

Marketing Honey.

MR. EDITOR,—You have asked me to send you an article on "Fall management of Bees" or something else, and I have chosen one of the latter which interests myself, and, I think, the great majority more than the former subject.

Most bee-keepers can get a fine crop of honey if the season and environments are right, but the trouble with many seems to be in the disposing of the crop. Honey is considered yet by many moderate consumers to be a luxury, and we seem to have no regular market price in our towns and cities, sometimes being a drag on the market. I find some who do not study their business must sell out their crop perhaps during the fruit season, taking any price they can get, others cutting prices to get ahead of their neighbors, thus lowering the prices. I don't believe in combines, but union amongst bee keepers is a good thing. Have friendly talks with your neighboring bee-keepers. They are as anxious to get good prices as you are. If you begin cutting prices on each other, you will not sell much more honey, and can get prices down fine, *very*, and get yourself in shape for the "blasted hopes" column. In my experience of the last 18 years honey has been on the gradual decline (for extracted) from 25 cents to 10 cents per lb retail, and some have even sold for less. Fruit is much scarcer and the price of sugar higher than last year, yet, as in the past, honey may not generally increase in price, even if the crop is only medium and poor in some places. It is an easy matter to get prices lower, but they never seem to raise. Of course we are all anxious to dispose of our crop in bulk, or in large quantities, and rush to the towns and cities, but it is a mistake to neglect supplying our neighbors. Are there not many of your neighbors who are not aware that you have honey for sale. All cannot sell the bulk of their crop at home, but with a little effort much more might be consumed in this way. In the first place, produce the best article possible. Put your honey up neatly. Don't be slovenly with honey. Deal honestly with your customers—yes, and with everyone; use everyone alike in price. Don't throw out the hint that your neighbor's honey is impure. You don't believe that, and are only prejudicing the consumer and making him suspicious of yourself. After you have disposed of your own crop help your neighbor with his. He will be willing to allow you something for your trouble.

I have been making a practice, and especially the last few years, of taking the

honey around to my neighbors and farmers around the country, and am well-pleased with the success attained, selling most of the crop in this way, which is mostly extracted, put up in 10 and 60-lb. tins, selling at, the last three years, 10 cents per pound in small lots, and 9 cents for 50 or 60 pounds or over, this to be paid for or returned. I generally make my first trip in August, just as soon as I can get away from the bees, going over the ground again two or three times before next June, and might go oftener if other business did not prevent. Some days I sell 200 pounds or more, and often less. Of course I do not peddle where I sell in stores unless near home, and where there is an understanding accordingly. It may not be convenient for all to adopt this plan, but many more might with good success, and be pleased to find the honey man welcomed, thus working up a honey trade perhaps where very little had previously been consumed. Don't get discouraged if everybody won't buy. I have had experience enough to know you will need patience, and surely the bee-keeper has had on hand of late years a good supply of the latter.

In selling to storekeepers, I think honey, put up in glass jars, from 1-lb. to 6-lb. sealers take the best. I use mostly the 3-lb. nicely labeled and name on same, always liquifying before sending out, and ship considerable in 60-lb. tins. If honey happens to remain unsold in stores for a long time, and becomes granulated, I usually exchange for liquid, which is more attractive and sells best, except when customers prefer it granulated. My experience may be much the same as that of many others, and this article is not intended for them, but I am convinced that many of us would at the present time welcome the experience of others in print. Yes, I think you could devote an issue of the C. B. J. entirely to this subject as soon as possible with profit and pleasure to all. What do you say, bee-keepers? Time won't permit me to weary you any longer, and I must practice what I preached, and hitch up my horse to that load of honey and be off, wishing the C. B. J. a successful future under the new management.

H. COUSE.

P.S.—When a person knows the price his neighbor is selling honey for he is not so apt to be taken in by the few bantering customers. Some years ago a neighbor was selling honey in the same locality I was; when he was told by a party that he could get honey from Couse for about 2c. per pound less. This bee-keeper, believing the party, reduced his price that much, and sold out his small crop in a short time, but very