

periphery of the A.B.J., all the opportunities are more favorable to our contemporary than to ourselves. We can only say, in the meantime, that we are really glad to believe that the A. B. J. is so well able to sustain its weekly issue, and we wish it all the success it deserves.

We should be glad to hear from our correspondent again whenever he feels disposed to address us. Our columns are always at his service.

FOR THE CANADIAN BEE JOURNAL.

GATHERINGS.

BY BEE.

Before I say anything of interest, I ask the excuse of those whose writings I have seen in other papers for having them published here; but these writings I consider to be of much value to those interested in the bee business; therefore, I send them. By the foregoing I do not wish the readers of this JOURNAL to think that all I contribute is the product of others, but simply when I see a good thing I send it along, too.

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A subject greatly discussed at all meetings, and through all beekeepers, is the marketing of honey, and still it is a difficult problem to solve. I notice that there are two things that are kept in view and sought by beekeepers. First, a desire to keep up prices, and, second, to increase consumption. It will be seen that this cannot be done, because one works against the other. An increase of consumption tends to raise the price, but the most effectual way to increase consumption is to lower the price.

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When honey was fifteen cents per pound, a small quantity was consumed. The high price stimulated production, so that the equilibrium was destroyed; then the opposite force came into play,—the price was lowered and the consumption increased. If the supply is still above the demand, the demand can be increased by still lowering the price, which will have the opposite effect of reducing the supply. In this way

supply and demand are equalized by inexorable law. Of course a great deal more honey can be consumed by opening up new markets, and putting it into localities where it is not produced; but this cannot be done except by lowering the price in order to induce men to take the trouble for the sake of the margin of profit.

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A man told me that he bought honey (I think at ten cents) and took it to Winnipeg. After a good deal of trouble he succeeded in saving himself. Of course, he would not try it again. But if he had bought at eight cents he would have had a profit that would have induced another trial.

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To most beekeepers the marketing of honey is the most disagreeable part of their work. A great deal is sold by peddling from house to house. If the seller is among his friends and acquaintances, he feels that it is sometimes bought, not because it is wanted, but because it is offered. This, to the writer at least, is not pleasant work. Up to a recent date most of the honey was produced in a small way. Bees were kept in connection with some other calling, and the honey found a market in the locality where it was produced, at a price ranging from fifteen to twenty-five cents per pound. The brimstone box-hive method was generally practised, and the honey was of a dark, inferior quality. With the introduction of improved methods, and beekeepers as specialists, it was found that honey could be produced in much larger quantities and of a finer quality. Those who first went into it made a very good thing of it, finding a ready market at what would now be regarded as high prices. The effect of this was competition, or, as before stated, an increase of supply. So that instead of a few hundreds of pounds being produced in a locality, say a school section, there may be several apiarists producing it by thousands of pounds. Of course the price comes down, but the locality can no longer take all the honey. The surplus is taken to town or city, and