

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

is no one person but somebody giving or other. Our first time to get together we can do to honey. A numeration was the to get a co-operative way together. Report Committee Honey Crop Report matter that I may n, are almost the give you a few to show co-oper-

ce with a person's first idea, once is to sell it. Can are you going to you? That is the ing to sell it right a little you may diary of 150 to 200 get somebody to you going to get? self, to do all you xt position is this, help you. There-ly can to increase fore there is any which amounts to in be done to a e majority of peo- produces a good he gets a man to y to start him, and a family of five or n consuming it. I omer who yearly to sixty pounds of feature possibly in aving an excellent a get 50 customers bit interested in ll eat up all he can e not the time to er honey and keep while. He is co- sell your crop, if n it. I feel that is what I call co-oper- ent honey you may which may be the

wholesale grocer. I have driven to Toronto many times with five or six hundred pounds of honey; I have given the grocers 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 began to buy it. We used to get it into the larger grocers and now almost every wholesale house is handling honey in Toronto.

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 going, for every person you can get interested 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 simply tell you what they think you ought to get for your honey. You would be surprised to find how that report is respected 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 successful; they have taken fruit from three or four individuals and have made it profitable 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 matter 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 labor 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 organizing 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 themselves; 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 unfortunate that this Association is so divided; I think if we would get together and drop our difficulties, and have a little more confidence in each other and