

business but I found from reading somebody's book or trying to find out about the theory that some little thing was left out and by the time I wanted to gather in the honey the bees were dead, or when I had the temperature just right in the cellar something else was taking my attention and I thought I could go with my overcoat on or in my shirt sleeves and I could test the temperature, or somebody would come over to our place and say, "You fellows might just as well quit that, you can't raise bees, I have tried it and it is a failure." There is not enough definite information given to individuals through the province of Ontario to reach every one who has a taste in that direction. Maybe it is not your fault. It is easy for any body to get up here, and more especially for a young man like me to get up and tell a lot of gray headed men that they don't know what they are talking about. I have had enough experience to know I don't know anything about it or about the science of apiculture except what I see and hear. But from my short experience I know that unless you put business methods into any line of business you are not going to make a success of it. The other associations in the Province with which I am connected are putting business methods into their association work and just in proportion as they are doing so they are getting returns. If the same practical work which was done at Guelph could be applied to the rank and file of bee-keepers and you could have twenty thousand farmers present and have them listen to your discussions and lecturers what a great benefit it would be. Have your program so arranged that a man would speak right to the point and when he was through he would sit down and the next fellow would not ask a question unless it was a

pertinent one; and the next year have another program arranged along different lines so that your reports which you publish would not be the same. I picked up your reports for this year, last year and the year before and found there was the same lot of material to a large extent in every report. We call that in an agriculture report a certain amount of padding—the same thing done over and over again. If you could have some practical demonstration instead of so much talk about how do this that and the other thing of how much more benefit it would be.

You asked me to talk and I have the privilege now of talking and you have got to listen to me whether you feel like it or not.

I say if you could have here practical demonstration. I never went to a fruit meeting that they did not have a lot of fruit; I came up here and I thought I would see lots of honey and bees. You people who come up here from year to year know all about this sort of thing, what an association of this kind ought to do, if you are only going to have a revival meeting once a year and forget the religion of apiculture the rest of the year, is to make that meeting a great big rousing convention. There ought to be five hundred farmers here to day. This court house ought not to hold the people. At Walkerton last year, we started to work the meeting up just soon as the meeting in Cobourg was over the year before. I went up and around among the farmers and talked the matter over. I had an agent at each of the farmers' institute meetings; I wrote two thousand letters telling the farmers there was going to be a fruit growers convention and if they had any sample or they had done anything particularly good with their neighbors to bring it in. Some fruit growers came to me and said, What