

it may be worth our while to try the experiment. Most of you who have done business with us, will know that we have never offered nuclei for sale at any season of the year. We think of doing so this year, however, and in due time we will furnish prices and other necessary particulars.

THE O. B. K. A. COMMISSIONERS AT THE COLONIAL.

(Continued.)

When the goods were opened out and arranged for exhibition as well as for sale, it was then the business ability of the party was put to the test. Upon what lines should the business be conducted, and how about the division of labor in its arrangement? were questions that naturally suggested themselves. Are the delegates to become at once exhibitors and salesmen, or should they occupy themselves in a general supervision of the work? A decision was soon arrived at, and forthwith eight or nine salesmen were sought out and engaged. The delegates had quite enough to attend to answering enquiries, in making explanations and in enlightening the inquisitive without taking upon themselves the manual labor as well. Means had to be devised for advertising the show; show cards were painted, printed, and posted wherever it was thought they would be serviceable. The general display on the "food trophy" in the Canadian court was enriched with a carefully selected collection of honey, and posters directing visitors where it could be purchased was put up there. Interviews were sought with newspaper editors, and notices given in their columns calling attention to the "honey show." The magnates of the empire were pressed into the ranks of patrons. The Queen, the Prince of Wales, the Marquis of Lorne, Lady Burdett Coutts, Sir Conliff Owen, and others, were presented with liberal samples. It may seem strange that there was any anxiety shown to gratuitously distribute that which was common property, but the whole business was left to the judgment of the party and they did not shrink from freely exercising their judgment. These accepted gifts may appear to some people of little practical value, but such notions are altogether erroneous. In Britain it is considered a most fortunate thing when the producer of a new article succeeds in getting it placed on the table of the Sovereign, or even into the houses of the nobility. Such a piece of good fortune is highly prized by them and is considered "the open sesame" to success. The many shop signs throughout the commercial centres of Britain on which are seen the Royal

Arms and escutcheons of Her Majesty, attest the value attached to such patronage. Nor is this so easily secured as may at first sight appear? A package cannot be carried to the door of the palace and handed to the porter with the compliments of the sender; neither will my Lord Duke tolerate such familiarity. The mistake of the man who attempts such will soon be made unpleasantly manifest to him. It may be interesting to you readers to learn how the delegates succeeded in gaining that which so many anxiously but vainly strive after. It was done in this way. A letter was sent to Sir Chas. Tupper asking him if he would be good enough to request Sir Conliffe Owen to ask Sir Frederick Ponsonby to learn from Her Majesty if she would be graciously pleased to accept a dutiful contribution of honey from Her lieges the representatives of the Ontario Bee-keepers' Association. By and by there came an answer from Sir F. Ponsonby through Sir Conliff Owen and Sir Charles Tupper to the delegates saying that Her Majesty the Queen would be graciously pleased to accept such a dutiful contribution of honey. Then the honey was selected, done up and conveyed to the High Commissioner, by him to Sir Conliffe Owen, who forwarded it to Sir F. Ponsonby, and by him it was laid on the Queen's table. In due time Her Majesty's written acknowledgment reached the delegates through the prescribed channel and it is now in the possession of the Secretary and is the property of the Association. The channel through which the others were reached was not quite so circuitous, but not by any means direct. All the donations were duly acknowledged in writing. Every contributor to the collection may now nail up a sign on the post of his front gate announcing to the world that he is a "producer of honey to the Queen, the Royal Family and the Nobility of Britain"—happy mortals. While other things engaged the attention of the party they could not overlook the duty of a close scrutiny of the doings of the saleswomen. They all came well recommended, but the temptation to pilfer was strong and the opportunity was not entirely wanting. While the building was packed with visitors it was not always possible to closely watch them. As a matter of precaution the Royal Commission was applied to and it furnished two or three detectives to watch their movements and follow them when they went out of the building. Unexpectedly "shadowed" several of them were detected in carrying out small packages of honey. These were promptly discharged and others engaged in their stead, by this means a staff of girls were ultimately secured who were measurably above suspicion and