

personal knowledge of the British honey market, or at least I had. At that time it was very strongly urged by some of our members that we should export our honey; and it was not only urged that we should export it but that we should contribute a certain amount of our Government grant for that purpose. I opposed that, as some of you will remember, because I knew it would not be in the interests of honey producers of Ontario. Knowing as I did what they might expect for their honey over there, I saw it would be a fatal thing indeed for them to undertake that. I was getting from 12½ to 15 cents a pound; I knew very well then and I know it now, and my opinion expressed then is borne out by the evidence Mr. Holtermann gives you to-day; I knew then and I know now what you can get for your honey in Britain; I knew then and I know now that you can sell all the honey in Britain that you want to send there; I knew then and I know now that you cannot expect to get a return of more than seven cents a pound for it; you could not get it then and you cannot get it at the present day; you cannot secure it. Is it advisable under the present conditions to send your honey over there and take all the risk of sending it; take the risk of losing it entirely through a dishonest commission man; take the risk of breakage and all the rest of it? Far better for you to sell your honey in Canada; and I may add that there is an unlimited market in this country as far as production goes. We are selling honey to the public to-day, and we sell them two pounds of honey for what they can get one pound of butter for; and if the matter is properly pushed you will find a sale for your honey. Everybody knows that the general consumption of honey in Canada is one hundred fold more than it was fifteen years ago and I believe it will go on.

My advice to you is, so long as you can find a satisfactory market at home sell your honey at home. I said I knew more about the condition of the British honey market than any man here. It is from personal experience. Some of you know I was one of your representatives over there when we sent over that magnificent display, the finest that has ever been made in the world, the finest and the best that ever will be made in the world again in our day. I visited all the principal cities in Great Britain, England, Ireland and Scotland when I was there; I made it a special object to enquire as to the probability of an opening there for our honey. American honey at that time was sold, to

my knowledge, on Market Lane by auction at tuppence a pound, when we, with our Canadian honey, after spending \$2,000 in expenses, returned to every man who sent a pound of it, ten cents a pound for their extracted honey and paid them for their package as well. Not only that, but I went to the largest departmental store in Britain, Lewis & Company of Liverpool, perhaps the largest in the world; I went to the foreman and talked honey to him; he brought me down a two pound tin of California honey very nicely put up; very nice honey. I don't know whether it was sage or whether it was not. I looked at it and it was very nice looking. He told me he had bought that honey and could get all of it that he wished to have at three pence ha'penny a pound, or about seven cents. I say again, and I repeat it to emphasize, if you send money to England you cannot and you could not within the last ten years at any rate expect to realize more than seven cents a pound on an average for it. Will it pay you to do that and take the risk of it? I think not. I never knew a pound of honey sold in this country under seven cents a pound.

Mr. Hall—You don't live in our district; we give them 20 pounds of Buckwheat honey for the dollar.

Mr. McKnight—That is the only return you have given to the public for all the money that has been contributed to help you along in your industry; that is the only advantage that the public has got for the public money that this Association has received, and they have been well paid for all they have contributed. They are entitled to something and they are getting it now in cheap honey and in good honey.

Mr. Holtermann—We know perfectly well there are any amount of men in the room who are selling their honey and are very pleased if they can get wholesale seven cents, to sell it at that; and even in those days I know that honey was selling at six and seven cents; so that I am right with Mr. McKnight, in saying we have not begun to develop our Canadian market; that we have paid too much attention entirely to producing and we have let this part of the question take care of itself. We want to do more on that line and I am with him right there, but at the same time do not let us ignore the British market or underestimate its value.

Mr. Pickett—I think the first thing for us to do is to establish a character at home; let us get the confidence of our people. When we have a very large surplus we can well afford to take