

It was my intention when I promised to read a paper on marketing extracted honey before this convention not to go much into detail, rather to place the matter before you with a view to organization for the purpose of selling the product so that an even and a fair price may be maintained, and also that our honey might be distributed more evenly over the Province, or shipped abroad in a conservative business-like way. As we are marketing our honey at present, if a man in England wants 25,000 lbs. of honey he would not know who to apply to for it. Only a few months ago a Winnipeg man wanted 10,000 lbs. put up in 5, 10 and 25 lb. tins, naming a certain number of each. I could not direct him to any one who would be likely to supply him. This ought not to be so. We ought to have a place where a reasonably large stock of honey is carried, and where dealers at home, as well as in other countries, could apply with reasonable assurance of having their demands supplied. Business is being carried on in quite a different way from what it was twenty or even ten years ago. Now, large business concerns are amalgamating, trusts are formed, companies seek monopolies, large departmental stores have sprung up and are flourishing. What does this mean? I believe it means that the old adage, "Competition is the life of trade" is recognized to be the death of the trader, and that people have more faith in combination being the life of trade; and for my part I feel that if bee-keepers had an organization and headquarters for honey distribution, a bureau of information concerning honey crops, we would fare much better than we do, going it blind, as it were, cutting prices on one another, selling our product through commission men

who don't know clover honey from buckwheat, or bass-wood from bug-juice, and whose only aim is to get rid of the consignment, get their commission and be ready for another lot. One season those who send honey to the west do well; next season everybody ships west, the market is glutted, prices down, bee-keeper is disappointed. Another season very little is shipped to that market not enough to supply the demand. One year shipments are made to England that pays well, another season when we are short at home and England well supplied by countries that were short the year before, we make larger shipments and come to grief. Can the members of the O. B. K. A. do anything to improve our condition in this respect? I believe they can, but will leave that for discussion.

The President: We have had a very interesting paper and in my estimation, one that is well worthy of our consideration. Anything that commences to affect the public is worthy of note. I would call on Mr. Newton, to open the discussion.

Mr. Newton: I am sure that it is a pleasure for me to start the discussion on the paper which we have before us, because it is a very able paper, and there is plenty of room for discussion. I just jotted down one or two things that I will speak of. The best recommendation we have for selling honey is to produce a good article to start with. If you can sell a good article, and people buy once, they will usually buy from you again. If you sell something that is poor and thin you do not often sell the second time. (Shows some samples.) Here is a sample which was taken unripe; you can see how soon it has granulated. This one is

a ripe granulated bodied that the in our over th the su discuss honey way of past. to conti get all because keeper' journal them th by wai say, "W believe it woul in com seems think p product divide it has b As t comes a few afraid i think ( the der the ma people until p more s general Don't r demand Then own h think remem a ste speakin when honey, said, " said,