

much pleased honey he would not be able to sell approval. The white honey.

thy of filling Mr. Hershiser—Do you consider it as
ertaken. She good?

ongratulations A.—It is a matter of taste entirely.

Mr. Hershiser—If your customer
comes to you and says he prefers buck-
wheat honey, why not sell it to him
at the same price as the white honey?
The bee-keeper has insisted upon it
that buckwheat honey is not quite so
good and therefore is obliged to sell
at a good deal less. Now to some
persons it is a good deal better than
the white, then why not sell it at a
higher price?

ON RETAIL Mr. Byer—I had this year a short
Y. age in the clover honey crop. My
rs.) customers would, I think, take buck-
barrels do for wheat. Two or three of them have
ey, done so already. I have, however, re-
the buckwheat used several that wanted 50 pounds
I I think the buckwheat honey, as I know it
would knock out the market for clover
10c per pound honey, and I do not know whether it
acted honey? is advisable to sell buckwheat, as it
n the market sells down the market.

and in good Mr. Roach—There is a great deal in
stomers to be being accustomed to the use of buck-
to year. wheat honey. I did not want buck-
sell buckwheat honey around my place at all,
used to clover but the last two years we have had a
e in quality large stock of it, and I began to use

ffer buckwheat and now I like it much better than I
nless he ask thought I ever could. Customers will
it, yes, buck come and ask for basswood or clover
ome custom honey, and when I say I have only
ey, and pre buckwheat, they take it, and then they
, whilst oth to like it and come back for more.
I am rel am sure if buckwheat honey was
at 9c and ed more frequently it would be
ed as well as clover honey.

Mr. Holtermann—This year I have
ould like to handled 30,000 pounds of buckwheat
onsiders buck honey. Last year I handed more. It
as the v very important that buckwheat
ey should be well ripened. The
e is per ference in flavor between green and
ried buckwheat ripened buckwheat is more mark-

ed than between green and well-ripen-
ed clover honey. You can go to many
places where buckwheat honey is pro-
duced, and it is preferred there to
white honey. I am not saying it is
superior. It stands on its own merits.
It is expected and liked in a great
many places, and the more it is used
the more it is liked, and for that rea-
son I see no objection to offering buck-
wheat honey to a person who may
ask for white, if you have not got
white. It may not be advisable to load
them up with it, but I would advise
them to buy a small quantity to test it.

Mr. Timbers—With regard to what
Mr. Hershiser said about charging the
same price for buckwheat as for the
other, I would not like to give the
same price for buckwheat honey, and
would not have cheek enough to charge
it.

Mr. Hershiser—Just because it has
become customary to sell it for less,
and of course we have to do as the
others do.

Mr. Pettit—In this matter of buck-
wheat honey, I find if the honey is well
granulated it is much more palatable.
When well ripened it is superior and
can be used as table honey. I like the
buckwheat honey as well as the white.

Mr. A. Laing—I think Mr. Hershiser
has made a good point in speaking of
the price of buckwheat honey. I think
it would be a very good idea to raise
the price. Personally, I am fond of
clover honey, and I do not know that
I am particularly fond of buckwheat
honey, but suppose I was just as fond
of it as I am of clover, why not pay
the same price as for the clover honey?

Mr. Holtermann—It is a question of
market values.

Mr. Laing—Of course it is. I think
it would be a good idea to raise the
price if we can. It is worth every
cent as much as clover honey to those
who like it.

(Continued Next Month.)