

honey to mix with some other they already had "to help theirs off," as they put it. We took one man's order, and when he told us this, we cancelled it forthwith. We want our honey sold in its purity, and if we allow middlemen to adulterate, we are as bad, or worse off than we were before your Commissioners set foot on British soil. The British public are convinced that our goods are pure and we must keep them of that mind.

The solution of the difficulty as we see it is as follows: Our honey must be sent over in bulk, and a competent man must go over to England in advance of the shipment by a month or two, first make his sales, then purchase the style of package that has been decided on, put up the honey on arrival and ship to the customers he has found. The honey *should not be shipped* until the sales are *actually made* else we are "at the mercy" of the dealer and must take almost anything he likes to offer us.

This is, in the rough, our idea as to what must be done to procure and establish a market in Great Britain. Will our Association undertake to do this, and do it efficiently and well. We do not doubt but that it could be done efficiently, but we are not so sure that it would be prepared to accept the trust. Its interest, financially, would hardly be of sufficient moment to warrant it giving the matter the attention it must needs have to make it a success. We all know that people are not apt to be just as particular over the transactions of other people, as when they are themselves directly concerned. A meeting of the Directors was called by President Pettit for the 16th (to-day) and we hope next week to be able to give our readers the result of their deliberations on this question, as this is the one important topic to be discussed.

For the Canadian Bee Journal.

#### REDUCTION IN PRICES OF BEES AND HONEY.

I AM waiting the arrival of your pricelist before ordering things I need and I hope to see Mr. J. R. Black's advice taken with regard to prices of bees, queens, etc. Canada should be able to keep the cash at home, and not let the Thos. Horn's rake in the Canadian \$'s when these things can be had at home, if specialists only ask fair prices. All know, and none better

than the specialists, that bees, queens, etc., are held too high for the buyer. We hope the change may soon come.

ROBERT KENNEDY.

Bethany, Ont, March 7, 1887.

When our friend Black's article came to hand we were about to go to press, and it was inserted without comments, not because we did not wish to say anything with regard to the prices of bees, queens, etc., but for lack of space in that issue. You may rest assured that anything friend Black has said is perfectly disinterested, as he is neither in the supply or bee business as far as selling either are concerned. By the way, we are to have him nearer Beeton shortly. You must know that our friend is a Presbyterian minister, and the good people of Barrie. (some 35 miles north of us) have given him a call, which he has accepted. Now, about the prices of bees and queens. As far as we can see, the prices of the latter are about as low as any offered in the U. S. by good reliable dealers. The prices in spring are somewhat higher, because here in this northern climate it is not possible to rear queens and sell them at the same prices as our neighbors "over the pond" do. If you will notice the advertisements of queen breeders in our columns, you will see that their locations are nearly all a good deal south of our own, and they are, of course, able to produce queens earlier and at rates nearly equal to Canadian queen breeders, in the height of their season. One could supply the queens at nearly the same prices as early in the season, by procuring early queens from the south, but there is very little to be gained by doing that, as the ordinary bee-keeper may as well send his money as have the supply dealer do it for him. To bees pretty much the same remarks apply, as far as selling nucleus are concerned. The southern bee-keeper has much stronger colonies on May 1st than the Canadian, and he can, therefore, spare nuclei at that time at a price with which the Canadian cannot attempt to compete, unless at a direct loss. Along in June we might sell nuclei at much the same figures as our U. S. neighbors, but as yet no one seems to have cared much to go into the business, of selling nuclei, preferring to keep their stock in good shape for the honey harvest. Perhaps