

## The Wholesale and Retail Prices of Honey

No Need to go Abroad to Find a Market for Our Honey.

It was with pleasure that I read the report in the "Canadian Bee Journal" of the convention recently held in Brantford. I am sure that every member of our Association is very much pleased with the remarks there of our newly-appointed secretary, Mr. Hodgkett. He is without doubt the right man in the right place. There are many things I would like to mention regarding these, but will only touch upon one at present. The old question of finding a market for our product seems to be still a "burning" one. I do not think, however, there will be any need of going out of our own country to dispose of all the honey we can produce. With such an increase going on in our population, and which bids fair to continue for a long time to come, there need be no question about the demand being greater than the supply. Of course, many will require educating as to its many virtues, but I am satisfied that any effort along this line will yield better returns than in hunting up a foreign market. The great problem with some of us is where we can buy our supply. Last season's scarcity and consequent advance in prices may induce some to hold, with the hope of disposing of their crop to a better advantage later on. I might just say here that the honey trade in Canada differs somewhat from most other countries. I have reference to the growing demand for honey in the Northwest. Merchants there lay in their stock before navi-

gation closes, as it means a saving in freight. It is well it is so, as it is better for the producer, as well as the shipper, that this work should be mostly, if not all, done before cold weather sets in. Alexander is not far astray in recommending the early disposing of the crop, and then have time for rest, recreation and reading during the winter. I might say that this is the way I am endeavoring to work it, buy early, then ship early, and have all out of the way about the time the bees are. If the old difficulty could be overcome of selling retail at wholesale, quite a step would be taken. Many a consumer would buy more honey were it for sale in the stores, and many, if not all, merchants would make it a point of having it if they could make a reasonable profit on it. No one can pay rent, taxes, hired help, and so many other things, without quite a margin of profit, and the beekeeper would, of course, be the gainer also, as he would have this extra for any he retailed himself. Let us be clear in this matter. I hold that no matter how much a consumer buys, he should still pay an advance over what the retail merchant does, and a still greater advance over what the wholesaler or commission man should pay. As with groceries, so with honey. On the other day I noticed that the wholesale grocers refused to handle a certain make of goods because the producer sold to the retail trade at the same price as themselves. How could the

continue in this way should be less than if chased, but a margin of profit? In a quantity, or should never whatever re-tity, let it you can sell little less. retails at 10c ing in bulk, the wholesale who sells to t get it for 7c. business might of profit, but firm doing l where expens can use his bad debts, ar The wholesale apart from th to the retail n consumer, is apart from th worth a little crop all in on and take it out as a rule, will profit, but, exc orable circums pect him to pay keepers would their time and tail prices, it So many people it costs them i could sell for in whatever on the also, unless we when selling in never seem to g when a large sa