

more than I expected to get and that stopped me. I am satisfied to-day if I had twenty-six thousand pounds of clover honey in sixty pound tins I could get $2\frac{1}{2}$ shillings a hundred more than I got for my last shipment.

The President: The ways and means of getting it on the British market, there is our greatest difficulty. Could not Mr. Fixter inform us on this subject?

Mr. Fixter: I have not thought of it at all. I don't think our bee-keeping friends had much trouble in getting rid of their honey in our district this year. I believe as Mr. Dickenson says if we produce a good article we know of no difficulty in getting rid of all the honey in the English market that can be produced in this country. All we have to do is to put it up right.

Mr. Holtermann: I believe the subject under discussion is that of the honey exchange. That committee has no doubt done good work in this matter of the grading rules. The thought has been suggested as to the necessity of having money to do something with. I have no doubt of that and did not have from the very first, and when it was first spoken of I never dreamed that there was any other thought than that there should be a stock company formed—a chartered and limited company which should act in that direction and get stock as far as they could. I doubt very much if \$50,000 could be secured for that purpose. I don't know that it would be necessary to have that much. In this direction of trying to, as it were fix a price and control the output, I doubt if any organization in this country will ever succeed. When we go to California or take the Citrus fruit exchange for instance where the areas for producing lemons, oranges, and so on are limited, and

where they are, as a rule, long distances from the market, it is an easier matter to control outputs and fix the prices. No man who is producing a large quantity of honey can afford to trifle with this question. Our own output this year has been nearly 30,000 pounds and I have no doubt there are many in this room who have produced as much: we cannot afford to fight one another, neither can we afford to do that which is not honestly right in this matter and if we are trying to work in a direction that is wrong we are wasting our energies. We should look at all these points in a common sense way. See the directions in which the dairymen have worked; they have not tried to fix the prices of butter and cheese and make people pay that price. They have had some of the best men in the Dominion given to the development of these lines and among them I do not hesitate to say is Professor Robertson, and the direction in which they have worked is this: They have aimed at organization in production more or less; they have aimed at better methods of producing; they have tried to get a more equable and better article upon the market and as they increased the quality of that product they have had a greater market at home and they were able to get into the foreign market to better advantage. I do not hesitate to say, ladies and gentlemen, that that is the direction in which we must work. That is the right direction.

Just let us see what the Government has done for the fruit industry. They have helped in spreading it, in giving out better qualities, in producing a better article, in giving cold storage and more rapid transportation. In the beef line and so on they have helped in cold storage and are helping it in directions along