

very good honey; and they sold good honey at five and six cents; the market is spoiled until there is a demand again. There has to be a demand to raise it again, either through scarcity or education as Mr. Newton has said. I am aware that what these gentlemen state is correct in reference to the bitter business; we have established a market and we only sell what is ordered and we receive a good price for it. I have now considerable good extracted honey for sale, but I am not willing to take the prices that are offered.

Mr. Evans—I think one of the main points in selling honey is not to have any small packages; if a man gets one pound or two pounds it is eaten up at once, and he thinks it is precious stuff and he cannot afford to buy it. When he takes a good lot, before he gets through he does not find it is quite so expensive and he is satisfied to buy more. I think we have to thank ourselves very largely for the prices we have to take; I think the great difficulty is that bee keepers do not cultivate their own markets. I sell about a ton of honey every year within about three miles of my own place and I get one dollar a pail for ten pound pails. I sell the stores some but I find they sell very little; the people come to me. I am several miles out of Toronto, but I cannot afford to sell it in Toronto. There is no doubt it is sold there at seven cents a pound. I know I was in a store at Toronto junction a short time ago, and I asked the man eight cents a pound for it; he rushed around the counter for "The World;" he said, "let's see what the quotation is in 'The World'." I knew the quotation in the Toronto papers was six cents a pound. I don't think it has ever been changed. I said, never mind "The World." You will find those quotations have been there for the last few years. If every beekeeper would sell around home there would be very little to rush into the big cities and then those low prices would not be quoted in the papers. I think the beekeepers made a big mistake when they agitated a few years ago that there should be quotations of the prices of honey in the papers. I remember that being brought up in the Association. It would have been very much better for us if it never had come up; it injures us in selling our honey around home.

Mr. Newton:—I omitted saying anything when I was speaking with regard to my retail trade at home. I may say that the stores in our village handle as much

honey as my customers do. I allow them ten per cent for selling; that is, I sell for nine cents instead of ten to them.

Mr. Holtermann:—Ten per cent is not enough.

Mr. Newton: Well, they are willing to do that with me. We all know that there are people in the community that would not come to us to buy because they expect to pay cash for it; they go to the store keeper and they expect to get it on credit. The men in the village have dealt with me ever since I have been in the business and I have supplied them at nine cents and they have not kicked yet.

Mr. Brown—I have been shipping honey this last four or five years to Edinburgh, Scotland; we got seven cents a pound for it; and this year they could get California honey for a great deal less, so we have sold our honey at home this year.

Mr. Hall moved, seconded by Mr. Best, that the best thanks of this association be tendered to Mr. Cogshell for his valuable paper; and that they express their regret at his absence from the Convention. (Carried with applause).

(To be Continued.)

Programme of Annual Meeting of the Ontario Bee Keepers' Association.

To be Held in the City of Guelph on Dec.
6th, 7th and 8th.

6th.—2 p.m.—Reading minutes of previous meetings.

2.30 p.m.—The President's address. Mr. J. B. Hall is invited to open discussion on the address.

3.30 p.m.—Papers by H. G. Sibbald, of Cooksville, on "Spring Management." D. W. Heise invited to open discussion on this paper.

4.30 p.m.—Paper by W. J. Brown, of Chard on "Summer Management." Mr. James Armstrong invited to open the discussion on this paper.

8 p.m.—Prof. Jas. Fletcher, of the Experimental Farm, Ottawa, has been invited to give an address or paper.

9 p.m.—Paper by F. A. Gemmell, on "Rational methods of Extracting Wax." W. A. Chrysler will open discussion on this paper.

7th., 9 a.m.—Official reports and communications.

10.30 a.m.—Paper by W. B. Hutchinson, of Flint, Mich., on "Management in