

"GREEN GOODS" IN THE BEE-KEEPING BUSINESS.

(By E. G. Hand, Fenelon Falls.)

(Paper Read at the Spring Meeting of the Victoria County Bee-keepers' Association.)

One of the greatest factors in keeping down the price of extracted honey is the "dumping" on the market every fall of tons of stuff which has been produced in such a way that the producer is afraid of it, and must get it off his hands almost immediately, lest it will turn sour or ferment. What becomes of it after it is out of his hands, and he has got his money for it; does it seem to bother him very much? That's the business of the man who bought it, says he. And what does become of it? The great consuming public, with his head full of stories of adulteration, gets a dose or two of this thin, unripe honey, knows there is something wrong with it, but doesn't know what, and naturally thinks he has had a glucose mixture palmed off on him, and doesn't buy any more honey. The result is, the market is loaded with this perishable honey, the people are suspicious of it, and the only way to get them to use it is to cut the price—and there you are.

On the other hand, by producing a good article of ripe honey, the bee-keeper has something he is not afraid of. There is no particular rush about getting rid of it, and if he does sell it outright, the buyer can keep it as long as he wishes without its deteriorating, and when the consumer buys a can of this thick, heavy, delicious, aromatic honey, he knows that he has found the pure thing and scrambles for more at the same price—and there you are (or should be) again.

This isn't theory; it's fact. I know, for I've been watching the working of it from the other side of the fence, and if every bee-keeper would get out of himself and look at this matter from

the viewpoint of the consumer, whose ignorance of the why and wherefore of quality in honey is amazingly profound, he would decide that it would be dollars in his pocket to sell only the best honey he knows how to produce.

And what is the incentive for the marketing of this miserable apology for honey? Many bee-keepers have a crazy notion that they get far more honey this way than by allowing the bees to finish it as nature intended it should be finished. To such a man I would suggest that this season he run half his bees for the production of good, ripe honey and the other half for this scourge of the honey market, and see just how much difference there is in pounds—not in gallons—for honey sells by weight and not by bulk.

The average "green goods" man thinks he catches the honey before the greater part of the water it contained when stored has been evaporated; but if he will take the trouble to read up the reports of the tests made by the chemist of the Experimental Farm, he will find that the extreme difference in water contents between ripe and unripe honey was found to be only five per cent, and in some instances much less. And what reasonable, unselfish man would extract his honey green, to the demoralization of the honey market, on the off-chance of getting five per cent more of a crop?

It is up to all of us who have the welfare of the bee-keeping industry to jump on this green honey business with both feet, and keep on jumping until there is nothing between us and the solid rock of "quality."

NORFOLK COUNTY BEE-KEEPERS' ASSOCIATION.

The Norfolk County Bee-keepers' Association will meet at the residence of the president, Mr. Edward Trinder, Simcoe, Ont., on Saturday p.m., May 27th.

ROBERT EMRICK, Sec.