

house's address on
a stenographer's
irs after having
committee:

is no one person
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honey. A num-
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Report Commit-
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wholesale grocer. I have driven to Tor-
onto many times with five or six hundred
pounds of honey; I have given the gro-
cers half a dozen pounds, and I have sold
honey in Toronto to the druggists. When
I first started selling honey in Toronto, I
think it is perhaps 29 years ago, it was
only the druggists who bought honey. It
kept working along until the grocers be-
gan to buy it. We used to get it into
the larger grocers and now almost every
wholesale house is handling honey in Tor-
onto.

I had an enquiry from a firm that
wanted to start in the honey business.
I said I will help you to find out where
there is honey; if you like I will take
stock with you and be willing to buy
honey and see it is right, to get you go-
ing, for every person you can get inter-
ested in honey helps you out. There is
what you call co-operation going a little
farther. There seems to be a tendency for
everybody in the food product business
to handle honey. This is another source
of selling honey. Further than that if you
are really in a neighborhood such as
many of you are in you can co-operate
with your fellow bee-keepers. Now, if all
get together and put the honey in some
wholesale firm in the West that handles it
and it is all cleaned up. Why can't every
section do that? That is co-operating in
every sense and there is no doubt as far
as we are concerned we are pretty well
relieved; we are not fretting very much
about the markets. Remember we are in
a good section for good honey.

There is no doubt at all as far as the
Honey Exchange Committee is concerned
that in one sense that is co-operation.
They don't try to sell for you, they sim-
ply tell you what they think you ought
to get for your honey. You would be
surprised to find how that report is re-
spected by the wholesalers; they don't
like it. So that in a great many ways
we are co-operating.

Now, there is still another way we
might co-operate. This present season
the government sent fruit to the Old
Country and have been extremely success-
ful; they have taken fruit from three or
four individuals and have made it profit-
able for these persons to send fruit to
the Old Country. The fact of the matter
is that there was a considerable amount
of fruit sent which relieved the market.
Providing we would do something in the
same way that would relieve the market
here. Above all we must have quality.
I have simply given you hints of what we

might do. I made up my mind when I
was informed of these channels, which
would be possibly open to us if we would
ask for them, I would do something. We
have always been able to do that. In
connection with the Colonial Exhibition
held in London a few years ago there was
almost 40,000 pounds of honey sent over;
every bee-keeper that sent it took his
chance, but remember we got 10c. a
pound for it. At the time of the Pan-
American Exhibition we did the same
thing and we got 10c.

The following is what the Editor of
this Journal said upon the same subject,
as per the same report:

I have been commissioned by the Brant
Association to speak to you on the mat-
ter of co-operation. The question of co-
operation is looming up and becoming a
very important one. It had its origin in
Great Britain where the workingmen
have established retail stores, and made
a success of it. They then went into the
wholesale business and then into the la-
bor co-partnership business, until their
activities are running them into the
millions. The movement has come to
Canada. The farmers are taking hold of
it with great success; they are cutting
out the profits of the middlemen. The
Fruit Growers and Apple Growers of
Norfolk County got the inspiration from
a man of some brains and some organiz-
ing capacity. He got them together
and pointed out to them they were at the
mercy of the man who came along and
offered them so much a barrel for their
apples. The fruit growers in those days
were only getting one dollar a barrel.
To-day as the result of organized efforts
on the part of the Norfolk apple growers
they are handling their own apples, they
are putting them on the market them-
selves; they have built a large building
in which to store them; the apples are
brought in by different farmers or fruit
growers; every barrel is labeled with
his name or initials; it is put in storage
and it is sold by one appointed for that
purpose. The result is they are getting
from 400 to 500 per cent. more for their
apples than formerly—they are getting
from five to six dollars a barrel. They
have proved the success of co-operation.
It seems to me the same can be done by
the honey producers of Ontario. It is un-
fortunate that this Association is so di-
vided; I think if we would get together
and drop our difficulties, and have a lit-
tle more confidence in each other and

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