

a smaller sum for it. But under existing circumstances, I find the great difficulty is the individual producers, many of them, have no character in the eyes of the public; not that they are not honest men, but they have not gone to the necessary trouble to establish a character for the article they have, and hence cannot get the price. I do not sell one pound of honey under nine cents in bulk. I could not sell 12,000 at that, I do not suppose. Unfortunately, I am like a lot of my fellow beekeepers, when I want information nearly everybody is ready to give me all I want; and I am just in that position to-day; if I have any thing that is worth anything to the beekeeping public they are welcome to it. However, I presume I have not got it. But I think what I have mentioned is the first thing we need to do. Some of us were asked to contribute something towards the advancement of the interests of our Province to the World's Fair; each of us sent something over there with no expectation of receiving even a recognition; I had been selling my honey and was laboring hard to get a reasonable figure, and one day I got word that I had been successful in getting a notice there; I got word from one here and another there and I thought: Well now, I have listened to that till it has become stale, it is probably true, but I haven't seen any authority myself, and from that day to this I have sold all the honey I have got. I try among my neighbors and friends and sell to them at what I sell to others. Some sell to their neighbors for more than they can get from others. If that is the way to treat a neighbor and get his confidence I don't know it. I treat my neighbors as I do others and they come to me for it and I get rid of the crop I have.

Mr. Couse—Is the merchant in your village a neighbor as well as the farmer is?

Mr. Pickett—My neighbor merchant in the village does not handle it at all.

Mr. Couse—He wouldn't handle it under those circumstances.

Mr. Newton—My thoughts agree with Mr. Pickett's, although I do not go very extensively into extracted honey; I have made an aim ever since I started to establish my market at home; and I have not sold at less than 9 cents; I have made an aim to establish that market and to produce a good article and to satisfy all my customers and I never sold any below nine cents in bulk; I always get ten cents retail for all the extracted honey I produce. I do not go into it very extensively, as I

said before, because I can turn over my comb honey into money far faster. I think we ought to start at home and educate all our customers round about us and get them to eat it. I was speaking to some man and he was saying he got seven cents for his honey. I sell it in 20 pound pails at \$2.20, can and all; if they return the can I return them twenty cents; and most of my customers take it in twenty pound lots. Up to two years ago I never had a ten pound can in my yard; I educated them to buy twenty's, and they usually bought twenty pound lots; within the last two years some of them have been driven to ten pound lots. I suppose it will go down, but as long as people start at two pound jars it will continue that way, but if you try to educate them in the start to use twenty pounds and put in their winter stores I think they will keep on. Some of them order 20, some 40 and some 50 pounds at a time, and they pay me ten cents a pound for it; and as long as I am in business there I think I will have no trouble in getting the prices I have established. Outsiders will come in and sell for eight cents; it does not affect me one particle, I can get rid of my crop at ten cents a pound.

Mr. Hoshal—The discussion has drifted somewhat away from what I had in mind; that is, the British market. Last season I had rather a surplus of extracted honey on hand. As an experiment of my own and without any view of ever saying anything much to anybody about it, I sent some off to the old country market, to Liverpool, with the result that it netted me just about what it would bring here wholesale, somewhere between seven and eight cents; the honey I sent was basswood. I have thought since in my own mind that that was a mistake, it should have been clover. Now concerning our own home market, there is one point I would like to emphasize about honey, and it is a point I carry out myself. When we place it in stores and expect a storekeeper to sell it or any other merchandise for us, we should be able to pay him something for it. I really think when we do not do that we are cutting our own throats and cutting our own prices; we should set the price ourselves on the honey, whatever it is, and then whenever we ask anybody to handle honey for us give them a trade discount and hold rigidly to that.

Mr. Best—Down east they put the market down, and they placed it at five and six cents. I did not wish to take that and I am holding till the market comes up to what I think I will take. I have some