving is more than a cultivated liking for them. Sweets provide certain food elements necessary for growing children. Youngsters are always asking for sweets. Honey is one answer to this demand. Honey sandwiches will delight the small boy or girl after school or may be sent to school with them in the lunch basket. Honey may be served on cereals. It may be used to sweeten grapefruit, giving it a pleasing appeal to the palate. It is delicious to use as a sweetener for fruit cocktail.

In the end, it is not too much to hope that we all reach that promised land flowing in milk and honey.

A CORRECTION

On page 45 of the May issue, a notice of the American Honey Producers' League convention was printed. Since the convention was held in Jan-

uary, this seems to be a joke on the editor.

But your editor had no idea that the type for this notice was still standing, and it was inserted at the printing office after the return of the galley proof.

We have asked the printers to send us galley proof of all standing material, so that we hope a similar mistake will not occur.

THE STORY OF HONEY

*Mrs. Ida H. Cornforth, Kellogg Co.,
Battle Creek, Michigan*

Bee's honey is one of the oldest known foods. It has been used from time immemorial as a food and as a medicine.

The sacred books of India, China, Persia and Egypt speak of honey in terms of highest praise. The Old and New Testaments, the Koran and the Scandinavian Sagas tell of its invigorating and medicinal properties.

The Greek athletes ate honey before entering the arena and their Gods were said to feed on ambrosia, a mixture of milk and honey. The Nordic God Oden feasted on mead from honey and their heroes were promised it as their exclusive beverage in the Valhalla. The Greeks and Egyptians fed their children milk and honey and it is still used in Iceland as an infant food and hypnotic. In Palestine, the land of milk and honey, it was believed to strengthen the understanding and to this day the Bedouin and Fellah children get their daily portion of butter-milk and honey. Plutarch calls it the heavenly saliva. Other Greek and Roman philosophers attribute their long life to the daily use of honey. One of Titian's pictures shows the infant Jesus holding a bee in his hand. Homer, Ovid and Virgil wrote immortal verse celebrating honey and our modern poets sing of "honey lips." The old negro mammy croons,

"My little Honey," and since the time that Eros dipped his arrow in honey, the happiest time in a person's life has been rightly called the honeymoon.

Hippocrates as well as Arabian physicians prescribed honey as a laxative and expectorant, and it is still used in folk medicine as a cure for a multitude of ailments. Many of us will remember that our grandmothers used to give us flaxseed and honey or lemon juice and honey for a cold. The curative virtues were supposed to be equally divided between the flaxseed or lemon juice and the honey. It is hard to think of a medicine easier to take. Dr. G. N. W. Thomas of Edinburgh, Scotland, states that honey is a great aid in the treatment of heart disease. He says that in seven cases of malnutrition with heart weakness he has found honey to have had a marked effect in reviving the heart action and keeping the patient alive. In a recent case of pneumonia the patient consumed two pounds of honey during the illness. There was an early crisis with no subsequent rise of temperature and an exceptionally good pulse. Instead of depending on milk and beef extracts as is done in so many cases of fever when the storage of sugar in the body is rapidly being used up, he suggests that honey be given for general physical repair and above all for heart failure.

Formerly, honey was the principal sweet. It was one of the items sent as proprietary offering by Jacob to his unrecognized son, the chief ruler of Egypt, 3,000 years before the first sugar refinery was built.

We have not been wise in giving up such a natural wholesome food as a staple article of diet. Perhaps the reason for this has been that sugar is a little cheaper and easier to get. But honey is coming back into its own.

It has been estimated that as many

as 62,000 clover blossoms and 3,700,000 trips for the bees are required to make a pound of honey. Bees that start their careers on clover blossoms will continue on that particular flower to the end so that from a particular hive of bees, honey of a certain character and type may be expected. Other bees work only on buckwheat blossoms, making a dark colored honey, others on alfalfa. Some specialize in orange blossoms and embody delicately the perfume of that flower of romance. Honey from flowers that give a light colored nectar, not too strongly perfumed, is ordinarily considered of the highest commercial value.

In the diet kitchen of the Home Economics Department of the Kellogg Company, we have used only the dark honey in testing out recipes. This has proved very satisfactory.

As everyone knows, honey is a

sweet liquid collected by the domestic bees from the nectars of various flowers, being first stored in the bee's crop where it undergoes predigestion and later stored in the wax comb where it undergoes further inversion and concentration. Ripe honey is a yellowish syrupy liquid with a characteristic color and flavor. Its consistency, color and flavor varies with age, place of production and the flowers from which it is collected. The nectars from orange, basswood, clover and linden are said to give the best honey.

(Continued next month)

Classified Advertisements

CARLOAD OR LESS used 60-lb. cans, two in strong wooden case, 45c per case. C. W. Aeppler, Box 145, Oconomowoc, Wisconsin.

FREE FREE FREE Berry's Reliable Three Banded Bees SPECIAL JUNE OFFER

One Package With Queen Free With Every Order of a Dozen
One Queen Free With Every Order of Six
Make your increase now

Remember, We Prepay the Transportation

Thirty-three years of select breeding gives us a strain of pure Italian bees that for hardiness and honey production are unsurpassed. Our breeding queens are tested out in our own apiaries, in Western Canada and the Northwestern States relative to climatic conditions and honey production.

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3-lb. packages with selected untested queens	-----	5.50 each
4-lb. packages with selected untested queens	-----	6.50 each

Lots of 6 to 12 packages, 25c less each package than the above quotations. All packages full weight on arrival, and are filled with young bees. (Note: Customers from Western Canada we will refer to our agents at Winnipeg.)

Selected untested queens, \$1.00 each; \$10.80 per dozen.

Selected tested queens, \$1.75 each; \$18.00 per dozen. Queens' wings clipped free of charge.

Write for prices on large lots of either packages or queens.

Bear in mind that we guarantee safe arrival and entire satisfaction in every way. We have no disease and a health certificate accompanies all orders.

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Box 697

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Our
Advertisers*

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for 1928**

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Highest Quality, Dependable
Service, Full Weight and Satis-
faction is what you get from us.
Our queens are better this year
than ever before. Try them.

**Safe Arrival and Satisfaction
Guaranteed**

Two pound package bees and
queen—1 to 24, \$3.50; 25 to 49,
\$3.25; 50 to 100, \$3.00.

Three pound package bees and
queen—1 to 24, \$4.00; 25 to 49,
\$3.75; 50 to 100, \$3.50.

Purely Mated Queens—1 to 24,
\$1.00; 25 to 49, 85c; 50 to 100,
75c.

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Sections, Hives, Supers,
Frames, etc.

We are prepared to give
you fair treatment and
prompt service at all times.

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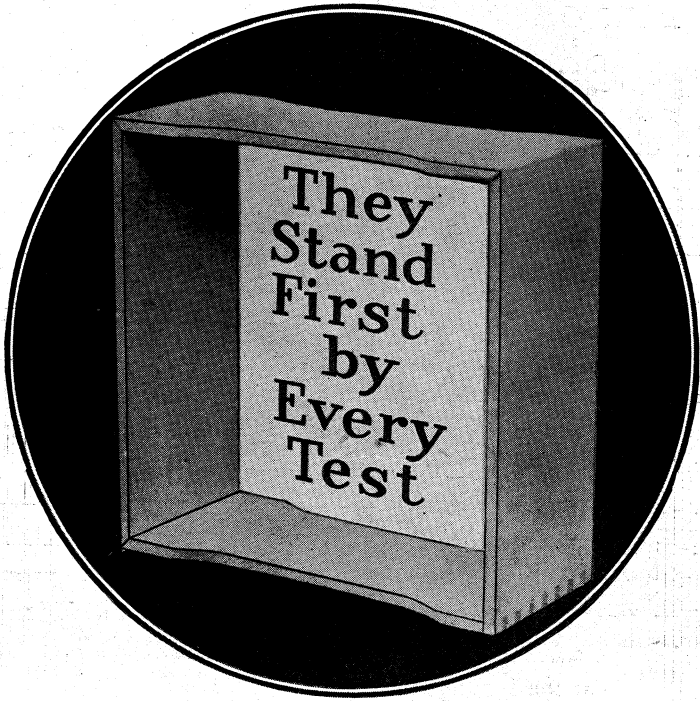
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Marshfield, Wis.

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**High Quality--Prompt Service
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Leahy Manufacturing Company
Higginsville, Missouri



**THEY ARE THE MOST SATISFACTORY
THEY SELL YOUR COMB HONEY BEST**

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224 W. Huron St. 290 E. Sixth St.
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Wisconsin Beekeeping

Vol. V

JULY, 1928

No. 7

THE BULLETIN BOARD

Union Meeting, Iowa, Illinois and Wisconsin Beekeepers
at Dubuque, Iowa, July 25 and 26.

Wisconsin Bee Tour, August 7 to 9. See notice in this
issue and watch for detailed program in the August
issue.

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FOR AMERICAN FOUL BROOD
THE ALCOHOL-FORMALIN
SOLUTION

USE ALCOHOL-FORMALIN
TO BE SAFE

For full information ask your
dealer or write to

J. C. HUTZELMAN, M. D.
GLENDALE, OHIO

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when you are in the market
for

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We are prepared to give you
fair treatment and prompt
service at all times.

Write for our free illustrat-
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Boyd, Wisconsin

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Queens will be ready April 1st,
weather permitting, 1 grade only

selects ----- 75c each
per hundred ----- \$60.00

URIAH APIARIES

Uriah, - - - - - Alabama

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Dept. M., will receive the personal
attention of the owner.

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Working Your Wax Into Foundation for Cash
And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY

Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

JULY, 1928

No. 7

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.
Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

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

Please make remittance payable to Secretary.

ANNUAL BEEKEEPERS TOUR

The dates for the Annual Bee Tour have been set for August 7, 8 and 9th. While the exact route has not been established the following towns are on the proposed route. Viroqua (Starting Point) Soldiers Grove, Gays Mills, Steuben, Wauzeka, Bridgeport, Prairie du Chien, Byrds Creek, Gotham, Richland Center, Rockbridge, Lone Rock, Spring Green, Sauk City, Mazomanie and back to Madison. The following apiaries will be visited and as many more as time and convenience will permit: Boggs, Dupee, Thompson, Main, Julius Neef, J. C. & W. I. Hatch, Handy, Comar, Brainard, Ott Lappley, Pomerning, Lathrop and Leugst.

This tour will pass through some of Wisconsin's most scenic counties which have not been properly advertised. It is planned to spend the first night in the historic Prairie du Chien.

The following are promoting this

tour: The Department of Markets, the University of Wisconsin, the Department of Agriculture and the State Beekeepers Association. The aim is to promote cooperation, advertise Honey, learn more of disease control and most of all for pleasure. Every beekeeper who would like to take a few days recreation could not spend his time more profitably. The result of this tour will guide the departments as to future tours. You should have banners printed to fasten on your car for advertising purposes.

James Gwin, Honey Marketing Agent, has charge of the tour and all inquiries relative to hotel reservations and so forth should be sent to him. He is arranging to have the cost of this tour cut to a minimum. Those wishing to camp out will be assigned free camp sites. Counties, other than the Tour Counties, sending the largest delegation will be honorably mentioned in "Wisconsin Beekeeping."

Let's make the tour a rousing suc-

cess so it will not be necessary to discontinue this practice. Watch the August issue for the definite route.

JAMES GWIN

THE ITALIAN BEE MUSEUM

The Secretary of State presents his compliments to the Honorable the Secretary of Agriculture, and has the honor to enclose a copy of the despatch indicated below and to ask that the request contained therein may have favorable consideration.

To insure proper delivery, documents should be addressed to the Secretary of State under cover bearing the date of the transmitting letter as well as "File No. DP 023.955—"

Enclosure:

From Turin, Italy,
No. 30., March 27, 1928.

AMERICAN CONSULATE

Turin, Italy, March 27, 1928.
Subject: Istituto Edoardo Perronoito.
The Honorable
The Secretary of State,
Washington.

SIR:

I have the honor to inform the Department that the Istituto Edoardo Perroncito of this city which maintains a permanent museum of bee culture ("Apicoltura"), said to be the only one of its kind in Italy, has requested the writer to inform the Department that the association would greatly appreciate receiving gratis copies of periodicals and reviews devoted to bee culture and kindred pursuits. It was pointed out that other countries supplied the museum with such literature.

The Istituto also has requested the writer to inform the Department that during the coming Turin Exhibition and Fair, to be inaugurated on April 1st of this year, a complete display of bee cultural devices, honey, bees, hives, breeding cages, etc., will be displayed

by various foreign dealers. The Istituto would greatly appreciate any participation which might be effected by American bee farmers or manufacturers of devices to be used in connection with this branch of farming.

All facilities will be extended foreign exhibitors and all correspondence should be addressed direct to the Museo Internazionale di Apicoltura e Bachi-cultura, Monte dei Capuccini, 3, Turin, Italy.

I have the honor to be, Sir,

Your obedient servant,

Horatio Mooers.

American Consul.

Cooperative Beekeeping

BY JAMES GWIN

Since writing this report a month ago there has been a great change in the honey market condition. Beekeepers at that time were asking 8c F.O.B. loading station. Now they are asking 9c. If you have any honey for sale let me know about it and for goodness sake when you sell it let me know so I will not keep referring it for sale. It also helps me keep my records accurate. All sales, prices, etc. are held confidential. I should have these reports if I am to best serve you.

During the month of May I attended thirteen beekeepers' meetings. The following associations had a very good turn out at their meetings: Crawford, Grant, Sheboygan, Washington, North Eastern, Monroe and La Fayette. The attendance at all meetings was better than I expected due to it being the busy time of the year. It is noteworthy that practically all counties are planning on one, two or three picnics. I can't emphasize the benefits you will receive by these "get-together" meetings. You cannot make

your beekeeping neighbor sell at your price but you might persuade him to. Let's get together.

The good attendance at Platteville and Gays Mills proves beyond a doubt the necessity of changing meeting places. I believe all summer meetings should be held at some apiary.

Our meeting at the Wm. Ros apiary at Gibbssville was very interesting as the beekeepers took an interest in the discussions. Mr. Ros proved a genial host. He has a wonderful home and beautiful yard. No wonder his bees are honey gatherers.

The bee tour in Outagamie County proved to be a go-getter. I believe that day was the most profitable of all gatherings. The beekeepers visited did not know we were coming. Before we left they knew we were there. Most of the boys behaved fairly well after extracting a few stingers. The tour was favored with the presence of the county agent, Robert Amundson, who favored us with a talk of timely suggestions. I wish more counties would try these tours. If we can't get some beekeepers to our meetings let's take the meetings to them.

I was happily surprised at Gays Mills in Crawford County. The meeting on the 18th was right after a rain. Those toy mountains in that section are sure awful after a rain. Those beekeepers turned out far better than in counties with concrete roads. R. C. Johnson, Soldiers Grove, Secretary of the Northern Wisconsin Tobacco Pool, and Otto Onstad of Cambridge, Institute Conductor of the University, attended this meeting. I didn't know who they were until after the meeting. They got out of a talk by keeping their identity covered. They told me our troubles had been their experience. They said our marketing plan was sane and hoped that our beekeepers would try it out.

Alsike Clover is practically all killed

in the Southern one-third of the state. It is badly damaged the entire Eastern one-third of the state. I have not covered the rest of the state so I cannot give the exact condition. There was a wonderful flow of dandelion and fruit honey. I hope the beekeepers will have this all extracted from the extracting supers before the clover flow is on as this mixture will give an off flavor that will be damaging on the market.

Educational Notes

MRS C. A. WOOD

Now that the warm weather is with us we are advised to eat less fuel foods such as meats and sweets; but with the beekeepers and their families it is the season of greatest activity, and therefore they feel the need of energizing food

How fortunate that we possess a food rich in energy and easily digested. Let us see how we can utilize this wonderful food so that it may supply the required energy and yet not become distasteful. We realize that almost every one tires of honey as a spread, so we cannot consume enough through that medium to satisfy our needs. Therefore we must have additional methods.

Just as in the case of milk, when it is impossible to get a child to drink the required amount, we must use it in the other foods.

Honey can be used instead of sugar in light bread or any hot bread. Add the honey to the warm water that you add to the sponge when mixing the bread stiff; it can be added to the egg or liquid in hot breads. Cereals served with honey are very tempting. Honey cocoa will be enjoyed by those who do not drink tea or coffee. Cakes and

cookies are staple foods in almost every home, and plenty of recipes are available for making them with honey. Pies, puddings, custards, and frozen desserts are more healthful and have a delicious flavor if sweetened with honey.

No other change in any recipe you are accustomed to using is necessary when honey is used instead of sugar except in the cornstarch mixtures, and then more cornstarch must be used. To many, this excessive amount of cornstarch is objectionable, so in such desserts sugar is preferable.

Happily, honey is the ideal sweetening for fruits and vegetables. Honey combinations of these foods are the easiest as well as the best way of serving honey. Any vegetable that will take sweetening at all is better sweetened with honey. Try it in peas, sweet corn, or tomatoes. With a few exceptions honey blends with all fruits either cooked or fresh; therefore during the summer when there is an abundance of fresh fruits and vegetables, and, as it is essential to our health to eat liberally of such, it is easy to obtain an adequate amount of energizing food by adding honey to them.

Serve fresh fruits, vegetables, and salads of all kinds combined with honey as often as your family will eat them. Honey ice-cream and a variety of honey sundaes can be prepared as quickly and as easily as those made with sugar and are much more delicious.

Let your picnic lunch basket be a boost for honey. Honey buns with or without a honey combination filling, sweet pickles, potato or fruit salad, baked beans, deviled eggs, cake, cookies or pie all sweetened with honey will be appreciated by the other members of the picnic party providing, of course, that they are palatable and attractive looking.

If you want to get a real thrill out

of your cooking this summer just try to see how many ways you can use honey. Keep your honey pail in a warm place and handy so that it is always ready for use. I use honey in all these ways so this is not theory but real practical experience.

RECIPES

Three Day Honey Buns

Put a yeast cake to soak in 1 cup water in the morning. Stir in a small amount of flour at night. In the morning add 2½ cups water, 1 cup honey, 2 tablespoonsful of salt, ½ cup lard. Knead down at noon. Shape into balls and put into pans at night. Bake the next morning.

Potato Salad

Boil 6 medium sized potatoes until tender. When cool cut into small pieces. Slice 4 hard boiled eggs into potatoes, add 1 teaspoonful salt, 1 tablespoonful of honey, ¼ cup vinegar and a little pepper. Place salad into dish and slice 2 hard boiled eggs over top.

Basic Cake Recipe

½ cup butter, ¾ cup sugar, ½ cup honey, 2 whole eggs and yolk of another, 2 rounded teaspoonfuls baking powder sifted with 1¾ cups of flour, 1 teaspoonful flavoring extract and 2 cups milk. Mix as any ordinary cake and bake in 3 layers. Icing—1 cup sugar, ¼ cup honey, ¼ cup water. Boil until it spins a thread. Pour onto stiffly beaten egg white. Beat until stiff and spread on cake.

This committee is in dire need of funds.

We have sent out a circular letter to all the county organizations asking for \$5.00 each. Five have responded; namely Fond du Lac, Sheboygan, Ozaukee, Washington and La Fayette.

Now do not depend on the other county organizations to do this but *be sure that your own local has done its bit!*

The 4-H Clubs of the state are go-

ing to take up the project of making cakes with honey. Encourage this in your county in every way possible. Be sure that your girls that are ten or over join the 4-H Club in your county and take up this project. If it is to be a success, we must all boost.

Send all your good tested honey cake recipes to Mrs. C. A. Wood immediately.

The educational committee of the Wisconsin State Beekeepers Association have pledged \$100.00 to the Wisconsin 4-H Home Economic clubs to defray the expenses of the winners from at least five district contests to the State Fair and the winner of the State Fair demonstrations to the 4-H Club conference week in Madison next year.

The contestants are to demonstrate the use of HONEY in cake making.

The beekeepers in the various localities will furnish the HONEY for the demonstrations but not for the experimental work preparatory to the demonstrations.

The educational committee will furnish the recipe for the cake to be made and also the reasons for using honey instead of sugar.

The committee believe this to be the best method of interesting the greatest number of people in using HONEY in cooking.

BEEKEEPERS' UNION MEETING

The annual union meeting between the states of Minnesota, Iowa, Illinois and Wisconsin will be held at Dubuque on the 25 and 26 of July.

It is presumed that the meeting will be held at Eagle's Park, but the meeting place has not yet been indicated by Prof. Paddock who is making all arrangements for the meeting.

Wisconsin beekeepers who are planning to attend this meeting should write in to our office about the 15th

of July, and at that time we will let you know where the meeting place is to be.

Each half day is set aside for one of the State Associations and a suitable program will be provided. Any of our Wisconsin beekeepers who wish to appear on the program should write in to the Secretary at once, giving the title of the paper which they wish to present.

Buzzes About Wisconsin

G. E. MARVIN

Mr. T. A. Parker, County Agent at Prairie du Chien reports as follows: "Prospects are not good for a crop of honey during the early summer. The beekeepers are 'marking time'. Last year's honey crop is practically all sold.

Crawford County Beekeepers have organized an association with Chas. Zilmer of Steuben as president. The association now has about 15 members and are keeping about 1000 colonies of bees."

"On the whole, the condition of the bees is very good in Dunn County" writes D. P. Hughes of Menomonie. He continues, "Most of them wintered very well. The weather has been favorable recently with plenty of sunshine. If the dry weather does not prevent the clover from developing, there should be a good crop of honey. Basswood is just coming into bloom and there are plenty of bees ready to gather the nectar.

Rain is needed very much at present (June 8). The drought and severe winter killing of clover, alfalfa and sweet clover makes a rather unfavorable condition for a heavy honey crop."

George Jacobson of Kaukauna says,

"Prospects for a honey crop here this year looks poor. We did not have many dandelions and the weather was too cold or windy for the bees to work much on fruit bloom. Some of my bees are not as strong in brood now as they were two weeks ago. The queens have slowed up in laying. I am feeding now (June 8) to get the queens to work again so the colonies will be up to normal strength for the clover flow if we get any at all. At present, it looks as if we will not get half a crop. Honey is moving slowly at present, although there are quite a few inquiries for new honey. Some people seem to think bees can make honey without flowers."

Mr. L. F. Stark who has 130 colonies of bees at Hunting, Shawano County reports as follows: "Prospects for a honey crop here are very poor. Alsike as well as some white clover winter killed and the very dry weather has almost finished what was left of that. Basswood trees are full of buds, but the trees are not plentiful. We are not looking for even a fair honey crop."

John A. Krause of Thiensville, Ozaukee County, reports: "The bees are in fair condition and prospects are for a light crop. The alsike froze out but overwintering seeds in the ground germinated well, and there will be a late bloom. The retail market for honey is good."

Mr. Krause adds, "Last year I lost 70 colonies of bees, evidently poisoned by moonshine mash."

"The bees wintered well, and from the time they were removed from the cellar, they have kept the brood nest well filled with brood," reports Emil Langkabel of Plymouth.

He continues, "The bees built up well on the dandelion flow and are in good shape now (June 7) for the honey flow which will start in about two weeks.

It is hard to tell what kind of a crop we will have in my location, but some of the fields of sweet clover look good.

The market is slow at present and there is still some honey in the hands of the beekeepers of this locality."

"Bees are in normal condition here but the clover is less than 50 per cent of normal and even with good weather we cannot expect more than a small crop of honey, if any. Rain is needed here," reports Edward Hassinger, Jr., of Greenville.

He adds, "The market has been fair and the wholesale price has advanced. We have honey contracted for that will net us nine and one-half cents f.o.b. our station. We are holding some over and are glad we have it."

Mr. A. H. Seefeldt, Kewaskum, reports the following: "The year 1928 seems favorable to bees so far. They wintered well and there has been little if any, loss this spring. The hives are running over with bees and the first 'crop' of swarms are being 'harvested' by the side-line beekeeper. From the present outlook it seems as if the crop will be below normal for there is a scarcity of clovers. However, favorable weather may make up for part of the shortage in flowers. Honey has been moving better than usual and most beekeepers report being sold out completely. It is up to the beekeepers to take advantage of all the help given the honey industry and sell only the highest quality of honey for home use, thereby creating a still greater demand for good Wisconsin honey."

According to Mr. Orville Propp, Richland Center, "Bees are in good condition. The crop is a little uncertain at this time although the basswood will probably be the best that it has been for some time. Those that must look entirely for the clover

honeys will not get much surplus unless it rains in several weeks. There are plenty of white clover plants but they are very small."

Mr. Propp adds, "If the honey that is left from 1927 can be judged from the amount that is in the stores, there is but little left. I have not seen any comb honey since February and but very little extracted is to be found in the stores at present. Storekeepers report that honey is selling well at present, some stating that they have sold more than ever before."

Mr. C. M. Madson, Manitowoc, reports: "My bees came through the winter without any losses, and they are in splendid condition now. Most of the clover hereabouts is frozen out, so I am not anticipating much honey from that source. I am hoping for a late summer and early fall flow. It is extremely cold and dry—we have had practically no rain all spring. Last year my bees averaged 225 pounds per colony, but under existing conditions I shall be glad of half that amount."

A very fine meeting was held at Janesville June 10. A picnic was held at Riverside Park and numerous visitors from surrounding counties were present. Speeches were made by Doctor Robert Siebecker, Assistant Secretary of State, County Agent Glassco, Mrs. C. A. Wood, Chairman of the Educational Committee, James Gwin and H. F. Wilson. About fifty beekeepers were present.

Mr. A. H. Seefeldt, Secretary of the Washington County Association, sends in the following information: "The Washington County Beekeepers' Association will have its annual picnic on Sunday, August 4, at the Clara Jones apiary in the town of Jackson. The surrounding counties have been invited, and Ozaukee County has promised to send a large delegation.

A meeting of the State Association

Price Committee will be held at the same time.

Miss Jones is considered one of our best lady beekeepers, and she sends her own personal invitation to all beekeepers who would like to visit her yard.

This meeting will be held as a memorial to Captain George W. Jones, who was one of the best known beekeepers in the state, and the main part of whose library was donated to the Miller Memorial Library by Miss Jones.

The Washington County Association will be ten years old this year, and every beekeeper in Washington County is urged to be present to help with this celebration."

THE STORY OF HONEY

*Mrs. Ida H. Cornforth, Kellogg Co.,
Battle Creek, Michigan*

(Continued from page 55, June number)

Honey is acid in reaction, dissolves readily in water, less readily in alcohol. The chemical composition of honey varies exceedingly, no two analyses being exactly alike. The water content differs according to the amount of rainfall in the locality where it is produced and the amount of moisture present where it is stored. We can safely say that it contains as a rule, water, levulose, dextrose, mineral salts, free acids, colatile oils and undetermined substances. It has been reported that a small amount of lecthin is found in honey. This substance is thought to be an important brain food. The vitamin content of honey is a disputed fact.

In a comparison of sugar and honey, we find that they have about the same caloric value. Sugar is 100% sucrose, which must be broken down in the process of digestion into dextrose and

levulose before it can enter the blood. In honey this breaking down takes place in the crop of the bee where the ferments of the head and thorax glands begin the predigestion and it is finished in the hive. This predigestion makes honey easily assimilated in the blood. The levulose in honey seems to have a peculiar affinity for the body cells, thus it is rarely, if ever, found in the urine of diabetic patients. A teaspoon of honey to a glass of water is almost as quickly absorbed as alcohol and its effect is more lasting.

Sugar contains no protein. The protein in honey is derived from the pollen grains of the plants and has been estimated from 1% to 5%. That it is capable of sustaining life and building tissue may be inferred from the fact that the bees get no other protein food. The special honey set aside for the Queen bee, known as royal jelly, is very rich in pollen grains

and her extra size and extraordinary vitality could be ascribed as directly due to this food.

Sugar in itself is not a bad food. On the contrary, it is a good energy food needed in moderation by all of us, but to eat it in excess as is the tendency with Americans, is not a good habit and it needs correcting. Honey is a splendid aid in the correction.

Classified Advertisements

FIND HONEY—Use my bee scent, and find three trees in one P. M. One man did. Will Grover, Bristol, Vt.

WILL SACRIFICE—Several hundred cases used once sixty pound cans and cases to reduce stock at 35c per case. C. W. Apple, Box 145, Oconomowoc, Wisconsin.

BRIGHT Three Banded Italian queens, every one a beauty, balance of season 50c each, prompt shipments and satisfaction guaranteed. Taylor Apiaries, Luverne, Ala.

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FREE

FREE

Berrys Reliable Three Banded Queens

SPECIAL JULY OFFER

One Selected Queen Bee Free with each order of a Dozen

Select Untested Queens 65c each; 12 or more, 50c each; 100, \$55.00

Selected Tested Queens \$1.35 each; 12 or more, \$1.10 each; 100, \$100.00

Write for prices on large lots

After thirty-five years of selective breeding we have a strain of Three Banded Italian bees unexcelled for gentleness, disease resistance and honey production. Having several branches for honey production located in the Northwestern States as well as in Canada, gives us an excellent opportunity to test our strain. All queens that show marked qualities in wintering as well as in honey production, we have returned to us.

Our bees are free of disease. We guarantee safe arrival.

M. C. Berry & Company

Box 697

Montgomery, Alabama, U. S. A.

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Our
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Golden Queens

**YES; AND THE BEST
THAT ARE OFFERED**

Not one complaint from my many customers living in 33 states, but 100 per cent increase in business with them this year.

Orders promptly filled

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We are prepared to give you fair treatment and prompt service at all times.

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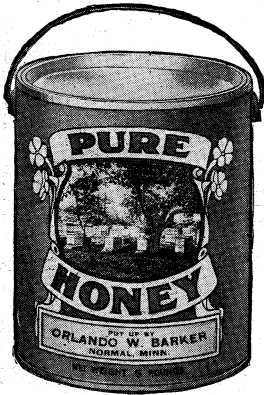
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To serve you promptly with the very best honey selling helps.

Plain tin cans and pails.

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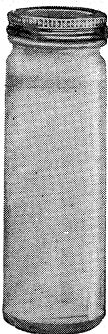
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290 E. Sixth St.
St. Paul, Minn.

Wisconsin Beekeeping

Vol. V

AUGUST, 1928

No. 8

THE BULLETIN BOARD

The Wisconsin Honey Crop will be short, and prices should be higher.

Because of the short crop some beekeepers will have to feed this fall. Be careful not to rob the bees too close.

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GLENDALE, OHIO

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fair treatment and prompt
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Write for our free illustrat-
ed Catalog.

AUGUST LOTZ COMPANY

Boyd,

Wisconsin

Gus Dittmer Company Specialties

Working Your Wax Into Foundation for Cash
And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY

Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

AUGUST, 1928

No. 8

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

President.....	L. T. Bishop, Sheboygan
Vice-President.....	A. H. Seefeldt, Kewaskum
Treasurer.....	Wm. Sass, Fond du Lac
Secretary.....	H. F. Wilson, Madison
Assistant Secretary.....	Arlene Weidenkopf, Madison

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

Please make remittance payable to Secretary.

THE WISCONSIN BEE TOUR

Owing to the illness of Mr. Gwin, who is just recovering from an operation for appendicitis, it has not been possible to work out the exact details of the tour. However, the tour will start at Viroqua on the morning of August 7. The first stop will be the apiary of Mr. Newton Boggs, near Viroqua, and those who wish to do so may make that the starting point.

The tour will then pass on to the yard of Mrs. Duprie, at Soldiers Grove, and from Soldiers Grove, the tour will pass on to Steuben, then to Eastman and Prairie du Chien for the night. On the second day, August 8, the tour will visit Harry Lathrop, at Bridgeport, Mr. Pomerening at Wauzeka, Mr. Bane at Boscobel, and will pass through Riverview and Bogus Bluffs to the apiary of Mr. Hatch at Rockbridge, for dinner.

The afternoon will be spent in visiting apiaries nearby and the tour will stop at Richland Center for the night.

On the third day, August 9, the tour will visit Mr. Brainard at Lone Rock, Mr. Peck near Route 60. Sauk County and Mr. Ott, who has his apiary on one of the bluffs near the road. The tour will pass through Sauk City and Mazomanie, and is expected to reach Mr. Lapple's bee yard in Mazomanie for dinner.

The next visit will be with Mr. Carroll and other beekeepers at Black Earth and will end with a late afternoon meeting with Mr. Anton Ruste, at Mt. Horeb.

All beekeepers wishing more detailed information as to the route and accommodations should write to Mr. Gwin, Department of Markets, Madison.

A meeting of the Price Committee will be held at the home of Miss Clara Jones on Sunday, August 5th.

The Washington County Beekeepers' Association will have its annual meeting at that time. Beekeepers from the surrounding counties are invited to attend, as this is the 10th annual meet-

ing of the Washington County Association, and a special program will be presented.

HONEY POSTERS

The State Association has on hand the U. S. Honey Posters, and these are for sale at 14c each.

This poster is a very good one, and every beekeeper who is selling honey in small packages should have one or more of them on display in the stores where his honey is marketed. This poster can also be put up in the Post Office, but without advertising any particular brand.

MILLER MEMORIAL LIBRARY

Funds are still needed for the Miller Memorial Library. Many old books and bee journals are yet to be secured, and this can only be done through the contributions of our beekeepers.

Will you not please send in a ten pound pail of honey or its equivalent after your honey crop is off?

H. F. WILSON, Custodian.

Educational Notes

MRS. C. A. WOOD

Secondary Quarterly Report of the Educational Committee:

Honey Candy Sales	3
Recipes given out	160
Talks given	9
Honey given to induce the using of honey recipes	25 lbs.
Letters written	201
New members secured for	
Recipe Club	8
Leaflets given out	639
Articles written for publication	3
Pictures with description of each sent to paper	3
Honey recipes sent to papers	

and accepted	18
Honey candy distributed at Garden Club meeting	Once
Cakes and cookies given out to callers at home	
Prizes awarded in Honey Fudge contest	1
Prizes awarded in Honey Sundae Poster contest	2
Secured the co-operation of the State 4-H Clubs to demonstrate honey in baking at least 5 county fairs and the state fair	

VIOLA H. WOOD, Chairman.

Now it is Fair time so be sure that you have a nexhibit of honey baked goods and candy besides the regular bee and honey display; have a quantity of Kellogg and State Association Leaflets on hand to distribute.

Sell honey candies, either home made or bought from some firm that makes a speciality of honey candy like the du Bois Candies, Inc., 2626 Fond du Lac Ave., Milwaukee, Wis., or the Fairmont Apiaries, Schuylkill Haven, Pennsylvania. Excellent honey candy bars can be secured from the latter firm at 85c per box of 2 dozen bars; if the order amounts to \$5.00 or more.

La Fayette County Beekeepers Association plan to put all their bee and honey exhibit together in one booth and advertise it as the Ass'n display. In connection with this booth they will also have an educational exhibit and a honey cooking display with a women in charge all the time to talk honey, how, when, and why to use it, and to give out leaflets.

They also plan to have a float in the parade at the Fair on the last day. The honey baking demonstration of the 4-H club will be one of the attractive features of the Fair. They will sell honey candy, too.

Tell us what your county did at your Fair to boost honey. An interchange of ideas helps us all.

The chairman has been having

some delightful times attending county beekeepers and 4-H club picnics and selling honey candy for the benefit of the educational committee.

The local county beekeepers associations still continue to send in their contributions to the committee for the 4-H club pledge.

We are pleased to acknowledge the receipt of \$5.00 each from the following associations: Fond du Lac, Sheboygan, Washington, Waukesha, La Fayette, and Green counties.

Shawano Co. Ass'n sent \$5.50 with a promise of more as they voted a tax on each member of 50c and there were only 11 members present. Hurrah for Shawano!

\$75.00 of the \$100.00 pledge must be paid before August 27, the date of the State Fair, and the other \$25.00 by January first, so be prompt with your remittances.

DIFFICULTY IN SELLING HONEY FROM DISEASED APIARIES.

While the attempt of the beekeepers of the South, working through the American Honey Producers League, to make it unlawful to ship honey from apiaries where there is any disease has not as yet been successful and probably will not be, it is only a question of time when there will be some restrictions.

One of our large beekeepers and bottlers of the state has for some time refused to buy honey that is not certified by the Chief Apiary Inspector to be from disease free yards. As his sales are increasing rapidly it is becoming quite a factor in finding honey for him.

Pressure is being brought to bear from still another source that we are not at liberty yet to announce that may work considerable inconvenience on

some beekeepers until their yards are free from disease.

It looks like more of our beekeepers will have to become their own inspectors. While many now claim to be doing their own inspection it is a sad fact that they are not nearly as careful in their own yards as they would like their neighbors to be.

C. D. A.

BOY SCOUTS PROGRAM FOR COUNTRY BOYS

Sea Scouting is one of the activities of the Boy Scouts of America, which as a program for older boys is attracting increasing attention. When the Boy Scouts of America celebrates its eighteenth Anniversary, February 6-12th, 1928, Sea Scouting will have especial cause for celebration in the fact that the number of Sea Scout "Ships," as the units of this branch of Scouting are called, grew to 150, a fifty percent increase, in 1927. A Most unusual service was given by eight Chicago Sea Scouts, who, selected upon merit, served without pay as the deck crew of the John Borden—Field Museum Arctic Expedition during the summer of 1927. Their outstanding qualities of character, and high seamanship ability won the highest praise from the leaders of the expedition.

* * * *

"Learning By Doing" is a motto of the Boy Scouts of America. This great organization, which celebrates its eighteenth Birthday, February 6-12th, 1928, seeks through its Merit Badge Program to interest boys in selecting their life vocation. Eighty-eight Merit Badges are now given, running from such cultural subjects as wood carving, book binding, and leather working to the more concretely practical matters of farming, carpentry, forestry, masonry, plumbing and many others. Last year more than 300,000 Boy Scouts passed examinations

demonstrating proficiency in various Merit Badge subjects.

* * * *

Developments in the program of the Boy Scouts of America, which celebrated its eighteenth Anniversary, February 6-12, 1928, have put the program increasingly in touch with the rural boy. Many boys who through isolation upon farms and in the smaller hamlets have been denied contact with the activities of regularly organized Boy Scout Troops will have new opportunities thrust before them through the organization of farm and home Scout patrols. The country boy may also now share more largely than ever in the Merit Badge Program of achievement open to all Scouts. There are eighty-eight of these Merit Badge subjects. Several already existing of a nature especially suitable to rural boys are to be supplemented with the following: Beef Production, Farm Mechanics, Farm Records and Bookkeeping, Farm Layout and Building Arrangement, Fruit Culture, Nut Culture, Soil Management, Corn Farming, Hog and Pork Production, Sheep Farming, Animal Industry, and Farm Homes and Planning.

Parcel Post Bulletin

The United States Department of Agriculture has just published a bulletin entitled "Marketing Farm Products by Parcel Post." This bulletin reveals the benefits and limitations of parcel post marketing and among other things deals with the possibility of marketing honey by parcel post, according to the information received from the Department. This bulletin is known as "Farmers' Bulletin No. 1551."—G. B. Lewis Company.

ANOTHER ADVERTISING IDEA

The Postmaster General has ruled that the four-color 20x29 inch honey

posters recently put out by the Office of Bee Culture may be displayed in post offices. Beekeepers may obtain these posters at 15 cents each from the Government Printing Office, and obtain permission from their local postmaster to put them up in the post office. This work cannot be undertaken by the Government, according to James I. Hambleton.

—G. B. Lewis Co Bulletin-3, vol. 7

WHO PAYS A PRICE CUTTER'S PROFITS?

To sell goods at a price less than their cost is uneconomic.

It takes no twentieth century Socrates to figure that out. Some years ago when my business activities were still pretty well tinged with the rosy dreams of a youthful optimist, I borrowed one hundred and fifty dollars and paid a dollar apiece for a gross of two-wheeled scooters to sell to the youngsters of Madison. With the money left over, I ran an ad in the local paper and then waited for the stream of customers to start. The next day I sold six scooters at two dollars and thirty-five cents; the day after I sold none. I lowered the price and ran another ad. I sold ten more scooters. Another ad and I sold a few more.

Then I started figuring. I found that what with the interest on the money I had borrowed, the cost of the advertisements, and the rent of the store where I was holding my sale, I was losing about twenty-five cents per scooter.

Immediately I went out of business and sold my remaining stock of scooters at the original one dollar price to a local merchant who could use them as premiums in a contest. I found I had ended the venture with a loss of fifteen dollars, but I still think it was one of the best business experiences I

ever had. Established Madison merchants at that time were selling scooters for two and a half and three dollars. I thought I could cut the prices and still make a profit—but I got fooled.

That's what a lot of business concerns think, and they, too, are getting fooled. Not always do they go out of business, however. Usually the extra discount or allowance offered is added onto the next order or onto the order of the next buyer. Either that, or else the quality of the goods is cut in some hidden way.

Beware of the salesman who makes price the feature of his talk. Beware of the price cutter whose charges are always whatever the traffic will bear. The progressive philosophy of business allows an honest profit in every sale. Only this will insure mutual and general prosperity. The other path leads to erratic and fluctuating charges, injustice to innocent buyers, reckless bidding to "get in" with a concern, uncertain quality of goods, and general suspicion.

Many forecasts for 1928 say "increase in the number of sales, but fewer profits." In other words, keen competition is pretty apt to keep prices close to cost. Figure out then who's going to pay the price cutter's profits?

—IDEATOR, Democrat Ptg. Co.

LEST WE FORGET

By C. D. ADAMS

I am inclined to believe that many of our modern beekeepers have an exaggerated view of the newness of present day honey production and organizations.

This was brought forcibly to me while Mr. Gwin and I were helping assemble a carload of honey in St. Croix County recently.

The station agent made the remark that "this would be the first carload

ever shipped from this section." To prove that he was mistaken a beekeeper brought in a 1906 report of the St. Croix Valley Honey Producers Association." This is a twenty (20) page well bound and illustrated report.

The illustration include two good pictures of the manager, Leo F. Hane-gan and the Secretary A. L. Palmer. Scattered through the pages were cuts of "How to pack honey in carload shipments," "a well crated batch of comb honey" and a full page reproduction photograph of a "Car of honey which was loaded and shipped by our Association."

The whole report is a mine of information and it is hard to pick out the best things but to my mind one of the most illuminating paragraphs is the following:

Amount received as membership fees and with which to buy supplies for members and from sales of honey made \$ 18,103.48

Amount paid out to manufacturers for supplies for members and to members for honey and for postage, printed matter advertising etc. \$ 17,491.52

Net Earnings of Association \$ 611.96

These figures of a local association make our present state association figures look pretty small. The report shows that there were 208 members.

We find comb honey grading rules and extracted honey grading rules that are very similar to our present rules. One chapter is headed "Why we must grade and pack more uniformly than heretofore."

Here is the first of a good paragraph on "Separators." "This is the first thing for a person to buy after buying bees. Don't think for an instance of trying to produce comb honey for the

large markets without separators between the sections in the supers." I am sorry to say we still have a few beekeepers trying to do this very thing.

Following this is a good chapter on "Shipping Cases" which some of our people could read and follow with profit. But this association like some other worthy attempts went to pieces. We are told that some of the members because dissatisfied with the management and succeeded in breaking up the whole organization.

This last fall Mr. Gwin helped get another organization started there with the result that they shipped out a carload of honey weighing over 50,000 pounds. One explanation of their activity is the fact that a commission is collected for the sale and this is divided between the secretary who transacts the business and the association. Other unusual provisions are found in their constitution and by-laws which may make this an outstanding organization.

FOREIGN BEE JOURNALS COMING TO THE MILLER MEMORIAL LIBRARY

It has been suggested that some of our beekeepers might like to subscribe for bee journals from their home country, and we are therefore enclosing a list of those coming to the library regularly. The subscription price for these varies from \$1 to \$2. If any of the members of the association care to subscribe for one or more of these journals, we will be glad to make the necessary arrangements with the editors and publishing concerns.

AUSTRALIA

The Australasian Bee Keeper—Pender Bros. Ltd. West Maitland, New South Wales, Australia.

Victorian Bee Journal. F. R. Beuhne, Ed., 18 Latrobe Parade, Melbourne.

AUSTRIA AND HUNGARY

Alfoldi Meheszet. Szegedvideki mehegyesulet Szeged. Berlini korut 5 sz. Hungary.

Bienen Vater. Helferstorferstrasse, 5, Wein 1, Austria.

Illustrierte Monatsblatter. f. Bienenzucht-organ der Landesvereine in Neiderosterreich, Vorarlberg, usw. Theodor Weippl. publisher. Austria.

Magyar Meh. Az orszagos magyar meheszet agyesulet. Budapest IX Ulloi ut 25. Hungary.

Meh, A Magyar meheszek lapja. Felelos szerkesto Zseltvay Elemer Szerkes to-Balogh Balint Fomunkators Doka Lorant. Szorkasztosea eskiaodonival: Budapest, VI., Kerulet. Frangepautca 33—Szam, Hungary.

Mehezset. Maganvallet. Ujpest, Szechenyi u 7 sz. Hungary.

Mein Bienemutterchen. Sklenar, Mistelbach, Waifenhastrasse 14. L. S. Ges. m. b. H., Wein IX, Clusiusgasse 10. Austria.

Mitteilungen uber Bienenzucht. Buchmayer Linz. Greilstrasse 13. Landesverband fur bienenzucht in Oberosterreich. Linz. Humboldtstrasse 34. Austria.

Salsburger Imkerbote. Salzburg—Austria.

Trioler Bienenzeitung. Organ des Bienenzuchter—Zentralvereines fur deutschtirol. H. Koch. Innsbruck—Maria Theresienstrasse 20—nr. Austria.

BELGIUM

L'Abeille et sa Culture—M. D. Halleux—A Spa—Belgium.

L'Apiculture Rationnelle—S. Thibaut, Mont sur Marchienne—Belgium.

Maanblad Van der Vlaamschen Bienenbond—L. J. Vandegaer, G. Biddestraet, 11—Anderlacht Brussels.

Rucher Belge—M. Alfred. Strau-

ven rue Burenville a Liege—Belgium.

CZECHO-SLOVAKIA

Der Bienenwirt. Ed.—Karl Grundig, Brux 1390, Gabelsbergerstrasse Bohmen, C. S. R. Landesverein deutscher Bienenwrite in Bohmen C. S. R.

Cesky Vcelar; Editor, Dr. A. Schoenfeld, Zemskeno Ustredi Spolku Vcelarskych Procechy, Prag II, Havlicore nem 11. Czecho-Slovakia.

Der Deutsche Imker—Prof. Hans Bassler, Ed., Knoigl, Weinberge bei Jungmannstr. 3. Prag. Czecho-Slovakia.

Vcela Moravska. J. Kozlik, Bilovice n. S. Bei Brunn, Zemske Ustredi Pro Moravie Slezsko a Podkarpatskou Rus. Czecho-Slovakia.

Vcelarske Rozhledy. Nebusice-Veleslavin cp 118 b. Prag. Zemedelske Knihkupedvi A. Neubert Prag, Hyberska 12.

DENMARK

Tidsskrift for Biavl. Aldershville, Roskilde, Denmark.

ENGLAND

Bee-Craft. C. P. Jarman, Ed., St. Cross, Orpington, England.

The Beekeepers Record. 23 Bedford St., Strand, London, England W. C. 2.

Bee World. The Apis Club, Port Hill House, Benson, Oxon, England.

The British Bee Journal. 23 Bedford St., Strand, London, W. C. 2.

FINNLAND

Meddelanden fran Finlands Biodlarforening, R. Mickwitz, Grankulla, Finland.

FRANCE

L'Abeille Bourguignonne. M. Meunier, Sec., a Val-de-Mercy (Yonne) France.

L'Apiculteur. 28, Rue Serpente, 28, Paris, France.

L'Apiculture Alsacien-Lorrain. Mutzig, Alsace-Lorraine, France.

L'Apiculture Francaise. Redaction: P. Prieur, place Ste. Croix, Poitiers (Vienne) France.

Bulletin de la Societe D'Apiculture des Alpes-Maritimes—10 Boulevard Raimbaldi. Nice, France—Philip J. Baldensperger, Ed.

La France Apicole, Albert Mathieu, Chateauroux, Indre, France.

La Gazette Apicole—Ed. Alphandery, Montfavet. Vaucluse, France.

GERMANY

Archiv fur Bienenkunde. Editor-Prof. Ludwig Armbruster, Institute fur Bienenkunde, Berlin, Dalem, Germany.

Die Bayerische Biene. e. D. Dach aischmittelfranken. W. Thoma, Ed. Die Biene.

Die Biene und ihre Zucht. J. M. Roth, Tulastrasse 76, Karlsruhe i B. Germany.

Die Bienenpflege. Oberlehrer mack Obersoelbach past neuen-stein.

Bienenwirtschaftliches Centrallblatt, Ed. Rektor Fitzkn? Osterstrasse 83. Hanover.

Bucherei fur Bienenkunde. Editor-Prof. Ludwig Armbruster, Institute fur Bienenkunde, Berlin-Dalem-Germany.

Die Deutsche Biene, Hans Reinarz. Adalbertstr. 42, Fulda, Germany.

Die Deutsche Bienenzuchte in Theorie und Praxis. Fritz Pfeningstorff Berlin W. 57. Steinmetz Strasse No. 2.

Deutsche Illustrierte Bienenzeitung, Dr. H. Bathold, Leipzig, Hospitalstrasse 13—Leipzig.

Erlanger Jahrbuch fur Bienenkunde. Prof. Dr. Enoch Zander, Erlangen, Germany.

Imkerbote. Melehert, Madgeburg, Abenstrasse 16a.

Leipziger Bienenzeitung. Thubchenweg, Oberlehrer R. Sachse, Geschäftsstelle der Leipziger Bienenzeitung Leipzig-R.

Markische Bienenzeitung. Berlin R. Kronprinzenufer 5.

Neue Bienenzeitung. H. Freudenstein—Marbach b. Marburg, Germany.

Pfalzer Bienenzeitung. Lehrer Pf. Reidenbach. Rehborn, Rheinpfalz Germany.

Praktischer Wegweiser für Bienenzüchter. Wilhelm. Harnen, (Redakteur) Glothe, Bez Magdenburg Thie. Wolfenbuttel. Am. Walde 4.

Rheinische Bienenzeitung. Viersen Germany, Rheinland.

Schleswig-Holsteinsche Bienenzeitung. H. F. Kloris, Ahrensburg.

Thüringer Imkerbote. Lobenstein, nach Sonnenberg, Germany.

Uns Immen. Lehrer G. Griese, Wismar, Dahlberg 5, Germany.

IRELAND

The Irish Bee Journal. Rev J. G. Digges, Ed. Lough Rynn, R. S. O. Co. Leitrim, Ireland.

ITALY

L'Apicoltura Italiana. Asprea, Gallina, Reggio Calabria. Ancona.

L'Apicoltore Moderno. Corso-Ponte Mosca, 99—Torino.

Classified Advertisements

FIND HONEY—Use my bee scent, and find three trees in one P. M. One man did. Will Grover, Bristol, Vt.

BRIGHT Three Banded Italian queens, every one a beauty, balance of season 50c each, prompt shipments and satisfaction guaranteed. Taylor Apiaries, Luverne, Ala.

QUEENS

QUEENS

QUEENS

Berrys Reliable Three Banded Queens

AUGUST PRICES

Select Untested Queens 60c each; 10 or more, 55c each; 100, \$50.00

Selected Tested Queens \$1.25 each; 10 or more, \$1.10 each; 100, \$100.00

Wings of queens clipped free

After thirty-five years of selective breeding we have a strain of Three Banded Italian bees unexcelled for gentleness, disease resistance and honey production. Having several branches for honey production located in the Northwestern States as well as in Canada, gives us an excellent opportunity to test our strain. All queens that show marked qualities in wintering as well as in honey production, we have returned to us for breeding purposes.

Our bees are free of disease. We guarantee safe arrival.

M. C. Berry & Company

Box 697

Montgomery, Alabama, U. S. A.

*Patronize
Our
Advertisers*

GOLDEN QUEENS

Yes, and the best that are offered. Not one complaint from my many customers living in 33 states, but 100 per cent increase in business with them this year.

Single queens, \$1.00; 2 to 9, 80c each; 10 to 24, 75c; 25 and over, 70c. Tested, \$1.50 each.

M. Stevenson
Westwego, La.

A BIG SAVING

on
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Frames, etc.

We are prepared to give you fair treatment and prompt service at all times.

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Catalog

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Marshfield, Wis.

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**High Quality--Prompt Service
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Leahy Manufacturing Company
Higginsville, Missouri

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Plain tin cans and pails,
lithographed cans and pails,
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wooden shipping cases, cor-
rugated shipping cases, la-
bels, folders, booklets, road-
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ALSO

ROOT HONEY EXTRACTORS

TANKS, PUMPS, ETC.

A. I. ROOT CO. of Chicago	A. I. ROOT CO. of St. Paul
224 W. Huron St.	290 E. Sixth St.
Chicago, Ill.	St. Paul, Minn.

Wisconsin Beekeeping

Vol. V

SEPTEMBER, 1928

No. 9

THE BULLETIN BOARD

Our files show that the dues of many of our members are delinquent.
Don't forget to send in your renewal.

The fiftieth convention of our Association will be held this year
at Madison! Start making your plans now to attend.

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- Buzzes About Wisconsin—G. E. Marvin.
- Defend Dark Honey.
- List of Bee Journals in Switzerland.

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SOLUTION

USE ALCOHOL-FORMALIN
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For full information ask your
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J. C. HUTZELMAN, M. D.
GLENDALE, OHIO

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2½ lb. Cans
5 lb. Pails
10 lb. Pails
60 lb. Square Cans
Glassware
Comb Honey Shipping
Cases

WRITE FOR PRICES

August Lotz Co.
Boyd, Wisconsin

QUEENS

Queens will be ready April 1st,
weather permitting, 1 grade only
selects -----75c each
per hundred -----\$60.00

URIAH APIARIES

Uriah, - - - - - Alabama

Correspondence addressed to
Dept. M., will receive the personal
attention of the owner.

Gus Dittmer Company Specialties

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And Dittmer's Non Sag Medium Brood Foundation



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OFFICERS

President	-----	L. T. Bishop, Sheboygan
Vice-President	-----	A. H. Seefeldt, Kewaskum
Treasurer	-----	Wm. Sass, Fond du Lac
Secretary	-----	H. F. Wilson, Madison
Assistant Secretary	-----	Arlene Weidenkopf, Madison

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REPORT OF THE PRICE COMMITTEE

The Price Committee met at West Bend Sunday, August 5th, and the following prices are recommended for the 1928 season—

- ½ lb. jars—20c
- 1 lb. jars—30c
- 2 lb. jars—50c
- 3 lb. containers—65c
- 5 lb. pails—90c
- 10 lb. pails—\$1.75

No price was recommended for the 60 lb. cans, since the crop is so short that the wholesale price will depend entirely upon the outside market. No price was settled for comb honey for the same reason.

Wisconsin will have practically no comb honey, and it will undoubtedly all be disposed of to local trade so that each beekeeper can determine his own price without affecting the market.

The Price Committee meeting was held in conjunction with a memorial

meeting in honor of Captain George W. Jones, one of the honored beekeepers of Washington County. The meeting was held at the home of Miss Clara Jones, daughter of Captain Jones, and was one of the biggest meetings ever held in that County. Approximately 150 people were present.

The Memorial address was made by Judge Pat O'Maera, of West Bend.

Short talks were also given by Mr. James Gwin, C. D. Adams, Miss Clara Jones, and Mrs. C. A. Wood followed with a honey demonstration.

UNIVERSITY BEEKEEPING DEPARTMENT SUFFERS FIRE LOSS

On Thursday, July 19th, fire started from some unknown cause in the attic of the Entomology Building, and for a time threatened to destroy the entire building and its contents. Through the use of fire extinguishers in the building, the fire was held in check in the attic until the Fire De-

partment arrived, and the fire damage was held to the attic section of the building.

However, considerable damage was caused from water, and the entire building had to be replastered and re-decorated. Fortunately, all experimental records and photos were saved and only the old correspondence of the Association, stored in the attic, was destroyed.

The most serious loss to the Association was the loss of quite a number of posters by smoke and water damage. It is expected that the building will be fully repaired by the beginning of school.

BEE TOUR

James Gwin, Honey Marketing Agent

I have attended a great many bee meetings, conventions and tours, but I have never seen a gathering where everyone seemed to get as much out of a get-together as they did on this tour. Enjoyment was written on everyone's countenance. Barring the tropical heat and a few rough spots in the roads, everything was perfect. The beekeepers whose yards were visited, showed hospitality in its highest form. They were glad to show their shortcuts in beekeeping and anxious to learn about them from others.

The following apiaries were visited: Newton Boggs, Viroqua; Mrs. Maude Dupee, Selmer Thompson, Soldiers Grove; C. E. Zilmer, Steuben; A. L. Porerening, Wauzeka; Harry Lathrop, Bridgeport; G. J. Lengst, Dan Strauman, Prairie du Chien; C. C. Shaw, Blue River; J. M. Preston, Julius Neeffe, Muscoda; J. C. Hatch, Rock Bridge; B. C. Handy, Thos. Comar, Richland Center; L. O. Brainard, Lone Rock; Geo. Peck, Spring Green; Dan Ott, Sauk City; H. Lapple, Mazomanie; and Anton Ruste, Mt. Horeb.

At every stop the tourists were repaid for their visit. There were, however, a few stops that were outstanding: Mrs. Dupee's fine location and a real woman beekeeper. Mr. and Mrs. C. E. Zilmer's beautiful home and yard; also Crawford Beekeepers' Association treat of Ice Cream and Cake. Harry Lathrop, river scene, cold drink at the soda fountain. J. C. Hatch, Rockbridge; this was without question the most scenic spot visited, cool and refreshing after a long, hot drive. B. C. Handy, his "queen introducing" cage that is fool proof. Also Bert showed us how he has his bees trained to light on the catchers instead of on his trees. Thomas Comar Gallop's hives and ice cream and wafers. L. O. Brainard, lemonade that touched the spot. Geo. Peck and daughters, ice cream and cake. Gee, that cake was good! It was hard for Mr. Marvin to get the University's camera to work after taking the group picture here.

Our next stop was at Dan Ott's, the man who conceived the idea of making a cave in the solid rock where nature failed to do so. He has a fine bee cellar and extracting house made by hard labor and T.N.T. Mr. and Mrs. Anton Ruste and the City of Mt Horeb surely opened their arms to us. Such a reception, and coming at the end of the tour, long, long will we remember this farewell gathering.

The night meeting at Prairie du Chien was made memorable by the fine talk of county agent T. A. Parker on Crawford County and history of Prairie du Chien. It was fine; but he should have omitted telling of the big mouth bass in the river. It was like pulling teeth getting Hjorth and Stone away from the river the next morning.

At Richland Center the second night we had another treat. Mayor Brewer gave us a welcome to be remembered. Professor A. V. Miller, head of the Agricultural Department,

of the High School, gave us statistics that were staggering on agriculture in Richland County. The local association had about thirty samples of honey they gave to all outside of Richland County so each one would know what good honey really is. Plenty of mirth at this meeting too.

On the first day there were twenty cars, sixty people. The second, twenty-five cars, seventy-five people. The last day, eighteen cars and fifty people. You can see the attendance was very uniform.

The prize should go to Mr. and Mrs. Hopperditzel of Athens, Marathon County, the Wisconsin beekeeper coming the farthest. They started with us and stopped with us. Game to go further, I am sure. Rock County sent the largest delegation, six starting and six ending. Charley Stone and Albert Hjorth were raring to go farther. Mr. and Mrs. Kelley of Beloit are always with us on bee tours. They are not beekeepers, but they seem to like beekeepers, especially on a tour. Mr. M. C. Berry, Montgomery, Alabama, the extensive queen breeder, joined us at Gays Mills. Mr. Berry is one of those southerners you enjoy meeting. He gave us a fine talk at Prairie du Chien. He knows what ice cream and cake are for. Also I judge they have buttermilk in the south.

Your marketing agent is deeply indebted to the assistance and cooperation of C. D. Adams of the Department of Agriculture and Geo. Marvin of the University. Both are experienced tourists and were always in the right place to give the members of the caravan advice and instructions.

The Milwaukee Journal sent a reporter who took in the entire tour, giving a daily report through the Journal. The reporter was not slow in saying the tour was the most successful get-together he had ever attended. The beekeeping industry of Wisconsin is indebted to the Milwaukee Journal.

The Wisconsin State Journal and the Capital Times joined us the last day. They could not join sooner due to other engagements. They gave us some fine stories through their paper which we appreciate very much and sorry they couldn't have been with us as we sure would have had fun with them too.

I am sure several purchases of honey will develop from this tour.

Educational Committee

Mrs. Viola Wood, Chairman

HONEY LUNCHES FOR SCHOOL CHILDREN

Have you sent your children off to school with a good breakfast and nourishing food for the noon-day lunch?

Many children do not eat well at breakfast, and few mothers realize that all of the studies which require the greatest expenditure of mental energy come before noon.

How important it is that they have food that supplies this need! And there is no better food to meet this demand, both for breakfast and for the lunch, than HONEY.

Two ounces of honey will supply as much energy as two eggs, or the juice of three oranges, five apples, fifty-five grams of raisins, twenty-two almond meats, four and one-half slices of bread or two large squares of cheese. See how easy it is to give the children the requisite amount of energy food by giving them honey! Sweeten their oranges or other fruits with honey; put honey on cereals, whether cooked or ready prepared; make cocoa with good rich milk and sweeten with honey; feed them honey cinnamon toast or plain bread and butter and honey (not forgetting that the bread should be made with honey). Do not

think that you haven't the time to bother, for all these foods prepared in this way are good for every member of the family, and are much more energizing and healthful than fried meats, fried potatoes and pancakes, for the former foods are easily digested and the supply of energy is released in much less time.

Now, with regard to the lunch—sandwiches are probably the first thought of the mother, but so often they are the thing most slighted by the child. Several sandwich fillings were suggested in the July issue and if the sandwiches are cut in different shapes with cookie cutters, they will be more attractive to the child. Honey cake and cookies have a rightful place in the school lunch. Salads, pickles and deviled eggs should be sweetened with honey, but a very limited amount of these should be in the children's lunch pails.

Fresh fruits or dates and raisins are acceptable additions to the lunch.

This committee put on very successful demonstrations at the Interstate Meeting at Dubuque, and at the Washington County Meeting, held at Miss Jone's apiary.

Donations are coming in slowly from the county organizations but we realize it is a busy time. Send them along as soon as you can; they will be very welcome.

We gratefully acknowledge at this time the receipt of \$3.50 from the Grant County Association and \$5.00 from the Ozaukee County Association.

HERE AND THERE WITH THE BEEKEEPERS

C. D. ADAMS

For several years, it has been necessary for someone from our office to make an inspection trip to the northwestern part of the State, as far as

Bayfield. I would like to say that it was a pleasure trip, although I do get a great deal of satisfaction out of the trip in my visits with the beekeepers.

The purpose of such a trip is to inspect apiaries where the owners have asked for permits to sell or move bees, to make the yearly inspection of queen breeding yards and to check on local outbreaks of American Foulbrood in isolated localities. At the same time, visits are made to new beekeepers who have written in during the winter, asking for help or information. During this trip, I am also able to check on honey supplies, marketing condition and to keep in touch with our local inspectors.

I think the most enjoyable part of the trip is the visits with beekeepers whom I have never visited before. It is indeed a pleasure to find a majority of these beekeepers keen and alive and often working out their problems in some unique way.

I met several interesting men on this last trip, but by far the most interesting man was Francis Bureaugard of Odanah. He had written asking for help in marketing his honey. The sample he had sent was a little different from the ordinary run of northern honey. I looked up the location of his apiary and found him living on the Indian reservation a few miles east of Ashland. He had an apiary of over fifty colonies, which looked like the average beekeepers yard, but the beekeeper was an Indian. When I remarked that it was unusual to find an Indian beekeeper he said, "Yes, the Agent here tells me he is quite familiar with other reservations and as far as he knows, I am the only Indian beekeeper in existence." Mr. Bureaugard has never had any help in any way from any one except his brother, who seems to be equally interested in the work. He had read of bees and decided to get some so he wrote to a bee supply house in St. Paul and got his first colony.

With this as a start, he built up the yard to its present size.

He produces mostly comb honey and markets it in the surrounding territory. Last year he produced a few hundred pounds of "Strained" honey and it was this that gave him the trouble in marketing.

He tells me that there are several fields of sweet clover near, and his main dependence for a crop is on it. "But," he said, "I think this is going to be a basswood year, and I am banking on some fine basswood comb honey." He had a very interesting way of expressing his ideas. Not because they were different but because he used the same expressions that any well informed beekeeper would. This indicated the possibility of becoming a modern and successful beekeeper through reading and practice alone. He is a credit to the beekeeping fraternity and to our State Association.

Another interesting visit was with Joseph Garre of Ringle. Mr. Garre has had almost unequalled opportunities in his chosen line. Being a native of Alsace Lorraine, he made a thorough study of bees in that country. He came to America and worked for queen breeders in the South. As a final touch, he spent eight years in the well know bee farm of Mr. E. L. Hofmann of Janesville, Minnesota, where he was a foreman for several years.

Three or four years ago he felt qualified to start work for himself, and so he brought his young wife to a "cut over" forty in Marathon County. He is not attempting to clear the farm for farming purposes. All he wants is a garden, pasture for his cow, and a well protected bee yard. He has made wonderful progress in the short time he has been working at it.

Mr. Garre is now the local inspector for his County, and has been on the "area clean up" force for three years in his own and other counties. Being a natural student, he revels in his

large collection of bee books in the English and German language. His spare time is spent in editing a bee department for a German paper, *Der Gefluegel-Zuechter*, published at Hamburg, Wisconsin.

In this interesting character, I believe we have an unusual combination—a close student of bee behavior and at the same time a successful honey producer in a large way. A trip to Mr. Garre's apiary is well worth your while.

NEW YORK CITY POOR HONEY MARKET

H. F. WILSON

Chain stores in Elmira, N. Y., sold an average of 583 pounds of honey yearly in each store, whereas chain stores in New York City sold an average of only 329 pounds, according to a study of four hundred stores made by the state college of agriculture at Ithaca, New York. Chain stores sold almost twice as much honey, store for store, as independent retail grocery stores. Comb honey is unpopular with chain stores because it is too fragile. The New York City honey market is chiefly among those born abroad.

Buzzes About Wisconsin

George E. Marvin

The 1928 Bee Tour started on the morning of August 7 at Viroqua. The tour was most successful in spite of three days of the hottest weather we have experienced this summer.

The first place visited was that of Newton Boggs near Viroqua. He has 112 colonies of bees nicely situated. He will probably have about a 50% honey crop, mostly from basswood. From there we journeyed to the apiary

of Mrs. Duprie at Soldiers Grove, through some of the most scenic country I have ever seen in the state. We people sometimes travel a great deal about the country in search of scenery far from home, when here it is, right at our doors. Hills, valleys and streams were everywhere. One drawback to this scenic country is the roads, which were rather poor, probably in part due to the rain which fell the night before.

The second stop of our tour was at the apiary of Mrs. Duprie who has about 50 colonies of bees, located on a hillside which has been terraced in four steps. The hives are located on each terrace so, by standing out in the nearby field, one gets the impression of hives standing one above another. The bee cellar is located above the apiary and is dug into the hillside. Mrs. Duprie has been extremely successful with the bees for the income from the sale of honey helped her greatly in bringing up her family.

The third stop that morning was at the apiary of Salmer Thompson of Soldiers Grove. His apiary contains 95 colonies of bees and he has already removed 3,500 pounds of honey with the hopes of getting at least half a crop. His apiary is situated in a most picturesque spot with heavily timbered hills on the north and east.

The first noon we took lunch in Gays Mills. Fifteen cars and 47 people took the town by surprise. The crowd divided in two groups, each group taking a lunch room by storm and after a slight delay we all felt well nourished and sufficiently strengthened to continue the tour.

The largest orchard in the state is located near Gays Mills. After a steady climb which would test any car, we arrived at the top of the bluffs. One can drive for at least two miles with unfenced orchards on either side of the road.

A great many of the trees were well

laden and here and there crews were picking apples. It certainly was a great sight for beekeepers, for bees and fruit are so closely connected.

From Gays Mills to Steuben we again passed through picturesque country. At Steuben we stopped at the yard of our good friend Mr. Zilmer. He lives at one edge of the village and has a tall hedge of Arbor Vitae and other evergreens on the street side which causes the bees to fly high in going to and from the apiary.

Mr. Zilmer demonstrated several little devices he has perfected to help him in his work. One is a super lifter. With the aid of this device, he can raise 3 or 4 supers, and slip a bee escape board between and lower the supers. Within 48 hours the bees will be out of the supers and you can take them off. The other device is for filling 60 pound cans, without every worrying about running the cans over.

Mr. Zilmer has a unique way of wintering his bees. They are all wintered outdoors individually, in small packing casings with an inch of flax linum on all sides.

After a cooling repast under the trees, with ice cream and good, cold water from a pump, as stimulants, we traveled to Mr. Pomeroy's apiary at Wauzeka. His crop of honey is mostly from basswood and we saw some good comb honey also.

Before stopping that evening, the tour took in Bridgeport where the crowd visited Harry Lathrop. And near Prairie du Chien, Mr. Lengst's yard which contains about 50 colonies in new hives freshly painted, was looked at. This made a very pleasing sight against a background of green.

Prairie du Chien was our stopping place for the night. A meeting was held that night at 8 o'clock in the Court House where the program was indeed interesting. Mr. C. D. Adams talked on his experiences and on honey grading. Mr. Parker, County Agent

of Crawford County related some of the early history of Prairie du Chien and surrounding country. He also mentioned various points of interest which the tourists should take in while in that section of the country. There was a flute solo by Mr. Lathrop, a short talk on how bees and queens are gotten ready for northern beekeepers by M. C. Berry of Montgomery, Alabama, and something on fermentation of honey, its causes and remedy, by the writer.

After the meeting, the crowd broke up, each going to his respective place of rest. Those who went to the hotel were all complaining about the oppressive heat in the rooms, but I must have been lucky, or the pretty clerk was partial, for I drew a cool room.

We left Prairie du Chien the next morning at 8:30, following the Wisconsin River as far as Gotham. Now and then we could catch a view of the river through the trees; the scenery all along the way was certainly most inviting.

Our first stop was at the apiary of C. C. Shaw near Blue River, and then another yard, the name of the owner of which yard has slipped my mind. The reason for this is that from there I had to hasten on to Richland Center and tell a certain grill to prepare dinner for 30.

The afternoon was spent in visiting nearby apiaries. Mr. Hatch's apiary at Rock Bridge was the first place we stopped. Many exclamations were heard when the group saw the beauty of the bluffs and natural bridge, through which a fork flows, of the nearby Pine River.

In all the area visited so far, the basswood had been a real savior for it yielded well, when the clover crop was a failure.

At the yard of Mr. and Mrs. Handy, we got our first view of Gallup frames. The frames are placed in the opposite direction in the hives from what they

are in a standard 10 frame hive. Mrs. Handy is especially enthusiastic about the Gallup frames, saying that she would quit the bee business if she had to use others.

Mr. Handy has a novel way of introducing queens. He gathers up used cartridge shells and punches holes in them during spare moments. When he wants to introduce a queen he puts her in one of these cases without attendants or candy, shutting up the open end with a piece of wood. It is then put into the hive where the new queen is wanted. The bees feed the queen through these holes and finally chew through the cardboard of the shell, releasing the queen. Mr. Handy has been very successful in introducing queens by this method. He also has a novel swarm catcher which is all right when the queen is clipped and it is easy to find her.

The last place visited on Wednesday, the second day of the tour, was Tom Comar's. He also used Gallup frames. It is interesting to note that at one time an out yard of his became infected with foulbrood. He detected it rather early and never allowed it to infect his home yard. By stringent methods he stamped out the disease and it has not reappeared. Refreshing ice cream served here, helped us to withstand the unusual heat of the day.

That night a meeting, with an attendance of 53, was held in the Court House at Richland Center where the following program was given:

Address of Welcome—Mayor Francis Brewer

The Make-up and Uses of Honey—George E. Marvin

Foulbrood Clean-up—C. D. Adams

The Tour as Seen by a Reporter—Walter Wyrick, Milwaukee Journal

On Richland County—Vernon Miller, Agricultural Instructor, Richland Center

Honey from a Grocer's Standpoint —Fred Davis.

Each person at the meeting received a jar of fresh basswood honey donated by the Richland County Beekeepers. This part of the program was handled by a very able person, Mrs. Handy.

On the third day, August 9, the tour visited Mr. Brainard at Lone Rock, Mr. Peck near Spring Green, and here a most enjoyable time was spent; the tour also visited Mr. Ott. At this place, the bees are kept on a ledge of the cliff right above the road. The bee cellar and extracting room are dug into the face of the cliff.

The tour passed through Prairie du Sac and Sauk City to Mazomanie where lunch was taken and Mr. Lappley's bee yard was looked over. From here we journeyed on to Mount Horeb where a whole crowd of welcomers met us, filled us up on buttermilk, conducted us to the apiary of Anton Ruste, gave us speeches and passed cigars. The meeting was held on the lawn above the bee yard, where we could look over a beautiful garden of perennials in full bloom, through a white gateway and into the apiary. It was here that the tour broke up, each going to his home, all wiser beekeepers, due to the fact that ideas were picked up here and there by seeing various things in actual operation.

DEFEND DARK HONEY

Carotin, harmless pigment in carrots, also colors buckwheat honey, Dr. H. A. Schuette and Phyllis A. Bott of the state university chemistry department related before a recent meeting of the American Chemical society in St. Louis. Consumers have long born grudges against dark colored honey because of what are said to be mistaken ideas about the relation of color to quality.

LIST OF BEE JOURNALS IN SWITZERLAND

L'Ape Giudici, Bellinzona, Societa Ticinese du Apicoltura Bellinzona Schweiz.

Bulletin de la Societa Romande D'Apiculture. Dailless, Vaud, Switzerland.

Schweizerische Bienenzeitung, Organ d. Schweizerischen Ver. f. Bienenzucht. Burgdorf. u. Aarau.

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Wisconsin Beekeeping

Vol. V

OCTOBER, 1928

No. 10

THE BULLETIN BOARD

THE STATE ASSOCIATION WILL CELEBRATE ITS 50th
ANNUAL CONVENTION AT MADISON, DEC. 13th AND
14th, 1928

We hope you will be there

Look for the program in the next issue

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Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

OCTOBER, 1928

No. 10

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

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Please make remittance payable to Secretary.

FIFTIETH CONVENTION OF WISCONSIN STATE BEEKEEPERS' ASS'N.

ADDRESS BEFORE THE BEEKEEPERS' CONVENTION, CITY AUDITORIUM, WILWAUKEE.

The Wisconsin State Beekeepers' Association is more than fifty years old, but during that time, only 49 known conventions have been held. The 50th convention will take place in the Senate Chamber of the Capitol on the 12th and 13th of December.

*Thursday Afternoon, December 8, by
W. A. Duffy, Commissioner,
Wisconsin Department of
Agriculture*

We are sending out special invitations to all old-time beekeepers and particularly the old members of the Association, asking them to be present

May I say to you that the industry which you represent has been an object of my attention and interest for many years. As agricultural agent in two different counties, I found the beekeepers some of my very best cooperators, and while I do not want to leave the impression that I gave chief concern to this industry, I did endeavor to give it fair consideration along with other duties which press the office of the extension agent.

The convention this year will be as much in the form of a jollification meeting as for the usual business. This is a time when every member of the Association should make a special effort to be present, and we are asking each local Association to send a special delegation.

I was pleased to note in coming into the work in the department of agriculture that among the people with whom we would cooperate, were all old friends, the beekeepers.

More details of the program will be given in the November issue.

I am glad to know that there has

been and is a definite project under way in relation to the clean-up of American foul brood, as my contact with this evil in the field has caused it to be an object of real concern. Many times I have wondered after a field trip and after being in close touch with the situation for several days whether it would be at all possible to eventually control this scourge of the bee industry and to set our state back on the road of a real land of "milk and honey."

The idea that foul brood may be cleaned up on an area basis, similar to the type of work which we are carrying on in the eradication of tuberculosis in cattle, to me is an excellent one. There has never been any question in my mind from the day that the area test project for the cleaning up of bovine tuberculosis was first suggested to me by Mr. Norgord many years ago to the present time where it is part of our daily work, but what this plan would be completely successful, and there has been nothing in the last eight years to indicate that our original idea was not correct. And that we are not right in believing the plan will be successful. Especially is this true at the present time, and it is only a matter of time, money and patience when I look to see the cattle industry substantially cleaned of tuberculosis. Therefore, there is no reason to believe that a similar program of effort in the matter of clearing up foul brood in the bee industry cannot be successfully followed; and so there is every reason for the department to go onward with its cooperative arrangements with the counties and to spend public money in this enterprise.

I was pleased and impressed with the statement that was handed me by Mr. Chambers several days ago, from which I will read the following:

"During the past season 4,306 Dunn, La Crosse, Pepin and Pierce

Counties made their first appropriation to assist the state in carrying on the work in their counties, appropriating a total of \$900 with which approximately \$2,000 was spent from the state appropriation. Other counties continuing their appropriations this year were Clark, Dodge, Marathon, Outagamie, Ozaukee, Rock, Washington, Waukesha, Waupaca and Wood. These ten counties appropriated a total of \$2510 which was expended with approximately \$6,000 of our state funds."

Further along in this report I read the following statement

"During the past season 4,305 apiaries, comprising 39,981 colonies of bees were inspected, of which 2,208 were found infected with American foul brood and practically all destroyed. In contrast with previous years, very few infected colonies were treated this year since the method of destroying is now generally conceded to be the most efficient and economical means of handling American foul brood in area clean-up work."

This report of Mr. Chambers indicates that the counties are showing substantial interest in the plan, and that as time goes on we may be able to eventually develop this project on a larger plane. I am sure that, with the progress of a definite plan for the cleaning up of the disease, together with the best methods of bee culture, based on an education program for all the producers, real progress can be made in the development of the beekeepers' industry in our state to an efficient and profitable industry.

Selling the Product

I have indicated to you in my expression thus far my interest in the production side of the industry. Certainly it is true in any agricultural production that we must use the right methods; we must produce efficiently and produce a product of a high order if we may enter the markets on a

basis that will give satisfaction to the consumer and which will be a real source of satisfaction to the producer; because I believe, after all, that the real source of satisfaction and of happiness in farm life is going to be based on an ideal of holding our lands, our stock and our products in the form of a trust, which we are to handle and care for the best we know. When we have that sort of an ideal in our farm program, then will there be real satisfaction in farm life, and part of this program certainly is the production of a high-class product. With the production of this product comes the question: "What are we to do with such product?" It is useless to produce the best if it will not bring us a return greater than the production of a mediocre product.

Cooperative Marketing of Honey

I have been interested for a number of years in the prospect of cooperative marketing of honey in line with my general interests in the whole project of cooperative marketing. I see in the beekeepers' industry a prospect for a specialized plan of marketing. It has been generally recognized that specialized products are fitted to a certain scheme of marketing exemplified in the cooperative plan, and I feel quite certain that honey is one of these products. I further believe that honey is a product which is well adapted to a special advertising program, which would tend to stimulate the consumption of honey. I have a good concrete example of this in mind: I remember several years ago some friends of mine urged upon me the wisdom of stocking up with a supply of honey. In our family of four, including the two small children, we consumed in the course of three or four early winter months between 30 and 40 lbs. of honey. Since that time because no one has made special effort to sell us the honey idea, we practically do not use

honey. We think a lot of it and if the storekeeper would simply suggest honey, we would become buyers of reasonable quantities of the product. What is true of us is true in the average home. The tendency of the beekeeper up to the present time, at least those whom I have known intimately, has been to bring their product down and throw it on the market. It is usually sold for a lower price than the quality warrants and the return to the beekeeper has been considerable less than what a fair return would have been for the product.

Packing, Labeling and Grading

I have been interested in your plans of packing, labeling and grading, and I want to endorse fully the effort that has been made thus far in this direction. We know that honey is of a high dietary value. It is a splendid food and far outclasses in definite value as a human food, sugar, which is its real competitor. It seems to me that you have made substantial progress in the grading, packing and the labeling of your product. It would almost seem to me that you are in line for a program of actual marketing of the product.

Such a marketing program would necessarily be based on contracts between the producer and his association, and it would involve placing the product in the hands of a central sales agency. This undoubtedly would be a test of the cooperative spirit of the honey producers. It would mean sinking the individual entity of the producer into a program having in mind the advantage of the whole group and not the individual. This is always the test of the cooperator, but in my judgment the beekeeper having made the progress that has been his in his production program, his grading and packing program could now well take the forward step in a marketing project which would in-

volve the cooperative idea, the sales contract and an advertising scheme. The cooperative plan would tend to take up the surplus of honey production that seems to be the detriment of the beekeepers' industry just as it is the detriment of the entire farm industry.

We are working with a class of creatures who exemplify far more than any class of domesticated creatures, the spirit and scheme of cooperation, and if there are any living things who work on an organized basis it is the bees, and it seems to me that there is a definite challenge thrown out to the keeper of the bees to follow the example of the insect in developing a real program of cooperation.

We have had it clearly demonstrated that no great progress can be made in production without cooperative effort on our part. It seems to me that we should be able to see that we have not made the definite progress in marketing that is possible, based on the experience which the average producer has almost any year, when he tries to find a market for his product, and it would, therefore, seem reasonable that what has been done in our production program should be done in marketing.

Summary

Thus the state stands ready to give you every help possible in the development of the production end of your industry. Not only that, but they are interested in your marketing program, and through the Department of Markets have lent valuable aid and assistance in this direction. In the last analysis, the scheme of a definite project of cooperative marketing lies in the producer, and I am confident that I am safe in saying that the moment the producer is ready for this sort of plan the state agencies and the consuming public will fall in line and back you to the limit.

ANGLING FOR CUSTOMERS

C. A. THATCHER

So. Milwaukee Journal

If asked the question, "of what does advertising consist?" the average layman on the subject would probably reply, "newspaper publicity." This is true in a certain sense, but from a broad point of view, advertising includes everything which becomes known about a business. Webster defines advertising as "announcing publicly by a printed notice." It has been called printed salesmanship, but I have chosen to call it "Angling For Customers."

Advertising is not a new and recent discovery to prosperity, but has existed in various forms for hundreds of years. In fact there is an Egyptian papyrus in the British museum said to be 3,000 years of age which advertised for the return of a runaway slave.

Early advertising was generally interesting and as a general rule truthful. But with the commercial possibilities of publicity becoming widespread, charlatans and quacks began to use it in a dishonest way. We find newspapers in the middle of the nineteenth century filled with patent medicine advertisement, get-rich-quick propositions, and cure-alls of every description. The result of these spurious sales and the prostitution of a valuable medium, advertising was given a bad name which it has been slow to live down.

The reaction which followed this mercenary use of newspapers was for a general cleaning up of advertising pages and advertising tone. Display and diction, as a result, are becoming constantly bettered. It is only by keeping up with the evolutionary progress in publicity that the seller of merchandise today may hope to appeal to the readers of his advertisement. Exaggeration and vague gen-

eralities are no longer effective bait with which to lure on customers. The public demands advertisements that are interesting because of the specific facts which they contain.

An advertisement, in order to be effective, must be seen, must be read, must arouse desire for the article described. It likewise must induce the reader to take some action leading to the purchase. Therefore it is necessary that your advertisement attract attention, create interest, arouse a desire to own, and stimulate action.

R. R. Aurner, professor of advertising at the University of Wisconsin, submits seven propositions which he believes will sooner or later be recognized as among the most important ones which are before the advertising profession today. I will quote three of these propositions which I believe are most applicable to the advertising of honey.

(1) Under the increased pressure and rush of the age in which we live, advertising copy, in order to sustain its appeal, must become finer and more powerful.

(2) Under the pressure of intense competition for public attention advertising layout must make itself more attractive to the roving eye.

(3) That advertising quality must improve in power and quality in order to keep up with the increasing pressure of competition.

When he speaks of quality, Prof. Aurner means the average copy quality taken in the mass. The headlines of your honey advertisements will not read, "Honey For Sale," but "EAT HONEY FOR THE HEALTH THAT'S IN IT." "HONEY, THE HEALTH GIVING SWEET FOR THE CHILD." People buy what things will do for them rather than for the face value of it. Let each headline of your advertisement contain some item of news. The headline of the ad. is the spinning, luring

bait to your customer, and its function is to get him to try it out.

Although a few persons may be looking for your advertisement, the majority of the readers are not looking for a chance to buy honey. They are hurrying through the paper looking here and there for news. A picture or a headline of an advertisement which stands out in contrast with the rest of the material in the column of the newspaper will catch and hold the eye. Whether the reader's attention, after its momentary pause will pass on to some other contrasting feature of the page of the newspaper, depends upon what the headline says. If the headline suggests some interest, pleasure, comfort, need or desire of the reader, the advertisement is likely to be read.

While it is true that no two persons are alike, and that a given stimulus will effect each person to a different degree, there are certain characteristics which people have in common. The trick is to aim the appeal which is made through the advertisement at one or more of these characteristics.

The instincts of man, although subjected to the influences of environment and training, are deeply rooted in the make-up of all people, and are a most important target for the appeals of advertisers. One of the most important instincts upon which the appeal may be based is appetite. Appetite is one of the fundamental instinctive characteristics of people. Many examples may be found in any newspaper or magazine illustrating how the appeal is aimed at this instinct. The following is one of Heinz's many ads:

Everybody likes cream, and the cream in Heinz Cream of Tomato Soup is real cream—plenty of it—rich in flavor—heavy with goodness—full of nourishment.

And the tomatoes are fresh-picked,—hand selected and—they come right out of the garden and into the

soup—all the full, fresh flavor of vine-ripened tomatoes.

That's why we call Heinz Soup Cream of Tomato Soup. It is not merely a "creamed" soup, but is a real cream soup ready to serve. The taste is the test.

The headline is the striking thing about the following ad.: **THERE'S A DIFFERENCE IN FLAVOR IN SLOW-COOKED BEANS!** and then the copy continues as follows: you can tell it the moment you taste Campbell's Beans. Smoothness-richness-the mellow bean flavor in all its true deliciousness. Every bean on your plate tender, meaty and tempting. Every bean as wholesome and digestible as it is good to eat. . . . For slow-cooking makes Campbell's Beans more than delicious. It cooks them so thoroughly that you get the benefit of all the body-building nutriment.

For many people there is no stronger appeal than the one based upon the parental instinct. From shoes to player pianos, this instinct is adopted to advertising. Advertisement of honey, baby foods, brands of milk, remedies and books can appeal to the parental instinct. So in this great game of angling for customers, if we can locate the proper strings, the human being can be handled more or less as a puppet. It is man's natural mechanical tendency to react in a way which race history has proven to be appropriate. Man, to paraphrase a famous quotation, is no stronger than his most pronounced instinct.

In selecting the selling points of your merchandise it will depend largely upon the interest of the people to whom your article appeals. If you advertise in a medium that has for its readers the feminine population of the country, your appeal should be made to women along the line of beauty, health, and the preservation of youth. If your honey contains elements that

will aid or retain in any way these much sought after requisites to feminine popularity, then it behooves you to tell them about it.

In picking out the strongest selling points for your merchandise remember that people buy goods for selfish reasons—to satisfy their own needs and desires. The purchaser of your honey is interested in your product only in so far as it will do something for him, and not because it will temporarily relieve the congestion of the honey surplus.

His interests in it can best be aroused by showing him how it will contribute to his gastronomical pleasures or bring back to him the perfect health that he covets so much. In selecting the selling point of your product, think why the public should buy your product. Study it from the buyer's standpoint. Why should he want it, if you can't give a reason, how can you expect him to. What needs of the public will your product satisfy? What will it do for him? But to talk up your product to your prospect customer, you must know your goods from A to Z, and be so thoroughly convinced that yours is the best on the market that no one can change your mind.

In analysing the selling points of your product determine in what way it has an advantage over a similar product advertised by competitors, and the best way to play up advantages is emphasize the elements of your line which are better.

Educational Committee

Mrs. VIOLA WOOD, Chairman

CLARA G. JONES

The casual visitor at the State Fair as well as the interested beekeeper could not help admiring the skill and taste of the exhibitors in the "Bee and

Honey Building." Mr. Dittmer, the superintendent, said the exhibits were the best that had been in the building since he had been in charge.

But speaking of taste—didn't the things that the chairman of the educational committee made with honey taste good? This is, I believe, a new feature at the Fair and one that deserves to be repeated, for there is nothing that gives the people more help in the use of honey than to see some one actually using it in the preparation of food.

Every day Mrs. Wood demonstrated the use of honey with different foods. Monday it was with breads—light and hot—and sandwiches; of course the light bread—both white and graham—had to be baked in advance but this gave an excellent opportunity to show how honey keeps bread moist for a much longer time than bread made with sugar.

Tuesday, cakes and cookies were made before a much interested crowd of spectators. The icings to which honey was added looked particularly appetizing—and it does not dry out either; (and let me whisper, if it does soak into the cake, it will not make the cake soggy as other icings do.)

Wednesday was vegetable day, and the array of delicious salads caused much comment from the fair visitors, besides the exclamations of surprise that honey could be used in carrots, peas, corn, and baked beans.

Thursday was the big day because there were so many ways in which honey could be combined with fruits. The apple pie made a strong appeal to the men.

Friday, most interesting day of all to the children, was given over to candy making.

Saturday, honey iced drinks were served free to all and many were the favorable comments heard about them.

Miss Stella Wood as a Honey Fairy added much to the interest of the Educational booth.

The county fairs are still in progress and it is hoped that the beekeepers associations, or those in charge of the exhibits in the various counties, will take note of the change that is coming over the character of the exhibits. More and more they are becoming educational in character instead of blind competition for prizes.

Agriculture has learned to produce; now the various branches must show how to use their products.

The women in Green County had a nice exhibit of honey cooking and candy at their fair. Mrs. F. E. Matzke won first premium, Mrs. E. B. Rosa, second, and Mrs. H. H. Moe, third. Mrs. Matzke sold her exhibit and gave \$1.00 of the proceeds to the educational committee. Mrs. C. A. Wood sold honey candy bars the last day of the fair.

Very favorable reports came from two different sources of the exhibit of Miss Helen Keys at the Sheboygan County fair. Miss Keys is now a member of the educational committee. Mrs. August Schultz is also a recently appointed member. We are glad to welcome them.

Mrs. Hanneman reports that the Shawano Co. Beekeepers Association had an educational exhibit at their fair and it created so much interest that a newspaper reporter came to the booth for information for a writeup; something that had never happened before. Mrs. Schwartzkopf was in charge of the booth.

The 4-H Club demonstration of baking with honey came to a very successful climax at the state fair.

Their were eight contestants from as many different counties; namely Pearl Quam, Dane County; Alta Arnsmeier, La Fayette Co.; Regina Rekoski, Portage Co.; Madge Peck, Pierce Co.; Vera Mc Dowell, Marquette Co.; Helen Metcalf, Grant Co.; Emma Schoenfeld, Marinette Co.; and Louise Duckersheim, Rusk Co.

Alta Arnsmeier of La Fayette Co., was declared state champion.

The chairman of the Educational Committee gave her personal check for the \$100.00 pledged although she has only received \$60.50. She still has faith in the beekeepers to make up the deficit.

It would be proper for each county beekeepers association to show its county champion a little courtesy and ask her to tell her experience in demonstrating honey at its next county meeting.

eighth of an inch wide; if wire screen is used for the sides of the cages there shall be two thicknesses of screen, separated by slats at least three-eighths of an inch in thickness. Semi-liquid food consisting of sugar syrup inclosed in a tin can with small holes in the bottom of the can to permit of a proper leakage of the food supply may be placed in the cages. The food can shall be securely suspended in the cage with the top of the can wedged against the top of the cage. Cleats approximately 1 inch high shall be securely fastened on the bottom of the cages to prevent the escape therefrom of any syrup that the bees may fail to consume. Each cage shall be provided with a suitable handle and be marked on the top with the words "THIS SIDE UP." Such parcels shall be transported outside of mail bags."

Harry S. New,
Postmaster General.

NOTICE TO ALL BEE JOURNALS

Extract from *The Postal Bulletin*,
Washington, D. C. August
18, 1928

(Vol. XLIX, No. 14770)

AMENDMENT TO POSTAL
LAWS AND REGULATIONS

Office of the Postmaster General,
Washington, August 16, 1928.

Order No. 8142.

Paragraph 1b, section 466, Postal Laws and Regulations, is amended to read as follows:

"Honey bees in quantities may be sent in the mails under the same conditions as are prescribed for queen bees and their attendant bees when delivery can be made to the addressee within a period of five days. If the cages are wooden, the material of which they are constructed shall not be less than three-eighth of an inch thick and the saw cuts therein or between slats shall not be over one-

Classified Advertisements

BRIGHT Three Banded Italian Queens, Package Bees. Finest Quality. Write for 1929 prices. Taylor Apiaries, Lurverne, Ala.

HONEY WANTED—Any quantity in white and light amber grades. Send sample and best price delivered at Oconomowoc. C. W. Aeppler, Box 145

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC. REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of Wisconsin Beekeeping, published monthly at Madison, Wisconsin, for Oct. 1, 1928.

State of Wisconsin, County of Dane—
ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared . F. Wilson, who, having been duly sworn according to law, deposes and says that he is the Editor of the Wisconsin Beekeeping, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal

Laws and Regulations, printed on the reverse of this form, to-wit:

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

Publisher, Wisconsin State Beekeepers' Association, Madison, Wisconsin.

Editor, H. F. Wilson, Madison, Wisconsin.

Business Manager, H. F. Wilson, Madison, Wisconsin.

2. That the owner is: The Wisconsin State Beekeepers' Association.

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

H. F. Wilson, Editor.

Sworn to and subscribed before me this 20th day of September, 1928.

Monica Kersten,

Notary Public.

My commission expires Sept. 1, 1929.
Form 3526.-Ed. 1924.

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Our
Advertisers*

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—of—

BEEKEEPING

By Dr. E. F. Phillips
Cornell University

For many years the best guide for the American beekeeper, now completely revised to include all new discoveries. It gives you:

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2. As full and complete information on QUEEN REARING as any of the special books on that subject.
3. New information on HONEY PLANTS.
4. Best practices in HONEY PRODUCTION and SWARM CONTROL.
5. The latest methods for successful WINTERING.
6. Full information about BEE PHYSIOLOGY, HANDLING and MARKETING HONEY, and every other detail essential to successful beekeeping.

200 Illustrations. 475 pages.

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Leahy's Bee Supplies

High Quality--Prompt Service
Satisfaction Guaranteed

Write for Our 1928 Catalogue

Leahy Manufacturing Company
Higginsville, Missouri

Selling Honey At a Profit?

How About Your Selling Helps?

Plain Tin Cans and Pails,
lithographed cans and pails,
crystal clear glass jars,
wooden shipping cases, cor-
rugated shipping cases, la-
bels, folders, booklets, road-
side signs, etc.

ALSO

ROOT HONEY EXTRACTORS

TANKS, PUMPS, ETC.

A. I. ROOT CO. of Chicago A. I. ROOT CO. of St. Paul
224 W. Huron St. 290 E. Sixth St.
Chicago, Ill. St. Paul, Minn.

Wisconsin Beekeeping

ol. V

NOVEMBER, 1928

No. 11

THE BULLETIN BOARD

Start Planning Now to Attend the Convention of the Association, At the Senate Chamber at Madison, Thursday and Friday, December 13 and 14.

The American Honey Producers' League Will Meet at Sioux City, Iowa, February 7, 8 and 9, 1929—For information, write to Mr. J. V. Ormond, Secretary, Little Rock, Arkansas.

The New Directories Are Out—If you don't receive your copy, please notify the Secretary's office.

Don't forget to send in your renewals when they are due.

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Packers Warned.

A New Edition of "Beekeeping," by Dr. Phillips.

Educational Committee—Mrs. C. A. Wood.

Area Clean-up Campaign Progress Report—E. L. Chambers.

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SOLUTION

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TO BE SAFE

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GLENDALE, OHIO

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DOES PRICE ALONE INFLUENCE YOUR BUYING?

Some let price be their sole guide in buying. Quality and grade are secondary. They are willing to trust to luck that it will be satisfactory.

We are interested in having your business, not for one shipment alone, but as a regular buyer. We appreciate the part price plays, but also the greater importance of quality and grade. Let us quote on your needs in SECTIONS and other bee supplies.

August Lotz Co.
Boyd, Wisconsin

Gus Dittmer Company Specialties

Working Your Wax Into Foundation for Cash
And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY
Augusta, Wisconsin

Wisconsin Beekeeping

VOL. V

NOVEMBER, 1928

No. 11

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.
Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

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

Please make remittance payable to Secretary.

THE AMERICAN HONEY PRODUCERS LEAGUE

A Letters From President Corkins

Laramie, Wyoming,
September 1, 1928.

Prof. H. F. Wilson,
University of Wisconsin,
Madison, Wis.

Dear Sir:

The next convention of the League will be held in Sioux City, Iowa, February 7, 8, and 9, 1929. Of course we will appreciate your cooperation in spreading publicity concerning this fact and solicitation of attendance from among your beekeepers. There will be a fine educational program much worth their expense in attending. But there are two far bigger things than these which the officials of the League are interested in, and because of which we want to encourage a large attendance from all over America. The time has come in national organi-

zation when we must effect real stability in the form and plans of work of our organization. We must settle upon the type of organization which will best meet our national needs, and stick to it for a long enough time to give it a fair trial. We must evolve a program of activity which has been nation-wide in the making.

These two things are fundamental to the continuance of a successful national organization. Today we stand at the parting of the ways in national organization. There is such a tremendous amount of indifference, for the most part, supplemented by a sorry lack of national unity of thought upon a plan of work, that we are actually drifting towards no national organization at all. Our salvation is the assembling of the officers of state associations and state apiary officials of a large majority of the states at the next League convention in order that we may all get together and thrash this problem out to its logical conclu-

sion. Will you help us attain this end?

This is a very important matter. It will require the sincere and enthusiastic cooperation of every state official, and especially the secretaries of state associations, to work the program out. I sincerely hope that every official will take this problem to heart and give it a lot of thought and constructive effort during the six months which is ahead of us before the convention.

In order that we may get the ball rolling, will you please give me your assistance upon the following points at your very earliest convenience?

1. Give us a list of names, together with addresses, of the officers and directors of your state Association.

2. Give us a list of the county or local beekeepers' associations of your state and the names and addresses of the presidents and secretaries.

3. Give us the names and addresses of about a half dozen of the influential beekeeper leaders of your state who are not officials in your state association, but who are wholeheartedly interested in organization work.

4. Take up at once with the officials of your state association the matter of sending an official representative with expenses paid to the League convention. Please advise me if this can be done as soon as you can get action upon it.

5. Please give me your personal opinions upon the following points: Do you think your state Association would affiliate its entire membership with a national organization on a basis of \$1.00 per year per member, if this membership gave them in addition to the regular privileges either (a) a year's subscription free to the journal of the League, the American Honey Producer, or (b) a year's subscription free to any national bee journal of their own choice. Designate which plan,

a or b, that you think would be most acceptable to your membership.

6. If you think \$1.00 per year is too much, would such a plan of membership be more practical at 75c per year, realizing of course, that out of this not more than 25c would be available for the actual program of work of the organization.

7. Would it be helpful to such affiliation if you could make the national journal the official organ of your association, with a reasonable amount of space, say 25 pages per year, available for your own use as you choose to use it?

8. Please give me your frank and confidential opinion as to the reason the national organization has been unable to build up a large membership. Our membership runs about one tenth of 1% of the beekeepers of America. Help us to analyze our failure and learn enough from it to form a firm foundation for future success. Your name will not be attached to any expression of these opinions unless you give your permission.

9. What is the average yearly membership in your own state association?

10. What are the yearly membership dues of your association?

11. Does your association publish its own official organ?

12. If so, what is the frequency of publication? Its size? Its editor and his address? Its cost to your association per member?

For fear some of the state officials are not intimately in touch with the constitution of the League and its program of work at the present time, we are sending you under separate cover copies of the Producer which will give you the full information upon these points. May we impose upon an hour or two of your time in reading these and giving us your criticisms of them?

The officials of the League are most sincere in trying to effect a truly na-

tional organization. We know that we are at your mercy. We also know that you are vitally interested in organization work among beekeepers, else you would not be serving in your present capacity. We are, therefore, counting upon a 100% reply to these letters. Please do not fail us.

Sincerely yours,
C. L. Corkins,
President

TENTATIVE PROGRAM PROGRAM

Board of Managers' Meeting, Wednesday, December 12th, 7:00 P. M. in Economic Entomology Building (1532 University Ave.)

THURSDAY, DECEMBER 13

Morning

- 9:00 a. m.—Registration—Payment of Dues—Social meeting.
9:30 a. m.—Call to Order—Announcements.
9:35 a. m.—Minutes of last convention. Secretary's Report (Including report on Badger Brand Stationery, labels, posters, pails, honey cartons, advertising in "Wisconsin Beekeeping", etc.)
Treasurer's Report
Report of Standing Committees—(Label and Lithograph Pail Committee—C. D. Adams, Chairman) (Price Committee—Geo. Jacobson, Chairman) (Educational Committee—Mrs. C. A. Wood, Chairman)
Report of Board of Managers.
Appointment of Committees.

Afternoon

- 1:15 p. m.—President's Address—L. T. Bishop, Sheboygan.
1:45 p. m.—Address by J. H. Vint, State Department of Markets, Madison.
2:15 p. m.—Apiary Inspection Report—E. L. Chambers.

Evening

- 6:00 p. m.—Banquet.
Reminiscences from the "Old Guard" in Beekeeping.

FRIDAY, DECEMBER 14

Agricultural Hall at University

Morning

- 9:00 a. m.—Business meeting, election of officers, etc.
10:00 a. m.—Address by H. L. Russell, Dean of College of Agriculture, Madison.
10:15 a. m.—The Miller Memorial Library, H. F. Wilson, Madison.
10:30 a. m.—Twenty Years with the State Beekeepers' Association—Gus Dittmer, Augusta, Wis.
10:45 a. m.—Reminiscences of Beekeepers in Wisconsin, N. E. France, Platteville, Wis.
11:00 a. m.—Inspection of Miller Memorial Beekeeping Library, and visit to University Beekeeping Laboratories.

Afternoon

State Capitol

- 1:30 p. m.—Address by W. A. Duffy, Commissioner of Agriculture, Madison, Wis. a
3:15 p. m.—Continuation of Business session.

Buzzes About Wisconsin

G. E. MARVIN

Mr. N. E. France, of Platteville, writes as follows—"Brood rearing is later than usual, owing to the summer weather we are experiencing, and many colonies will be short of winter stores. There was no clover here, and the crop from basswood is only fair, being of No. 2 quality. The prices are the same as for 1927, or slightly below. There are a few producers cutting the price. There was no good comb honey raised around here."

Mr. C. A. Wood, of South Wayne, reports—"Bees are in a very poor condition to go into winter quarters. The demand for honey is very slow, due in a measure to the abundant fruit crop. Association prices are being obtained by the majority of producers, but there is some price cutting as usual."

"A great many beekeepers from various sections of the state have inquired as to the cause of bees not capping the honey in the extracting combs this season. In my paper on comb honey production given before the State Convention two years ago, I stated that in a season when the nectar was thin the bees would not secrete wax freely and finish up the sections properly. That statement is verified this season when the nectar is thin and the bees have failed to do much capping even in the extracting combs."

Mr. George Jacobson, of Kaukauna, states the following—"Honey is moving well with 5 pound pails at \$1.00; 10 pound pails at \$2.00; 60 pound cans at \$9.00; 30c for 1 pound jars and No. 1 comb honey at 35c per section and no kick. The honey crop was short this season, and it won't take long to be sold out. Bees are not in the best of condition. Queens have stopped laying, and we can look for weak colonies next spring. Some beekeepers are offering their bees for sale, while others are killing them off, saying there is no money in beekeeping, which is true at the prices some are selling their honey for.

Mr. John Kneser, of Hales Corners, writes that the beekeepers at the State Fair were very much impressed with the demonstrations given by Mrs. C. A. Wood, and they insist that she be with us again.

Mr. Kneser also says that the Bunting Candy Company of Milwaukee and Chicago is going to make

reservations for space to show honey candies. Apparently, honey candy is becoming more and more widely used, and should in time become a part of the product of each candy manufacturing firm.

MINNESOTA APPOINTMENT

Dr. M. C. Tanquary has been appointed successor to Professor Jager to take charge of the beekeeping work at Minnesota. For several years, Dr. Tanquary has operated extensive apiaries in North Dakota, where he was engaged solely in commercial beekeeping.—G. B. Lewis Co., News Items.

HONEY GRADER IMPROVEMENT

The Munsell Color Company is working on an attachment for the U. S. Honey Grader to make it possible to determine the degree of cloudiness in honey without interfering with the color reading, and is also perfecting a standard daylight lamp to be used with the grader, according to James I. Hambleton.—G. B. Lewis News Items.

PACKERS WARNED

Concerning Heating of Honey

A number of recent shipments of American honey to European countries according to reports to the United States Department of Agriculture, are alleged to have been classed as overheated.

The German market in particular demands unheated honey, and a recently enacted German law classes honey in which the diastase has been destroyed or impaired as adulterated honey, and prohibits labeling overheated honey as pure honey.

The Bee Culture Laboratory of the United States Department of Agricul-

ture has analyzed several samples of honey which, because of overheating, have been returned to American exporters, and an analysis in these cases confirmed the fact that the diastase had been destroyed. However, in the cases that have come to the attention of the apicultural officials of the department the honeys in question were not produced in the United States, but were simply shipped through the ports of this country, and for this reason perhaps the German buyers are scrutinizing carefully all shipments of honey coming from this country. Fortunately most of the large exporters do not heat honey.

In ordinary commercial practice, when extracted honey is packed in sixty-pound tins it is not necessary to heat it, as shippers are generally well aware of the fact that there is less leakage and that the honey arrives at its destination in better condition when it is in the crystallized form. Heating honey dissolves the crystals and causes it to remain in a liquid condition for a considerable length of time, depending somewhat upon the floral source of the honey.

It is not known just how important the presence of diastase is in honey. Handlers of honey are aware, however, that if honey is not carefully heated when it is necessary to prepare it for a market which requires liquid honey, or to facilitate straining, both the flavor and the color of the honey may be impaired by the application of too much heat. It should in no case be heated to more than 140 degrees F. This temperature ordinarily will not destroy the diastase; and packers for foreign markets are warned in no case to heat honey beyond this point. It is necessary also that the honey be held at this temperature for the shortest time possible.

A New Edition of BEEKEEPING

by Dr. Phillips

I am sure that our beekeepers will be interested in the revised edition of Dr. Phillips' book. This book is the latest one on beekeeping in the United States, and contains the very latest information on the different subjects discussed.

The price for the book is \$4.00 post-paid, and you should send your order direct to the MacMillan Company, Publishers, 2459 Prairie Avenue, Chicago, Illinois.

Educational Committee

Mrs. VIOLA WOOD, *Chairman*

MRS. C. A. WOOD

This is the month that we count our blessings and we all have many things to be thankful for, whether we got a honey crop or not.

Be sure and try some of the following recipes for your Thanksgiving dinner. If you haven't any honey, buy some from your fellow beekeeper, and make him thankful!

Honey Roast Pork

Boil a 3½ pound pork roast with ¼ or ½ cup of honey; 1½ teaspoonsful of salt, and a small amount of water. Add more water as needed. When meat is tender, remove from liquid and boil liquid to a nice brown color. This makes a nice gravy for bread but not potatoes as it is too sweet. Carrots cooked with the meat and honey are very good. (Geo. Jacobson.)

Vegetable Salad

Grind 2 or 3 carrots, 1 onion, and 6 apples. Cut up fine some celery and mix all together. Add 2 table-spoonsful of sugar, 2 table-spoonsful of honey, salt and pepper to suit taste.

Just before serving add cream to make a thick salad. (Mrs. F. E. Matzke.)

Peas In Squash Cups

Take 4 cups of mashed squash; to this add 4 tablespoonsful of honey, 2 tablespoonsful butter, a pinch of baking power, and 1 teaspoonful salt. Mix thoroughly. Drop one scoop (ice cream dipper) of this mixture on dinner plate, with handle of dipper make small impression in center of squash round. Fill this cavity with hot early June peas.

To prepare peas heat a cupful of canned peas in sauce pan with a little butter; add a pinch of salt and 1 teaspoonful Honey. (Honey Way Menus.)

Fruit Salad

Peel and slice 3 oranges, 3 bananas, 3 slices of pineapple, 6 marshmallows, and a few Maraschina cherries, juice of 1 lemon, and $\frac{1}{2}$ cup honey. Place in a colander and allow to drain over night or for several hours. Chill before serving on nests of lettuce. (Viola H. Wood.)

Thanksgiving Pudding

1 cup honey, 1 cup sweet milk, 1 teaspoonful different spices, 2 cups seeded raisins, 1 cup apples, $\frac{1}{2}$ cup seeded raisins, 1 cup chopped apples, $\frac{1}{2}$ cup butter, 3 cups flour, and 1 teaspoonful of soda. Steam 3 hours and serve with a hot sauce.

Ginger Cake

$\frac{1}{2}$ cup sugar, $\frac{1}{2}$ cup butter creamed together, $\frac{1}{2}$ cup honey, yolks of 2 eggs, 1 teaspoonful ginger, 1 teaspoonful cinnamon. Stir well together 1 cup boiling water with 2 scant teaspoonsful of soda dissolved in the water; stir this into the mixture; add 2 $\frac{1}{2}$ cups flour, 1 teaspoonful baking powder sifted together, $\frac{1}{3}$ cup raisins, and last the whites of 2 eggs beaten stiffly. Bake in a moderately hot oven. (Mrs. Elsie Allen.)

Thanksgiving Honey Candy

1 cup granulated sugar, 1 tablespoonful honey, enough sweet cream to dissolve mixture, butter size of hickory nut; cook 4 minutes. Take from fire and beat until smooth. Drop by teaspoonful on buttered plate. Place nut meat on each pat. (Mrs. N. E. France.)

These recipes were sent in by members of the Honey Recipe Club.

We are sorry to report that Miss Helen Keyes, a recently appointed member of the educational committee was the unfortunate victim of an automobile accident and is in the St. Agnes Hospital at Fond du Lac.

AREA CLEAN-UP CAMPAIGN PROGRESS REPORT

E. L. Chambers

Having taken an active part for several years in the handling of bees on the farm on which I was raised in northern Ohio, within nine miles of the well known A. I. Root & Co. Bee Supply house, and after having studied the profession under Prof. J. S. Hine at Ohio State University, I guess I can consider myself a beekeeper.

This is the first year that I have had an opportunity in Wisconsin to turn my attention toward the beekeeping profession, although I have been with the state department of agriculture as an entomologist since 1921. During my service in this department I have been in touch with the bee disease control work as assistant state entomologist and so have known just about what was going on in this project.

With one of our 15,000 beekeepers now governor of Wisconsin the members of this profession have reasons for being optimistic and Hon. Fred R. Zimmerman is evidently not

ashamed of his activities as a beekeeper since at our State Horticultural Society's Convention held in Madison last week he spoke of some of his experiences in this profession.

It is always gratifying to see at such meetings as this, men who are making a success of the beekeeping industry because it shows that they have learned something helpful at these gatherings and feel that their time and effort is well spent or they would not be here.

It might be of interest to review for a moment a little of the history of the American foul brood disease, the control of which I am about to make a progress report. This disease, according to our records, was introduced into Jefferson county as early as 1870 at which time the Italian bees were being recognized as an improvement over those then being raised and the Italian queens were being introduced. At that time little or nothing was known about bee diseases and the queen was introduced with the comb making an ideal means of transmitting the various diseases. Serious losses were being experienced by beekeepers as it spread about over the state but the treatment being used by the individual beekeeper was futile and it was not until 1897 that sufficient pressure was brought to bear upon the state legislature to bring about the first apiary inspection law. At that time the governor appointed Mr. N. E. France as inspector. Mr. France continued in this capacity many years until early in 1917 when the apiary inspection work was transferred to the division of insect and plant disease control of the state department of agriculture which had been established for barely two years. During the first year the disease control work was largely supervised by Mr. James I. Hambleton who was ably assisted by Mr. France and others.

This marked the beginning of the

area clean-up method. Up until this time, under the former system, apiaries in different parts of the state were visited upon request. Usually a few adjoining ones were visited at the same time but no attempt was made to find all of the disease in a given area thus leaving centers of infection to continue the spread and re-infect the premises already cleaned up. Under the new method an area was selected for thorough canvass. Every place where bees were kept or where they had been kept within recent years was thoroughly inspected. Old abandoned apiaries, sometimes almost forgotten, were found and these frequently accounted for the failure of control measures attempted in that neighborhood. Local requests for inspection from the beginning came from widely scattered localities throughout the state by beekeepers who recognized the importance of disease control. It has been the policy of the department from the start to insist that before a clean-up campaign would be undertaken there must be a strong local organization to support the movement.

Manitowoc County was the first to form an association followed by Jefferson and Langlade.

Not long after the area clean-up work was under way it was recognized by the state entomologist that to be effective the movement of infected bees and bee materials must be stopped to prevent the movement of disease back into the clean areas from infected ones. Through the efforts of Dr. S. B. Fracker and the beekeepers of the state a new apiary law was passed which went into effect on July 1, 1919. This new statute required a permit from the state inspector to move or sell bees or used bee supplies, and has proven very effective in limiting the distribution of disease.

Since the passage of this act in 1919 nearly five thousand permits

have been issued, there being an average of 562 permits issued per year since 1919. Permits are only issued when the apiary has recently been inspected and found free from disease or when, for other reasons, it appears unlikely that bee disease will be distributed. In many cases special inspections are made without expense to the beekeeper. Local inspectors who do this work are appointed as a result of civil service examinations. Many of them are employed only three or four days a year. There are now nearly 50 qualified inspectors scattered well over the state, subject to call for these special inspections so that prompt and efficient service is pretty well provided for.

There are still a few individuals each year who assert themselves and openly defy the state apiary inspection law, making it necessary to turn them over to their district attorney for prosecution. Although the department regrets the necessity of bringing violators into court and having them fined, yet there is no other alternative and those in charge of the enforcement of the law must carry out the wording of the law regardless of any personal feeling in the matter. If the individual beekeeper insists on being prosecuted we have to be obliging and, incidentally, it makes the area clean up work move much smoother in a county after a prosecution case has been given a little publicity by the local beekeepers who are interested in cooperating with the state in its disease control work.

Under a provision made by the legislature of 1921, county boards are authorized to appropriate funds for the control of plant and animal disease within the county. Since so many counties were requesting that they be included in the clean-up areas that the state appropriation was not sufficient to include more than half of them, this provision was taken advantage of.

An arrangement was made whereby the state appropriated money at the rate of two dollars for each dollar set aside for the work by the county board. This measure has proven especially popular for this work as small appropriations yield such marked results in improving the conditions in the apiaries in the various counties. Fond du Lac County was the first to cooperate with the state on this basis, appropriating \$300 which was met by the state with \$800, and the following year, 1922, another appropriation of the same amount was made by the county. This enabled the department to reduce the disease to such an extent that only \$100 from the county was necessary the third year.

Disease is usually reduced at the rate of about 50% a year for the first year or two in a new county, but when the infection is reduced to a very few per cent of the total number of colonies there is a tendency to be considerable difficulty in the elimination of the final infections. Personal liberty, demanded by a few individuals at the cost of the entire community, usually complicates the problem and too frequently the worst individuals we have to deal with are not the little beekeeper with his dozen or two colonies but the larger beekeeper, who maintains that, although admitting that he has not his disease under control, he knows how to handle it, and as soon as he gets around to it he will take care of it. Too often he never gets around to do this or else he discovers that he didn't do as thorough a job of treating as he had contemplated.

The introduction a few years ago of the disinfection of combs with Hutzelman's solution and later of the formaline treatment has been a great help to the beekeeping industry in taking care of used frames and combs. The small beekeepers realize that they

cannot take any risk with used infected combs and rather than be a nuisance to their neighborhood they agree to burn or melt up all combs suspected of being infected. The larger beekeepers, having a large quantity of such material to dispose of, naturally prefer to treat the comb, since full drawn combs are important assets of the apiary, and if this is properly done it is recommended, since it can be done at a low cost. Our department owns a disinfecting outfit, mounted on four wheels and, under the supervision of a careful and experienced man, several thousand combs have been satisfactorily treated.

Last fall eight beekeepers in Ozaukee County took advantage of this equipment and treated approximately five thousand combs. They report that the cost of the solution was \$105.75 and with the labor the total cost amounted to \$238.80 or about five cents per comb. It has been pretty generally agreed that chemical disinfection

is only profitable when the beekeeper owns several hundred combs and that in the case of small apiaries it is best to melt or burn combs exposed to American foulbrood. The treatment of all combs prevents the recurrence of disease, which has always been such an exasperating feature of foulbrood eradication.

(Continued In December Issue)

Classified Advertisements

50—10-frame colonies bees for sale and equipment, good, reasonable. Health certificate furnished. A. H. Mack, Rt. 5, West Allis, Wis.

BRIGHT Three Banded Italian Queens, Package Bees. Finest Quality. Write for 1929 prices. Taylor Apiaries, Laverne, Ala.

HONEY WANTED—Any quantity in white and light amber grades. Send sample and best price delivered at Oconomowoc. C. W. Aeppler, Box 145

Leahy's Bee Supplies

High Quality--Prompt Service
Satisfaction Guaranteed

Write for Our 1928 Catalogue

Leahy Manufacturing Company
Higginsville, Missouri

Are You Getting

THE BEST PRICE For Your Honey?

We can help you realize a profit from your honey sales.

Let us quote you our attractive prices.

Honey Jars of White Glass
Plain and Lithographed Cans
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Wisconsin Beekeeping

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DECEMBER, 1928

No. 12

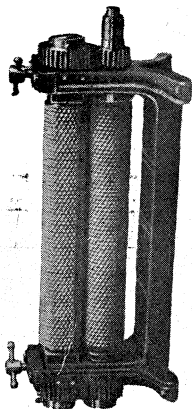


ST. CROIX VALLEY HONEY PRODUCERS' ASS'N
A Successful Cooperative Local

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What Honey Colors and Flavors Mean

Why Buy Wax foundation
for the bees, when you can
make it equally well
yourself?



The price of a foundation machine, freight paid to the U. S. A. is only \$52.00.

(Gold and silver medal, Lwow, 1925, and Bologne (Italy) 1926.

Send payment by Bankdraft.
Address Anton Laukoff

Manufacturer of these machines,
at Lwow, Pohulanka 10, Poland.

DOES PRICE ALONE INFLUENCE YOUR BUYING?

Some let price be their sole guide in buying. Quality and grade are secondary. They are willing to trust to luck that it will be satisfactory.

We are interested in having your business, not for one shipment alone, but as a regular buyer. We appreciate the part price plays, but also the greater importance of quality and grade. Let us quote on your needs in SECTIONS and other bee supplies.

August Lotz Co.
Boyd, Wisconsin

Gus Dittmer Company Specialties

Working Your Wax Into Foundation for Cash
And Dittmer's Non Sag Medium Brood Foundation



We are now able to furnish a Non-Sag Brood foundation, that will give absolute satisfaction to the Beekeepers. Our MR. E. H. HANSELMAN has for several years been testing and experimenting along this line, and the result has exceeded our most sanguine expectations. Bees take to it like ducks to water, in preference to other makes, in all cases where it was used side by side with other makes. NOW IS THE TIME to send us your wax to work for next season. Write us for samples and prices, and we will tell you more about it. We can also furnish you the BEST SECTIONS AND HIVES MADE IN WISCONSIN, at Best Prices, in any Quantity. We furnish a full line of Supplies. Write us for Price list.



GUS DITTMER COMPANY

Augusta, Wisconsin

NOTICE:

I am coming to the convention, and would like to have a room reserved for me at the Simons Hotel for Wednesday night, Dec. 12 —, Thursday night, Dec. 13, —, Friday night, Dec. 14 —, at \$1.25 per night. (Please indicate with a cross the nights that you wish to have reservations made for.)

Please reserve a place for me at the beekeepers' banquet to be held Thursday evening, December 13th, at 6:45 at the Simons Hotel, at 75c. —

Name -----

Address -----

(Tear this out and send in to us at as early a date as possible)

Wisconsin Beekeeping

VOL. V

DECEMBER, 1928

No. 12

OFFICIAL ORGAN OF THE WISCONSIN STATE BEEKEEPERS' ASSOCIATION
H. F. WILSON, Editor.

Published the First of Each Month.

Entered as second class matter January 1, 1928 at the Post Office at Madison, Wisconsin, under the act of March 3, 1879.

Address all communications to 1532 University Ave., Madison, Wisconsin.

Advertising rates given on application to Editor.

OFFICERS

President ----- L. T. Bishop, Sheboygan
Vice-President ----- A. H. Seefeldt, Kewaskum
Treasurer ----- Wm. Sass, Fond du Lac
Secretary ----- H. F. Wilson, Madison
Assistant Secretary ----- Arlene Weidenkopf, Madison

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

Please make remittance payable to Secretary.

WISCONSIN'S FIFTIETH CONVENTION

It is to be regretted that Nature treated us rather badly this past season, and left many of our beekeepers with practically no surplus crop. We say that it is to be regretted, because Mr. France has often made the observation that when we have a poor honey year, the attendance at the State Convention is not up to normal.

We are hoping that we will have an unusually big crowd this year because the Association will be celebrating its 50th convention. And we intend to have an old fashioned party for the benefit of our older members. This

meeting is to be in the nature of a Homecoming, for the old guard, and there will be no limit set on the time for speechmaking for former members of the Association.

We want you to come early and stay late, and we promise that the banquet on Thursday evening will be the best one we have ever held.

Reports from about the State indicate that the clover stand is 100% and the chances for a crop next year are excellent. Therefore, even though you did not get a big crop this year, plan on attending one session, and spend the proceeds now on coming to the convention.

PROGRAM

Board of Managers' Meeting, Wednesday, December 12th, 7:00 p. m. in Economic Entomology Building, (1532 University Ave.)

THURSDAY, DECEMBER 13

Morning

9:00—Registration — Payment of Dues, Social meeting.

9:30—Call to Order—Announcements.

9:35—Minutes of last convention. Secretary's Report (Including report on Badger Brand Stationery, Labels, Posters, Pails, Honey Cartons, advertising in "Wisconsin Beekeeping," etc.)

Treasurer's Report.

Report of Standing Committees (Label and Lithograph Pail Committee, C. D. Adams, Chairman)

(Price Committee, Geo. Jacobson, Chairman)

(Educational Committee, Mrs. C. A. Wood, Chairman)

Report of the Board of Managers. Appointment of Committees.

Afternoon

1:30—President's address, L. T. Bishop, Sheboygan.

2:00—Address by J. H. Vint, State Department of Markets, Madison.

2:30—Apiary Inspection Report, E. L. Chambers.

2:45—Stimulating The Use of Honey, Mrs. S. C. Jensen (Miss Fischer)

*3:30—Question Box and out of state Speakers.

Evening

6:45—Banquet at Simons Hotel.

K. L. Hatch, Toastmaster. Reminiscences from the "Old Guard" in Beekeeping.

FRIDAY, DECEMBER 14

Morning

Agricultural Hall, at University

9:00—Business meeting, election of officers, etc.

10:00—Address by H. L. Russell, Dean of College of Agriculture, Madison.

10:15—The Miller Memorial Library, H. F. Wilson, Madison, Custodian of Library.

10:30—Twenty Years with the State Beekeepers' Association, Gus Dittmer, Augusta, Wis.

10:45—Reminiscences of Beekeepers in Wisconsin, N. E. France, Platteville, Wis.

11:00—Inspection of Miller Memorial Beekeeping Library, and visit to University Beekeeping Laboratories.

Afternoon

State Capitol

1:30—Address by W. A. Duffy, Commissioner of Agriculture, Madison, Wis.

2:00—Report of Honey Marketing Specialist, James Gwin, Madison.

2:30—Continuation of Business Session.

*ANNOUNCEMENT

We are very pleased indeed to be able to announce that Mr. Huber Root, of the A. I. Root Co., Medina, Ohio, will be present at the convention.

Mr. Root will present two topics, "What About Honey Now," and "Flavor, Color and Clarity of Honey"

ST. CROIX COUNTY
BEEKEEPERS REVIVE OLD
ORGANIZATION

According to our records, the first cooperation association for the marketing of honey ever formed in Wisconsin was the St. Croix Valley Honey Producers' Association. Some twenty or thirty years ago this association did

a very successful cooperative business and might have continued until the present time if it had not been for the mismanagement of funds by one of the Secretaries.

It is quite fitting that this association should be revived again at this time and some real leadership is shown in the following report from the Secretary, Mr. W. J. Berenschot. This is an example which might be well followed by some other of our county and local associations.

Baldwin, Wisconsin.
Oct. 15, 1928

Dear St. Croix County Beekeepers:

The St. Croix Valley Honey Producers Association was organized by the beekeepers for the beekeeper, and it is and shall be run by the beekeepers. Its officers are bee men, and are elected by those interested in bees.

Now that you are a beekeeper, it is your duty to join this association and attend its meetings, helping to make it a better association.

We all have our faults. It doesn't do to stay home and kick. If there is anything that we can do better by your telling us,—and you are one of us,—then let's pull together and try it.

Our annual meeting is to be held at the county agent's office on Saturday, October 20th at 1:30 p. m. All the business of the year will be discussed and new officers elected. Won't you as a beekeeper plan to come and bring at least one other beekeeper with you? And if you have not already joined this group, become a member on Saturday. We will all profit by working together.

Following is the business done this past year:

Money taken in	
For memberships	\$ 16.50
For Honey	3,831.30
For Supplies	160.08
	<hr/>
Total	\$4,007.88

Money Paid out

To State Ass'n for Supp., memberships, etc.	\$ 164.83
Printers	6.00
Postage	5.00
To beekeepers for honey	3,769.00
Misc.	60.18
	<hr/>

Total	\$4,005.01
Balance in Treasury	2.87

Come, all you beekeepers, and let's make this a big meeting. Saturday afternoon, October 20th, 1928.

Yours very truly,
W. J. BERENSCHOT, Secy.

HAVE YOU RENEWED YOUR DUES FOR 1929?

If every member of the Association would send his dues without our having to make a special request for them, it would mean a saving on each individual of from 10 to 20c, as it costs the Association at least 10c a member every year to get renewals in.

The funds of the Association are not great and the members should help to conserve them. We will therefore appreciate it if you will send in your dues at once when they become due. We feel that sometimes the beekeepers of Wisconsin forget that the Wisconsin Association has made an outstanding record in the development of the beekeeping industry in Wisconsin.

It is true that during the past three or four years, marketing conditions have been bad and that beekeeping would seem to be in a slump. The State Association could not have helped this condition since there was a great oversupply of honey in 1925 and 1926 which brought about this condition. The only way that the beekeeping industry can be brought back to the normal of 1925 is to have the full cooperation of the beekeepers and this

cooperation must extend to the Association.

The membership of the Association should be much larger than it is. Please do all that you can in securing new members, and also in keeping the old members in the Association.

H. F. WILSON, *Secretary.*

U. S. DEPARTMENT OF COMMERCE BULLETIN

In order to better serve Wisconsin business houses, particularly manufacturers engaged in export trade, a district office of this Bureau was recently opened at 418 Post Office Building, Milwaukee, in charge of Mr. B. P. Boykin. You can obtain from Mr. Boykin all of the information distributed by this Bureau concerning foreign markets for American products, lists of importers and dealers abroad, names and addresses connected with foreign trade opportunity announcements, detailed statistics covering exports from the U. S., advice on foreign tariff rates, copies of Bureau publications, etc.

We trust you will not hesitate to call on Mr. Boykin for information, advice and assistance.

F. L. Roberts, Dist. Mgr.,
Chicago Office, 38 S. Dearborn St.,
Room 577.

(Oct. 12, 1928.)

Buzzes About Wisconsin

G. E. MARVIN

Mr. G. J. Lengst of Prairie du Chien reports as follows on November 5—“My bees are all packed for the winter and have been for some time past. Got a 50% crop of honey and all was sold within a month after extracting, getting 2c better per pound than last year at wholesale.”

Mr. C. E. Zilmer, of the Kickapoo

Valley Apiary, located at Steuben, writes on November 7—“The season of 1928 has come to a close and I am well pleased with my returns. 125 colonies spring count produced 13,800 pounds of very fine basswood honey with no clover. It is all sold, too. I think it is very good for this year. The bees are well supplied with winter stores and are all ready packed for the winter blasts. Prospects for clover next season are the best I have ever seen. Hope we will have a good blanket of snow.”

Mr. A. E. Jaeger, of Watertown, reports, “The bees are in very good condition and very little feeding had to be done this fall. Surplus honey was from 15 to 40 pounds per colony, depending on locality. The honey is a light amber, heavy and of exceptionally fine flavor selling at \$1.75 per 10 pound pail. The honey plants are in the best of condition for this coming season.”

Mrs. C. A. Wood, Chairman of the Educational Committee, living at South Wayne, reports, “At our October meeting we had a most interesting time. In the morning we had our business meeting and election of officers. In the afternoon we had more of a social meeting at which Alta Arnsmeier was our guest of honor, as she is the state champion of the honey baking contest.”

“Mr. C. D. Adams and Mr. N. E. France were the principal speakers. The Honey Wood Trio furnished the music for the occasion. A social hour with refreshments—honey cake and honey cocoa was enjoyed after the meeting. There were 25 present and only 3 more men than women. How is that for a beekeepers meeting?”

Mr. Richard D. Adams, of Reedsburg, writes, “We will have a beekeepers meeting on November 15, at the Reedsburg bank starting at 10 a. m. Either Mr. Adams or Mr. Gwin

will be present. I have all the honey taken care of and bees are ready for the winter."

Mr. J. C. Hatch, of Rockbridge, Wis., writes from Barnett, Mo.—"Any time next summer you happen to be 'buzzing around' Richland Co., I shall be pleased to have you call on me."

Those who were on the Bee Tour in August will recall that Mr. Hatch has his apiary in a most beautiful setting, right near a perpendicular bluff with a stream flowing right through a cleft in the solid rock, forming a natural bridge.

NOTICE TO ALL BEE JOURNALS

*No. 414) (23rd March, 1917.

Importation of Beeswax and Foundation Comb Into South Africa.

"The Department of Agriculture hereby gives notice that from this date any permit for the introduction of foundation comb into the Union will be made conditional in respect of each consignment on the surrender of a sworn statement from the supplier declaring that the wax from which the said foundation comb was prepared was heated to a temperature of 212° F. for half an hour. Any permit for the introduction of beeswax other than white wax will be made conditional on surrender of a similar sworn statement in respect of each consignment or, failing such declaration, on the heating of the article on its arrival for half an hour at the temperature specified, unless arrangements have been made with the Department for the keeping and manufacture of the article in such a manner as is deemed by the Department to render the special heating unnecessary. Wax accepted by the inspecting officer as pure white beeswax will continue to be admitted under special permit without any declaration

and without being subjected to heating.

Applications for permits should be addressed to Chief, Division of Entomology, P. O. Box 513, Pretoria.

Government Notice No. 795 of 8th June, 1912, is hereby cancelled."

F. B. SMITH,

Secretary for Agriculture,
Department of Agriculture, Pretoria.

U. S. STANDARD HONEY GRADER

The Pfund honey grader, the instrument adopted by the United States Department of Agriculture as the official grader for determining the color of extracted honey, will hereafter be manufactured and sold by the Munsell Color Co., Inc., 10 E. Franklin St., Baltimore, Maryland. The Munsell Color Company specializes in all sorts of color work and is prepared to make immediate shipment of Pfund graders.

Unfortunately some of the graders manufactured by the Haubon Company, the first manufacturers of the graders, were found to be inaccurate, and such discrepancies, of course, cannot be tolerated if the grader is to be used to specify the color of honey in business transactions based on the United States grades. In taking over the exclusive manufacture and sale of the grader the Munsell Color Company has signified its willingness to calibrate all the graders now in use. This will be done by matching them with an instrument which has been especially set aside for the purpose, and which contains the original color designations as defined by the United States Department of Agriculture.

The charge for this service is \$1.50, and the owners of the graders who wish to have their instruments properly calibrated should mail the amber wedge, or better still the whole upper part of the instrument, carefully packed

to the Munsell Color Company. The company promises prompt service, and the graders will be returned within a day or two after their receipt.

Any communication concerning prices, calibration, or repairs, should be directed to the Baltimore Company.

HONEY MARKETING AGENT'S COLUMN

By JAMES GWIN

Since my last story for this magazine I have covered a large part of the state and am in a pretty good position to know where the good honey is located. I also know where there is some poor honey. There is some fairly good honey in nearly all counties, but the larger part is generally poor or poor to fair.

I find in the territory within 50 miles of the Mississippi River a 50% crop of nearly pure basswood honey of the finest quality. Only the western half of Grant County is included in this area. I found some fine honey in Barron, Chippewa and Dunn Counties. There is also some good honey in Shawano and Marathon Counties. Outside of these regions and a few local sections scattered over the state, Wisconsin's 1928 crop of honey is nothing to rave about in the matter of good quality.

I find honey is retailing more uniformly than last year and is just a little higher. However, I found 10 pound pails of nearly, if not actually, pure basswood honey being retailed in the stores for \$1.25. Isn't that a crime? Comb honey is scarce and high. The quality has a complete range from good to poor. Some No. 1 honey has been listed with this department at \$5.00 per case.

I have just finished a schedule of meetings in Dunn, Pierce, St. Croix, Barron, Door and Shawano Counties. These meetings were well attended,

showing a determination to keep and build their local organizations. Too often when beekeepers have little or no marketing or disease problems, they lose interest in organization matters. In reality at such times organization is imperative if we expect to be in a position to meet marketing and disease ganization. The county is small and emergencies.

In Door County we have a real or has only a few beekeepers, but they have regular monthly meetings and talk about interest,—they kept me until after midnight at one of their evening meetings. I have been invited to assist with a two-day institute in February in Door County. Wouldn't you smile if you saw this ad: "Try Some Door County Cherries Sweetened With Honey?" If anyone has any recipes where honey is used to sweeten cherries, please send it to the County Agent, Mr. B. F. Rusy, Sturgeon Bay, Wisconsin. Mr. Rusy is surely boosting our industry in his county.

Shawano County is always good. There is a real live bunch up there, and I dare say not a county in the state follows the State Association's recommended prices closer than Shawano County. That is what real co-operation means and does.

In St. Croix County there is another group that is hard to beat. See their Secretary's report in this issue of "Beekeeping." This is another case of co-operation. I was up there on September 26 and they had a bee tour in the day time and a meeting at their community building in the evening. After the meeting there was a regular old-fashioned dance, and did your Marketing Agent ever fall from Grace! Well, I was a long ways from the Department of Markets and had a fine time, and I don't mean maybe.

At the last annual meeting of the State Association in Milwaukee, it was

voted to have a honey exhibit at this year's convention. I was delegated chairman of the committee to make arrangements for such an exhibit. Unfortunately with the short crop of honey this year, I am experiencing a difficult proposition. It seems to me that those who could, without a lot of trouble, should bring an exhibit. I have made arrangements with the Superintendent of Public Property and secured room and tables in the corridor of the Capitol. This does not cost anything and permission is given to sell all the honey you can. The finances of the State Association are such that they cannot pay premiums. However, I believe ribbons will be given if the exhibits are worthy and they should be. Folks, this is a time and place to advertise and it is up to you to make use of it. If I am assured of having honey come in for the exhibit, I will send stories to the Madison newspapers giving all the details about the exhibition. Put an exhibit in your car and come to the convention.

Educational Committee

Mrs. VIOLA WOOD, Chairman

MRS. C. A. WOOD

The Year is drawing to a close and we are all looking forward to the fiftieth anniversary convention of the State Association at Madison.

It will be interesting to see and hear the pioneers in this work, but this convention will be of especial interest to the members of this committee for we expect to have a luncheon at noon on the second day and get personally acquainted.

It has been a very pleasant year and I hope a profitable one.

The committee has tried out many schemes and devices and found some

very successful. Some of these could be adopted by every individual beekeeper. Giving out leaflets and recipes with every order of honey or to prospective customers; serving honey foods for refreshments at social gatherings; giving honey as prizes at card parties or other games of contest at your home; donating honey or honey foods and candy to societies in order to raise money for the society are a few of these.

Christmas comes too this month and Christmas would not be Christmas without candy. Many of us like to make some home made candies so here are a few that are my favorites.

College Fudge

Melt $\frac{1}{4}$ cup butter in sauce pan; add 1 cup white sugar, 1 cup brown sugar, $\frac{1}{4}$ cup of honey, and $\frac{1}{2}$ cup cream or rich milk. Stir thoroughly all the time. When it has been brought to a boil continue boiling for $2\frac{1}{2}$ minutes; add 2 squares of Hershey's chocolate scraped fine or 2 tablespoons of Hershey's cocoa; stir rapidly. Boil 5 minutes, stirring first rapidly and then more slowly towards the end. After it has been taken from the heat add $1\frac{1}{2}$ teaspoonsful of vanilla or $\frac{1}{4}$ teaspoonful of mapleine extract. Stir constantly until mass thickens. Pour into buttered pan and set in cool place.

Honey Caramels

2 cups granulated sugar, $\frac{1}{2}$ cup cream or rich milk, $\frac{1}{4}$ cup honey, and $\frac{1}{4}$ cup butter. Mix all until sugar is dissolved. Then cook without stirring to a hard ball. Remove from heat and beat until it begins to crystallize. Turn into buttered pans and cut into squares the size of caramels. Nuts or cocoanut may be beaten into this.

Honey Divinity

$2\frac{1}{2}$ cups sugar, $\frac{1}{2}$ cup honey, $\frac{1}{2}$ cup water, whites of 2 eggs beaten stiff, 1 cup nut meats chopped. Boil sugar, honey and water until thick syrup, then pour 1 cupful of syrup

on the beaten egg whites, beating briskly. Boil remainder of syrup until it hardens when tested in cold water; then pour it into the syrup and egg white mixture, stirring briskly. Add nut meats; beat until it begins to harden. Pour into buttered pan and cut in squares. Set in cool place.

Nut-Honey Pats

1 cup honey, $\frac{1}{2}$ cup butter, $\frac{1}{2}$ cup boiling water, $\frac{1}{8}$ teaspoon baking soda, $\frac{1}{8}$ teaspoon cream of tartar, 1 cup nut meats. Boil honey, water, soda and cream of tartar to firm ball. Stir in nut meats, boil up once after adding nuts; turn out on buttered slab or plater. When cold roll up tight and slice. Let slices dry out on waxed paper.

Wishing you all a Merry Christmas and a Happy New Year.

MECHANICAL HONEY GRADERS TO LESSEN TRADE DISPUTES

There have been installed in the Hamburg and London offices of the Bureau an improved type of mechanical color grader for honey which is coordinated with the standard United States Department of Agriculture grades.

German and British importers of American honey will be invited to use these devices, if they so desire, in ordering and checking shipment against sample. If, as is understood, American honey exporters are utilizing similar grading methods, the results should be beneficial in lessening costly trade disputes over color.

The Department of Agriculture has installed similar grading apparatus at strategic points in the United States for the convenience of American exporters who do not own such equipment themselves. These are located in the Department of Agriculture's offices, as follows:

Room 206, Wholesale Terminal Bldg., Los Angeles, California.

Room 902, 53 Park Place, New York City.

Bureau of Agricultural Economics, Washington, D. C.

Bureau of Entomology, Bee Culture Laboratory, Washington, D. C.

In addition to the above, many State Departments of Agriculture and State Universities have these graders.

Further information may be obtained by those interested from either the Bureau of Foreign and Domestic Commerce or from the Bee Culture Laboratory, Department of Agriculture.

R. L. PURDON,

Confectionery and Honey Specialist, Foodstuffs, Division., U. S. Dept. of Commerce.

WHAT HONEY COLORS AND FLAVORS MEAN

Nearly one hundred different kinds of honey are said to be produced in the United States. The color and taste vary greatly—from the water-white clover to the dark amber buckwheat honey; and the taste varies from the smooth, mild, clover honey to the bitter quinine taste of the dark Chinquapin honey.

Is it any wonder that people who know little about it, question the purity of honey because it tastes and looks different from that with which they are familiar? Every honey seller has had to meet the question of the purity of honey—and this doubting attitude on the part of the public cuts down sales. If a customer, accustomed to white clover honey, tastes buckwheat honey, he is apt to ask if baking syrup has been mixed with it. A buyer for a chain of grocery stores, who buys several carloads of clover honey each year recently accused a state apiary inspector, who is also inspector of weights and labels, of being engaged in a busi-

ness that bordered on fraud. He argued that, as long as bees produced the honey, they could produce only one kind of honey, just as a cow produces one kind of milk, regardless of what she has eaten. Such ignorance hardly seems possible; however, the inspector said that it took him an hour to change the mind of this big honey buyer.

Beekeepers, and everyone connected with the selling of honey, have a big job, and that job is to broadcast information on honey flavors and colors. Countless people refuse to buy honey because it is not like what they have been accustomed to, therefore, they think it is not pure.

The amount of honey that could be sold at roadside stands would be greatly increased if more people were informed along these lines. The roadside honey seller could, and should, buy honey from other localities and other sources to take care of the demand in off seasons.

Let every beekeeper talk flavors and colors of honey.

(Courtesy of the A. I. Root Co.)

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