

a ripe sample. The unripe will granulate far sooner than heavy bodied honey. With reference to that thought concerning organization, in our Oxford society we have talked over the formation of a Guild, it was the subject of one of our half-day discussions, that we might collect honey together and secure a better way of disposing of it than in the past. I know there are lots of things to contend with, because we cannot get all bee-keepers to think of this, because they will not attend bee-keeper's societies nor take bee-journals, and if you try to persuade them that they can get better prices by waiting a little longer they will say, "We will do what we think." I believe if we had small unions formed it would be beneficial. I don't believe in combines very much, but this seems to be the day of them, and I think perhaps we could get rid of our product to better advantage and divide it more equally than the way it has been done in the past.

As to cutting prices, it generally comes through these men that have a few hives of bees and who are afraid it is going to spoil, and never think of waiting until they find out the demand for honey, but rush to the market and sell it. If these people would only wait a little while until prices were fixed, it would be more satisfactory to bee-keepers in general and to themselves also. Don't rush to the market before the demand for it comes in.

Then, we don't want to blow our own horn too much lest people think there is such a large crop. I remember some years ago going into a store in Woodstock and speaking to a grocer, it was a year when there was not very much honey, I gave him my figures, he said, "That is too high altogether." I said, "friend, there is very little

honey in the country, and in a month or six weeks you will have to pay more for it." He commenced to jolly me, and I said, "who gave you your information?" "Oh, the Traders' Report" said he, "it tell us everything." He would not buy from me. Three weeks after he wrote me to send down 25 cases, and I sent my prices with an advance of ten cents a case, and he took them.

Then, we must look after the different crops of fruit, and govern ourselves accordingly. If fruit is scarce honey must come in demand to take the place of fruits.

Then, as far as the local trade is concerned I have alluded to that before at other conventions. I think it is the main thing to look after our own home markets and keep them well supplied with a good article and not cut prices, and always give good weight. It does not pay to give short weight in anything. For the local trade in small quantities I think that glass is most suitable, and in liquid form. For my own trade if they keep honey and it begins to granulate I take it home and liquify it for them gratis, glad to have the opportunity to do so, because I think it pleases customers far better. We are trying to educate them, but we cannot do it very fast. We ought to do what we can to please our customers.

Mr. Darling: I feel somewhat interested in this discussion. One thought I have is with regard to the cutting of prices, and I do not know that we can get over that difficulty; I believe co-operation among bee-keepers would work as well as among any other class of individuals; but we have found and we think we always will find, there are individuals who are a law to themselves. There was an old gentleman, a member of