

# The Canadian Bee Journal

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## NOTES AND COMMENTS

By J. L. BYER.

### Retail Packages for Honey.

Only a few days ago we had the pleasure of having Mr. E. G. Hand of Fenelon Falls spend a day with us. Among other things discussed at the "convention," the subject of retailing honey came in for due attention. As most of the readers of this Journal are aware, Mr. Hand is a strenuous advocate of pushing the home market for all it is worth, and has in his own town and vicinity exemplified the fact that with a systematic plan of placing good honey before the public, much more honey will be consumed than is the case when ordinary, slipshod methods are followed. While the experience of extensive retailers seems to prove conclusively that for the town trade it pays to put up honey in glass, yet to the writer's mind it seems doubtful whether this is true as regards the country and village trade. For example, in a village near us, of 1,200 population, last year, over 2,000 pounds of honey was sold in packages of 10 and 5-pound pails. To my knowledge not a single pound was sold in glass, and I can hardly think that so much honey would have been sold provided the honey had all been put up in 1-pound

packages. On the other hand, it might be argued that some who would pay 15 cents for a single pound would never think of investing 50 cents at one time for a 5-pound pail. In fact, Mr. Hand said he knew of one family who annually bought over 150 pound-bottles, who would never think of buying a 5-pound pail at one time. Personally, I feel inclined to think that if there were no pound packages in sight that more than likely the same family would buy 5-pound pails, and incidentally come to the conclusion that it was much the cheaper way of buying honey. From the producer's standpoint there is not half as much work in selling in pails as there is in putting up in glass, and in the case of the pails being used the consumers become educated to the use of honey in the granulated form, and it is surprising how many become partial to honey in that condition. All things considered, while I would not discourage any way of increasing the sale of honey, yet in my trade, after taking into consideration the demand in my own locality, I feel a bit slow about investing in glass as long as I can sell in tin packages as readily as in the past.

### British Methods of Treating Foul Brood.

Surprising how much difference in opinion and methods in connection with many things apicultural that there are between "we uns" and our