

OPINIONS ON HONEY PAILS.

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The discussion about the size of pails to be used for honey, in the January issue is very interesting. I agree with Mr. Haberer, that if the smaller pail is used it should be marked gross weight, but I see no reason why it should not be used if so marked. If others wished to sell a pail having a net weight capacity that would be their privilege, and I can see no reason why they would not sell side by side, if priced according to size.

Over here the trade calls for seven ounce tumblers and pound jars, with a preference for the tumblers. I have used a few pails, but did not find them very good sellers, even at a figure that netted me three cents per lb. less than I received for the smaller packages.

Locally I furnish grocery men in both sizes of extracted honey packages and in comb honey and they sell for a 10% commission. Pound jars sell for twenty-five cents and tumblers at ten cents. A 10% discount on a 20 cent jar leaves 18c. and on a 10 cent tumbler leaves 9 cents. Counting freight, labels, etc., the pound jars cost me $4\frac{1}{2}$ cents each, when put up, which leaves me $13\frac{1}{2}$ cents per lb. net. Tumblers cost about three cents, including freight, labels, corrugated cases, etc., leaving a balance of six cents per tumbler of seven ounces or at the rate of 13 7-10 cts. per lb., net.

Most of those who care to buy more than enough for a meal at a time prefer to come out to the farm and buy in bulk, in which form I sell the standard grade at ten cents. This class of customer also takes care of the off grades of honey, a little too dark to go in the fancy honey, or anything in the odds and ends of honey in too small quantities for shipping.

I have one such customer who buys from 150 to 200 lbs. of honey a year for his own consumption, and a number who

take from 50 to 100 lbs., nearly all of which is of these off grades of honey.

Understand me, these so called off grades do not mean a poor grade of honey necessarily, nor fall or buckwheat honey, which I consider a standard grade by themselves, and for which I have a demand which greatly exceeds the production.

Off grades of honey in my vocabulary means honey a little different from the standard, and such as I would not care to put in with my bottling honey. Sometimes because it has a little darker color or perhaps it is "willow herb" honey and different from the other in that way, or anything which would make it in any way different from the kind of honey my customers have come to expect. When they come to the house they have the chance to examine and taste till they find what just suits them, when they go away satisfied.

I believe bee-keepers would find it to their advantage to attend the big fairs more than they do, as it is one of the best places to sell honey I ever struck. I sold at the Grand Rapids fair this year nearly two hundred dollars worth of honey, much of which netted me 20c. a pound, extracted. Others who attend the fair at Detroit told me they sold lots more honey there than they were able to sell at Grand Rapids. Counting the premium money and the extra price I got for my honey, I was nearly one hundred dollars ahead for attending the fair, besides the advertising I got out of it. The whole expense of getting ready for the fair and expenses while there would not exceed thirty dollars above what it would have cost me for handling it in the ordinary way, and I expect a good share of that would have been spent in going from town to town, selling it in the ordinary way, or in advertising if sold through that medium.

My buckwheat honey is nearly all sold in Grand Rapids, in tin cans holding