

Mr. Morrison: What kind of a barrel did you use?

Mr. Holtermann: They were glucose barrels; you can get them for 50 or 75 cents and they will run 700 lbs.

Mr. Morrison: Do you line with parafine?

Mr. Holtermann: Better to do it. A pound of parafine will do that work. To get your barrel in the window take the hoops off with the exception of one or two and when you get it in the window take the rest of it off and it stands. We haven't got many flies or much dust in Brantford at this time of the year. That man I refer to is selling it right along at 12½ cents a pound.

Mr. Dickenson: I agree with friend Holtermann that honey in the candied state is about the right condition. I find in our family where we have good honey in both grades, the clear and the granulated and the granulated is taken nine times out of ten. I myself would like to hear an expression of opinion. I prefer it.

Mr. Brown: I think if you go into a grocery store and there is a range of both kinds of honey, 9 times out of 10 the grocer will sell the liquid honey in the glasses.

Mr. Sibbald: I take issue with Mr. Holtermann on this question. To show you that people prefer the liquid honey, we have frequently jars of granulated honey sent back to us and they say, we can't sell this, won't you change it and give us the liquid honey. As soon as it granulates on the shelves it seems to stay there, nobody will buy it.

Referring to the paper, there is nothing more important than the quality of the honey. You would be surprised, if you would handle a lot of honey, to find how many bee-keepers produce a poor quality of honey and how hard it is to pick out real nice thick honey. Now the production and sale of such honey is going to hurt the

honey market more than anything else.

Mr. McEvoy: Mr. Sibbald's experience and mine is exactly alike. I have sold 60 tons in little glasses and everywhere in the grocery stores nothing is more important than quality.

Mr. Newton: I fully agree with friend McEvoy and friend Sibbald. People prefer the liquid to the granulated. Last year at Buffalo when the people came in and looked at the granulated and the clear they preferred the clear. We have got to please the eye and when we do that I think we go a long way to please in other respects.

Mr. Holtermann: We can do a great deal in educating the public. I don't propose that every one shall have a 600 pound barrel of granulated honey, at the same time I believe if sold in that form a man can sell more of it than he can in any other way.

Mr. Holmes: The general trend and drift now a-days is to put up all goods in small parcels in the stores; we find dried fruits and other commodities are put up in small packages, and even some lines of sugar are put up in fancy packages.

Mr. Byer: I think we might talk on this subject as long as we like and honey will continue to be sold in both ways. We must use our judgement. I believe every bee-keeper agrees that in selling anything in a glass it must be kept in liquid form. Our home trade is all sold in 5 and 10 pound bottles and the directions are put on the labels how to liquify when it has granulated. I believe nine-tenths of our customers prefer to use it in the liquid form.

Mr. Heise: The practice of supplying a customer with a limited amount when he requires more seems to me to be contrary to all the best principles of trade.

Mr. Miller: I think it is generally