

allowed the weight of his tin. The reason I put that question is this: I am down in Toronto handling a good deal of honey and I know the wholesale men would handle honey on smaller margins of profit if it was less trouble to them. But if it is going to be a lot of trouble and require a lot of handling then they must have more profit. You take a man who sends down 100 sixty pound tins. He has filled those tins just by guess, but perhaps he weighed the tins. Probably when he shipped the honey he weighed the whole thing again and he has so many pounds in that lot and he sends it down to us and he says, I am sending you down so much honey, without numbering his cans, and we get that honey in, how are we going to find out whether he sends that much or not? We don't know the weight of his crates. We have to go to work and uncrate every tin and we have to weigh every tin and get at it, and we have to mark the net weight and the gross weight on every tin. When we go to sell it out we have to go and take a list of all those weights and they have to be added up, and it makes endless trouble. We get orders like Mr. Couse says: Send me sixty pounds tin of honey, and if the office people know we have tins with sixty pounds net in them, they make the invoice out, and it is sent out without referring to the warehouse, otherwise we have to get the tin down and weigh it.

Mr. Shaver: I agree with my friend Sibbald. I took 1,500 pounds to Hamilton and they just weighed three cans of the honey and they had no more trouble.

Mr. Brown: Mr. Sibbald is a very good authority on that subject because he handles quite a lot of honey.

Mr. Armstrongs: I agree with Mr. Sibbald and with Mr. Brown. I have always been very particular in putting just so much in the tin. If it is a sixty pound tin I always put in sixty pounds; if it is a ten pound tin I always put ten pounds in it.

Mr. Darling: I have a stencil plate with the words "gross, tare and net" cut in it, and the cans are weighed first and they are filled and weighed again and this is filled out, and if I ship one, two, three or a dozen cans there is an invoice and every can has the gross and the net weight stencilled on it. I simply say to my customers my cans hold so much. You can have the cans for so much net weight.

Mr. Chrysler: I agree with having a certain number of pounds. Say sixty pounds—it is so easily reckoned. I think it makes it more pleasant all around for the dealer.

Mr. Couse: What I meant more than anything else was to have an understanding as to what should be in the can. I certainly believe in a uniformity of quantity in each package.

Mr. Evans: I think it would be much more satisfactory in dealing with the wholesale men if the sixty pound package should contain sixty pounds.

Mr. Roberts: I should think the proper way would be to put in the amount of honey that is ordered and charge extra for the tin.

Mr. Pickett: Would it not be better to have uniformity of action both in can and weight?

Mr. Evans: I think so.

Mr. Frith: I have had experience in selling sixty pound cans with the gross, tare and net weight of honey, and it didn't make any difference what the can would hold. I simply put in sixty pounds and never had any trouble.