

this association for two or three years, he did not bring a very bad article of honey into town, perhaps not as nicely handled as a good many others, I said to him "you sell your honey too cheap; we get so much for our honey." What was his answer? He said, "you fellows have got the honey and you sell it; but they don't know much about me, and if I don't sell my honey cheap then I cannot sell it at all." There was one time we had better prices than now. I sold at ten cents, and I found other people were selling at nine cents. I had a pretty good supply, and I sold at nine cents, and then the parties sold at eight cents. Where will this end? As soon as they get our prices they will go and put it in a little bit under that. I fully endorse what Mr. Newton has said in regard to liquifying honey for the local dealer. I had an experience which I will relate. I sold some sixty pound tins, and one man told me one tin was not as good as the other, I looked at it; it was really dark near the bottom. "What have you been doing with it? That is burnt." He said, "I will tell you; it got hard, and I took it home and put it on the stove to melt it, and I thought it would burn, and after it had got melted up I was afraid it was too thin and I put a little sugar in it." (Laughter.)

Mr. Newton: That just brings a thought to my mind. We had a gentleman at our Oxford Convention this fall, and he was telling us about the thickness of his honey—I think it went 14 pounds to the gallon. Of course, he thought he was giving too much weight for the money, and we tried to advise the man that was the best way to do it, as it would always hold the market. He had been experimenting and putting water in and trying to thin it down. I think

that the advise he got at our Oxford convention convinced him on that point. Then, as Mr. Darling says, the grocers are not bee-keepers, and they don't all know how to liquify extracted honey without burning it.

Mr. Prickett: There is a thing that ought not to go out without explanation; the grocers will be placing your honey on the scales and it won't weigh fourteen pounds to the gallon. We must be careful not to put an estimate on our honey that one half of it will not reach. Our good friend is not saying anything too terribly amiss, but it is the effect that may follow. He knows as well as I do honey does not average that. As to this paper on marketing honey I believe it is one of the most able papers that has ever been presented to this Association. I think our young friend is making his mark in this association. I have been many years a bee-keeper and I speak from experience in this matter of selling. There are a few things we need to do; first, we need to be strictly honest. If a man asks you if you have ten thousand pounds of honey, if you have, say so, but don't say it in such a way that it will be heard right down to Toronto. If you have a poor crop, say it in the same manner.

Mr. Hall: I am sorry the last speaker spoke as he did. He is man I respect very highly. However, let me advise young and old. Never offer for sale, except to a manufacturer, any honey that does not weigh fourteen pounds to the Imperial gallon or 12 pounds to the gallon wine measure.

Mr. Prickett: That gentleman is correct in his statement, but in the honey business most of us have been handling wine measure.

Mr. Hall: Then 12 pounds to the wine measure is very good honey,

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