

conceded that it is to the interest of the bee-keeper to put out a nice grade of extracted honey in candied form if he can get the consumer to use as much of it. It has been said it is a matter of education, if so the bee-keepers are the ones who must do the educating. I have been educating my trade to the granulated honey and I put it up in five pound pails, slip cover, and I find no difficulty with my trade in placing it in that way. With the candied form there is no drip, it goes out in nicer form and my customers understand liquifying now.

Mr. Couse: I suppose when a customer comes along that a man likes he wishes to supply that customer with exactly what he likes and wants; he likes to give it to him in as good condition as possible. I have in mind a customer whom I persuaded that I could do the liquifying far better than he could himself; and he always has something to suit his taste; he can have it liquid or granulated, in the glass or can. Try and arrange to suit your customers and I think in that way you can stay with them.

Mr. Whiteside: In producing honey I think we ought to have a little care for the poor and we ought to get it into their hands as cheaply and conveniently as possible. I agree with Mr. Holtermann on the question of having the honey in cake form.

Mr. Morrison: It is a great deal owing to the taste that has been cultivated whether people demand liquid or granulated honey. I do not agree with Mr. Holtermann as to rolling a 600 lb barrel of honey into the window; I think if you did that in Barrie it would be a long time before it would be disposed of. On the other hand I admire the cheapness of it. I have thought for years if we could get a small tin package such as is used for tomatoes and apples, something that the grocers can put on

their shelves it would be less trouble to us.

Prof. Shutt: There are some figures in the remarks I have to make this afternoon which will throw some light on this question of marketing honey, particularly with reference to the scheme that Mr. Holtermann has brought before the meeting. We have ascertained, as probably many of you know that honey is a very absorptive material if placed in a moist atmosphere; it will increase in weight by absorption of water to a tremendous extent and I fear some of you, or the grocer, might get into trouble or difficulty if granulated honey were exposed without any containing vessel.

When I took this matter of granulated up first it seemed to me there was a popular impression that granulated honey was adulterated and I daresay a little of that old impression still exists and is prejudicial to the sale of granulated honey.

Mr. Holtermann: What Prof. Shutt says is perfectly correct, but when you take the winter season and you put in a window an article of that kind with comparatively little of the surface exposed there is not any great danger.

QUESTION DRAWER CONDUCTED BY
MR. J. F. MILLER.

Question: Tell us how to clip queen's wings?

Mr. Miller: My method is to set the comb on end, following with my thumb and finger, allowing her to run between: just drop them over her shoulder and in that position clip her whilst she is on the comb.

Mr. Brown: What do you usually clip her with?

Mr. Miller: I have always used scissors.

Question: How to get the most honey with the least labor and in the shortest time out of bee-keeping?