

CLOSING SESSION

W. A. Chrysler, Chatham, in the chair. Mr. Chrysler, opening the discussion on "Co-operation for Marketing and Other Purposes," said that co-operation is the proper thing especially for those who have not the best facilities for marketing. The large producer can stand alone. He has the advantages of better connection. There are difficulties in co-operation, but there are difficulties in almost everything in connection with the pursuit, but it is in the overcoming of these that we succeed. In other businesses there are uniformity of prices. With bee-keepers, one is selling at eight cents, another at nine and another at ten, and so forth. There is no uniformity. Our Honey Crop Committee, in connection with the Ontario Bee-Keepers Association has been a great boon in maintaining prices, but we want some system of marketing that will assist the small producer, and this might be done through some local organization that would handle his product.

Mr. Chrysler illustrated how this had been carried out successfully in fruit lines, and thought that a somewhat similar system could be adopted by the bee-keepers.

Mr. McEvoy did not consider that co-operative selling was practicable for the bee-keepers generally, and spoke of his experience and success in the British market.

Mr. Sibbald, supporting Mr. Chrysler's views, said he believed that some system of co-operative selling should be introduced; that it would be less expensive and prevent the too prevalent cutting of prices; for instance, one man selling in Toronto the product of three would not cost as much as the three selling separately and individually, and besides they would not be competing one against the other. Co-operation is for the distant market. As matters stand at present, the producer sells to the broker and the broker to the wholesale grocer and the wholesale grocer to the retail grocer and the retail grocer to the consumer, and all these must have their margin of profit. There should be some place where the honey could be placed on the market

without having to pass through so many hands. The Department of Agriculture has dealt generously with the bee-keepers this season. The Department is going to place an exhibit of fruit in Winnipeg, and it has been suggested that an exhibit of honey be also placed there, and this no doubt will be done. Speaking of the work of the Honey Crop Committee of the O.B.K.A., which has been so appreciated and has been such a great benefit in maintaining prices among the members of the Association, Mr. Sibbald said that the Secretary would, he was sure, be pleased to advise any member regarding prices, who will write him enquiring before the annual circular is issued. The Committee, keeping in touch with conditions, know pretty well what the market values are going to be. He thought that in connection with this proposed co-operative marketing, the members reports might be made to include the probable amount of surplus honey on hand after supplying the local market.

After considerable further discussion along the same lines, the following resolution was passed:

Moved by Arthur Laing, seconded by H. G. Sibbald, "Resolved that this Convention approve of the principle of Co-operative Marketing, and that the committee appointed by the O. B. K. A. report as arranged for the spring meetings of the local association."

The Convention as a whole was very satisfactory and heartily appreciated. Such local annual gatherings could not but help to unite the beekeepers and assist in building up beekeeping and giving it the place it should occupy among other agricultural pursuits.

BOUND VOLUMES OF THE CANADIAN BEE JOURNAL.

If any of our readers wish their Bee Journals bound up, we will be very pleased to bind them. The charge will be 50c. We have some of each month of 1907 left over, and will supply these bound for \$1.50.

Bee

While the clarifying sion, it me to me happened ties from melted was used to be matter of the under when they boiler—mat gravity so that it would the way of how much that has goes contains air pollen, which the bottom cappings or is melted up or less dead frames, scrap combination of some will si the wax, which is just in being too light and too heavy. These are very many a dead such "critter" back-knife or otherwise per an idea happened the top not skim the othersome of the way? piece of wire a little wire boiler, dis would fit the