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Who Fixes the Price of Honey

THIS is another respect in which we venture to say we are ahead of the bee-keepers of the North. From the many articles we have read pertaining to Northern prices we understand that the price in most cases is set by the commission houses and by dealers who buy the honey from the bee-keeper. Why should this be so? Not in one instance since I have been in the business extensively have I asked a buyer what he would pay for my honey. It is the reverse here. The bee-keepers or at least the majority of them, know pretty well at the outset what they are going to try to get for their honey, and the market prices are governed thereby to a great extent. We know this is true, for the simple reason that many of the honey buying firms make their quotations at a certain figure in the early spring, and, later, as they find honey is hard to get at these figures on account of the bee-keepers holding at a higher price they advance accordingly; so also does the price offered by the dealers go up a certain margin every year above the figures of the previous year. It has always been a wonder to us why we should be ahead of the North in this respect, since it has been conceded generally that they are so much ahead of us. Taking into consideration the amount of advertising in the North, and the amount of discussion that continues to appear on the subject, the conditions of selling in the North are very different from what we are used to here. Our honey is sold quickly, as a rule, without advertising, and at our own figures. In our case it is not so much how to sell the crop as it is how to produce enough of it to fill the demand that already exists and at a good price. We receive dozens of inquiries each season for our price. Then we send a price list with our prices, instead of writing for prices that some firm or buyer is willing to pay, as we formerly did.—Louis Scholl, New Braunfels, Texas, in Gleanings.

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