

white which is lacking in flavor?

Question: How can we secure the best flavor with the lightest colored honey every time? Localities differ; seasons differ in the same locality. Pure clover honey differs in shade in the same locality in different years and so does it differ in different localities in the same year. Why is this? How should such honey be graded? I would say that flavor should stand first. Allowing honey to be well ripened in the hive gives it a much firmer body. Does it give a richer flavor? I think it does.

With the particular methods of handling the combs, of wielding the honey knife and of turning the extractor I shall not meddle. Let those who have taken their tons every few days deal with that matter.

Second,—The Marketing:—This is a matter needing our most careful attention. If it is for the home market just show some of that first-class honey to the would-be consumer and if it is sold, at least as much of it as they need for the present,—a word of caution here; don't sell too much honey in one house at a time. Let them clean their dishes every few weeks. A jar of granulated honey on the top shelf of the pantry is not likely to help sell a very fine liquid article which comes to the door. Better let them want honey for a few days. Supply a good article at a fair price and you are tolerably sure of your customers unless you keep them waiting too long.

Is the honey to be shipped and sold to strangers? Well, I give it up. There are commission men, good men and true, some of them. Perhaps they don't know much about handling honey. Then there are men who are prepared to buy all the honey in sight but they are not prepared to pay much for it, "there has been such an enormous crop." Are

they any help in marketing our honey? Then there are some who might purchase a quantity wholesale and pay a fair price. But who will bring the producer and the dealer together?

What about that Honey Exchange?

The President: The paper is open for discussion.

There is one point and that is the quantity you sell to the consumer. I don't like to sell a small quantity to a consumer. If you sell a man a pound or two of honey he comes to the conclusion that it is a luxury but if you can sell him ten or twenty pounds, after they get the feather edge off they think it is not so very expensive and they buy more.

Mr. Mc Evoy: I don't care how much a dealer buys but my experience is when a consumer gets fifty or sixty pounds he gets sick of it and I cannot sell him again.

Mr. Darling: I endeavor to supply a man with ten or fifteen pounds, but where they ask for twenty-five pounds I don't think it is to my interest to give him all of it at one time.

Mr. Dickenson: I can't understand how we are to act when a man insists on having fifty pounds.

The President: Give him all he wants.

Mr. McEvoy: I am speaking of where they never have had much and ordered fifty or sixty pounds.

Mr. Brown: This leads me away back to a few years ago; when I solicited a customer, I went to him and took a pound bottle with a sample of honey in it to show it to him; he examined it and said, "We have got lots of honey just as good as that which we bought for six cents a pound and I was asking seven or eight cents by the hundred." I said I would like to see some of this honey. He went after it and brought a ten-pound tin and he worked for a while before he got the cap off and it just

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