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THE PACIFIC BEE JOURNAL



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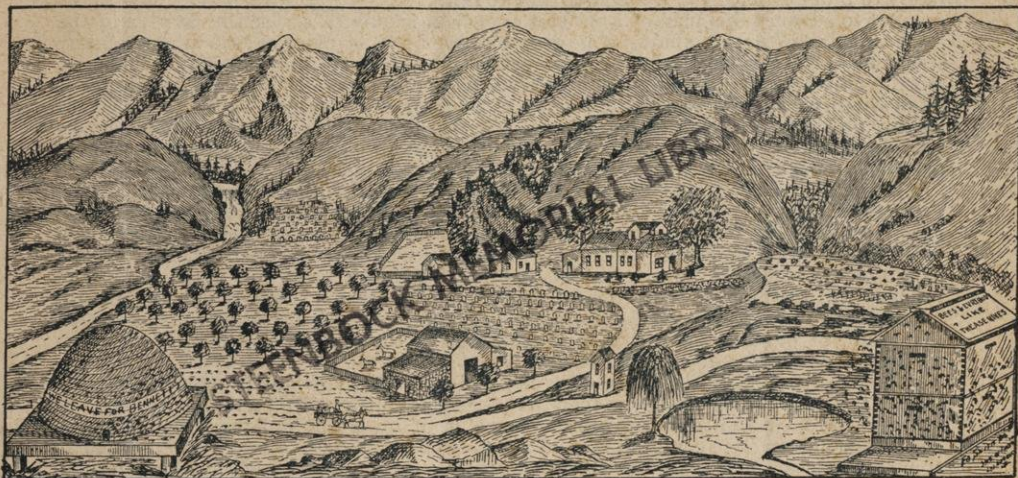


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THE BENNETT BEE-HIVE CO.

365 EAST SECOND STREET

LOS ANGELES, CALIFORNIA



BENNETT'S FRUIT RANCH AND APIARY, FERNANDO, CALIFORNIA
The Old and New Hives are shown in the Foreground.

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“BETTER PRICES FOR HONEY.” \$\$\$\$\$\$\$\$

The CALIFORNIA BEE-KEEPERS' EXCHANGE Meets at Chamber of Commerce February 3rd and 4th, 1896. Watch their movements in this paper. Induce your friends to read this journal, as it will keep all posted, which will gain you a better market and higher prices. **See Offers on Pages 8 and 10, for Subscribers.**

ADVANCING THE PRICE OF HONEY.

BY A. NORTON.

With this question of advancing the price of honey, we will find the accompanying question of increasing its sale to be inseparably connected. The one channel of effort besides this that is much considered is that of directly or indirectly restricting its production or withholding the production, which is hardly worth serious discussion. At any rate it will not be discussed in this article. An indirect restriction of the product may be touched upon, however, which can be brought about by holding same for a better valuation in the market.

As human nature is still constituted, and as agricultural business habits are now followed, the provident and far-seeing producer of any product is most generally the gainer by waiting and watching his chance before he sells. For example: when harvest time approaches we see the ranchers besiege the proprietors of threshing devices, eager to be the first to secure their services. Just as soon as any considerable quantity of grain is threshed, ranchers who have been doing everything on credit through the season, force their grain upon the market, and the bottom drops right out of the prices during the early part of the season. The man whose more careful methods enable him to take his time in disposing of the crop, will wait an upward turn in the market, and will generally sell at a much better price than have his neighbors. But as long as men will force their crops upon an unwilling early market, so long the few will be most likely to profit by choosing some later time to sell.

But to advance this plan of a general expedient is only to advise the division of the same amount of profits among a larger number, for it is more or less true that any season's product will average at a certain price, and the producers will divide this price more evenly or more unevenly among themselves accordingly, as they offer their goods more steadily or more by spurts. Concert of action in this matter of selling will be very hard to obtain, and the few who get the very best prices by waiting the very best opportunities, could not be expected to very eagerly assist in having a great many more to put goods on the market at the same time when they are selling.

Therefore, while some methods of regulating and evening the rate of supplying the market, if such could be devised, would be beneficial to most producers, the main question is how can we extend the sale of honey? How can we cause it to be used on more tables throughout the land? There ought to be some means, as there is surely ample room to largely increase it consumption. It is true that but a per centage of humanity will habitually relish the use of such a concentrated sweet as honey, but still when we think of the immense consumption of sugar and its derivatives, it seems that it should not be the honey that sells slowly and with difficulty, while the former is always active and the demand constant.

Among the families of the land, in city and country, there are proportionately few where the table is regularly or even frequently supplied with honey. Among the grocery stores, especially in the country, few have it on hand, and those few keep it in obscure or unattractive condition. And yet the ranch families are very numerous where some grade of syrup is placed on the table nearly every morning; while many more, to say nothing of the log camps and saw-mill boarding-houses, have syrup at almost every meal. One will buy at the grocery store a gallon can of syrup at from eighty cents to one dollar. It contains less than twelve pounds, and is therefore more per pound than the California bee-keeper can get for his extracted product, except under unusual conditions. As soon as the supply is gone, it is replenished from the grocery store. In the rural districts alone the amount of syrup used would, if tabulated, set any discouraged bee-keeper to thinking.

We cannot expect honey to take the place of sugar, but it could well supplant a large proportion of the various grades of syrup. In suggesting how to do this, the views set forth are not expected to be adopted with any surprising degree of suddenness. They are not essentially new nor original, but like many other feasible things that have been advanced, endorsed by many, and soon consigned to the mass of things unacted upon.

The plan to follow would afford scope for either individual or coöperative action. *Instead of large, dusty, grimy, sixty pound cans*, every producer should have his honey put up in bright and neat ten or twelve pound cans, and fancy labeled. A judicious proportion of smaller packages might also be advisable. These should get to the market perfectly free from dirt, that the outside appearance may invite rather than repulse. Individual efforts could be extended among local merchants by offering them reasonable inducements to place honey in their lines of goods as a staple on an equal footing with syrup.

Such missionary work can still be done among the people to convert them to the consumption of honey; in fact a little more of this and a little less of converting them

to the production of honey, would enhance sales and prices. Many producers get excellent results from the sale of their honey to regular customers. A bee-keeper in the northern part of this (Monterey) county, has a regular line of purchasers in the towns between his place and the city of San Jose, over fifty miles distant; and his patrons in that city would always wait for his return to buy of him. If people could be induced to use extracted honey in cooking, they would learn, what some already know, that it makes better cakes of the various sorts than molasses and syrup, which costs fully as much and more.

Various methods of individual work are open to different individuals, according to judgment and preference. No one person can do it all. The course of honey in the market is too much through one limited channel, which is too small for the stream that would flow therein. The more taps and off-shoots from this channel we can create, however small each one may be, the more will we facilitate the flow of the main current, and the more also will we widen and extend its distribution.

Coöperation would, of course, accomplish by far the most noticeable results. But we are met at the outset by the difficulty that coöperation takes money. To establish an effective coöperative organization would require contributions from producers over a large section of country. The work of such an organization would be definite.

Could it be brought about? I do not mean this day or this month; but by a gradual process of development, could it be accomplished?

I do not wish to branch off into visionary and impractical plans, and therefore I would enter this portion of the subject cautiously. I will touch upon what we could expect to have accomplished by an organization much as one might have considered and outlined what was desirable in facilities for travel before locomotives and steamboats were invented.

It would establish itself in the centers of trade with experienced men to manage it. It would not try to give something for nothing or work for nothing, but would for a fair remuneration sell honey to the best possible advantage, doing away with unjust tares, excessive tolls and fictitious returns. It would not confine itself to the mere agent—salesman, capacity of a commission house, but would always carry on an aggressive campaign of education and extension. It would become a force in ferreting out adulteration and enforcing the laws we already have, to say nothing of securing better ones. It would become a strong influence in securing uniformity, attractiveness and marketable condition of honey consignments.

I do not suppose we will ever have any such thing as honey-drummers; but there is no doubt that the skillful methods of commercial travelers, who distribute liquors and tobacco, or groceries and dry goods throughout the country towns, if employed by some house or organization that made a specialty of honey, would largely increase its distribution as a staple of food.

But I will not go too far with what may be regarded as a dream. Organization and coöperation are hard enough to maintain even among corporations, as is seen by the frequent rate wars. Still harder are they to maintain among the masses, and hardest of all among agricultural producers, whose cohesive powers are remarkably feeble, and who seem to prefer to have their half dollars filched from them rather than contribute them towards self-defense. But, if organization were once started as a small beginning, it could gradually enlarge its field and accomplish more each year. An organization which, at the outset, could throw its combined patronage in any direction determined upon could, without doubt, make arrangements with honest, successful and influential commission firms in all the principal towns, who would give the producers extra good treatment in many ways as a consideration for their united support. This would seem like a practicable and excellent beginning.

I have recently read in *Gleanings* of a California producer who is going to establish a business for selling honey from this coast in Chicago.

Professor Cook has told how carload lots of honey are gathered together in Southern California for shipment East. These movements are encouraging on the principle that every little helps, and still more in proportion.

Monterey, Cal., Dec. 10, 1895.

HONEY PACKAGES.

By W. H. MENDLESON.

I should wish to see the following subjects thoroughly discussed in your new bee journal: Adulteration; The Marketing of Honey; Small and Attractive Packages; and The Cause of Low Prices in Our Honey Markets.

I should wish to see the bulk of our honey put up in small, neat and attractive packages. By this means we could check adulteration and increase the sale of our honey.

I prefer flint glass jars for small packages, filled with well strained, well ripened and thoroughly graded honey, with a neat label attached, giving the correct source of the honey. This I know will attract and help the sale.

Extracted honey has a clear sparkle when put into glass jars, and tempts many to buy who otherwise would not when large tin cans, where the honey is hid from sight, are the receptacles. The requisites, neatness and ingenuity in putting our honey up in the most attractive and salable packages, always gives us the best returns.

In 1886 I produced more comb honey than my local trade could consume; it was of the finest quality and I put it up into neat, glass-front, 24-lb. section shipping-cases. I then took a sample case and visited the neighboring cities. They were well supplied with a lot of dirty sections and travel-stained comb honey. On making known my business they refused to buy, being unable to dispose of that already on hand. But as I produced my samples, neat, beautiful and tempting, prices were asked for, and orders taken, and the balance of my large crop was sold in a surprisingly short time, and I could have sold much more. This good sale was in consequence of neatness and attractiveness. The very small extra expense in packing neatly gives most agreeable returns, as the above shows.

We must have a combined system and uniform prices, as well as a better production, properly ripened and graded in order to work up the best trade.

Ventura, Cal., Dec. 31, 1895.

THE CHICAGO HONEY MARKET AND THE EQUAL DISTRIBUTION OF HONEY.

CHICAGO, ILL., Dec. 10th, 1895.

FRIEND MARTIN:

Yours of the 4th inst. at hand. In regard to the Exchange idea you speak of, I have very little faith that it will work. If California was the only large producer of honey there might be some prospect of holding our crop for good prices, could we all unite.

There is one firm here that has purchased this year seven cars of Arizona honey, and they say they prefer it to the California product. Honey has been sold here as low as four cents per pound in car lots.

Chicago is not the only market we are trying to work. We are working the leading cities in Wisconsin, and have found as nice comb honey in some of these cities as can be produced, which was purchased by dealers for ten cents per pound.

So far we can find no market that will take much honey for cash. Commission men report a fair market, but they will not buy.

I find that there is only a small per cent of our honey sold for table use; nearly all of it is used by the cracker companies.

Fine comb honey is offered here now by some dealers at 12½ cents. My impression is, that honey is selling here at as good prices as nearly all other products. Nearly all are selling at very low prices. When times revive and there is plenty of work at good prices for laboring men, we may look for better prices for all food products, but we will have to take our medicine with the rest until more prosperous times. I remain,

Truly yours, D. A. WHEELER.

Mr. Wheeler is a large honey producer in Riverside county, California; his yield of honey this past season was nearly sixty tons.

Mr. Wheeler is now in Chicago trying to work up a trade in California honey. As to his success and prospects the letter speaks for itself.

Mr. Wheeler has not much faith in the Exchange idea, for the one reason stated; but the Exchange idea does not stop there. It proposes to cheapen production as far as possible by buying supplies at lowest wholesale rates; for instance, the saving of 15 or 20 cents on a case of two cans for extracted honey, is no small item in the aggregate, and the same rule holds with all other supplies. The supply feature alone should bring every producer into the organization. If a producer is not able to pay spot cash for his supplies, the Exchange proposes to supply such producers upon terms that will work them no hardship.

Another point: the fact that California is only one center of a large number of honey-production localities, is not an insurmountable obstacle. The equal distribution of the honey produced in our whole country would relieve the pressure upon our large trade centers, and give a healthful tone to prices. The Exchange for the sale of citrus fruits is a success through this fact, that the fruit is more evenly distributed in the eastern cities. Now, in line of this equal distribution, let us look at a few figures. There are in

the United States 600 cities (speaking in round numbers) of over 6000 population. Suppose that each city consumed only one carload of honey per annum; figuring a carload at 12 tons, would give us over 14,000,000 pounds. As our product this past season in this State will not go above 5,000,000 pounds, this would leave a large surplus to be supplied by other States. Then, when we consider that the larger the city the larger number of cans of honey would be absorbed. So with this equal distribution of honey there is not enough honey produced in the United States to go around to all of its people. There are hundreds of thousands that get not a taste of honey from one end of the year to the other. To promote this equal distribution, to promote organization and co-operation in other States, is the end and aim of the California Honey Exchange.

Bloomington, Dec. 15, 1895.

J. H. MARTIN.

CLEAN AND TIDY HONEY PACKAGES.

BY A. B. MELLEEN.

As it is the general appearance that sells comb honey, and to a great extent regulates the price, it is very important that we should keep these points in view while making the crop, and preparing it for market. I have found that by having the hives level, and the swarms strong, that separators are not required, and that the 1 $\frac{7}{8}$ x 4 $\frac{1}{4}$ snow-white sections are the most satisfactory, as they will come nearer holding a pound of honey, and give better satisfaction all around than any other size of section that I know of. A carload of 900 cases of comb honey that I sold the past season, averaged a trifle over 24 pounds of honey to the case (12 pounds extra for the entire carload). I mention the circumstance as this was the most satisfactory car of honey, for all concerned, that I have ever sold. The shipping-cases were single tier, glass front, holding 24 sections, and weighed three pounds each. Nearly all the shipping-cases used at Acton the past season had an oval opening for the glass, and were made in such a manner that they were fully as strong as the old fashioned cases made without glass fronts. They looked well and were strong; but there were two objections made by the wholesale dealers to these cases. One was that the pine from which the cases were made was sometimes "pitchy," which is liable to affect the flavor of the honey. The other, and most important objection was that the pine covers split easily when a case of honey was being opened to show the quality of the honey to a customer.

With my experience I should say that the requirements for a perfect shipping-case for comb honey were these: A single tier case to hold 24 sections, four rows, six in a row; weight 3 pounds; oval opening for the glass; paper tray in the bottom of the case to catch any leakage; strips of wood 3-16 of an inch thick and $\frac{7}{8}$ of an inch wide rest the sections on to keep them from sticking fast to the bottom of the case; the case to be made from soft, white pine, with $\frac{1}{2}$ inch ends and $\frac{1}{4}$ inch sides, top and bottom; the case to be nailed with three-penny fine cement-coated wire nails, *except the covers*, which should be fastened with six two-penny fine smooth wire nails, three in each end, so that the cover can be easily taken off without splitting.

All imperfect or light weight sections should be held out of the first-class honey, as a very few poor sections of honey in a pack will grade the whole lot down, but the good ones will not grade the poor ones up. The second grade can be disposed of later in the season in the local market at a very satisfactory price.

A section of honey that has had any brood raised in it, should be consigned to the sun extractor; for if it is packed with the rest, the bee moth will get in and ruin the whole case. Comb honey that has been used for brood can be easily detected by the dark appearance of the comb and should be rejected every time.

[The grading of comb honey is a most important factor, there being three grades necessary.

The first grade—evenly filled white capped honey, in snow-white sections, which are well cleaned.

Second grade—evenly filled amber honey, well cleaned sections.

Third grade—unevenly filled, light weight, sections cleaned.

This grading goes a wondrous way toward gaining best prices, as the poorer grades never help the better grades when mixed, but rather gain the lowest prices.—EDITOR.]

Mr. Geo. W. Brodbeck will have charge of the sales department of the Bennett Bee-Hive Factory for the coming season, and will assure you the most courteous entertainment, whether you buy or not. Mr. Brodbeck is too well known for us to attempt to describe, for fear we could not do him justice; suffice it to say, he has had many years successful experience with the bees, and we hope to see him kept busy answering the knotty problems of "beedom," and selling goods.

CALIFORNIA HONEY EXCHANGE.

Its Advantages to Honey Producers; an outline of the plan, and its method of operation; the California Citrus Fruit Exchange, and what it has done for the Fruit Interest of the State; low prices of California Honey; the Cause and Remedy.

BY PROF. A. J. COOK.

It is a principle of political economy that prices are regulated by the law of supply and demand. If the supply of any commodity is great, more than is required to meet the usual demand, then prices fall; but if there is a shortage in the supply, or if for any reason there is an increase in the demand, then prices are advanced. This seems right and reasonable, and speaks no hardship. If the producer has an overwhelming abundance, he can face low prices with equanimity; and if his product is scarce, and the price is correspondingly great, he still sees justice in the relation, thinks not to murmur, and is at peace. In truth, he prefers, if he considers only his own selfish interests, to produce, say, 1000 bushels of potatoes, and sell them at one dollar per bushel, than to raise 10,000 bushels and market the same at ten cents per bushel.

In the honey market this law does not seem to control. Last year there was in California almost no crop of honey, and yet the price was about the same as at present, although many bee-keepers the present season have produced upward of thirty tons of the best honey. It is evident, then, that the markets are manipulated, and that the legitimate laws of trade do not control in fixing the price of honey. The large dealers either keep up the supply of so-called honey irrespective of the production of the genuine article, or else, made strong *through organization*, they have power, which they seem not slow to use, to fix prices to suit their own sordid desires for gain; and thus the producer becomes the victim of what is virtually a great trust, made powerful through the fact of organization. That the latter explanation cuts the larger figure is shown in the fact that the consumer is not benefited by the low price offered by the wholesale dealer, or at least but slightly benefited, for in the retail markets the price suffers no such extreme diminution. Thus the price of honey is manipulated arbitrarily, not controlled by the laws of trade, and this to the serious hurt of both producer and consumer.

We cannot wonder, then, that producers are becoming indignant at such palpable injustice, and are resolved "to fight fire with fire." They propose to adopt the motto, *Similia similibus curantur*. All other crafts organize to work as a unit, why not we? say they. They have been united, and able to take advantage of our isolation and scattered energies. Why not we combine, who produce what the world needs, and will die without, and so compel justice in trade? The others all agree that we do not get our fair share of the world's goods. But as the carver at the table reserves the largest, fattest slice for his own plate, so they, still in the face of acknowledged justice, fix the price at the lowest possible figure, simply because they can; or, in railroad parlance, "charge all that the traffic will bear."

The orange growers of Southern California faced this problem. They organized as the Citrus Fruit Exchange only two years ago; yet only last year they controlled the market and shipment of over one-half of the eight thousand carloads of oranges shipped from Southern California. They have largely reduced the expense of packing and shipping, have been able to grade the fruit more perfectly; and, as "nothing succeeds like success," they are more and more winning the respect of all classes, and especially the growers; and, unless they commit some most unfortunate blunder, will soon draw all producers into the Exchange. Thus organized they cannot only pack and ship at the lowest expense, but they will wield a power that will compel reasonable freight rates, and, best of all, they will restore to the throne, in trade, the great and equitable law of supply and demand. The markets will no longer be manipulated, and the charge be regulated by the endurance of the traffic, but regulated by the just laws of trade, to the benefit of both producer and consumer. The avarice of the tradesmen shall no longer fix the prices, but the producer shall have a word as to what price his products shall command in the market. Already the fruit interests are brightening; already the orange grower is cheered by the hope of living prices; already the whole fraternity is seeing a brighter, better future.

The plan of the Citrus Association or Exchange is something like the following: A central office at Los Angeles, controlled by general officers, elected by all the stockholders, according to the amount of stock, looks after all the general business. This management is in daily communication with all the markets supplied in the East; arrange with responsible business firms that do business in all available markets, and

receive all orders for fruits. As the markets are worked up before time of shipment, the orders come in liberally, and are supplied in proportion to amount of fruit, by the local branches of the Exchange. Each locality has its brand, and, upon receiving an order from the general manager, orders from each individual, as the quantity and ripeness of the fruit suggests. The vantage ground is just here: markets are worked up, and new ones established before the fruit season opens; and that by persons directly interested in the marketing of the fruit at good prices. Shipping is done by a single body, and so no market is glutted. Cars of fruit go direct to all markets, and not to some one large market like Chicago, to be re-shipped. The growers can pack at very much less expense, and have voice as to price. They are not at the mercy of myriads of buyers often commission men without means or responsibility. The freight rates are also more sure to be justly regulated by an influential association than they could be by mere individual effort.

The thousands of dollars of rebate on freight will also go to the producers and not to the commission men, as was the case under the old *regime*. The grading is done by interested experts, and so is better performed, and constantly builds up rather than interferes with the market. In fact, the whole scheme is a business arrangement, and is rapidly growing in favor, as it must certainly do, commanding the respect of the producer and also of the general business public. Even bankers, and other men of business sense, speak of the Exchange as the salvation of the fruit interests of California, and this at two years of age. If the mere plantlet gains such respect, what will be the result when the plant is mature and has fully fruited?

Bee-keepers are as great sufferers as were the fruit men, and have precisely the same grievance. Very unjust discrimination is made by the railroad against honey. The best extracted honey, which should never sell below six cents per pound, commands now only three cents in the market; and the bee-keeper whose circumstances compel immediate sale can get no more. He has no option, and is wholly at the mercy of the buyer; and often, very often, fails of all profit; and frequently, trusting his goods to unprincipled commission men, loses everything. The bee-keepers have resolved to organize a Honey Exchange similar to the Fruit Exchange. A committee of able, wide-awake men, is appointed to put the scheme on foot. The bee-keepers everywhere are promising to become patrons, and show their faith, by the promise to be responsible for all necessary expenditure.

The probable scheme will be to organize an association much like the Citrus Fruit Exchange. A general manager will devote his entire energies to the development of the market, and the honey of California will nearly or quite all be marketed through the central Exchange, and sold directly to large reliable dealers in the East, and at a living price insisted on by the Exchange. If the bee-keepers hold together they can have much to say in regard to fixing prices; and may so influence freight rates that the unjust and unreasonable charges shall be greatly reduced. It is proposed to have one or more local organizations in each county, to determine the magnitude of the crop, and to attend to the grading and shipment, according to advices received from the central organization.

It is believed that this scheme is entirely practical, and already there is a spirit of hopefulness among bee-keepers that could not exist when all the profits went to the middlemen, or, as is too often the case, more than the profits went to unreliable and dishonest commission men.

The fact that all or nearly all bee-keepers are intelligent, reading men, and are united through the influence of the excellent bee papers, makes it possible that the Honey Exchange will more readily secure full coöperation among the bee men than has the Fruit Exchange among orange growers.

Every honey producer in California should at once write to Secretary J. H. Martin, Bloomington, San Bernardino county, California, giving him the number of colonies of bees in his apiary, the amount of his present crop, and also the names and addresses of all the bee-keepers in the region. This will greatly hasten the work of the committee in putting the Exchange into complete working order.—*Gleanings*.

Claremont, Cal., Dec. 12.

Mr. A. D. Wood, late of Lansing, Michigan, and now sojourning in Southern California, with a future intention of establishing a large modern apiary, has accepted the responsible position of superintendent in the manufacturing department of the Bennett Bee-Hive Factory for this season, and longer if we can persuade him. Mr. Wood has managed bees successfully for 17 years. Has held the position of Foul Brood Commissioner in Michigan, and is today one of our modern bee-keepers. He has had extensive experience in Queen rearing for more than 12 years (see his ad. on another page, and Professor Cook's endorsement). He also has manufactured bee-hives and bee-keepers' supplies for ten years, which insures us good workmanship on all classes of goods.

REPORT OF LOS ANGELES COUNTY ASSOCIATION.

Meeting called to order at ten o'clock, November 18, 1895, by Hon. George W. Brodbeck, president, by admitting new members.

Communications read by the Secretary, A. Barnett.

Election of officers: present President Mr. Brodbeck declining; Mr. Barnett elected. Mr. Squires elected Vice-President; Mr. James Second Vice-President; Dr. Millard Secretary; Treasurer Mr. Bergk re-elected; Executive Board, Mr. Hart, Mr. Brodbeck.

Minutes of last meeting read.

NEW MEMBERS.

J. M. Delmin, Pomona; D. D. Monroe, Duarte; John Cox, —; F. Kersher, Garvanza.

Then ensued quite an exchange of ideas on the mooted question of honey exchange. Mr. Edwards, of Edwards & Johnson, who is now acting for the County Association, as handler of the members' honey, made a very pleasing proposition of five per cent commissions. Three per cent advancement on honey stowed with them for sale.

The questions of circulars or labels were then taken up. Mr. Brodbeck recommended a very elaborate circular to be pasted on cans and packages. Mr. Bennett's version of labeling was to have all cans and boxes stamped by machinery, as it gave no opportunity for being erased, as paper labels, and recommended the return of cans and cases to the Association when empty; as the rates were almost nothing on empty packages, the cost would be very little for their return. Dr. Millard gave a spicy argument on labeling our product.

The County Association then adjourned to meet in about one month's time.

REPORT OF THE CALIFORNIA STATE BEE-KEEPERS' ASSOCIATION.

The California State Bee-Keepers' Association held its fifth annual meeting in the assembly-room of the Chamber of Commerce, on Monday and Tuesday, the 18th and 19th of November, 1895.

The meeting was called to order at 2 P. M. by Prof. Cook.

Secretary's report was read and accepted, and new members received and dues paid. The following committee was then appointed by the Chair: On Program, George W. Brodbeck, R. Touchston and H. E. Wilder; on Resolutions, B. Taylor, N. Levering, R. H. Herron.

Mr. Levering then made a statement in relation to the methods of the Los Angeles County Bee-Keepers' proposition to market their honey. They propose to put their honey in the hands of one reliable dealer and allow him to act as their agent. This marketing plan seems very good for the bee-keepers of Los Angeles, but it can hardly be applied to the bee-keepers of the State at large. Quite a discussion followed.

A committee of five was appointed to investigate adulteration in Los Angeles. Mr. W. T. Richardson, one of the largest honey producers of Ventura county, related his experience of selling two carloads of honey in the East. He found that he had better satisfaction in putting his honey in small, attractive packages, after the sale had once been started. The honey sold in this way netted him about ten cents per pound.

The subject of cooperation drew out quite a discussion and resulted in a motion by Mr. Brodbeck that a committee of five be appointed by the Chair to formulate some plan for cooperation. The following committee were appointed: George W. Brodbeck, W. T. Richardson, R. Dunn, Dr. Millard and R. Touchston.

EVENING SESSION.

Attention was then called to the diseases of bees. The new disease prevails quite a little in all portions along the coast, while hardly any complaints from its effect are received from the interior towns. Foul brood is still a little prevalent in all Southern California. Mr. R. B. Herron, foul brood inspector of San Bernardino county, asked the Association to take some action to secure the appointment of foul brood inspectors in those counties that have none. It is a hard matter to stamp out the disease in one county while directly across the line it is left to mature and spread. Mr. R. Touchston moved that the matter be referred to the committee on resolutions.

Prof. Cook then called attention to the blue gum for honey in seasons when other shrubbery did not produce, and requested that more attention should be paid to this wonderful tree.

Mr. Miller then made a statement in regard to the pepper tree, stating that bees get their honey from the berry and not from the blossom, and that the pepper does not seem to influence a disagreeable taste in honey. Mr. Levering stated that a consumptive was cured by the use of pepper honey.

Mr. Mendelson spoke about bean honey, and practices moving his bees from the mountains to the bean fields in the month of July. He took eight and a half tons from three hundred and fifty colonies, and still had them fill up well. He moves one hundred and fifty stands on one wagon, with screens, at night nineteen miles.

The meeting then adjourned to meet at 9:30 next morning.

TUESDAY MORNING.

Prof. Cook introduced the subject of honey-producing plants and trees, and spoke a good word for the eucalyptus.

Mr. Abbott Kinney was then introduced. This gentleman has made an extensive study of this tree. Mr. Kinney stated that there are one hundred and fifty species of eucalyptus. Many are useful as honey producers. The Robusta, Ficifolia and the Engenices were especially mentioned, for their bloom appears from November to March, at a time when bees can get nectar from no other plants.

A communication was then read from Mr. S. Harbison, a veteran bee-keeper of California. He advocates united action of all honey-producing interests. The result will then be the former prosperous condition of our honey interests.

Vote of thanks was then extended for the above paper.

The Organization Committee handed in their report, which recommended the organization of a cooperative bee-keepers' exchange, independent of any other organization. The question was taken up by the Association in form of a motion and unanimously carried.

R. Dunn motioned and voted to appoint a temporary committee to proceed to perfect an organization. C. H. Clayton motioned that the former committee be continued as a committee on organization, having the power to appoint other members. The attention made by the committee being the Secretary and Treasurer. Upon motion, it being voted, the organization to be called the California Honey Exchange. The committee was requested to draw upon the State Association for funds if any were needed. Instructions to the committee were to take time to perfect a thorough organization, the fee then being fixed at \$1.00.

The election of officers of the State Association being next in order, Prof. A. J. Cook was unanimously re-elected President; J. H. Martin re-elected Secretary; and H. C. Wilder re-elected Treasurer. Messrs. R. Wilkin and C. H. Clayton were elected as Executive Committee. Vice-Presidents: Dr. Gallup of Orange, G. H. Stubblefield of San Diego, B. Taylor of Riverside county, R. B. Herron of San Diego county, J. F. Folory of Kings county, Delos Wood of Santa Barbara county, R. Touchston of Ventura county, C. H. Clayton of Los Angeles county. Mr. N. Levering, B. Taylor and R. B. Herron, Committee on Resolutions.

AFTERNOON SESSION.

C. H. Clayton motioned it being sound sense of this Association to organize local exchanges to work in connection with the central exchange.

Resolution was then handed in expressing grateful remembrance of the name of L. L. Langstroth, and tendering sympathy to the bereaved family. Also expressing willingness to cooperate with the bee-keeping fraternity of the world in the erection of a monument to the memory of the Rev. L. L. Langstroth, and was passed.

A vote of thanks was tendered the officers of the Association for their efforts toward a successful meeting on motion of Mr. Brodbeck.

A vote of thanks was also extended to the *Herald* on motion of Mr. Levering, as the only paper of the city that had sent a representative regularly to report the proceedings.

A motion of adjournment of the Association was then voted and subjected to the call of the executive committee for next meeting.

CALIFORNIA BEE-KEEPERS' EXCHANGE.

In all likelihood the greatest obstacle the California bee keepers have had to contend with have been the difficulties that have surrounded them in the disposal of their product at a fair and equitable profit; and the past season has demonstrated the fact to all classes, that unless the bee-keepers of this State combine their interests and work together in the disposal of their own product, California bee-keeping as a profitable investment will be a thing of the past. During the January session of the State Association of 1895, the subject of cooperation was presented to the members and pretty freely discussed, but the usual wide-awake, bee-punctured Californians were not suffi-

ciently enthused to take hold of the subject. The misfortunes which sometimes come to us (may be as blessings in disguise) and which have been showered down upon us in such generous quantities, has brought about such a spontaneous ebullition of activity on the part of the bee-keeping fraternity, that the November, 1895, session of the State Association resulted in the practical demonstration of the need of immediate action, by a resolution to form a California Bee-Keepers' Exchange, and the appointment of a committee with full power to act and organize along the lines of the present Fruit Exchanges. And the initiative act of this committee has been the incorporation of the California Bee-Keepers' Exchange in accordance with the laws of this State; and on February 3rd and 4th, 1896, every bee-keeper in the State of California who is interested in his own welfare, is invited to assemble at the Chamber of Commerce, Los Angeles, to endorse the action of this committee, and aid in the adoption of by-laws in accordance with the plan set forth. Those who cannot attend and are desirous of supporting this movement, by addressing John H. Martin, Bloomington, Cal., will be enlightened on any point desired.

GEO. W. BRODBECK,

Chairman Committee.

EDITORIAL DEPARTMENT.

This little paper will commend itself to all interested in apiculture, for the advantage of obtaining fuller information in the industry, than gleaned from eastern papers, which are in very few ways adapted to the production of honey this side of the Rockies.

This paper will be published quarterly for a short time. We may be slow, but ask a kindly forbearance until we may have all of the many important matters arranged so that we may send you a monthly visitor, and more often even, if it meets with the wants and satisfaction of all, while we hope it may. Kindly give your ideas on a card.

'Tis said, "In union there is strength." Join forces with us and make this a strong publication, and the bee-keepers of California may yet think well of the above motto. Demonstration of bee associations shows that bee-keepers cannot be gotten together in a body. Why then, can we not unite them in mind through the medium of this journal?

This paper may be the means of a raise in prices by enabling the producers far and near to know a certain price at which honey is to be sold the coming season. Also, as the flash of thoughts bring forth the sparks from which we gather information, numerous surprise articles will appear.

Numerous bee-keepers report heavy brood rearing, so you may prepare for a good season and tons of honey.

Foul brood and other bee diseases are not reported this season. Guess they are "quitting" us. Glad of it, "ain't" you?

Spring on us any questions and we will answer them through this paper, to the best of our ability.

Our Weather Bureau says, under date of January 7, 1896: "We need have no fear of a dry season, as late rains do us most good."

Send us the names of your neighbor bee-keepers, so they may enjoy a sample copy, and help to keep up prices of honey.

W. W. Bliss, a bee-keeper of Duarte, has been honored by several medals at the Atlanta Fair.

G. W. Brodbeck, of Los Angeles, carries off the bronze medal for an exhibit of California comb honey, which was packed in cases made by the Bennett Bee Hive Company.

Gleanings we thank for its kind editorial in the issue of December 15, as regards our "(Ar-) rival," and beg to reciprocate the sentiment by wishing *Gleanings* a very successful and happy year. We will do all we can to call attention to such a valuable paper as *Gleanings*, and hope that may increase the call for it.

SHALL WE USE NEW HONEY CANS?

This important subject has been written up in several bee journals, in other dress, and some California writers have been advocating the use of old oil cans, which is as decidedly a step backward as advocating the use of the straw skep.

The progressive bee-keepers, in trying to build up business through increased consumption and prices that pay for their pains and care, have to combat the slovenly, careless or "don't care" men who, with false notions of economy, send their product into the market in old, filthy, battered coal oil cans. They reason falsely that, because of lower first cost, they are saving money, when reflection should show they are paying the highest prices and inviting disaster by their use.

Assuming old cans cost seventy cents per case, irrespective of time and solder-affixing screw top, there must be added a loss of one-eighth cent per pound, which is paid because of the honey being in new cans, or fifteen cents per case, to which a still further

cost for caps and cleaning (?) of at least fifteen cents, would bring the cost for old oil cans (two to the case) to one dollar per case. Can you read economy in this with new cans purchasable at seventy-five cents per case?

The deduction is obvious, viz: Send out the goods in fresh, bright, clean, labeled packages, and then be rewarded by the pleasant surprise of advancing prices.

HONEY MARKETS.

Why do all bee-keepers wish to send their honey to Chicago? It is a mistake. Chicago is crowded every year with honey, but is believed to be the only place to sell honey by a few of our near-sighted producers. But in reality the Chicago market is over-crowded in such a way as to produce lower prices, and with their declining prices other large cities follow. We should try and distribute our product all over the United States.

When writing for prices send to Salt Lake, Utah, Kansas City, Mo., St. Louis, Mo., and in fact any of the large cities in the United States, especially making it a point to sell your honey closer to home and save freight. Do not all crowd into Chicago. They think — my, what a big crop! We must come down in the price to get it disposed of. All bee-keepers should try and establish new honey markets, especially those of our neighbors and small dealers near home.

Peddlers in Los Angeles have been doing well with both comb and extracted honey, and they inform us that they find numerous people who know nothing of honey. Just think — in the largest honey region of the world! And all these new customers are solid; that is, they will continue using it after they once know what it is.

Now, in retailing honey, bee-keepers should be careful and not undersell wholesale men or grocers, if they wish to sell to both. Many bee-keepers have made the mistake of retailing honey to families in extracted form at six cents per pound, comb honey at ten cents per pound. Now, these are wholesale prices, and in fact extracted honey should not be sold for less than eight cents per pound, and comb honey at fifteen cents per pound.

There is some little discussion, at present, among bee men, of disposing of middlemen. We cannot do it. They are too strongly organized, and until we are all organized such a thing is an impossibility. We do not believe all bee men would like to jump in and retail.

QUESTIONS ANSWERED.

Ask any, and we will try and answer. Anyone is entitled to ask questions about apiary work.

WHICH HIVE SHALL I USE FOR ALL PURPOSES, COMMON OR DOVETAILED?

ASKS J. S. B., TAHUENGA, CAL.

What we mean by "common hive" is the plain box corners which are nailed only one way. The common hive, as we will try and explain here, may contain any of the standard frames, such as the Langstroth, Quimby, Gallup, American, etc., etc., and unless made very exact, will soon be in a dilapidated state. They will warp and twist in a short time, and if migrating is practiced, vigilance will be required in securing them so that no mishap will occur in loss of bees.

The sale of bees are also very much affected when in such hives, as the prices range from one dollar to two dollars, according to the use to which the party buying may put these hives.

DOVETAILED HIVES.

This hive is in favor with most practical bee men in this wonderful honey country. It is of most practical and perfect construction, fitting the requirements of the bees so exactly in spaces, and being the enemy of the bee moth, it is just the handiest for the apiarist, in self-spacing frames, the mode of handling sections (four being fitted in a holder which, then, makes a full frame). The corners of the boxes being dovetailed, can be cross-nailed, and makes the strongest possible box. It will never get loose at the corners, or warp, and the bees thus finding only the proper ingress, avoid a frequently caused annoyance through the use of the common hive.

Bees in these hives always bring fifty to one hundred per cent more than when in common kinds. The difference of first cost of manufacture compared with the common hive, is so trifling that it is of no moment, when the endurance of this hive is considered, which is nearly twice that of any other.

We find some men very much afraid of Hoffman frames for extracting, as they believe the projections will hinder in uncapping. Now, the broad chamber spacings of frames are one and three-eighths of an inch from center to center. Where eight frames are used in the lower body seven should be used in the upper, thus giving you a comb one and a half inches in thickness, which will obviate any trouble with the knife striking these projections in uncapping. No one has discarded these frames who has once used them.

The Pacific Bee Journal

Devoted to the Protection and
the Advancement of Bee-Keepers'
Interests.



PUBLISHED QUARTERLY BY

THE BENNETT BEE-HIVE CO.

365 East Second Street
LOS ANGELES, - - - CALIFORNIA

B. S. K. BENNETT,
Editor and Business Manager.

TERMS.—50 cents per year; two papers to same address, 90 cents per year; 3 papers to one address, \$1.25 per year.

CLUB RATES.—Clubs of five, 40 cents each; clubs of ten, 35 cents each; clubs of twenty-five, 25 cents each. One can make money getting up clubs—just think, \$6.25 for getting twenty-five subscribers, and some can get that number in one day.

DISCONTINUANCE.—This paper is sent until ordered stopped (we give notice before the subscription expires), so please drop a card to us, otherwise we will think you will pay for it soon and continue sending it. Receipts for money we do not send; if you don't get your paper in one month from date of publications, which are January, April, July and October, send us a card.

SEND MONEY by Bank Draft, Postoffice Order, Express Money Order or registered Letter.

RATES OF ADVERTISING.—2 cents per word, 15 cents per line, \$1.50 per inch, \$5.00 quarter page (4 inches) \$9.00 half page (8 inches), \$18.00 per page (16 inches). Cover pages and preferred locations 11 per cent additional.

HOW OUR BUSY BEES HAVE WORKED FOR 1895.

Mr. D. A. Wheeler of Riverside got 60 tons of honey from 900 colonies of bees.

H. E. Wilder of Bloomington, 12 tons from 120 colonies.

M. Segars of San Bernardino 20 tons from 300 colonies.

Mr. John Fox has taken 15 tons from 300 colonies. Mr. Oederlin has taken 19 tons from 140 colonies.

Emerson Bros have taken 24 tons from 300 colonies. Mr. Miller has taken 19 tons from 200 colonies.

Mr. W. W. Walk, Newhall, has taken 8 tons from 160 colonies.

Chriss Hoppe, Santa Monica, has taken 20 tons from 400 colonies.

Mr. A. B. Mellen produced two carloads of exceedingly nice comb honey which was shipped to eastern markets.

Mr. Geo. W. Brodbeck produced 200 cases of fancy comb honey from a new apiary and new location in Calabasas, having increased very largely in bees.

Mr. Wm. Muth Rasmussen of Independence, Inyo County, is running 250 colonies of bees, has taken 21,700 filled sections.

Mrs. W. E. Clark of Bloomington, has managed an apiary until the honey was ready to case, when Mr. Clark was called on to exert his lifting talent. From 80 colonies, spring count, which was increased to 120, Mrs. Clark extracted a carload or nearly 12 tons of honey.

Mr. T. O. Andrews of Rincon, Cal., has an apiary of 400 colonies and has this year taken 27 tons of extracted honey.

Others may write us giving history of working of their apiaries and see if any of the above can be "outdone."

CONVENTION NOTICE.

February 3d and 4th, 1896.—The California Bee-Keepers' Exchange meets at Chamber of Commerce, corner Fourth and Broadway, 10 a.m.

February 3d and 4th, 1896.—The California Bee-Keepers' Association, at Chamber of Commerce, corner Fourth and Broadway, 10 a.m.

To these meetings all are invited, especially those interested in better sales for honey.

Secretaries.—Please keep us posted as regards to future meetings in the State.

FOR SALE OR EXCHANGE.

Notices under this head at two cents per word.

FOR SALE.

J. H. Miller, 446 Chicago st., Los Angeles, 100 stands of bees in 10-frame 2-story L hives painted, \$2.50

M. Hofretur, care Bennett Bee-Hive Co. 150 10-frame 1-story hives of bees, \$2.50; 60 8-frame Gallup 1-story hives of bees, \$3.00.

J. H. Odell, Long Beach, Cal. 60 1-story 10-frame L hives of bees, \$3.00.

T. B. Dickerson, Norwalk Los Angeles, Co., Cal. 30 1-story 8-frame L hives of bees, \$2.50 each.

WANTS

To rent a Bee Range in San Diego Co. To buy 100 L hives of bees in Acton Co.

The Bennett Bee-Hive Co.

EXCHANGE

To exchange Queen Bees for colonies of bees without the hives. A. D. D. Wood, 365 E. Second st., Los Angeles.

FREE **\$25.00** FREE

\$25 worth of Bee Hives given FREE to the person sending us the largest number of subscriptions to this paper at 50 cents per year, before March 15, 1896

Free Yearly Subscription to the party sending the largest number of bona fide names and addresses of bee-keepers before March 15, 1896. Free yearly subscription to parties sending five subscriptions at 50 cents each. A club of five only \$2.00; clubs of ten, \$3.00; and a club of twenty-five at \$6.25 or 25 cents each.

Now make money by working on this paper. Every Bee-Keeper should have a copy of this paper, to make money out of the honey business. We must combine and keep posted, know what your prices are and keep them up.

Comb foundation we now make, under Eastern process, a most improved method over the old style of manufacture. Our wax being perfectly clarified, has no sediment, and renders foundation very tough and more readily accepted by the bees, hence it can not be appreciated without being seen, so send for sample before placing orders with other dealers.

Prices may seem a little high, but in fact they are very low, when you take into consideration the many articles, as our goods are complete, while those of other firms are lacking. For instance, when you see the dovetailed hive with an E following, it means without sections.

HONEY MARKET REPORTS.

SELLING PRICES

SAN FRANCISCO

Comb honey 10 @ 11 in 1 lb frames, white and clean, extracted honey, light amber 4½, white 5½.
Beeswax, Equitable range is 24c.

CHICAGO, ILL.

Comb honey, No. 1 white, 1 lb sections 14 @ 15; amber 12 @ 12½; buckwheat 10; extracted, as to quality and style of package from 5 @ 6½.
Beeswax 30.

PHILADELPHIA

Comb honey, fancy 16; choice 14 @ 15; dark 10 @ 11; extracted 5 @ 6.
Beeswax 27.

KANSAS CITY

Comb. No. 1 white 1 lb, 13 @ 14; No. 2, 12 @ 13; No. 1 amber 12 @ 13; No. 2 10 @ 11; dark 8 @ 10; extracted white 6 @ 6½; amber 5 @ 5½.
Beeswax 22 @ 25.

LOS ANGELES

Comb, fancy 11½; No. 1 1-lb sections 11; light amber at 9 @ 10; extracted 4 @ 5.
Beeswax 20 @ 23.

HONEY BUYERS.

LOS ANGELES, CAL.

Germain Fruit Company, 250 Los Angeles st.
Stimson & Hack Fruit Company, 190 Los Angeles st.

SAN FRANCISCO, CAL.

Henry Schacht.

CHICAGO, ILL.

L. A. Lamon, 43 South Water street.
R. A. Burnett, 163 South Water street.
S. T. Fish & Co., 189 South Water street.

KANSAS CITY, MO.

C. C. Clemons, 423 Walnut street.

CINCINNATI, OHIO

Chas. F. Muth & Son.

PHILADELPHIA, PA.

Wm. A. Selsler, 10 Vine street.

HAMILTON, ILL.

Chas. Dadant & Son.

Edwards & Johnson's Seeds

Are adapted to this Climate
And are reliable.....

All seeds are carefully tested before being sold; if you try them once you will
always buy them

Handsome new catalogue mailed free
to any address on application.

113 North Main Street

LOS ANGELES, CAL.

TESTIMONIALS FROM OUR
CUSTOMERS.

Goods at Hand and are entirely satisfactory.

Please send me a copy of that Bee paper. Recluse,
San Diego Co., Dec. 10. L. A. Lambert.

You make the best Dovetailed hive I ever saw; and in fact your work is improving faster than I anticipated. That gable cover is a dandy, and the way you dovetail the bodies of the hives is an improvement over Eastern work. Monrovia, Cal., Dec. 15.

John A. Pease.

The sample honey cases we received were just splendid. La Crescenta, Dec. 18. E. T. Griffith.

The thousand twenty-four pound honey cases at hand, and will say you make an exceeding nice honey case. I think the glass front is finished off better than Eastern made. You are just perfection in dealing, as you allowed more for the beeswax than I expected, and prompt shipments. Ensonido, Cal.

J. H. Huron.

My, what low prices! I can buy of you for \$1.00 what would cost me \$1.50 elsewhere, and to think just as good if not better; I will never buy elsewhere.

G. J. Harbiston.

The following was clipped from the *Rural Californian*, and shows us "up well":

"At the late District Agricultural Fair held at Los Angeles, Mr. Bennett of the Bennett Bee-Hive Factory carried off the blue ribbon for the best exhibit of comb and extracted honey. This was indeed a handsome compliment, and clearly showed that he is 'up' in the practical side of bee culture as well as in the manufacture of bee-keepers' supplies. The home production of bee hives, frames, shipping cases, and in fact every requisite of a well appointed apiary is a matter of more than passing moment to the best interest of southern California. The items of freight charges, of delays, of excessive prices on Eastern made goods have always militated against progress in bee business. In the establishment of the Bennett Bee-Hive Factory this difficulty has been happily avoided, and now supplies are obtainable almost at the bee-keepers threshold. Bee men can now order their supplies from first hands at first prices, and feel sure of getting just what they want to suit local conditions, which is not always the case with Eastern goods. Mr. Bennett being a lover of bees, and engaged directly in the honey business, is in a situation to know the needs of bee men. He is at all times willing to furnish any information desired on any topic relating to the business, either in the apiary or pertaining to bee-keepers' supplies. His place of business is situated at 365 East Second street, Los Angeles. He has no connection with any other concern.

BUSINESS.

We have received lately, letters from parties forgetting to sign their names; one is under date of Dec. 11, Temecula, Riverside County, asking prices on bee hives. Another under date of December 24, San Diego, Cal.; also one from Bakersfield, dated January 2, 1896. The Bennett Bee-Hive Co., Los Angeles, Cal.

OUR NEW DEPARTURE

Having completed arrangement with a few large Eastern houses, we are in position to buy, exchange bee hives and supplies, or handle on commission all first class grades of Comb and Extracted Honey in large or small amounts. We guarantee quick sales and honest returns.

OUR MOTTO: "The greatest possible good to the greatest possible number."

Address:

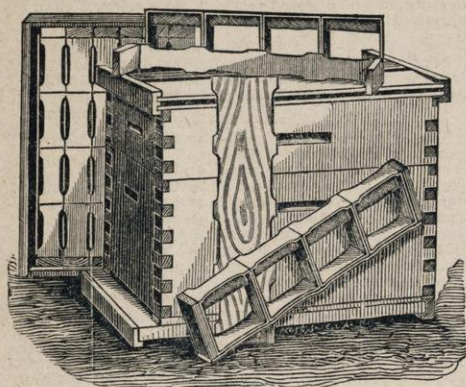
COMMISSION DEPARTMENT

BENNETT BEE-HIVE COMPANY



BEE HIVES AND KEEPERS' SUPPLIES

In presenting you the following prices, there are a few things to which we invite your special and careful attention. We place the dovetail hive first, as we believe it is the best and cheapest—not in the first cost, but in wear. Our hives are equal in every way to eastern made, and our prices, we believe are as low. We are willing to meet all honest competition, in fact, we undersell all on the coast, as we make hives at a low cost, owing to our improved facilities and experienced workmen (most of them being thorough apiarists; our force is comprised of four Bennett mechanics, A. D. D. Wood, of Michigan—an A. I. Root man of over seventeen years' experience—also Geo. W. Brodbeck and John A. Pease; with best helpers. We make every style of bee hive, and make them just as they are wanted.



The Dovetailed Hive

is famous the world over for ease in "putting up," time-saving, the strength and long wear, and for the largest quantities of fancy honey. Brood bodies are fitted with Hoffman self-spacing frames, resting on best tin rabbets, with division boards. The bodies are dovetailed at the corners in such a way that the top edge of rabbet is nailed to the sides, thus making this formerly weak place strong—see cut. The bodies are hand-holed on four sides. The supers, or honey crate, of this hive are fitted with section holders, sections, separators, followers, and wedges, and is the best arrangement for producing beautiful comb honey, Bennett's ventilated gable cover is used on this hive, as it is the very best, being 30 degrees cooler on hot days



than other covers. The dovetailed hive is packed in

SIZE OF FRAME, LANGSTROTH, 9 1/8 X 17 5/8	8-FRAME SIZE		10-FRAME SIZE	
	EACH		EACH	
1-story D hive—includes 1 body and frames, 1 cover and 1 bottom	\$ 65	\$ 75		
2 " " " 2 bodies " 1 " 1 " for extracting	1 00	1 15		
1 1/2 " " " 1 body " 1 " 1 " 1 super complete for comb honey.....	1 00	1 15		
1 1/2-story D hive—includes 1 body and frames, 1 cover and 1 bottom, 1 super, no sections.....	82	1 08		
2-story D hive—includes 1 body and frames, 1 cover and 1 bottom, 2 supers complete for comb honey.....	1 40	1 55		
2-story D hive—includes 1 body and frames, 1 cover and 1 bottom, 2 supers, no sections.....	1 16	1 40		
1 of these hives, in the flat, packed and shipped, extra	50	50		
1 " " nailed up, packed and shipped, extra.....	1 00	1 00		

BEE-HIVE PARTS	SIZES	
	8-FRAME	10-FRAME
Bodies, plain box corners	17 1/2 c.	20c.
" half corners	20	22
" dovetailed and tin rabbets	22	25
Bennett's cover	15	17
Flat cover	10	12
Cleated bottom board.....	10	10
Division boards.....	04	04
D supers, tins, followers and wedges.....	15	17
Supers, box corners.....	08	10

BROOD FRAMES	PER 100		PER 1000	
	Common frames, 3/8 x 3/8 top bars.....	\$1 00	\$9 00	
Thick top bars.....	1 50	13 00		
Comb guide, thick top	1 75	15 00		
Hoffman self-spacing	2 00	16 00		
Thin-top Hoffman	1 50	12 00		

SUPER FURNITURE	PER 100		PER 1000	
	Sections, snow-white.....	\$ 50	\$3 50	
Section holders.....	1 25	10 00		
Sawed separators, 4 1/2 x 18.....	75	7 00		
Sliced separators, 3 x 18.....	50	4 00		
Pattern slats.....	75	7 00		

CHEAP BEE HIVES
We can make a 2-story, 8-frame Langstroth hive of 2nd grade lumber, with flat cover, and common frames, whose top bar is 3/8 in. x 3/8 in., in lots of 100, in the flat, at 60 cents each.

A hive, half-cornered, same as cheap bee hive above, in the flat, at 75 cents each in 100 lots.

ANY SIZE BEE HIVES MADE

WRITE US DIMENSIONS OF YOUR HIVE, and let us do your work, as we can do it cheaper and better than any other firm. **LARGE ORDERS**
| | | SPECIAL PRICES ON

MANUFACTURED
BY

THE BENNETT BEE-HIVE CO.

365 E. SECOND ST., LOS ANGELES

THE LUMBER WE USE in hive-making, is well-seasoned soft white pine, hence there is no warp, split, or shrinkage, as in other lumber. Redwood is not good for hives, and it is not to be compared with our pine. MANY BEE MEN MAKE their hives by hand, to these we say, SAVE MONEY by letting us cut them, as in many cases we can sell you complete hives, well cut, at prices you will pay for rough lumber in boards. You can't compete with machinery. Others have planing mills cut hives. To these, we say, have you not had enough poor work? Mills don't know where "they are at" in bee-hive work, for they don't understand it; their work is not particular like bee-hive work should be. TO ALL, WE SAY, visit our factory when you have an opportunity. We will be glad to see you and present to you new ideas, and things, and also show you how to make more money with bees.

BEE-KEEPERS' SUPPLIES

24-LB. COMB-HONEY CASES
Made of soft white pine, and are beautiful to look at. 50,000 sold in '95, and customers happy. Small lots, 15 cents; with glass in flat, 100 lots, \$12.00; same in 1000 lots, \$110.00. Beware! other firms' prices are lower because no glass is furnished.

EXTRACTED HONEY CASES

1 case of two 60-lb. cans.....\$ 75
1 case of twelve 10-lb. cans..... 1 50

HONEY TANKS

20-iron, iron band top and honey gate.
1-ton, holds 165 gals.....\$10 00
2-ton, holds 335 gals..... 15 00
4-ton, holds 670 gals..... 21 00
6-ton, holds 1006 gals..... 30 00
8-ton, holds 1340 gals..... 40 00

HONEY EXTRACTORS

Cowan reversible, 2-frame.....\$13 00
" 4-frame..... 24 00
" 6-frame..... 30 00

SOLAR WAX EXTRACTORS

Small\$3 00
Large 5 00

COMB FOUNDATION

We have just fitted up a fine plant, and expect to make a very excellent article for little money.

Brood foundation, per lb.....40c.
Thin foundation, per lb.....50c.
Extra thin foundation, per lb.....55c.

We will make foundation from wax furnished us:

Brood foundation, per lb.....10c.
Thin foundation, per lb.....20c.
Extra thin foundation, per lb.....25c.

	EACH
Clark's cold-blast smokers.....	\$ 60
Hot-blast smoker.....	1 25
Crane hot-blast smoker.....	1 75
Bingham hot-blast smoker.....	1 75
" honey knife.....	1 10
Section press.....	1 00
Foundation fastener—brood frames.....	20
" " sections.....	30
Bee veils—silk face.....	60
" tulle net.....	50
Bee hat.....	30
Cogshall bee brush.....	25
Davis bee brush.....	20
Bee entrance guards.....	10
Alley queen and drone trap.....	60
Daisy foundation fastener.....	1 25
Spur wire imbedder.....	20
One pound spool wire.....	25
A B C of bee culture.....	1 25
Cook's manual—A. J. Cook.....	1 25
West's all protectors.....	15
" ".....	25

Our Terms are cash with order.

In Ordering, always write name and address in full, plainly. Don't omit postoffice, county, or state, and say how you wish goods sent.

Remember, we do just as we agree to do. We mean all these prices say, and you can do just as much business with us at your own home, as to come and see us, although we will be glad to see you any time.

We mean to do right.

The Bennett Bee-Hive Co.

MANUFACTURE

LOS ANGELES, CAL.

Comb Foundation at 10 cents per pound.

2-Story Bee Hives, with Frames, in flat, @ 60 cents per 100.

Bodies of L, Bee Hives, Box Corners, 4 pieces, in flat, only 17½ cents each.

First-Class Hot-Blast Smokers, 3-in. barrel, \$1.25 each; 10 at \$11.00.

1½-Story Dovetailed Bee Hive, without Sections, each, \$1.00

1½-Story Dovetailed Bee Hive, without Sectons, in lots of five, each, 82 cts.

SECTIONS we sell at special prices. Write for quotations.

Preserve This, as These Prices Will Not Appear Here Again.

BEESWAX WANTED

Beeswax we must have, and will pay the highest price. You may write us stating the number of pounds you have, and send a sample, when

we will quote price, or you may ship to us, and we will give best price. Be sure your name and address is on the package before you ship, and write us at the same time, telling us how many pounds you send. We will give 2 cents per lb. more than market price, in trade for supplies.

Bennett Bee-Hive Company

LOS ANGELES, CAL.

MONEY-QUEENS MAKING QUEENS

BRED AT THE NORTHWEST
HOME OF THE HONEY BEE

Cole & Lowers

LATONA, KINGS CO.
WASHINGTON

NOTICE.—One colony of our bees produced in 1893 132 lbs. of fancy comb honey—average of the apiary was 90 lbs. per colony, while the average yield of black bees in our vicinity was only 30 pounds per colony. These bees can reach more flowers, and are quieter to handle than any other race. Sample of bees sent by return mail, for 10 cents in stamps. Dealers and heavy buyers of bees, queens, or bee supplies, write for special prices.

PRICES OF ITALIAN QUEENS.

	April	May	June	July	Aug	Sept.
1 untested - -	\$1.50	\$1.00	\$1.00	\$.75	\$.75	\$1.00
1 select choice untd	1.75	1.25	1.25	1.00	1.00	1.25
1 tested - - -	2.50	2.00	2.00	1.50	1.50	2.00
1 select tested -	3.50	3.50	3.00	2.50	2.50	3.00
1 extra select tested	6.00	5.50	5.50	5.00	5.00	6.00

NOTICE.—The price of queens for October and November will be the same as in May; and December, January, February, and March, the same as in April. Write for special prices on large orders. Will mail catalogue free on application.

Geo. Rubsch | 219 COMMERCIAL ST.
LOS ANGELES, CAL.

MANUFACTURER OF

HONEY TANKS
EXTRACTORS AND CANS

Specialists in making any tinware used about the bee ranch.

Thomas A. Stombs

SPECIALTY MANUFACTURER OF HONEY CANS

5 and 10 pounds

Best tested work at lowest prices.

142 SOUTH ALAMEDA ST. LOS ANGELES

BEE-KEEPERS STOP AT Fremont House

OCEANSIDE, CAL.

Rates, \$1 to \$2 per day.
Home Cooking.

T. E. FULTZ, Prop.

COMB FOUNDATION

For the
Season of 1896

I shall devote myself to comb foundation exclusively and shall endeavor to furnish my customers with a foundation second to none in the market. The following prices are based on wax at 25 cents per pound, and are subject to change.

Brood Foundation, per pound, 35c.
Tissue Foundation, per pound, 45c.

CASH WITH ORDER.

The brood foundation cut to fit any size frame. The tissue foundation cut to fit one-pound sections. Good clean wax delivered here will be taken at all times in exchange for foundation at a rate of 10 cents per pound for brood, and 20 cents per pound for tissue foundation; or, in other words, remit 10 cents with each pound of wax to be exchanged for brood foundation, and 20 cents with each pound of wax to be exchanged for tissue foundation.

W. W. BLISS DUARTE,
CALIFORNIA

SCHUYLER HARDWARE CO.

DEALER IN

HONEY CANS

MANUFACTURER OF

T TINS, SEPARATORS
AND TIN RABBETS

OCEANSIDE, CALIFORNIA

FALLBROOK TRADING CO

DEALERS IN

Sections
Shipping Cases
Bee Supplies

FALLBROOK, SAN DIEGO CO.

CALIFORNIA

In answering advertisements, please mention The Pacific Bee Journal. Big money in advertising in THE PACIFIC BEE JOURNAL, as it goes where other papers do not.

CHARLES PEASE,
DESIGNER AND
WOOD CARVER
HONEY AND WAX
SAME AS CASH
825 HUMBOLDT ST.
EAST LOS ANGELES CALIFORNIA

BEE-KEEPERS'
AND SUPPLY
DEALERS'
WORK A
SPECIALTY

Write for
Estimates



**PEASE'S
PACIFIC
PRESS IS A
PERFECT PRESS**

A PRESS THAT WILL
NOT BREAK

SECTIONS

Are Manufactured and
For Sale by

John A. Pease

Also Breeder of **FINE ITALIAN QUEENS**
And Manufacturer of **COMB FOUNDATION**

MONROVIA, CAL.

Write for
Prices



BRED BY **A. D. D. WOOD**

365 East Second St.

LOS ANGELES

Late of Michigan—17 Years' Experience
in the Apilary, and will breed
nothing but the best for business

- I Untested Italian Queen, - - - \$ 1.00
- ½ dozen Untested Italian Queens, 5.50
- I dozen Untested Italian Queens, 10.00
- I Tested Italian Queen, - - - 1.50
- I Select Tested Queen, - - - 2.00

DISCOUNT ON LARGER QUANTITIES


- Bees, in 8-Frame Dovetailed Hives, with Untested Queen, each, 5.00
- Bees, in 8-Frame Dovetailed Hives, with Tested Queen, each, 6.00
- Bees, in 2-Frame Nucleus Colony, with Untested Queen, - - - 2.00
- Bees, in 2-Frame Nucleus Colony, with Tested Queen, - - - 3.00

SPECIAL PRICES ON QUANTITIES

In answering ads., please mention THE PACIFIC BEE JOURNAL.
Advertise in The Pacific Bee Journal, as it reaches people who don't
take many other papers.

GENERAL
AGENTS FOR

The A. I. Root Company's Apiarian Supplies

 Send for Illustrated Catalogue and Price List

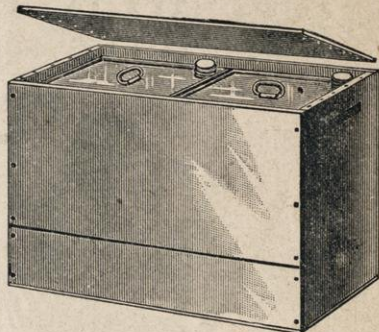
G. G. WICKSON & CO.

3 AND 5 FRONT ST.,
SAN FRANCISCO, CAL.

111 S. BROADWAY,
LOS ANGELES, CAL.

NEW CANS NEW CASES

AT NEW
PRICES



We are Special Agents for the
Largest Can Factory in the United States

And will carry in stock a full line of cases and cans in all sizes, from one to ten gallons, fitted with from 1 3/4 inch to 8 inch screw tops.

Every can turned out by our factory is carefully tested by pneumatic pressure pump.

Special Inducements on Car Lots

Prices Quoted on Application.

R. M. RICHARDSON & COMPANY

304 S. Los Angeles St.

LOS ANGELES, CAL.

KLAUBER & LEVI COMPANY

[Successors to San Diego Bee Supply Co.]

Sole Agents for the Lovett
Honey Cans and Cases

A Full Stock of Bee Supplies on Hand.
Buyers and Shippers of
Honey and Beeswax.

4th and H Sts., San Diego, Cal.

Please Mention The Pacific Bee Journal in answering advertisements.
YOUR CARD will pay well in this paper as it reaches people who
don't see many other ads.