

and if it is less than that it has something wrong with it, and we should let grocers know that 12 pound honey, wine measure, is good honey, and 12 pound honey will keep for years. I think good honey should be fourteen pounds to the Imperial gallon or twelve pounds to the wine measure.

Mr. Dickinson: I consider this one of the most important paper in connection with the bee industry, and hearing this paper read takes me back to two years ago when the matter was being discussed "what we were to do with our surplus honey" I think that the state of affairs in connection with bee-keepers generally through the province has greatly changed since 1897. I think we had a pretty good crop that season and expected a very large crop the next year, therefore it made us discuss that subject. If we have a large surplus it means the price must be low, and I had an idea at that time, 1897, that we might be able to put some honey on the British market if we could once establish there a reputation for Canadian honey. I had the opinion of a friend in Liverpool that there would be a very large demand, as the British people when they give an order give a large one, and I thought it would make a wonderful difference in the disposing of our surplus if we could once establish ourselves in the British market. In regard to "how to market extracted honey," I undertook to try what could be done so far as Canadian honey was concerned in that market. I have letters in my possession, that would discourage Canadian bee-keepers as to what Canadian honey would do there. However, I sent over my samples to my friend, stating that when a man undertook to find new markets he must be prepared to take all chances, and I was prepared to let my goods

speak for themselves. In 1898 I sent over a nice shipment. I was advised not to send less than thirty thousand pounds as a trial shipment. My friend said, "Don't send less than 25 cases." I sent that. I was very well pleased with the results. He has kept me posted as to what the market price is there, that is, for Californian honey, and so far as my information goes at the present time that is the honey the Canadian has to compete with in the British market. I think it is an important point in connection with marketing extracted honey to keep posted in regard to the markets of the world. You want to get to know pretty near as much as they think they know over there, and no doubt you will be told there are large crops in Chili or California, which might have a tendency to make you be satisfied with a low price. A bee-keeper that is putting honey on the foreign market ought to be ready to take what the market allows in competition with the world, because if there is a large crop in California he certainly will have to take less for Canadian honey on the British market than if there was a small crop there. I have in my possession a letter which would satisfy any bee-keeper in Ontario how we stand in respect to quality. I will read it for the benefit of the members of the association. This is just in two years. It is not necessary for me to tell the bee-keepers that it is necessary to send a good article. It is always necessary to sell a good article of honey even in your own market, and it is more important to send the very best clover honey into the British market.

"I have pleasure in sending you account sales for 78 cases of new Canadian honey with draft on Bank of Montreal, Hamilton, for £176.4, net proceeds of the same. I hope the