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will also do good to all beedom by ad-
vertising honey. Again, you might visit
the market in your nearest town or city
on market day, make a nice display, and
you will be surprised how many will buy
and how interesting the work will be-
come.

Another plan is peddling, and I know
of some who have made a great success
of it. Load up a wagon in the morning,
start out around the country, call on the
farmers and sell. Have a good time, and
if your honey is all right they will be
glad to see you next time you come.

Some advertise in local papers, and I
think this plan should be indulged in
more; it would result in many orders and
do good to the craft also.

I know a bee-keeper who sells his crop
of somewhere between five and ten thou-
sand pounds mostly by correspondence.
He writes his friends in the West and
in the States and in the nearest city that
his honey is ready, is of fine quality, and
quotes prices. Year after year he has
been selling to the same people. He
ships the honey, they pay the freight, and
he secures a good retail price for his
product.

Larger bee-keepers cannot retail all
their honey, and will find a good field or
market by bottling and putting up honey
in small packages for grocers in villages,
towns and cities. Any one living in or
near to a large city should see to it that
the groceries are well supplied with an
assortment, and an amount of honey
ought to be held back to keep this trade
supplied. This wholesale-retail business
goes well and can be done at a season
when there is very little doing on the
farm, garden or apiary.

After the ways above noted have been
tried, and you still have more honey than
can be distributed, you must look for a
wholesale trade and expect to take from
5c to 3c per lb. less than the prices at
retail. This trade can be developed by
sending samples to wholesale grocers, com-
mission merchants, etc., quoting prices
and soliciting orders. Besides taking a

less price, we assume more risks in deal-
ing in this way, and one must be careful.
If dealing with strangers, it might be
shipped to the order of your banker, giv-
ing him the bill of lading and invoice,
with instructions to make a draft on the
firm to be paid for before delivery.

In this larger field co-operation might
be of great advantage. If a number of
large bee-keepers were to co-operate in
some way, so that their best salesman
and business man could handle all their
output over and above the retail business,
a distinct gain in prices, freight rates,
distribution and liberal advertising might
be obtained, and if an association existed
for such a purpose the different depart-
ments of agriculture could help more ef-
fectually to find and cultivate markets.

I do not claim to be a prophet, but I
feel that the future of our honey mar-
keting is bright in the vast north mining
and lumbering country and our great
Northwest. Much honey will be required,
and there is no reason (except it might
be panic or foolishness on the bee-keep-
er's part) why honey should sell at a
price much less than at present. Flowers
bloom and fade; they must be sold or
they are lost. So it is with fruit and
vegetables; but honey will keep forever,
and, as was pointed out by Mr. Hersher
in his excellent paper on "Marketing
Honey," read at the last National meet-
ing at Detroit, with the uncertain fea-
tures of our crop conditions, depending so
much on clover as a main source, why
should we be so anxious to sell every
pound we have the same season it is pro-
duced? Farmers keep grain from season
to season, awaiting a higher price, and
why should we not keep honey over oc-
casionally when it don't sell at paying
prices? This is a feature of honey mar-
keting that we have not taken sufficient
advantage of. After a big crop often
comes a poor one, and the honey kept
over pays well and is eagerly sought after
in times of scarcity.

As a member of the Honey Crop Re-
port Committee, I might say that this