

<i>Annual Convention</i>	<i>Ontario Bee-keepers Association</i>
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(Question Drawer on Retailing Honey,
Mr. Timbers in Charge.)

Mr. Beaupre—I think buckwheat honey is sometimes a little off in flavor. It is mixed with other flowers, and you do not get the real thing.

Mr. Lowey—I have heard a good deal said against buckwheat honey since I came here. I am a buckwheat man, and always use it. It is a rich, fine honey, and I know many people who prefer it and ask me to exchange and give them part buckwheat at the same price. I can see no reason why buckwheat should not be worth as much as clover.

Mr. Chrysler—I think it best to sell honey according to the demand and supply. There should be a difference in honey just as there is in the price of grains, and the price must be regulated in the same way—by the supply and demand. If you were to charge the same price for the buckwheat as you do for the clover, you would find that you would have very much on your hands unsold.

Mr. Trinder—Talking about buckwheat, you say it is not worth as much as the white. I live in a buckwheat district and always find that customers will take buckwheat honey in preference to white and say it is the best honey. I sell it at 8c a lb. in the stores and that is all you could get for the white honey. One man has told me that buckwheat just suits his taste, while he finds no flavor at all in the white.

Mr. Brown.—It is simply the supply and demand that regulate the buckwheat market; it is just as good as the white honey to those who like it. It is according to the taste of the con-

sumer. My experience is that some customers like buckwheat, but most are in favor of the white.

Mr. Craig.—Many think that buckwheat honey cannot be injured or spoiled in handling, but it certainly can and is one of the honeys that will not stand careless liquefying. If you can supply fresh liquid or granulated buckwheat honey it is all right, but if you attempt to liquify the granulated article—well, to me, at least, it does not seem to have the same flavor afterwards.

Mr. Kirby.—I have a good demand for buckwheat honey. I put a notice in the local papers together with the price and it sells well. A great many rich people have a liking for buckwheat honey and I soon get rid of quite a quantity in a few weeks.

Mr. Hershiser.—I would like to take two points up; one is in reference to the liquifying of buckwheat honey. If you take time you can bring it out just as good as the white honey, and the second point is with reference to its value as compared with white honey. The National Biscuit Co., used to buy honey from California in large quantities, such honey is as good in quality as any honey, and they bought honey from Wisconsin, basswood honey, for using in the baking of their goods. Now I can sell them buckwheat honey at just exactly the same price.

Mr. Timbers.—We must finally decide it is a question of management or of locality. I think it is of locality.

Q.—Would you advise charging more than wholesale prices in rural districts?

A.—Certainly; I charge retail prices and I sell to all alike. I have only sold 700 lbs. wholesale since I have kept bees. In 1903 I had a big crop and sold as much as I could and the rest I held over until the next season.

The President.—That is a good point—holding it over.

Mr. Holtermann.—I do not under-

stand Mr. Timbers. A man should re-
sale what I ca-
more people to
Mr. Timbers.
that all should
get around and
retail, there wi-
less for the wh-
Mr. Laing.—D-
you can sell fro-
Mr. Timbers.—
Mr. Laing.—T-
can sell from t-
not another hou-
from yours. Di-
orders?
Mr. Timbers.—
anyone.
Mr. Dickinson.—
thing.
Mr. Laing.—A-
Mr. Dickinson.—
that is the retail
Mr. Holmes.—I
fortunate if peopl-
his house and
price.
Mr. Lowey.—I n-
Mr. people come s-
2 or 3 lbs up
Mr. Laing.—I ill-
to encourage
and a man near
honey at 8c a
been driving miles
the price. They
money out of me u-
Mr. Hershiser.—V-
at honey?
Mr. Timbers.—If
they would it be a
half the honey we
timbers would not
to any man to
It is inferior in
ally put on the m-
—What is the be-
of section for
—I do not preter
tion. I never us-