

May 1908

ject, is: "Who of the honey-buyers that have been advertising for honey has the grit to come out openly and publish the price they are willing to pay for what they want?" With the uncertainty, each year, of the quantity of honey available, and possible value of it, how could they be expected to do this? It might keep them busy. I think the buyers do enough advertising without running such risks as that; in fact, they are doing all the advertising, as it is, which is a pretty good indication that a coöperative association is not needed in Canada, at least for the sale of honey. What is wanted is more advertising on the part of the producer who has it to sell. I have never seen such an advertisement in the advertising columns of the *Farmer's Advocate*, and in the only journal devoted exclusively to apiculture in Canada, if ever there, it is one? As Mr. Deadman says so long since that I cannot remember being it. I will conclude by saying that any reader of this article has honey to sell, advertise it, and you will not require the help of a coöperative association to dispose of it.

G. A. DEADMAN.

Huron County, Ont.

### Mr. Chrysler Replies

In replying to Mr. Deadman, I wish to say that lack of time prevents me from going the subject the thought it deserves, but his reply is so misleading that I will answer a few of his assertions. In the first item he refers to, that I did not approve his statement that benefits could accrue from the sale of honey as from apples when sold in a coöperative way. Mr. Deadman did not raise any argument worthy of consideration. It is as a man making a statement that the goods business pays; another may say that groceries pay just as well. They have both been in existence for years, and who knows now, or what would result in proving, that one paid and the

other did not, for they both fail or they both succeed, owing entirely to the management that they receive.

Mr. Deadman says grading of honey was attempted once, but failed. That statement is as misleading as it is untrue. Grading in a coöperative way never failed anywhere that I know of—that is, coöperation of some kind.

This is the only way it was ever known to be a success, as far as I have been able to learn. It was never done in Canada anything further than by individuals, according to their own ideas. There have been no grading rules adopted in Canada. This is one thing we are needing to govern our sales of honey.

Mr. Deadman says that a coöperative association could never be launched, much less exist. What an assertion, devoid of argument or reason!

Mr. Deadman is also great at supposing things. If a coöperative association graded its honey, as he supposes it would, it would be at a disadvantage, and from what he writes one would think it was all nonsense to attempt to grade it; in fact, he says it is impossible, and that he does not do it himself. Yet he says he handles but one grade, and that the best grade. He certainly, then, has to select it, and if he selects it he grades it, or how does he know what he has got. Then Mr. Deadman launches out and supposes a coöperative association would necessarily have to make four grades of clover, four grades of basswood honey, and four grades each for every variety or kind of honey. He might just as well have suggested ten grades for each variety, for then the manager would reach the asylum much sooner, and it might be the best place, etc., etc. It is possible to make from four to ten grades of what Mr. Deadman or anybody else would collect as first-class honey; yes, four to ten grades of all kinds of apples, but we or they make just as many grades as wisdom and common-sense will be found ne-