

After the reading of the above essay the following discussion ensued :

J. A. Green found it difficult to induce grocerymen to adopt the commission method.

R. F. Holterman considered a stock company preferable to the plan outlined by the essayist.

James Heddon said it is supposed that supply and demand control the price of products, but is true only to a certain extent. For instance, potatoes the present year are a very short crop, but not so short a crop as honey, yet the price of honey has not doubled, while the price of potatoes has increased 300 per cent. The point is here. Honey is a luxurious luxury, and always will be and the market for a luxury is easily glutted.

A. I. Root said he was unable to completely grasp the plan outlined by Mr. Baldrige, but he felt that something might be done to keep up the price of honey. He was convinced that Mr. Heddon was correct, that honey is a luxury, and that people who indulge in luxuries care little for prices. He had sold more honey this year than ever. The high prices were no hindrance. It made a little difference at first, but when the matter was explained, that honey was a short crop, and that it might soon be impossible to get any honey, then customers again began buying more eagerly than ever. It was a pleasure to deal with such customers ; those who would buy the first strawberries, or high priced celery in winter, no matter what the price. It may be extravagance, but very pleasant extravagance for the purchaser.

Mr. T. G. Newman remarked that an even distribution of the honey crop was all that was needed, even in "years of plenty." There was no truth in the theory of over-production, the low prices were the result of an uneven distribution. Now, that prices had advanced to a paying figure, every bee-keeper should see that all the home markets are well supplied before shipping to the large cities.

James Heddon said last spring we tried to get up a convention of honey producers, and everybody said we were trying to get up a "corner" to control the market, etc. We never advocated anything of the kind, all we urged was the getting together to see if anything could be done to get better prices.

Dr. Mason was interested in the discussion, but not so much so as he would have been did not his home market take all his honey and would take ten times as much.

E. J. Oatman, Dundee, Ill., was called upon for an address upon :

GETTING THE BEST PRICE FOR HONEY.

He asserted that there had been a mistake made in putting his name upon the program, but he would say briefly that no set of rules would be given. Circumstances varied and we must be governed by them, in other words we must sell honey where we can do so to the best advantage, and that is all there is of it.

Mr. R. A. Burnett, Chicago, Ill., then read a paper upon :

THE COMMISSION MEN AND THE HONEY MARKET.

The struggle that has existed from the beginning of the era of man, seems to abate but little if at all. To get the largest return for the smallest outlay, seems to be as general amongst the people of to-day as amongst those who have gone down the centuries that have preceded the present

one. We may find the reason for this, in assuming that it is a natural law—ours, as it were, by inheritance.

The child soon gathers ideas of value, and in the exchange or barter of marbles, each endeavors to get the best of the bargain, about to be consummated. It may be that both parties are satisfied, each rejoicing over his success, and this is as it should be ; but, alas, it is oftener the exception than the rule ; for very soon some friend shows to one of the parties how he was beaten in the trade, by telling him how many more "chinas" he would have given for a like amount of "mibs," and "Cornelia ;" and thus destroys his peace of mind and body ; for he is very apt to exert himself to find the boy who got the best of the bargain and entreat him to trade back ; but the usual reply is : "Not much, it was a fair trade, and now if you want your Cornelia back, you can have it for all the chinas. Thus if he gets back the "Cornelia," he has lost all the "mibs" and "Cornelia" cannot do much without a constituency.

But the boy who got the worst of the marble trade grows to manhood, and as a rule forgets or laughs at the remembrance of his misfortunes in the marble period. He is now engrossed in the interesting pursuit of apiculture. By and by he has some beautiful honey to dispose of. We will suppose that he has not been a regular subscriber for a paper devoted to the pursuit in the life that he has chosen ; or if he has, that portion which was devoted to giving market reports, has been, at his solicitation, eliminated from its pages.

Now he has more honey than his home market can consume at a fair value. He casts about him for another outlet that may bring him the needed money to exchange for food and shelter—"for man cannot live by bread alone ;" this being alike true or honey, will, I think, be conceded by all present. He is now without a guide having cut off his source of information of what honey is bringing in the great marts of the country.

However, he knows a man living in a large city (who may be a tinsmith). This friend goes to his grocer and asks him what honey is worth. He is given the retail price, which is communicated to his country friend. The price given is a high one. At once, without more thought, he sends (probably by express), 1,000 or 5,000 lbs. of honey. This brings from 10 to 50 times as much as the grocer could retail, he refuses to take it, and it lies about the express company's room until the shipper can be heard from ; or turned over to sell to parties who know little about honey, and perhaps care less for it.

In case the owner goes to the city, he finds it difficult to sell the honey at anything near the price that he expected. Merchants are supplied for the present, and unless they can buy it at a very low figure, they prefer to buy in small quantities from the commission merchant who makes honey a specialty ; for if anything should be wrong about it, he can get immediate redress, and that without much trouble, as the commission man can be easily reached.

Thus baffled the owner now seeks some commission-house to aid him to dispose of the honey. But not having market reports in his bee paper he finds no one whose name is familiar, and the chances are that he finds it necessary to make