

wasting their time and money as a rule. I used to be bothering about that sort of thing but I haven't done so these last 12 or 14 years.

Mr. Dickenson: I quite agree with Mr. Hall; that is my experience exactly. It does not pay to introduce a queen to a colony that you discover is queenless in the spring.

Question 4: What is the best way to put up extracted honey for retail trade?

Mr. Hall: Pound jars, perfectly round, made in Hamilton; white glass pound jars; one and one half lbs, three pounds. Stop at that for the retail trade.

Mr. Evans: I don't know whether the question applies to retailing through dealers or retailing to your neighbors at home; that would make a very great difference to me.

Mr. Hall: I took it, to sell to the dealers.

Mr. Evans: I don't like to have a smaller package at home than 10 pounds when a man comes for honey.

Mr. Hall: The larger the package the better, but you have to put it up to suit the retailers. If they want tumbler you have to give them tumbler.

Mr. Dickenson: I find you can educate the consumers along that line to take honey in larger quantities.

Mr. Hall: At the house we find a 10 pound tin is the best package we can get. We sell three 10 to one five; and four 10 pound tins to one 20.

Mr. Smith: I find it depends largely on the class of trade. Farmers in our district take 20 to 60 pounds, usually; but the railway men, as the majority of people are in our city, will buy smaller quantities. We find it is advisable to put it up in any shape they require, from a ten-cent tumbler to five pound cans, and that the size mostly in demand.

Mr. Hall: At home we never sell

anything less than 25 cents worth. If they don't want that they can go to the grocery and get it. They bring their own vessels and we would just as soon they would.

Mr. Sibbald: There are six half pound jars to every pound jar sold in Toronto; that is a ten-cent jar.

Mr. Hall: The larger the city the smaller the package.

Mr. Holtermann: It is largely what the people are educated to. Years ago in Toronto as you know it was quite an ordinary thing to sell the 5, 10 and 25 pound lots, and then the late Mr. Spence came in there and did up these small packages, and I consider it was a great injury to bee-keeping to do that, and Toronto has got used to small packages. If they had been educated all along to take the larger packages they would have bought them and it would have been at more profit and advantage to the bee-keepers. I think that is a lesson that people in their own localities can remember and think of when they are trying to educate the people to eat honey.

Mr. Gemmell: Don't you think if Mr. Spence had not put up those small packages that hundreds in the city that eat honey now would never have eaten it at all; and don't you think those that got 10 and 25 pound tins have got kind of tired of it?

Mr. Holtermann: I have no doubt that more people have eaten honey or have tasted honey, but as I see it, that is not what the bee-keeper is interested in. He is interested in marketing the quickest and most readily his product. If he wants to do that he will never educate the public to use a small package.

Mr. Sibbald: There are a great many people in Toronto who have so much a week to live on; they live so much from hand to mouth and they can't buy a large package. In regard