

between the speakers has been with reference to whether honey should be graded at all for the British market, I know one man this year who had two tons of honey and a super of a Langstroth hive held all the cappings he had from that ton. If that man was to ship that honey to the British market what are the British going to think of Canadian honey? I was glad when I heard this exchange committee had laid down rules for grading. The Government of our country is looking after the trade of our country; they form our tariff laws. The government of every civilized country to-day is looking after its commerce and finding where its people can exchange their goods and build up their market. Are we going to use our government or not? We are willing to take Government grants to our Association. Why are we not willing to let them go on and seek out a market for us? I think that is what the Government exists for, for the benefit and welfare of the country. We have Lord Strathcona there. He can find out at once, where there is a demand made, for the benefit of this country; he can find commission men that are safe to ship to and if our Government says so we will appoint a man like Mr. McEvoy or Mr. Dickenson to inspect all the honey and say it must be up to that standard we will get a market that other countries cannot compete with and we will get the extra four shillings on it. That is what we are after and we cannot get it without a higher grading.

Mr. Fixter: How would it do to amalgamate with the Fruit Exchange or send the honey to them. Have the present Committee thought over that. We have two exchanges in Ottawa that handle a good deal of fruit from this country.

Mr. Gemmell: Will they sell our

honey first and their fruit afterwards?

Mr. Pettit: I think it would be interesting to the meeting if Mr. Fixter would tell us something about the working of the Fruit Exchange.

Mr. Fixter: I think they sell on a percentage. You have to get men that are reliable at the other end to do business.

Mr. Darling: I have never had anything to do with that exchange beyond being a spectator there in business hours. I have seen them selling maple syrup. I have never shipped so I do not know on what conditions they sell but it is sold by auction. The man who manages the exchange is the auctioneer. He will have his fruit or syrup arranged where it can be seen. He says in the first place nobody but those who are in the business can buy. Then the fruit is put up, oranges, lemons or our western fruit, whatever chances to be on just then, and he says, I have so many cases, how much will you bid? He will wait for perhaps two or three bids and maybe he will only get one. If it is a bid he will accept he says, How many cases will you take? And he says, do any more want at that price? Or if the price is a little too low he says, we wont sell any more at that price. The man who ships there takes what he can get less whatever he is charged for the transaction.

Mr. Lowey: They are simply commission men. I have nothing to say for or against it but I would not advise it. I think the proper line is to get a man acquainted with honey who understands something about it to take it and sell it and see it is properly stored and so on. I know of honey that was sold in England at thirty-five cents a section. I am satisfied that there is a good market in the Old Country and in this Country.

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