

a price for it as for the clover that they are used to there.

Mr. Gemmell—Was there no Aster honey?

Mr. Holtermann: No everything was white except the buckwheat. One of Prof. Robertson's men went and inspected the honey and reported he could not find any minty flavor to the honey. Then through Ottawa we got the name of a party whom it was thought could handle large quantities of honey; they went to this firm and, to our surprise and horror, we got a letter from that firm saying that they had been to see that honey, that the boxes had been stripped off the entire shipment, the cans had been taken out and the boxes removed and in that way mixed up the entire shipment.

NOW THE QUESTION IS WHAT TO DO WITH IT.

By several reports that we have had from men who have been in that country we are informed that from 39 to 41 shilling, (sold by auction as apples), is the price that No. 1 Clover honey would fetch there, that is for 113 pounds; that brings it over eight and a quarter cents. The freight rate we got on that 10,000 pounds of honey, prepaid through to London, was 65 cents a hundred. We are not discouraged. It may look as if we ought to be. I am now a little doubtful about the quality of that honey. We decided it was in the best interests of bee keeping not to put that honey upon the market as a Canadian first class honey.

There are two companies now who are writing to us and just before I came down here I wrote back to those who are willing to handle some of that honey; I know they are a good company, and, after consulting with the company, we decided we would not give them that London honey as a sample of first class Canadian honey, we would sooner lose two or three or whatever cents a pound it is. We are thinking of again sending a small shipment of honey there. We think it will be successful, and the freight rate I got to Liverpool the day I came down here was 58 cents; that is from Brantford. So you see that the freight rate is not so high, and in addition to what I am telling you, I met a gentleman who lives in Hamburg the greater part of the year; I met him at the Toronto or Ottawa Exhibition, I forget which; they sell smoked salmon and other goods and have an extensive company in Quebec or Montreal; one of the partners is in the City of Hamburg; he understands the market there and he says that he is satisfied that in Germany we can get an opening for Canadian honey. I didn't believe that and I questioned

him pretty strongly, but he is a solid business man. They sell a great deal of produce and he says even there there is a good opening, he is satisfied. That is just what there is before us at the present time and the reports of nearly all these men is that there is a very large opening in Great Britain. It is not a matter of how many pounds are sent to Great Britain, but they want a good article. What is sent from Australia and these other countries is not to be compared with our clover honey. If you take our clover honey and the British clover honey, in a great many instances you could not tell any difference. And if we are prepared to put such an article on the British market we will develop a market, just as has been done in other lines. We are not discouraged. I do not think bee keepers have any reason to be discouraged; it is a matter of taking hold of this thing in a special way; let it be someone's special business to look after it and I think the results will come.

Mr. Dickenson—I think it is a mistake for any bee keeper to put anything but No. 1 honey on the English market. It is sage honey in California. The heather I suppose is the kind of honey, the white honey that the British people are using.

Mr. Hall—Excuse me.

Mr. Dickenson—These samples of sage honey that I had sent to me from Liverpool came from California.

Mr. Gemmell—That is white.

Mr. Holtermann—In regard to California honey what they say is, first of all, it has a bad reputation there as to purity, and in the next place, what they get of California honey has what they call a minty flavor; our honey, I do not think, will need to come down to that level at all.

Mr. Dickenson—That is one feature in connection with an exportation that is made by anybody; it should be A. No. 1 Clover. This honey that I had sent me was first class honey; it had a nice flavor.

Mr. Gemmell—Sage honey is.

Mr. McKnight—I would like to put Mr. Dickenson in a correct position with regard to the character of heather honey. Heather honey is as dark as Golden Syrup. It is a very peculiar article; there is no other honey like it; it cannot be extracted, there is that peculiarity about it, and notwithstanding that, it commands the highest price in the British market of any other honey. I am very much interested in this discussion for the simple reason that over ten years ago a like discussion took place, both inside and outside of this Association. I am perhaps the only man here that has a