

There is but a short time for making arrangements and all had better give their views at once if we wish to accomplish anything in 1887.

J. B. HALL.

Woodstock, March 4th, '87.

We were all very sorry that our friend J. B. Hall could not make it convenient to go with the other commissioners to the Colonial, as his services would have been of much advantage to the honey producers of Canada. But we are pleased to know that he is now alive to our interests, and we shall have the benefit of his opinion on this all important subject. It is questionable whether the Association will handle this matter as successfully as private individuals. Yet we will heartily endorse any scheme that will be to the interest of the honey producers. There have been a number of schemes talked of—private enterprises, joint stock companies, and shipping to commission men. To ship honey to commission men or to the London market without some guarantee as to prices previous to shipment, would not be satisfactory. We have in our possession a letter from one of the largest commission firms in that city, which firm sell goods on consignment, from the ship's side. Their sales in honey have been larger in proportion than in other goods, sometimes averaging over 100 tins per month. As soon as we can find room we will give full particulars of some of the dealings of this firm, which will satisfy you that consignments on commission mean ruinous prices. There are a few honey producers in this country who imagine our production is too great, and we should curtail it, but if any private company or association embarks in the honey business in England without being able to keep up a constant supply, they will soon find that they have made a mistake. Business of this kind is done in a different way there from what it is in this country. Most of the retail honey dealers buy from their wholesale houses a weekly or a monthly supply, and many will tell you that they like your honey. "Yes, it is very nice, it is all that could be desired, and we would keep it in stock, but we only buy enough to do us for a month at a time, therefore, before taking the trouble to introduce it to our customers, we must have the assurance, once we

introduce it, and get a good trade worked up, that we can get a constant supply, otherwise we will have nothing to do with it." Then as to the package business. It is our opinion that not one quarter of the honey would be put up here in the right kind of package to suit the English market, especially extracted honey, and it is in this kind that our principal trade will be. We must have some special style of glass in which to put up our honey so that the package in itself will be a kind of "trade mark" as the $4\frac{1}{4} \times 1\frac{1}{4} \times 2$ inch section is with the British bee-keeper. This glass we must needs purchase in Germany, England, or some other country on that side of the Atlantic, because we cannot possibly buy here at prices that will permit of our doing a trade in England. Canadian glass is too dear, and the cost of packing would come to too large an amount to admit of a profit. This were not all, either. The honey *must* be shipped in bulk, to secure the lowest possible rate of freight. We cannot think of paying, say "first class" freight on glass, and running all risk of breakage, not to say anything of increased bulk and you must know that the ocean steamers do not carry freight by the pound, but by the bulk, or as they call it, "per ton of 40 cubic feet") when by putting it up in larger packages we not only secure a "third" or "fourth" class rate of freight, get more honey in the same bulk on ship board, but run absolutely no risk from breakage. It is, therefore, out of the question that we will be able to put up our honey so that it may be "ready for market" before leaving our hands.

Again, we *must know* what we are likely to realize before we ship, or we are left entirely at the mercy of the buyer or commission man. In other words, we must make our sales *outright* before we allow our honey to leave our hands.

And selling in bulk we have no guarantee that our honey is going to reach the consumer as it leaves us—in its state of purity—or that it is going to be put up in a standard package, such as we should desire. We are satisfied that Canadian honey has a bright future in England, if properly handled, but a few mistakes may ruin our prospects for all time to come. At the "Colonial" we refused to sell to dealers who wanted our