

bringing both so that they just dove-tail in, just in the 'nick of time,' when the best possible results will accrue to the apiarists who can so bring things together."

Conversations with Doolittle in
Gleanings in Bee Culture.

The Honey Trade in Great Britain.

Editor Canadian Bee Journal:

For the benefit of your readers I venture to submit herewith a few facts relative to the honey trade in Great Britain, with special reference to the position of Canadian honey in that market.

In the calendar year 1902, Great Britain imported honey to the value of £27,126 Sterling of which Canada supplied £316 worth. In 1901 the British imports were valued at £43,138, in which Canada participated to the extent of only £222. The British West Indies, Chili and the United States were the chief sources of supply; but I do not know of any good reason why Canadian honey should not successfully compete with those countries if an export trade along proper lines were initiated from Canada.

In the census year 1901, there was produced in Canada 3,569,567 pounds of honey, of which Ontario and Quebec produced 3,456,743 pounds, leaving 112,824 pounds from the rest of Canada. Last year Ontario produced a good crop of honey; but I understand that large quantities are still in the hands of the producers, for want of a remunerative market.

I have had some correspondence with a number of our honey producers, and they do not appear enamoured with the methods of

doing business as practised by British commission firms, claiming that the expenses charged in the returns eliminate any chance of profit to the shippers.

Not long ago I wrote the agents of the department of Agriculture in Great Britain asking them to investigate the possibilities of the British markets for our honey, and to inform me as fully as possible regarding the way in which our competitors conduct their export trade, the kind of packages most in demand for extracted honey, whether the foreign honey is handled by commission firms or not, and the difficulties that appear to stand in the way of developing a Canadian trade. Following are replies that I have received:

From Mr. A. W. Grindley, Liverpool.

"In reply to your letter of January 7th, with reference to the export trade in honey, I have gone into the matter carefully, but there is little to be added to the report which I sent you August 22nd, 1903.

"The greatest difficulty appears to be in getting the Canadian exporters and British importers to agree. Canadian shippers wish to sell outright, as they claim that the expenses charged by British commission firms eliminate all profits. The British importer objects to buying goods in Canada by sample, as it has been found that the bulk when shipped has not been up to sample.

"The most satisfactory way would be for the Canadian honey shippers to have a representative in Great Britain. He could then effect sales by sample, and when the goods were delivered, if not up to sample, disputes could be settled on the spot.

"'Californian' honey is chiefly sold through New York houses who have long established connections with British importers. 'South American' honey is chiefly sold through representatives in Great Britain. 'West

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