

encouragingly of largely increasing the production of honey in Canada, but when all the facts bearing upon the case to date are put together and weighed and balanced up, they force upon me the opinion (and I want that opinion to go upon record) that the British markets are virtually lost to us at paying prices, or even prices at which a man can make a decent living." In this the writer tells us that he has formed an "opinion" on the subject, this opinion he tells us was arrived at after deliberately weighing and balancing all the facts and circumstances connected with the case. This is the way all judicial minds arrive at conclusions. Having formed his opinion after the orthodox fashion, he is so convinced of its soundness, that he is anxious that it go "upon record." Having given us his opinion we might reasonably enough expect that he would take us into his confidence and supply us with some of "the facts and circumstances" that enabled him to arrive at it. One would think if he is so anxious "to do his duty to you all and to himself as well," he would have "summed up" and given his reasons. But not so. We are left to conjecture what these are.

If this paragraph means anything it means this, that "a year ago" its author was convinced that there existed an outlet in the British markets for any quantity of Canadian honey "at paying prices," but that since then he has "weighed and balanced" the facts and is now satisfied that because of something that has happened in the meantime this market is *lost* to the Canadian bee-keeper. It cannot have taken the ex-President a whole year to confirm himself in the belief he now holds and expresses, for your readers will know that throughout a goodly part of the year he strenuously advocated the expenditure of the Association's funds in sending a man to England with our honey. While doing this he must have been impressed with the belief that even this year there exists a market in Britain, and that, too, at paying prices, especially if entrusted to the man, but alas the golden opportunity is gone and the British markets forever *lost* to us. The above I take to be about Mr. Pettit's opinion on this matter. I wish to address a few words to your readers on this subject, because I think my opinion quite as good as Mr. Pettit's, and because he has seen fit to give his in an official capacity and with all the emphasis an official record of it adds. This being the case I say in the words of the address, "It is my duty to you all, and to myself as well," to say that in the light of my observation and judgment nothing has transpired this year that has *lost* the British markets to the Canadian honey producer, nor in any way affected it prejudicial-

ly. It must be obvious to everyone who knows anything at all about the matter that Ontario honey, and Ontario as a honey producing country, are better known in Britain to-day than they ever were before. Scarcely an issue of its bee periodicals leave the press now without some reference being made to us or our products, whereas two years ago it was scarcely known there that we existed. Has the fact that we and ours have become better known lessened our chances of success? I do not like to take this view of it.

The reckless policy of hurrying a man off to England charged with the sale of our honey at the expense of the Association was, and is to my mind, a suicidal policy, and one that can only result in disappointment and loss. So long as we know that the prices here are as good as they are there, and so long as we can effect sales here as readily as we can there, it would be folly to take from our pockets the money necessary to pay freight, commission and all attendant expenses, to say nothing of the possibility of being left unsold for an indefinite time. Your readers know that I have not encouraged them to do this. I know better than to be carried away with our success at the Colonial. The conditions under which we found ourselves there were altogether exceptional. We had upwards of 40,000 people daily within the enclosure to secure our customers from. We had the advantage of what was known as the "Colonial craze" when almost anything Colonial found ready purchasers at fancy prices from among the crowd of curiosity hunters present, but just as soon as the exhibition closed the craze died. Thereafter Colonial goods found purchasers only on their merits and hereafter Canadian honey must come into competition with American honey and the native product. Until the preference for Canadian honey takes the place of that which the English article now enjoys, we cannot hope to receive better, or even as good prices as English honey is selling at and everyone knows the conservative character of the English people and their preference for things English. In honey they make no exception to the rule. And everyone knows, who knows anything of the matter, that the wholesale prices of honey are no better in England this year than they are in Canada, nor were they any better last year. How then can we have *lost* what we never had? I have said that the English people are intensely English, and have a high opinion of that which is English. But they are not blind to superior merits in that which pertains to other countries — when such merits exist. Our honey will only command a better price in the English market