

particulars. I would also advise to avoid Golden Italians, but the best strains of the darker Italians are in some respects quite equal to Carniolans. Do not attempt to keep Carniolan bees in small, contracted hives.

Brantford, Ont.

### SELLING HONEY IN THE HOME MARKET.

(By N. E. France, Plattsville, Wis.)

The nearer home the producer can sell his honey the greater the profit. Every time it is sold through dealers there must be a profit, which reduces the price the producer will get. Each handling of honey, the same as with fruit, injures its appearance more or less, for market, and that means slow sale at a lower price. The many beekeepers who have educated themselves in the production of honey, have neglected the just as important part, how to prepare it for the market, and sell it at good prices. If the dealer has to clean the sections, then grade as he crates, and pay for travelling salesman to sell the goods, it all costs, and the loser is the producer; as he gets only what is left. Don't hurry your honey on the early market unless the demand and the price will justify it.

### Many Commission Houses Do Not Handle and Care for Honey Properly.

Most of the commission dealers handle fruit, vegetables, poultry, etc., as well as honey. Last fall, by request, I called on several such dealers in large cities, to learn why certain bee-keepers' honey was not sold. Each dealer said he could not sell honey so long as the big supply of perishable fruit was on hand: the honey would keep and he could sell that later. I found tons of once fancy-comb honey, also extracted honey, in their cellars. The comb honey had a bad, watery appearance, was in soaked cases, and the barrels and

kegs had been rolled in the coal dust on the floor. Besides this, some thin, extracted honey was working out and souring. Do you wonder that the honey was slow selling, and the beekeepers talking of the National Association selling the honey?

### The Damage Done By Putting Unripened Honey on the Market.

Another cause of slow sale is, many are not careful to extract well-ripened honey. In Southern California and parts of Texas and Arizona, where there is scorching sunshine every day, and the honey is nearly ripened in the flowers, it may be possible for the beekeeper there to take ripened honey before being capped by the bees. I have been in many of the States from California to New York, and I fail to find any other locality where the quality of honey is like that ripened and capped over in the hives by the bees. In New York, buckwheat honey, if ripened well, sells easily: but I will guarantee that any market will soon be ruined with a little unripened, sour honey. American people eat an abundance of sweets, and are willing to pay a fair price if they know it is pure and not injurious to health.

Get our honey before the people in neat, attractive packages, the same as any canned goods, then in a short time, by a little advertising, we will be sold out, and buying more honey to fill our orders.

### Advertising Extracted Honey and Putting It Upon the Home Market.

My little honey city of about 3,500 people, consumes, each year, about 14,000 pounds of extracted, and some 700 pounds of comb honey, besides some adulterated syrup which is sold to those who desire something "cheap." All this without any "peddling." Just thirty years ago we sold comb honey in large boxes, at 25 cents per pound. We then got our first extractor. I wrote short articles for our local pa-