

necessary to shape and meet the demands of trade.

Mr. Deadman does not tell us where the poor grade of honey goes, or should go. It is like Smith's dog, which was left at home, but when Smith gets to town he finds his dog there, too. Just so with the poor honey; it will meet the good somewhere unless it is put in its proper place. A coöperative association does not necessarily need to handle the poor grades of honey, but it would do the industry a great deal of benefit if it could direct that class of honey to the biscuit and other manufacturing users, where body, color and flavor does not impair it for their use.

Should a member have a grade of honey not first-class, and it was sold to manufacturers, he would realize as much or more for it than if sold to a buyer; he could have no just reason of complaint. If, on the other hand, he could do better, he is privileged to do so, and his (hard-earned) investment, as Mr. Deadman says, would reap him the benefit it would in any stock company. Mr. Deadman's criticism of the plan of incorporation, division of stock, etc., is not well taken. He may not know that the plan I outlined is not unlike other associations or companies organized for similar purposes. The plan has proved all that could be desired. Can Mr. Deadman or any one else suggest a better plan of incorporation? We want the best. In reference to the salesman, he refers to the great expense, etc. He says a producer had better sell his own honey. Why, yes, of course, that is what coöperation is intended for—the producers to sell their own honey to their own best interests outside of their own home trade. Mr. Deadman gets tangled in his own web. The honey buyer has the expense of buying as well as selling, the expenses of a salesman as well until he has a trade sufficient to dispense with his services, the expense of management, the interest

on his investment, risks, bad debts etc., which come out of the producer and consumer, and it cannot come from anywhere else. It will pay a honey producer to sell his own honey if he has the ability and time at his disposal, and from my own observation and experience it will pay a producer having the product of one hundred colonies of bees to market his own honey, even if he has to take to the road as a commercial man, and even go to the West in his own interest, rather than sell his crop in bulk to a buyer.

A salesman could sell the product of several producers or the whole association with less comparative expense, when making a specialty of it; could reduce the expenses to a minimum. These sales might not be required more than one or two seasons, as a trade would soon be established, and would ever grow as it deserved.

Mr. Deadman supposes again that an association would be obliged to depend entirely on the product of its members in order to keep going, while the buyer could buy foreign honey to keep him going to hold his trade; that an association could not do these things. Strange that Mr. Deadman does not know that an incorporated company can buy or sell on commission, import or export honey, or anything else, if it so chooses, in the interests of its members.

In regard to buyers withholding the prices from the public, I claim they do not need to if they wish to pay the market price. They will make a price in private way months before the crop is gathered; in fact, Mr. Deadman has just told us he bought in advance at a stated figure. If he can make a purchase at a stated figure months in advance in a private way, why can he not make his offer in a public way when the market is established?

The personal reference Mr. Deadman complains of was my reply to an empty out-of-place personal made in favor

himself in a cate—that if he paid as much more for honey I not say with I am creditable much as three price, and that as the other f he either did I less than the m as much as six some received not hard to p Through Mr. assertions, buy to six cents pe pay, or they pa than the marke it is for No. 1 Before going derstood that I buyer for buyi There is, howev the producer do one-third to on it is paying argue which w handling of appl tive way, as I achieved on simi

Chatham, Ont.

INTERESTING (Translated

Report From Switzerland
The Association published lately its observations on the bee industry in Switzerland, for the year 1906-7. The report has some interesting facts. In January and March, the low temperature and the consumption of food would have shown