

sometimes, and sometimes an order will come from some person whom they mentioned it to. They will say, "I would like to get some of your honey; we can't get any good honey here." I thought, perhaps, it was because they had a prejudice, but I know that the same people who bought ours buy again. It is not a constant thing, but there is scarcely a year but I send out some honey there. Just the other day, I had a letter from Winnipeg asking for quotations for both honey and wax, and I told them I had neither to ship. There is something wrong, but I think it is some one out there.

Mr. Smith—I believe that is quite possible, but, as I have said several times, there are a great many beekeepers who don't produce it as good as they might, but they send off anything they can get in the way of honey. I was reading in the "Bee Journal" where a man was advocating taking it before it was capped at all, to save so much labor. Now, that may be feasible enough in a warm, dry climate like it is in California and Colorado, but it is quite impracticable in this country, but he advocated keeping it in a room where the temperature would be 100 degrees. Now, beginners might want to get quantities, and even if they didn't produce such a poor quality as this, they don't take the care they should with it, and they ship it there, and people who happen to get some of it say, "This is not like the honey we got when we were down East," and they suppose it is adulterated, where it might be only a poor class of honey. I know where this adulterated stuff is put on the market they are on the lookout for these things. The grocer doesn't want to sell a poor article if he can help it, and if you think it is, go and get a sample and get it analyzed; if those grocers are advised that it is wrong,

they don't give a second order. My one great difficulty is to produce a supply to meet the demand, and to get it good enough to keep it up to the standard, or we have to get it from others, and then sometimes at the bottom of the can it will be a very good sample and higher up in the can it will be a different sample altogether. Mr. Sparling was speaking of honey being sweet and people tiring of it. It may be so in some cases because people use it in a wrong way. We went into it to produce it for our own use, and we use it in the right way, but I know of some people, when the best honey comes in, they will take a large saucerful and try to eat it up at one meal, and they sicken themselves for the whole season. That is one line of education that might be gone into. They ought to be taught that it is a concentrated article and should be used in small quantities.

Mr. Pickett—It seems to me that the subject has resolved itself to this: That is, first produce a good article; secondly, be honest yourself, and, thirdly, try and get a good sale for it. I sold the last of mine to Winnipeg people and got ten cents a pound for it. My opinion is this, We must first produce a good article; second, have an honest man to handle it, and be honest yourself, and, thirdly, try and get it before the public with your name attached to it, so that they will know where to send for it when wanted, and be as regular in your visits as possible, so as to supply their needs, because many people do not wish to buy large quantities. I brought my last can to the station this morning to go to Manitoba, at 9c for the honey, or 10c for the honey and can included. I have never taken less than 9c a pound for my honey since I started producing.

Mr. Holtermann—This question of

adult
thinl
and
we
that
West
that
ing
they
we a
and
sourc
and
tified
Ontar
the r
Mr.
The
on a
clared

"HIVI

Editor

Dea

whom

a rath

way,

once g

he wo

with t

to Bra

Muir

a colo

supplie

bees, a

bee-ke

of you

his lov

forms

sons'

he find

though

have b

financially

are, to

hanging

bees bi

financ