

# THE CANADIAN HONEY PRODUCER.

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*To the Editor of the Canadian Honey Producer.*

Sir,—Since it pleases you to criticize the management of the delegates at the Colonial Exhibition, and to condemn them for a course which they did not pursue, I claim the privilege of space for a reply.

In your issue for May, you say, "Dealers kept calling during the exhibition for prices on honey, desiring to retail. The majority of the commissioners, however, decided not to quote them prices, or sell them honey. After the exhibition closed, prices were not quoted to such parties for some time." My reply is that it is not true that the delegates decided not to quote prices to dealers and not to sell them honey during the exhibition, but on the contrary, I speak for three of the delegates, when I say that the wholesale price agreed upon, namely, sixpence per pound for extracted, was freely quoted to dealers. At this price, sales were made to dealers during the exhibition, and at this figure the stock on hand, at the close continued to be sold, till the building we occupied was about to be taken down. As soon as possible after the exhibition closed, I wrote letters to about thirty dealers, whose addresses we had obtained, stating the quantity we had on hand, the kind of package, and the price, still sixpence per pound. This was the price at which the best brands of honey were then being furnished by wholesale houses to retailers and it was not the policy of "the majority of the commissioners" to make little of Canadian honey by offering it at less than market price.

You refer to a "plan of sale" proposed by Mr. Pettit, as being preferable to the one adopted. In reply I have to say that every contributor to the exhibit has been furnished with a card having the addresses of dealers who purchased our honey and they have also a proposal from a respectable commission merchant, to take their honey and sell it on commission. We made enquiry and learned

that his financial position is good and we believe too that he is strictly honorable. If the contributors wish to send their honey to be sold on commission, and notify dealers where it may be obtained, they have the opportunity and all necessary information. I may add that the merchant referred to above is the one alluded to by "Amateur Expert," in a recent number of the Canadian Bee Journal. When we were notified to vacate our building by a certain day, I called on this merchant with a view to induce him to purchase our stock on hand, and to confine his operations in future to Canadian honey exclusively. He was open to such a deal, on condition that he should also have control of Mr. Jones' supplies. I explained Mr. Jones' relations to Canadian beekeepers, both as their representative at the exhibition, and as an editor and supply dealer, and told him it would never do to connect the sale of the contributor's honey with the sale of Mr. Jones' supplies. We sold him no honey.

We had several offers for the whole lot during the exhibition. I consulted Mr. Chipman, Sir Chas. Tupper's chief Sec'y, in regard to one such offer. He said he had no doubt the party I mentioned could pay cash down for all the honey we had. He was not going to say what we must do with our honey, but he was of the opinion that the course we were pursuing, distributing the honey among the greatest possible number of consumers, was decidedly the wisest one, in view of opening up a market in the future. Only a few weeks ago I had a card from a lady in London, enquiring where she could purchase some of our Canadian honey, and one of the most intelligent English bee-keepers we met with, writes that the demand for honey was never more active than it is at present. He attributes the increased demand very much to the stimulus we gave it last fall. I may say too that with his keen eye for business, Prof. Robertson, observing our success, took a leaf from our book, and put up his cheese, sent by the Ontario Government from the College at Guelph, in packages at from two pence up, in order to create a still greater demand for Canadian cheese.

Alluding to our management again in your issue for June, you write: "We would here say that in regard to the Colonial Exhibition