

one of you is more or less interested in fruit. I thought of it up there at the Walkerton meeting and I was wondering if we had another room which would hold four or five hundred men, where the day could be devoted to fruit and the evening to a combined meeting, whether the fruit men and bee men could work in together and make a great big convention. That might be possible. If that were true, I believe we could get better rates to the meeting, we could get bigger meetings and take advantage of the same amount of advertising for both as we do for one. We know that we could get better newspaper facilities because the press is pretty far spreading so far as these things are concerned and everybody is reached. Maybe in that way the department could assist you to carry out this work a little further.

The Fruit Growers' Association this year took a step in advance. Each director was asked to bring in a written report of what he had done in his district for the fruit industry. It was wonderful how much they got around and found out when they learned they had to bring in a report. I don't know, but maybe each one of your directors has read a report or has given a verbal report as to what he has done for apiculture in his district. Maybe he did or did not but if he didn't I think it would be a good thing to inaugurate something of that kind. We found that some men in the Fruit Growers' Association said they didn't propose to spend all their summer going through the district and there were some instances where a man didn't make very much of a report. I don't know how it came about but somebody else was elected as a director next year who would do that sort of thing and the thing was brought down so that they got a live lot of

men. I don't know anything about your directors but no matter how live you may be unless you systemize your work and have each man devoting his time between the conventions to working up something you can't accomplish very much. How much would you expect to learn of any line of business if you were only going to study two or three days a year? Supposing our school system was such that our children were only allowed one week in each year to go to school, we wouldn't expect them to get very much education. It is the same in your business; just as much brains are required to produce good honey as any other line of business.

How can we systematize it? You say "all our directors will want a salary." That is not the idea at all. In our Fruit Growers' Association the men do not get any salary; they take pride in being the man selected from four or five counties who is going to read the report. There is enough pride in the twelve districts in the province of Ontario among the young men and among the older men to select somebody who will do that sort of thing and work for the Association. The commission merchant can say, or the man that is handling produce can say, or the men in the Old Country who want to buy can say, "I have read the beekeepers' report and have found they are alive, I see two hundred names of men I can write to for reliable information on honey and we can depend on getting so many carloads from Canada." Never mind whether it is sixty or sixty-three pound tins or in a barrel or case, but where can we get good honey and large quantities and will they write to me and have they facilities or have they a secretary who has facilities for doing this sort of thing; are they big

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