

fashion. If you can write large and legibly, leaving wide spaces between the lines, on one side of the sheet, separated from the part intended for business department, it will help us, but it is not absolutely necessary. A great many people are so constituted that they cannot follow these rules, and if you are one of them, do not stop on this account; if you do not get your new idea in shape for the printer, the editor will. Send us points that will be of real value to your brother bee-keepers, and we will willingly get up before sunrise, and work until candle-light to decipher the penmanship, correct the spelling, and re-write it so that the grammar will pass."

For the Canadian Bee Journal.

Should The O.B.K.A. Undertake The Marketing of Honey?

IT will be recollected that at a meeting of the Directors of the O.B.K.A. held in March last it was decided that the marketing of honey would be better done by private enterprise, and the opinion was expressed that the object of the Legislature in making a grant to this and kindred societies is to develop the industries of the country, rather than to defray the expense of marketing the products. Several local associations have since resolved that the Provincial Association should undertake to send its member's honey to the English market, and that the grant should be used for this purpose. On page 132 of the C. B. J., Mr. Pettit asks: "What more proof of the wisdom of so using the grant do we want?" and adds, "I am persuaded all will be satisfactory to the Government."

Let us see. If the Association were to go into the export business, it would of necessity be obliged to accept all the honey offered by its members. There are say, 150 members. Suppose on an average each member were to furnish 2,000 lbs., the whole quantity to be shipped and sold would be 150 tons. Lest it may be thought that I am dealing in figures too large, let us take one half of this, or 150,000 lbs., and in an ordinary season I venture to say that fifteen members might be found who could themselves furnish this quantity. To move a crop of this magnitude, a cash outlay of from \$9,000 to \$10,000 would have to be made to cover expenses for freight, storage, packages, labels, and labor, before the goods would be ready for the retail trade. I shall be pleased to furnish details to any member who may think that these figures are extravagant. It will be seen that to merit this outlay \$500 is only a mere bagatelle, and as

the money will be required for other purposes, it is better to take the expense of marketing out of the crop. Now, suppose the President and Secy.-Treas. were to go to a banker furnished with all the authority the Association could give them, to ask for a loan, the question of the legality of the undertaking would be very likely to arise, as well as the question of security. I venture the opinion that there is not a bank in the country which would furnish the funds required, unless there was sufficient personal security put up to make the transaction safe, independent of its connection with the Association. I am satisfied that if the local associations above referred to, had all the facts before them, it would have been apparent that it is simply out of the question for the Provincial Association to undertake the business of exporting and marketing its member's honey.

But apart from the financial difficulty, experience has shown that in exporting and marketing other kinds of produce it is always better done by those who make the business a specialty. The experience of the grangers, in shipping wheat to the British market, is a case in point. It has been publicly announced that a joint stock company will ship Canadian honey to England this season, and I know that a firm of produce dealers have been making enquiries and are considering the question of adding honey to their other lines of goods for export. It is in the interest of producers that there should be competition between exporters. For the Association to use public funds in competition with private enterprise, would be very unfair, and would have a tendency to defeat its own objects.

Mr. Pettit intimates that when applying for incorporation and an annual grant he "particularly and emphatically" gave the commissioner to understand that the grant would be used to assist in marketing the product. Under the present tariff there is a duty of three cents per pound on honey imported. Whether Canadian bee-keepers are free traders or protectionists they all can appreciate this item in the tariff. I have met with many zealous advocates of what is known as the National Policy but it was reserved for President Pettit to take the lead in advocating that the Provincial Government should, through the medium of the O.B.K.A., pay a bounty of \$500 per year for the export of Canadian honey.

As to the views of the Government in regard to the way in which the grant should be used, I recently addressed a letter to the Commissioner on the subject, to which I received the following reply: