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## **Rocky Mountain bee journal. Number 34 Vol. 3, [No. 10] November 15, 1903**

Boulder, Colorado: H.C. Morehouse, November 15, 1903

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# Rocky Mountain Bee Journal

❁❁❁❁ Boulder, Colorado. ❁❁❁❁

A monthly Journal devoted to Bee Culture and Honey Production in the arid parts of the United States, but more particularly in the region of the Rocky Mountains.



Price 50c per year.



H. C. MOREHOUSE,  
Editor & Publisher.

November,  
1903.



Whole Number 34.

*for the round trip to Denver and return on all railways for the annual meeting of the Colorado State Beekeepers' Association, November 23, 24 and 25, 1903.*

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THE ROCKY MOUNTAIN BEE JOURNAL, BOULDER, COLORADO.

# The ROCKY MOUNTAIN BEE JOURNAL.

VOLUME 3. BOULDER, COLORADO, NOVEMBER 15, 1903. WHOLE No. 34.

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**H. C. MOREHOUSE,**  
Editor and Publisher.

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## EDITORIAL.

BY H. C. MOREHOUSE.

WE are mailing copies of this issue to the entire membership of the Colorado State Beekeepers' Association, as well as to a large number of beekeepers who are not members, or subscribers to this journal. As usual, we will print the entire proceedings of the annual meeting, which, alone, is worth many times the subscription price. To those not subscribers this is a sample copy and an invitation to subscribe.

## STATE ASSOCIATION MEETING.

Arrangements have been perfected whereby the twenty-fourth annual meeting of the Colorado State Beekeepers' Association will be held in the auditorium of the Chamber of Commerce, Denver, Colorado, Monday, Tuesday and Wednesday, November 23, 24 and 25. There will be no reduced rates, the railroads being unwilling, as usual, to grant our request for a one-fare rate. An instructive program has been prepared, and no pains will be spared to make the sessions valuable and interesting to beginners, as well as to those more advanced in the art.

The first day will be devoted largely to the business affairs of the Association, reports of the various committees, election of officers, etc. The president will deliver his annual address, and the secretary will present a paper on the subject of "How Can the State Association be Made to Better Serve the Interests of its Members."

On the second day R. C. Aikin, of Loveland, will read a paper on "How to Produce Fancy Extracted Honey." No better selection of a leader to open the discussion of this important subject could have been made, as Mr. Aikin has had a world of experience in this branch of apiculture, and what he will say will bear the weight of authority. Raising fancy extracted honey is really more of a fine

art than is generally supposed, and no extracted honey producer in the state can fail to benefit by listening to this paper, and the discussion that will follow.

M. A. Gill, of Longmont, will read a paper on "To What Extent will it Pay Colorado Beekeepers to Manufacture Their Own Supplies." This is one of the live questions now up before Western beekeepers and no one is better fitted to start the discussion than Mr. Gill, who, for the past three years, has made his hives and supers of native Colorado timber, and the recent advances in the price of eastern goods has stimulated him to experiment still further along this line, and include frames, pattern slats and shipping cases in the list of home made goods. He will be prepared to give estimates and comparisons of cost, and will bring to the convention an exhibit of the home manufactured articles that are in daily use by nearly a score of beekeepers in the vicinity of Longmont, Colo.

On the third day, W. W. Whipple, of Harris, will open the program with a discussion of "How to Produce Fancy Comb Honey?" This subject has been discussed before, but this time it will be elaborated by a man who can produce the goods to substantiate his theory. Mr. Whipple produced the only really fancy comb honey that the writer has seen this season, and it is with pleasure that we are enabled to announce that he will describe to the members of the association the method or methods by which such satisfactory results were secured.

Another matter of great interest to beekeepers will be presented by Frank Rauchfuss, of Denver. His subject is "The Importance of Proper Grading of Comb and Extracted Honey." Mr. Rauchfuss as manager and business agent of the Colorado Honey Producers' Association, is well qualified to speak on this important matter. He, perhaps more than any member of the Association, comes in contact with careless and improper grading and he will endeavor to

emphasize its evils and the losses which it entails, in a way that will stimulate more care in the grading of honey and packing it for shipment.

The entire Western Slope will be interested in the paper by Frank H. Drexel, of Crawford, on the subject of "Commercial Organization for the Western Slope—is it Desirable, and if so, How Can it Best be Effected?" The people west of the range have experienced some difficulty in marketing their honey this year at anything like a fair price, and it is hoped that Mr. Drexel will be able to suggest a way out. Certain it is that this paper will be heard with more than a passing interest, as it deals with a question that very seriously affects the pocket books of our brethern "over the range."

The question box, which has proven so popular at previous annual meetings, will be a regular and frequent feature of the forthcoming sessions. Questions on any subject pertaining to apiculture may be sent to the secretary, who will present them, at the proper time, to the convention.

The attendance of all persons interested in apiculture is respectfully urged and solicited. Come, prepared to join the association, if you are not already members. Only those are counted as members whose dues are paid in advance.

#### **MAKING SUPPLIES AT LONGMONT.**

Recently the editor went to Longmont, Colorado, to see what was actually being done by the local beekeepers of that prosperous borough in the way of manufacturing their own supplies from native Colorado lumber. To say we were surprised, is to put it mildly. What they have accomplished, especially with the crude machinery available, is very astonishing, and emphasizes, to a certain extent, the value of co-operation. We found that about all the hives and supers in use in that vicinity were made at the local wood-working mill. The timber

used is white spruce and white pine, great quantities of which are growing at the base and upon the lower slopes of Long's peak. The beekeepers club together, have the timber sawed to order the summer before it is intended to be used, and carefully piled for seasoning. By winter it is thoroughly seasoned and ready for use. The white spruce is snowy white and light as basswood, and much of it is clear of knots. The pine is ditto, except it is not so white. For hive making we can conceive of no better timber. This timber is acclimated and does not check and twist when exposed to the sun, as does the eastern timber. However, like all timber, to give good results in this peculiar climate, it needs to be well painted. Eastern timber will twist and split beneath the powerful rays of the Colorado sun, no matter how well it is painted; the native timber will not, if properly painted.

The Longmont people are going a step farther this winter. By making a few inexpensive additions to the plant of machinery they will be able to turn out brood frames, section holders, pattern slats, shipping cases, etc. We see no reason why they should not succeed, as their timber is certainly adapted to these purposes.

The item of cost is the surprising feature. We have neither space nor time, at present, to make comparison, but suffice it to say that these articles can be manufactured and sold at a profit at a cost to the beekeeper not exceeding one-half the cost of eastern made goods.

To beekeepers of the West, this is a practical problem, and one that will help them solve the problem of cheap honey. It also will operate as a check, if there is a tendency among the factories to combine and arbitrarily force an unnatural advance in prices.

What we have said, and may say in the future, in regard to this matter, is not in a spirit of antagonism to bee supply interests, but, rather, to help our fellow

beekeepers to help themselves. Of course, we view this matter wholly from the standpoint of the beekeeper, as we are not interested in the manufacture or sale of supplies, but are quite largely interested as a USER of supplies. To do otherwise would be inconstancy to the interests we are claiming to serve as publishers of a BEE journal.



FOUR carloads of comb honey went out from Longmont this season, three of which were shipped by M. A. Gill, and one by J. E. Lyon.



WHY not organize a foot ball annex to the Colorado State Beekeepers' Association, and pull off a big game at each annual meeting? The railroads would not hesitate then to grant us low rates for our meetings.



SOME big car loads of honey were shipped out of Colorado this year. The largest one reported is 1600 cases shipped by Thos. J. Stanley & Son, from Manzanola, while a close second was sent out by M. A. Gill, of Longmont, consisting of over 1500 cases.



SINCE the article headed "State Association Meeting" was put in type and paged, we have received a letter from W. L. Porter, of Denver, in which he accepts a number on the program. On the second day Mr. Porter will present a paper on "Receiving and Packing Honey for Car-load Shipment." What Mr. Porter will say on this subject will be based upon an extensive experience, as he has superintended the loading of most of the cars sent out by the Colorado Honey Producers' Association during its three or four years of active business.



Do not forget the dates and place of meeting of the State Association, and do not fail to attend.



### CITY HONEY MARKETS.

Every beekeeper is interested in the marketing of honey, but not every beekeeper studies market conditions closely enough to market his honey intelligently. There is a large class of beekeepers (they evidently do not read the bee journals) who pay absolutely no attention to the relative conditions of supply and demand, but dump their honey on the market at "at any old time" and are, seemingly, satisfied with "any old price they can get. Such suckers are not only fat picking for the dealers, but they keep the market unsettled, and the price down below the level of legitimate profit to the honey producer. A national commercial organization that could pick up these odd lots that always reach the city market just in time to overstock it and demoralize prices, would be a real God-send to the intelligent class of beekeepers who are striving to hold prices up to a living basis.

An analysis of the leading city markets today shows too much honey on hand and subject to call, to be conducive to satisfactory prices. If dealers' reports are to be relied upon, this condition has obtained in the Chicago market without cessation since the new crop began to move. "Supply large—sales forced and difficult," is the tenor of the reports we receive from that city. Of course, these conditions are relative rather than actual. With a normal supply, the demand would be reported as "active and sharp" and further consignments would be solicited. But when the supply exceeds the demand in a ratio of 3 to 1, it would take the tone out of the best market in the world. The evil is not that there has been too much honey produced—it, lies, rather, in its improper distribution. Too much honey has been dumped into that particular market.

Other city markets indicate the presence of too much extracted honey. A Cincinnati dealer recently wrote us that he was buying the best grades of white

clover extracted at six cents, delivered. This price would mean a net of about 4½ cents if the honey was produced west of the 95th meridian. In the case of alfalfa honey, which in that market is quoted about a cent per pound lower than white clover, the producer would have about 3½ cents left, after paying storage and shipping expenses. No one can produce extracted honey at this price and live. The fault is not that too much extracted honey has been produced, but that too much of it is concentrated in certain centers, causing, locally, a supply far in excess of the demand.

Our advice to comb honey producers is to boycott the Chicago market until prices there become more stable, and they are raised, naturally, to a satisfactory level. Much of the honey now shipped to that point is localised out to other cities in a radius of four to six hundred miles. Better make the shipments direct, thus making a large saving in extra freights, commissions and other expenses.

Our advice to the Western producer of extracted honey is to shun the large city markets. There is a market in the smaller towns and cities of the middle West for every pound of good table honey they can produce.

An ounce of experience is worth more than a ton of theory. Our own experience in this line bears out the foregoing assertions. This fall we have sold several thousand pounds of extracted honey for local consumption and for shipment to Nebraska and Oklahoma. The price received was 7 to 8 cents per pound, f. o. b. Boulder. This is a fair price. We could not supply the demand. There is room for others.

National commercial organization is yet a long way off, but it is coming just as surely and rapidly as the natural process of evolution will permit. Among the great problems that it will solve will be that of distribution. No market will then be overstocked, and the price of

honey will be just as stable as the price of—well, bee supplies.

### THAT "BEE SUPPLY TRUST."

We have been criticised for allowing the phrase "bee supply trust" to creep into the JOURNAL—the critic maintaining that such a trust does not, in reality, exist. We have not made use of this expression, editorially, but did use it as the caption of an article from a correspondent.

Perhaps it was a misnomer. A trust would signify that there had been a merger of the leading supply manufacturers, something that we do not believe has or will take place. It is generally understood, however, that an agreement exists among the supply factories to maintain a uniform standard of prices. No one can consistently object to this, providing prices are not arbitrarily advanced for the purpose of earning unwarranted profits and dividends. The tendency of the age is toward trusts and combines. The air is full of it. As a factor in economics, the trust is here to stay. It will be well for beekeepers to recognize this truth, and then govern themselves intelligently in accordance with the necessity of the case.

To hold their own in a world where all trades, professions, cults and interests are rapidly entering into fraternal relationships, beekeepers, too, must organize. They must organize not only socially, but commercially—must form a trust, if you please, to equalize distribution, encourage consumption and maintain a living standard of prices for their products. Impossible! The faint hearted will say. It is possible, and it will be done. Mark these words. There is always an adequate remedy for every seeming evil.

The modern trust, founded as it is upon the most brutish instincts of the human mind, is inherently wrong, but it is the prophecy and forerunner of grander

things yet to be. It is one of the guide boards pointing the way to an era of universal fraternity and co-operation, that at once is the dream and golden fruitage of all the ages.

A NEW bee journal is to try its fate over on the Pacific coast—the Pacific States Bee Journal, P. F. Adelsbach, Tulare, California, editor. We wish our new contemporary success, and that it may receive the support it undoubtedly will merit.

It should be remembered that the Burlington, Denver & Rio Grande and Colorado Midland railways favored the granting of a half-fare rate for the meeting of the Colorado State Beekeepers' Association. The other roads entering Denver opposed and defeated the proposition. Beekeepers, patronize your friends and boycott your enemies, whenever possible.

THE invention of the Weed process of sheeting wax for making into foundation is a wonderful saver of time and labor as well as greatly increasing the value and utility of the product. Its effect ought to have been to cheapen the price of comb foundation, and would, did it not place in the hands of the owners of the patents the power of stifling competition and arbitrarily dictating the price of the manufactured product. Herein, we believe, lies the mainspring and secret of the recent unwarranted advance in the price of all grades of foundation. If we are mistaken, we will gladly publish a correction of the error.

### A New Western Industry.

It is with genuine pleasure that we direct the attention of our readers to the advertisement in this issue of "Hagen's Foundation." Just as the phrase implies, comb foundation now for the first time to our knowledge, is being manu-

factured upon a commercial scale in the West.

The new factory is complete in every detail with a full plant of the most modern and approved foundation machinery. No expense has been spared to have everything just right for the proper and expeditious handling of the wax, from the bright yellow cake to the finished sheet of foundation.

Mr. Hagen has secured the services of Mr. Julius Gayer, who for the past two years has been foreman of the A. I. Root Co's wax room. This insures that everything will start right, and guarantees the high quality of the product.

While, for obvious reasons, Mr. Hagen will act in harmony with other manufacturers of comb foundation, he assures us that he will pay Western beekeepers a fancy price for their wax, and will work wax into foundation at a price that will be a great saving over shipping to eastern factories.

We trust that the beekeepers of the West, to the last man, will give their support to this new industry. It is worthy of it, and it is to their direct interest, as it will save them money.

The factory will be in operation during the meeting of the Colorado State Beekeepers' Association, and beekeepers should take advantage of the opportunity to witness the manufacture of comb foundation.

Lastly, this is not a paid advertisement, neither is it written for a puff, but to introduce to our readers a new and worthy industry that we sincerely hope will succeed.



### Fertile Workers.

BY M. A. GILL.

Every one who keeps bees has fertile workers develop occasionally, and much has been written upon this perplexing question or "nuisance," as we may call it, I have met with such good success handling this nu-

sance for the past few seasons that I feel like giving my plans to your readers.

Some writers claim that such bees are worthless, but this is a mistake, as such bees are all field workers, they are valuable if in the spring-time, to give a working force to some weak colony, if they can be united without their killing the queen in said colony.

I would simply shake the fertile workers into an empty super, set on top of the weak colony having a good whole piece of burlap between the hive and super. Being thus deprived of all their combs they are left for 36 hours, when they are liberally sprinkled with syrup and allowed to mingle with the colony below by cutting a hole in the burlap. I have eight such colonies now in my hospital that are successfully united, and under the influence of liberal feeding are breeding nicely and will make good colonies for winter. All should remember that during late introduction of queens, as well as all ununiting of bees, liberal feeding is a potent factor to success.

During the breeding season if I find a colony with fertile workers I simply take out the center comb containing the most bees and exchange with some prosperous colony for a full comb of bees and brood together with the queen, and hang them into the colony of fertile workers, and in nineteen cases out of twenty it will prove successful as the full comb of bees will protect the queen and the shock of a protected queen doing business right in the middle of their brood nest seems to disconcert their abnormal desires. I think it best, however, to always take your hive tool and rub down all their queen cells as well as all brood they may have. The colony from

which you took the queen will at once raise a queen, if given a cell, but the fertile workers never would.

Speaking of a hospital for bees, I think every beekeeper who has several out apiaries should start a hospital at his home about September 15th, where all weak colonies, queenless bees and fertile workers should be taken and treated by uniting and feeding for a month, or until they are in good condition for winter. And by so doing we are guided by a certain standard of excellence, and not only save quite a number of colonies that would otherwise die, beside, we are not disappointed by so great a loss the following spring, although we have no right to be disappointed if we allow ourselves to go into winter with a lot of colonies away below par. No person has any business having bees killed while uniting, nor queens killed introducing; if honey is not coming in plentifully feed, feed! remember, a little touch of feeding makes all bees kin. Longmont, Colo., Oct. 24, 1903.



### "Why?"—A Pertinent Answer.

BY ARTHUR C. MILLER.

So you, too, have started a "Why?" campaign. Very good. There are a whole lot of "whys" that need to be asked as well as others already waiting for an answer.

In regard to yours on page 167, perhaps I can enlighten you a little by quoting the substance of a conversation between myself and a grocer in a Massachusetts town. It occurred two years ago. I had inquired for some honey and he replied: "I only have some from Colorado, but it is not pure, it has a queer taste and has all sugared in the comb, and my customers do not like it." I smiled and asked to see it. It was fine alfalfa comb honey, but

had granulated nearly solid. I took some of it home for trial. That it was good goes without saying, but it—and all alfalfa honey which I have tasted—had a flavor peculiarly its own, and that flavor does not suit every palate, nor do persons who become very fond of it always like it at first. This case is typical of several which have come to my notice. Now those dealers naturally decline to buy any more alfalfa honey, and of course you will understand the depression of price which a number of such refusals might cause.

Some years ago when dealing quite extensively in honey, I bought a lot of basswood honey. It was almost impossible to sell it clear, and I had to blend it with other honeys, but gradually the public became educated to it and now it sells readily.

I would suggest that producers of alfalfa honey begin a campaign of education by stamping on each section some such statement as "Choice honey from alfalfa clover of Colorado." I would use the word "choice" in preference to "pure," and I would add the word "clover," as many people east do not know what alfalfa is.

It is surprising how many persons there are who have never tasted honey and how many more know nothing about different kinds having different flavors.

I do not think "discrimination" against western products as such, enters into the quotation matter at all. The average middleman only wants cash and the easier a thing sells, the better he likes it. With your honey the looks are good, the margin of profit is good and when the public learn to like it, I believe you will find it will price with other first class honey.

Providence, R. I., Oct. 26, 1903.

## Ready for Co-operative Supply Manufacturing.

BY F. R. FOUCH.

The article of W. P. Collins, page 172, comes so near to "scientific socialism," as many of we socialists believe and advocate it, that I would like to enlarge upon the subject, and propose a possible remedy for apiarists in the West.

All forms of business are going through a rapid evolution, and when combined and managed by one person, will be in proper form for the toiling masses to take over and form the "co-operative commonwealth," for the benefit of all the people.

Now, the trust, of itself, is a most unholy thing, and how some manufacturers of bee supplies, who are so overburdened with "religion" that they combine it with the matter in their journals, can conspire to join in such a "graft," is more than I can comprehend. It would be just as easy to think Rockefeller consistent in trying to represent Jesus Christ as a superintendent of a Sunday School.

So far as we of the inter-mountain region are concerned—say all the territory west of the Missouri river—we should have our hives, frames, etc., made of western timber, and save at least half from present prices, and if all the western states were properly organized, as we are here and in Colorado, so the business could be guaranteed in a lump to some man who would equip a factory in the western timber belt, where lumber brings from \$7.50 to \$10.00 per thousand feet, there would soon be a change in that bee supply combine.

I rented a Barnes saw, run by water power, for 20 cents per hour, and although working in cramped quarters, turned out good "halved," 10-frame hives for fifty cents each,

(top, bottom and body, nailed and painted) and supers for seven to ten cents each. We club together and make up a lot of stuff this way, which, for all practical purposes, is just as good as the eastern goods costing us \$2.50 and upwards.

My shipping cases for 4x5 sections, made out of apple box stuff, shipped locally at a cost of \$1.00 per hundred pounds from Baker City, Oregon, cost me 5 1-2 cents each (this must have been without the glass.—Ed.)

Now, if one person, working alone, can produce goods at that rate, several associations of beekeepers can do much better combined, or about as well through some private enterprise by giving it all their custom. If some feasible plan to save cost on sections don't turn up, we'd better all produce chunk honey and extracted, a la Texas, and eliminate the sections

We are ready here for any practical co-operative scheme, and are more than anxious to have the Northwest show the eastern folk what co-operation can do.

Parma, Idaho, Oct. 22, 1903.



## How to Rid an Apiary of Foul Brood.

BY PRACTICAL APIARIST.

I noticed in the October number of your Bee Journal what you say about foul brood and your opinion as to what should be done each season to safe-guard against it. Now, as I have had a siege of foul brood in my apiary, losing a great number of colonies simply because I did not know how to handle it, I thought it might be of interest to you to know how I eventually got rid of it, so it stayed "rid."

It started in my apiary by allowing a number of colonies to be put in

my yard by a party who wished to have them at a safe place until they could be disposed of otherwise. He said something seemed to be the matter with one of them, as it would not build up. It had a large quantity of brood and but few bees, comparatively. I had never seen a case of foul brood in my 25 years of bee keeping, and I paid but little attention to the colony. After some time I noticed it had swarmed out, as no bees were left in the hive. This was early in the fall. Late next spring I noticed quite a number of my colonies showed the same symptoms. Lots of brood compared to the number of bees. And I commenced to investigate, and I soon found it was foul brood that was causing the trouble. There was no odor that would be noticed by any one not expecting it, but the larva were rotten, whole combs of it in some cases.

I at once began experimenting to find a cure. I first tried the plan given by the Root's in their A. B. C. Book and Catalogues. Some of the colonies I shut up for a time so no bees could fly, after putting them on foundation. Others I left open. But that plan was not a success: A large per cent of the colonies would swarm out and were lost if transferred on foundation and in those that did not the disease would appear again the following season. After trying other so-called cures without success, I was getting pretty well discouraged, when I happened to get hold of Frank Benton's pamphlet on "Bees," issued by the government, and by following his plan "given for curing foul brood," with a few modifications, I have rid my apiary of the disease and in no single instance has it again appeared in colonies so treated.

Now for the plan I followed. In the evening after the bees of a dis-

eased colony are all in the hive, shake them into an empty box. Be sure and get every bee. Have the box ventilated with a piece of wire cloth. Remove the box to a cool place and leave undisturbed until the morning of the second day, or until some of the bees begin to drop to the bottom of the box on account of starvation. Then prepare a syrup of sugar and water, half and half, stirred up cold. Into every teacup full of syrup put four drops of carbolic acid and feed with a pepper box feeder. Leave them in the box until the evening of the next day after beginning to feed. To prevent swarming out and to give them a start, put a frame of brood taken from a colony you are sure is healthy into a hive and fill balance of hive with empty combs.

I do not like the use of foundation in such cases. Use combs that never had any brood in and you know are clean. Empty the bees into this hive and feed a few days with the medicated syrup and they are cured to stay cured. I burnt out the hives of the diseased colonies with coal oil. I do not believe it is safe to use them otherwise. The combs I melted into wax, and the frames were dipped into boiling water and used again. By this plan all the bees can be saved, no matter how badly they are diseased. If I had followed this plan when the disease first appeared, I would have saved several hundred dollars. There has not been a trace of the diseases in my apiary for some time and my bees were never in a better condition than at present.

Escondido, Calif., Nov. 4, 1903.

#### How to Make Money Producing Extracted Honey.

[Payer read by J. F. McIntyre at the Los Angeles convention of the Nationa

Beekeepers' Association, last August.]

To make money producing extracted honey it is necessary—

First, to produce a large quantity of high-grade honey; and

Secondly, to sell it for a good price.

In starting out to accomplish these objects the first thing to be considered is the location, or locations, as it will be necessary to keep more than one apiary if you make very much money. If you can find a good field where you can keep a number of apiaries around your home apiary without overstocking or crowding out other beekeepers, you are fortunate. I shall not attempt to tell you where to find this "Eldorado," because every field has some drawbacks, and you might not thank me when you find them out. I will, however, name some of the things to be taken into consideration in selecting a field.

The quantity and quality of the honey that can be produced, an open field, cost of transportation to market, society, healthfulness of climate, annoying insects, excessive heat in summer, or cold in winter.

Having found your "Eldorado," it is important to start with a hive that you will not regret. I have found nothing better than the 10-frame Langstroth, with an unbound zinc queen-excluder between the super and brood-chamber, and a painted duck-cloth under the cover. All combs in the brood-chamber should be built from full sheets of foundation.

It is also important to stock your hives with the very best stock of bees to be found in the world. I can only recommend that you buy some queens from every breeder who claims to have superior stock, and breed from that which is best.

A system of management should

be adopted that will prevent excessive increase, and keep both the super and brood-chamber full of bees during the honey-flow.

Honey should not be extracted until it is ripe, otherwise it must be evaporated to prevent loss from fermentation. It requires experience to tell when honey is ripe enough to extract. In some seasons, and in damp locations, the nectar from the flowers is very thin, and the honey will often ferment after it is all sealed over; at other times, and in dry locations, it is sometimes thick enough to keep, when the bees commence to seal it over. In most locations it is about right when half sealed.

It is economy to have the best tools to work with. At my Sespe apiary, this season, my daughter Flora, 19 years old, extracted all the honey, 10 tons, as fast as a man could cart it in; but she had an 8-comb extractor driven by water-power to do it with. At an out apiary it cost me \$3.00 per day to get the same amount of honey extracted with a 6-comb Cowan extractor. Two good honey-carts, carrying 4 supers, or 32 combs of honey, at a load, are necessary to bring the honey in from the apiary, one cart being loaded in the apiary while the other is extracted in the honey-house.

The capping-box should be large enough to hold all the cappings from one extracting, to give time for the cappings to drain dry before the apiary is ready to extract again. Bingham honey-knives, kept clean in cold water, are the best to uncap the honey until we get a power-driven machine that will uncap both sides at one operation.

I use smokers with a 4-inch fire-tube.

Plenty of tank-room is necessary to give the honey time to settle and

become clear and sparkling before it is put into cans or barrels, and to prevent delay in extracting, by having to wait for cans or barrels to put the honey in.

Having a field and apiaries, with machinery to run them, and a good system of management, we will now consider the marketing of the crop.

If the cost of producing a pound of honey is 4 cents, it is easy to see that the man who is obliged to sell all of his honey at 4 cents will soon conclude that bees don't pay, and get out of the business. To make money, he must be able to hold his honey until the market price rises, for every cent he makes is in the difference between the cost of production and the price at which he sells. Organization undoubtedly helps to

hold up prices. The organization of the California National Honey-Producers' Association, together with a medium crop instead of a full crop, as was expected early in the season, has kept the honey market from going to pieces in California this year; but organized weakness is not strength—it is only a bluff. The Steel Trust has been considered a pretty strong organization, and yet it has not been able to prevent a depreciation of its stock to the extent of over \$300,000,000 in the last few months. Why has this thing

(Concluded next month.)

**For Sale**—Extracted Honey in 60-lb cans. No. 1 white 7½c per pound; medium 7c; amber 6½c. Write for prices on larger quantities and carload lots.

BERT W. HOPPER, La Junta, Colo.

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# Two Years FOR One Dollar.

After a man succeeds in publishing a good journal, the next step is that of getting it into the hands of the people, of getting them to reading it, and becoming acquainted with its merits. This can be done by advertising, sending out sample copies, circulars, etc. All this costs money. I think I am safe in saying that for every new subscriber I have received, I have paid out \$2.00 in advertising; hence I have often said that the publisher of a good bee journal could afford to send his paper one year free, for the sake of getting it into new hands. It would cost no more than other forms of advertising and would be very effective, but, for obvious reasons, this plan could not be put into practice, but I am going to come as near to it as I can. I have between 200 and 300 complete sets of back numbers for the present year, and as long as the supply holds out I will send a complete set, and the rest of this year free to anyone who will send me \$1.00 for the Review for 1904. For a few particulars regarding the numbers already published this year, read the following:

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## THE REVIEW FOR 1903.

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**January** illustrates and describes a Queen Incubator and Brooder, which allows the bees access to the cells and queens at all times. It also contains several excellent articles on the subject of Commercial Organization among beekeepers.

**February** contains a five page article, perhaps the best ever published, on foul brood. It tells how to detect the disease with unerring certainty, to prevent its spread in the apiary, to keep it under control, build up the diseased colonies, secure a good crop of honey, and at the same time surely rid the apiary of the pest, all in one season, with almost no loss.

**March** gives the portrait of a veteran beekeeper of Michigan who manages out apiaries 50 miles from home with only four visits a year, averaging a profit of \$150 each visit. He describes his methods in this issue of the Review.

**April** has a frontispiece of bronze blue showing Mr. T. F. Bingham's apiary and wintering cellar, and Mr. Bingham describes the cellar and its very successful management. L. Stachelhausen tells how to prevent both natural swarming and increase in an out-apiary, and secure a fine crop of honey.

**May** illustrates and describes a tank and method for fumigating foul broody combs with formalin. This is the largest tank and most extensive, successful experiment that has been made.

**June** illustrates and describes the use of the cheapest power for hive making, wood sawing, feed grinding, water pumping, etc.—a power windmill.

**July** has articles from such men as R. L. Taylor and H. R. Boardman on "End of the Season Problems," those problems that come up just as the honey harvest is closing and preparations for winter come on apace. Mr. McEvoy also tells how to treat foul brood after the honey harvest is over.

**September** has an article from Mr. H. R. Boardman, in which he describes his wintering cellar above ground, and tells how he succeeds in controlling the temperature and ventilation—sometimes using artificial heat. R. L. Taylor contributes an article on "Commercial Organization Among Beekeepers," in which he states the case so clearly that no further argument is needed.

**October** is pretty nearly taken up with only two articles. The first is by R. L. Taylor on the "Cellar Wintering of Bees." It is an old subject, but Mr. Taylor has the faculty of saying new things on old subjects. He covers the ground very completely, and gives many a useful hint to the man who winters his bees in the cellar. The other article is by the editor in which he writes of California as a beekeeping state, giving eight beautiful illustrations made from photos taken by himself when on his recent visit to California. Several of these are full page.

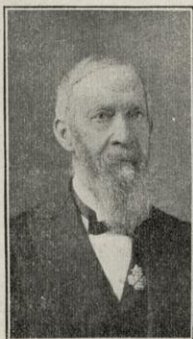
**November** or December will be a special number in which the editor will describe that paradise for beekeepers, Northern Michigan, using a large number of cuts made from photos that he took last summer while on an extended visit to that region.

*Perhaps you have been thinking of subscribing with the beginning of the year—do it now and you will get the back numbers—if you wait until January you probably won't get them.*

## Superior Stock.

The price of a queen alone is \$1.50, but I sell one queen and the Review one year for only \$2.00. Just at present, as explained above, as long as the supply of back numbers for 1903 holds out, all new subscribers for 1904 will receive them free. In other words, if you order soon, you can get the Review for 1903 and 1904 and a queen of the superior stock next spring for only \$2.00

**W. Z. Hutchinson,**  
**Flint, Mich.**



R. K. Frisbee, President.



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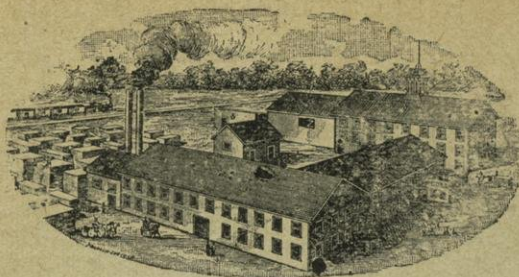
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POULTRY NEWS, New Brunswick, N. J.

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