

one which is very hard to be got over so that the dealer will have a fair and not an exaggerated report of the crop, and I think with Mr. Craig if we could have some organization such as a honey exchange so that we could get an accurate report amongst ourselves and set a fair price on our product; the dealers would have more confidence in us; they would rather buy our honey if they knew what they were getting and that they were paying the right price and honey was not likely to go away down in price. Next year, owing to the results of the past year, they are going to be more wary than ever about buying honey and if they buy any quantity they are going to buy it cheap.

Mr. Dickenson: I have no fault to find with dealers getting honey as cheap as they can. If they come to me and I have a quantity to sell and am prepared to quote them a price I endeavor to do so. If I fail to come up to their expectations with regard to price I think they should treat the matter in a gentlemanly and business way and send a civil reply. The time I got the reply from the firm in Toronto my honey was all sold but I was told "I had to get my idea down considerably," although they did not get a quotation from me at all.

Mr. Holtermann: This is a very important question and I agree to a very great extent, although not altogether, with my friend Mr. Sibbald. I know a little about a certain firm that we perhaps have in our minds at the present time. Last year they sent out for these market quotations. I had no objection to there sending out but as to the wisdom of answering it, that is another matter. I don't think it is wise to answer it, and this year I for one, did not answer their question at all but later on they tell me that I must "get off my high horse." I was at the Toronto

Exhibition and a very nice gentlemanly person came along and said, have you any honey to sell? I said we have a little. He said, what have you been getting, I said, we got nine and nine and a half cents in barrels and I have some left. He says, that price is too high altogether. After questioning him I found he was a buyer for this firm so I told him of another man that had a lot to sell. He said, I will tell you how it is. We have instructions from the Old County that whatever we cannot buy at seven and a half cents we must not buy because that is all they are prepared to pay in the Old Country. Do you see how beautifully this thing worked. They couldnt buy unless the market was forced down to 7½ cents and by this report going out through the country that there was this immense flow and so much had been offered to them the tendency would be to depress the market so that they would be able to buy at 7 1-2 cents. There is a warning in what Mr. Sibbald has said as to the dealers buying largely during the past year and as to what they will do during the coming year I believe if the commission man or the wholesale man loses on what he buys one year he is going to look out another year. We should not allow men to get out reports in the way in which they have been doing.

(Continued next month.)

NOTES BY THE WAY

By G. A. Deadman.

THE USE OF LATH IN APICULTURE

In these days when pine lumber is at a premium, it may not have occurred to many that pine laths, such as are used for houses, may be used to a good advantage in hives and other things in apiculture. This is the