

pers, telling how the honey was extracted, and how much better it was than the old fashioned strained honey mixed with bee-bread and other foreign material. At public gatherings, in the city park I took combs of honey, the extractor and uncapping knife, in the band-stand where all could see the honey extracted. Then I passed around the combs, also the honey in my nicely labelled pails with a spoon to sample it with. I was careful to advertise that such honey was for sale in every produce store in the city, at the same price as I there sold it. Sometimes, if sales were not as good as usual, we would take the light wagon with a barrel of nice honey, the barrel fitted with a faucet, and scales to weigh with, and peddle out one or two barrels, taking special pains to inform customers that they could get more like it at any time in nearly any store in the city, and at the same price—10 cents per pound.

The Most Desirable Packages for Retailing and Shipping Extracted Honey.

For a few years we bought glass, Mason fruit jars to supply stores with, and then we got a better package, the common tin pails, holding two, three, five and ten pounds respectively. This worked well, except that once in a while the driver would break a jar, or get a pail cover off, in either case he was sure to have a muss in the delivery wagon, if not on some goods. I then changed to the friction top cans, and pails, the same package now used in every grocery store to sell syrups in. They never break, never leak, and are easily opened. They are the best package for honey I ever saw.

For the city trade the two and three pound sizes sell best. The five and ten-pound sizes are the best for the farmer trade. For shipping to market, the five-gallon, round can with flat top, is by far the best selling,

also the easiest handled, and the best in which to liquify honey, at any house. Every retail package has my label on, and the price marked thereon, which, most of the time has been sold at ten cents a pound for the honey, then add the cost of the package. During the last two seasons I have changed it to eight cents for the honey. The meat markets sell from \$50 to \$150 worth of honey per year. General grocery stores sell the most.

As for the pay for the honey, the merchant is satisfied with the profit on his goods, but if I draw any money it is at 10 per cent discount. To save this discount I get my neighbors and often some of my hired help, to take an order on some store for whatever they may want.

In the cool rooms of the meat markets, honey soon becomes granulated, and, once in a month, during winter weather, I see to it, if all packages are granulated, to exchange some for freshly liquified ones; take those home and set the cans in a little water, then, when liquified, put on new wrappers, and they are again ready for the market. Many now prefer the granulated. As each package has directions how to easily melt the honey, there is less demand for the exchanging of cans.

Now, if by a little effort, I can sell from 14,000 to 15,000 pounds of honey each year, at home, in this little city, I see no reason why others cannot do as well or better, and thus all get better prices, enlarge our circle of neighbors and friends, and become better and more useful citizens.—Bee Keepers' Review.

Do not forget to save all of the scraps of comb and melt them up into beeswax. It always brings the cash and sells for a fair price, and it does not take a very large cake of wax to bring the price of a bee hive, so it pays to save it.—Modern Farmer.