

Mr. Hershiser—I liquify the bulk honey slowly, at about 150 or 160 degrees. Then I fill the glasses and put on the covers, put them in a shallow pan or water bath and raise the heat to the same temperature as before. Then I put on the labels. The second heating keeps it liquid.

Q.—How long does it take to liquify a 60-lb can?

Mr. Hershiser—Take as long as you can. It is not an operation you can hurry. I put it in a water bath, usually in the evening, and have the gas burning low, letting it heat slowly, and remove some time the next day. You want to be careful not to get the water too hot and it is well to put a little frame of wood in the bottom to let the glasses rest on so that they will not come in direct contact with the stove. You might scorch it if you let it come in direct contact with the heat.

Mr. A. Laing—Quite a few bee-keepers have intimated to me that they would not sell honey in less than 50 cent packages. We all like to sell as much as we can but there is something in what Mr. Chrysler says, perhaps in two or three years they would want a pail full. Plenty of people would spend 10c where they would not spend 50c. The small packages may be a great ad. for larger packages later on.

Mr. Trinder—I can sell honey in 10 lb. pails faster than I can in the small packages. A big family will not buy the small package, and only a rich family can afford the small ones.

Mr. Laing—I have had experience in that connection, but at the same time it is the poorer families who will take the smaller package every time. The people who do not know what honey is and have not been educated up to it won't buy the larger packages.

Mr. Hershiser—As to the way poor people buy. You never heard of a rich man buying a bushel of coal but it is quite a common thing for the poor man

to do so and they do the same thing with their living, they live from hand to mouth. Of course, that does not say that all poor people are improvident, but the majority of them are and that is why they are poor.

Mr. Trinder—You know some people say that buckwheat honey is no good. I want to tell you that in some places it is as good as white honey, but you keep condemning it and that is the reason you can't sell it. I have lots of customers who prefer the buckwheat and I am selling it in Simcoe to these men to-day and they do not want any more white honey.

Mr. Laing—We would all like to sell \$1.00 pails of honey but if we cannot we will sell the others.

Mr. Holtermann—As a rule when you educate a man down to the smaller packages it is a pretty hard thing to educate him back to the larger. People are like sheep—if it is customary to take 10 lbs. they take it, and the same with the 5 lb. and the smaller packages.

Mr. Hershiser—I would like to say that we can take a pointer from the large packing houses; they put up nearly all their goods in small packages. They do not do it because it is a pleasure to them for it is a lot of extra work, but because they can sell more goods and make more money.

Mr. Holtermann—Dispose of what you can at home without cutting the prices and then ship the rest out.

Mr. Hershiser—If you can sell in large quantities do not go to the trouble of putting it in small.

Mr. Smith—In regard to liquifying honey, considerable has been said on this subject, but it might be just as well to remember that for a certain class of trade, for instance, shipping to the Northwest, the people want it solid every time.

(Continued Next Month.)