

that can read German, I have a letter here which might be read to the meeting. I find as an exporter of honey it costs too much to get honey to these people. They like the honey, but the expense eats up all the profit there might be in it. I think Mr. Holtermann could read the letter.

Mr. Holtermann—It brings up another very important point. Just as long as we as bee-keepers say that anything is good enough for us, we are quite contented. The letter is in reference to a large firm in Germany, who write over and say they have seen our beautiful Canadian honey at the Liege exhibition, and they would like to get a price on the honey, not only on the best honey, but also on the inferior honey, and if we give the bottom price they can buy in extensive quantities and want the business. We all agree that the Britisher is not a honey-eater, but when you take the immense population over there, the nation is an extensive honey consumer; but when we allow a cheese man to represent us, what are we to expect. They know nothing about it, and as long as that is the case you won't get a market, and you don't deserve a market.

Mr. Fixter—With regard to having speakers at the Farmers' Institutes, I think Professor Harrison's ideas are good. Educate the people to keep their bees right and to put their honey up in the right way, and educate them how to get a market. I spoke of that idea, but it has never been taken up. I think this Association ought to appoint right now two or three men suitable for giving instruction at those Farmers' Institute meetings, and I think you will find it will be appreciated by the people.

Mr. Storer—I think one drawback to our market is the wholesale grocer. I went to one of the largest wholesale grocers here to solicit an order, and he

got down several samples of honey from Jamaica and other places, and he told me it was laid down to them here at three cents, delivered in Toronto. They would buy my honey, but they wouldn't pay me a fair price for it. They wanted it to mix with these other honeys. I said, "Do you want to spoil my honey?" They said, "No; we want to make a uniform grade," and I said, "No; you can't spoil my honey in that way." It is that sort of thing that is detrimental to our market. I don't know whether any of you have had experiences like that, but that was one of the largest wholesale grocers in this city. They mixed it with our good white clover honey, and they put it up in glasses and fancy forms and sell it. It is inferior honey, and they sell it for first-class. They told me it was laid down at three cents.

Mr. Sibbald—They may have told you that, but there is a mistake about that somewhere. A person hasn't got to believe everything they hear in Toronto.

Mr. Storer—But when they offer you six cents for what other people are paying you eight for, they will do anything. Of course, I am not speaking of that particular firm.

The President—Mr. Couse sent some honey to the British market some time ago, and we would like to hear about it.

Mr. Couse—Mr. Chairman and Gentlemen: The reason I sent it was because we had considerable difficulty in doing business through the exchange. I went to a certain wholesale firm in the city of Toronto here, and I told them I would give them a certain amount of honey, and they could take it and try it and do the best they could with it. I told them, if they could make use of it they could get 100,000 pounds of it. You can do your best