

ANNUAL MEETING ONTARIO BEE-KEEPERS' ASSOCIATION

Discussion on Marketing of Honey.

Mr. R. H. Smith—I brought some samples along just to show you some of the varieties that are put on the market. As far as appearances go, you will notice there is not very much difference in this light, but if you go to sample it you will find a very great difference. This is what we call a No. 1 article (shows glass of honey) and here is another sample from the same combs where you would think it was a different article altogether.

Now, I notice in the last issue of "Gleanings" one of the writers advocates a system that we have been following, that of not putting any inferior honey into our No. 1, but to sell it for what it is. Keep them separate and sell them for what they are. Many, I believe, will extract honey out of combs only half-capped and mix it up with No. 1 and that only produces a No. 2 article after all. So try and have the quality right. Here is another sample, and I may say it is one of the main causes of destroying the confidence of people who buy honey in stores. This is a sample that I picked up in a store, as you see it has the name of the firm on it. I have had that for three years. I just keep it as a curiosity. Now, as I said, that is one of the principal causes of dissatisfaction. When you approach a person to buy some honey they will tell you that they bought some in the store the other day and they didn't like it, and I don't wonder at it if it is like that. That is one of the causes that there is not a larger demand. With regard to the statement that the wholesale men could buy honey from Jamaica at three cents a pound, I

don't believe they could get it for any such price, because they can get at least that price for it there, and they couldn't lay it down here at much less than a cent a pound, and the duty is two cents a pound, so you can see for yourself. With regard to the British market for honey, I was over there some two or three winters ago, and I made a number of enquiries as to the possibility of putting honey on the market and I found that the Britishers were not educated to the use of honey except as a medicine. They will buy these small quantities at a higher price just to use as a medicine or just occasionally. They don't use it as we do in Canada. Another reason why the market has failed there is that while we have a grand market for our dairy products and animal products, those things can be produced here very much better than in many other countries, but honey can be produced in other countries. There is a good deal shipped from Chili and Australia and the West Indies. There is a good deal of a lower grade honey sold there, too, though at a much lower price. But I think with the growing population and the growing market in the west, if we improve the quality we won't overstock the market. I think the price of honey is lower than any other article in proportion to its value now so it will probably not go any lower in price.

The President—Mr. Deadman of Brussels will now open the discussion on this paper.

Mr. Deadman—Mr. Chairman, Ladies and Gentlemen,— Mr. Smith spoke in connection with the disposal of honey about the difficulty of living a long way from the market, and I think that is a difficulty with a great many. If we adopt the way of going around the country and canvassing we find that the market is limited, although the farmers buy in large quantities, when

they
perl
the
try
from
title
gree
Smi
is a
If w
trou
ers
grad
you.
ing
some
very
ence
had
and
my
pling
best
ther
ey.
cine
busi
pose
edies
drug
Now
belle
ducin
on o
my e
didn't
ey ar
way,
honey
would
be d
exper
that.
of ho
can e
indee
this
that
honey