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stand Mr. Timbers saying that every  
man should retail his honey. I whole-  
sale what I can. Would it be better for  
more people to retail?

Mr. Timbers.—I do not mean to say  
that all should retail their honey. Just  
get around and see how much you can  
retail, there will always be that much  
less for the wholesale market.

Mr. Laing.—Do you mean to say that  
you can sell from the house.

Mr. Timbers.—Yes, I have done so.

Mr. Laing.—This gentleman says he  
can sell from the house and there is  
not another house within half a mile  
from yours. Did you go and solicit  
orders?

Mr. Timbers.—No, I never went to  
anyone.

Mr. Dickinson.—I have done the same  
thing.

Mr. Laing.—At what price?

Mr. Dickinson.—At the market price,  
that is the retail price.

Mr. Holmes.—I think a man is very  
fortunate if people will drive for miles  
to his house and pay him the market  
price.

Mr. Lowey.—I never solicited an or-  
der; people come several miles and get  
from 2 or 3 lbs up to 100 lbs.

Mr. Laing.—I like to do anything I  
can to encourage retailing. I under-  
stand a man near me has been selling  
his honey at 8c a lb. and people have  
been driving miles to get it at a whole-  
sale price. They won't get a lb. of  
honey out of me under 10c.

Mr. Hershiser.—Why don't you buy  
retail honey?

Mr. Timbers.—If he bought that  
honey would it be a credit to his trade?  
Half the honey we get put up by the  
farmers would not be a recommenda-  
tion to any man to build up a trade.  
It is inferior in quality and infer-  
iorly put on the market.

Q.—What is the best selling size and  
shape of section for comb honey?

A.—I do not pretend to answer that  
question. I never used a super. Last

year there was a discussion on comb  
honey and I asked my friend, Mr. Pet-  
tit, what kind of super he would rec-  
ommend. I made thirty during the  
winter and I have packed them away  
ready for next year. That is all I know  
about comb honey.

Q.—Is it advisable to retail honey-  
dew at the Toronto Exhibition or any-  
where else?

A.—No, it is not advisable.

Mr. McEvoy.—It is advisable to sell  
it at all?

Mr. Timbers.—No, it is not, it would  
only damage the reputation of the man  
that sells it and the reputation of our  
Canadian honey at large.

Q.—If you were getting and asking  
10c per lb. for your honey would you  
refuse to accept an offer of 11c or 12c?

A.—I would run away from that man  
and hide somewhere. I would consider  
he was a lunatic.

Mr. Holmes.—Flee from temptation.

Q.—Which is the best way to sell  
honey, by the barrel or by the can?

A.—I suppose it is in 60 lb. cans. I  
never sold it in barrels.

Mr. Holtermann.—It is a retailing  
question.

Mr. McEvoy.—It is the same price, I  
suppose.

Mr. Whitside.—They usually give the  
same price in Montreal.

Q.—In selling granulated honey in  
tins, do you put in 10 lbs of honey or  
do you make it weigh 10 lbs.?

A.—I tell my customers the tin is  
calculated in the weight. I give good  
weight, but they all understand they  
are getting gross weight. I never try  
to make them believe it is net weight,  
but I always give 2 or 3 oz. over.

Mr. Pettit.—You give a tip to the  
scales.

Mr. Timbers.—They are always to  
understand it is gross weight.

Mr. Holtermann.—That is a point of  
great importance to our market and  
there is a great deal of misunderstand-