

C. H. LILLY.

The Ranch presents on its first page of this issue a very good likeness of Mr. C. H. Lilly, one of the partners of Lilly, Bogardus & Co., a firm with whom all our readers are familiar.

There is no more striking example of success achieved through sheer force of effort and applied energy than that of this gentleman. Mr. Lilly came to Seattle in 1889 from Champaign, Ill., where he had been conducting a general merchandise business. His attention had been directed to this Coast, and the more he heard and read of the possibilities of Seattle the more he became convinced that this was destined to be



HEADQUARTERS OF LILLY, BOGARDUS & CO., SEATTLE.

the leading city of the North Pacific. So firmly did this opinion become entrenched in his mind that when he came he brought his family and household effects with him. He was unable to find a suitable opening previous to the great fire of that year, which destroyed the city, but subsequently worked for some months on street grading contracts.

Mr. Ed F. Bogardus, who had been interested with him in Champaign, came up from California, and they started in the hay and grain business at the foot of the University Street bridge. It was a very modest concern in those days, the members of the firm **unloading the cars and loading the teams themselves.** This co-partnership continued until 1894, when the firm was incorporated for \$50,000, and new and splendidly equipped quarters provided on the water front, with their own wharves, warehouses, etc. Today there is no other concern on the Coast that equals it, in importance or volume of trade. Not only does the business extend generally throughout the Northwest and along the Coast, but a large and growing trade has been built up with the Orient. The business now done amounts to over a million dollars a year. The estimate made in Illinois of the future of Seattle and the opportunities to be taken advantage of have been much more than fulfilled in Mr. Lilly's case.

Mr. Lilly has recently purchased the business and good will of the Oriental Spice Co., a wholesale house importing and handling tea, coffee and spices. He has added to it a general line of wholesale merchandise, and will operate same under the title of C. H. Lilly & Co. Arrangements are being made for new and commodious quarters expressly designed for the business. Associated with

Mr. Lilly is his brother, Mr. John C. Lilly, and Mr. C. H. Beckham, who has had a lifetime training in the wholesale business in the East and on this Coast.

Running a Cream Separator.

As there is a large and increasing number of hand separators distributed throughout the Northwest, it seems fitting to give a few general rules to be observed in operating nearly all separators. First, read carefully, and observe the special directions given by the manufacturers of your machine. Your agent will likely see that the machine is set perfectly level and solid. See that plenty of oil reaches the bearings, and never allow

clinging to the outside of the hive, as if nearly ready to swarm, yet do not, feed them at the top of the hive, under the cover, and they will go in and proceed to put away the syrup, but will be ready to go when the queen is ready.

Range of Honey Gathering.

The question of how far bees go to seek honey, or rather nectar to make honey from, has been much discussed. There are reports of Italian bees having been seen eight miles from the nearest hive of that breed, but we doubt if they often go half that distance, and we also doubt if they can store much surplus honey if obliged to go more than two miles. If we had an apiary and there was a good supply of honey-producing plants three miles away and but little nearer we think we would move the bees to the plants or try to grow plants nearer to the bees, if we hoped to get any profit from them.

There have been many changes in the dairy business in Oregon in the past year, says Rural Northwest. The establishment of the milk condenseries at Forest Grove and Hillsboro has closed several creameries. It is also changing the methods of the dairy farmers who supply milk to the condenseries. Quantity rather than richness in butter is the thing wanted in producing milk for the condenseries. It is also probable that it pays to produce summer rather than winter milk for the condenseries whereas the reverse has been true in the creamery business. The sale of hand separators has been pushed throughout the state with extraordinary vigor. The large central creameries have been establishing cream gathering routes in many districts which have hitherto produced nothing but "store" butter. The relative proportion of creamery butter has greatly increased. In a number of the older dairy districts the price of feed and the difficulty of securing competent help even at high wages have combined to check the development of dairying and not a few dairymen have reduced the number of cows they keep. When this has been done after proper testing it has actually been a step forward rather than backward. Nothing better for the dairy industry of Oregon could happen than the selection of the poorer third of the dairy cows of the state for sale to the butcher.

Confined fowls require bone food in some form. Where fowls have a free range there is no need of artificial preparations.

For breeding fowls, select those that come up to the standard in points, but do not discard a good specimen of robust constitution for a slight defect.

It is not always the largest fowl that is the most vigorous, but the one with full bright eyes, heavy bone, compact body and quick movement.

The cost of producing poultry meat on the farm is less than the production of pork and beef, and yet it sells for as much and is better eating. Don't neglect the farm flocks.

A correspondent writes that his business is fruit, poultry, truck and dairying. This poultry can make meat and eggs out of the waste of the other three. But he must have his hands full of work.

It is only in exceptional cases that it is advisable to keep hens after they are two years old, as after that they are after their prime as egg producers and will not pay as well as pullets. The early hatched pullets and the one-year-old hens that molt early make the best winter layers, and eggs in winter pay the best profit.

The Perversity of Bees.

If bees would only swarm when they had nothing else to do we could look upon the new colony as so much clear profit, but that is just what they will not do. They will swarm only when the honey season is best, and thus a day, or, more often, several days are lost, both by those that go out and those that stay in the hive, just when time is most valuable. Swarming can be delayed or entirely checked by cutting out the queen cells, but this makes necessary so frequent disturbances of the bees by opening the hive and lifting the frames that we sometimes think it is almost as much hindrance to them as to swarm. By having hives all ready and frames filled with old comb, or full sheets of foundation, the new colony will be ready for business the next day after they take possession. If bees seem to be