

there met by like surpluses from other localities. Grocers buy, but soon find producers peddling at prices as low as they have already given. This demoralizes the market, and further reductions must take place. Unlike other articles of food, such as butter and cheese, no one can tell what honey is really worth. The prices are not quoted, except in some of the large cities in the United States by some of their Bee Journals. The fact is, we have not in Canada a large enough honey market.

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If beekeeping is to increase in the future as it has done in the past, prices must come down. Well, some will say, they must be kept up. My opinion is they must come down to such a figure as will tempt the purchase of it in quantities for daily use, or a foreign market must be found that will pay for production, and if one is found the industry will increase. Dealers will ship, as is now done with butter and cheese. But, if one cannot be found, beekeeping cannot expand to any great extent, for the reason that our limited market will be so glutted, and prices so low, that it will not pay except under the most favorable circumstances.

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Some may think that I speak very discouragingly. That is not my intention. I believe in beekeeping. I believe that many will prosecute the business with benefit to themselves and the good of the country. What I wish to do is to correct erroneous ideas. This honey business cannot be settled by simply talking and writing. We must meet the consumer with a good article, that, after having tried, he feels willing to pay for. I wish to correct the idea that honey can be profitably produced by simply having bees. Some localities will give much more honey than others, and then a great deal depends upon management, so that we need not wonder that so many, from one cause or another, lose money by trying to keep bees.

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One of the difficulties as regards market-

ing at the present time, is the prevailing ignorance in reference to quality. This, however, is being corrected. Consumers are finding out that there is a difference in honey as well as butter. As this difference becomes better understood the less difficulty will there be in marketing a fine article. As an evidence of this, I know a beekeeper who has been supplying several gentlemen in a neighboring city for the past two or three years. One of these gentlemen was spending the evening with a friend, when the subject of honey came up. His friend said, "I have never seen good honey here." The reply was, "I think I have some good at home; I will send you a sample." Next day the sample was sent. This resulted in the lady friend making inquiry where that honey could be obtained. She said she had never tasted any as good. I mention this to convince beekeepers that if they are going to sell their honey at paying prices, they must work in the direction of quality instead of quantity. Why is it that comb honey will sell for twice the price of extracted? And why is it of finer quality? Because it has gone through the whole process of honey making. It is generally supposed that bees gather honey. This is not strictly correct; bees gather nectar, and from this nectar honey is produced; but the change from nectar to honey must be left to the bees,—man cannot properly do it. Here is where the great mistake is made by many beekeepers. If they are producing comb honey they must leave it with the bees till the process of honey making is finished; while if they are producing extracted, they take it from the bees in a thin, limpid state, part honey and part nectar. The result is inferior quality, unsatisfactory to the consumer and an injury to the honey market. Extracted honey should be as nearly as possible the same as comb honey, with the exception that it is extracted from the honey comb. If this were attended to by all beekeepers, I question if we could produce more than would be required at moderately low prices. Fine quality and low prices will make a market for large quantities.