

vantages were now within the reach of the poorest, etc., etc., I feel no doubt he would sell, and that quickly, no matter what the goods—(I have seen a stock of patent (miserable) pens go in a few weeks, pushed by a man who rented a little shop in a main street, and exhibited clever feats of penmanship, with the pen and a glib tongue at same time. He had a crowd always round him). At first start in your case, you could do as in London, offer samples free, but the tempting little tins at a low price and with those gay colored labels would be sufficient here more than with English people, to sell themselves. Heretofore honey has been a perfect luxury. Even molasses has a tax on it whether from England or America, of 4 times that on honey, and it is consequently unknown as an article for table use by the poor.

Now it strikes me that in some of your heavy seasons it might be worth your while having a market out here which you could count on, if this less than a cent per lb. duty, shipping and selling expenses would permit you to offer it at a really popular price. To make the start I would say offer a commission on sale to one of the English grocery stores here, which are patronised by the English residents (200 to 300) and many of the French also. If it "took," appoint an agent to work it among the pastrymen whether for use in their art, or for sale in their fashionable stores where all kinds of dainties (except honey nicely got as a rule) are exposed. Or in the last place, join expenses and profits with a man who would open out a honey store on the principles I have above mentioned. If in such store any French Canadian wares would also be sold that would form a special attraction and interest besides a possibly extra source of profit, "*Suco vegetaux desseches non denommes*," I find in the tariff of duties, is exempt both as regards England and America. Well, the translation of this item is *direct or evaporated vegetable juices or essences* (sap) under which head surely maple sugar could be classed, and which is not mentioned otherwise in the tariff. This delicious sweet would be an acquisition here.

FOR THE CANADIAN BEE JOURNAL.

#### Judging at Fairs.

AS by the time this article is printed in THE CANADIAN BEE JOURNAL all judging will be over, and we have another year's thought before us should we be spared, permit me to make a few remarks upon judging. Until the last month I never had to perform the painful task of judging honey in an official capacity. That the position is honorable, if honorably performed, we all think, but that it is a painful

task, if we desire to do justice to all, those only who have acted in the capacity of judge alone can tell.

I believe to judge rightly we should commence at home and carefully study the wording of the list upon which we are to base our judgment. If the wording is doubtful, as for instance the "etc." in the London prize list is, and for which those getting out the list should be censured; also such wording as in the Chatham Peninsular Fair, "for 20 lbs. of comb honey put up in old style," and for which those progressive apiarists, Messrs. W. A. Crysler and J. A. Foster offer special prizes. I say, if the wording is not perfectly distinct, then the judges should go to the Directors and ask them for an interpretation of the doubtful clauses. Next, judges should abide by the prize list. For instance, as it was in our case, there is no provision for withholding a prize from an article of not sufficient merit, it simply says 1st and 2nd prize for first and second best, and while some were in favor of withholding the prize, others maintained that the duty of the judges was to award prizes according to the rules placed in their hands, namely the prize list. In the same way it is a departure from the sphere of a judge, when there are five prizes offered, and they create a sixth and seventh prize, unless the sixth and seventh are equal with the fifth. The laws placed in their hands are to give a prize to the first five, and it is out of their power to revise the list after the competitors have paid their entrance fees upon a different understanding. I believe so far, upon reflection, every one will agree with me, that the last one is one not generally accepted; that is, that a judge after performing his duty may go and point out the reasons for certain decisions, and yet, why should he not, and how often may it not be of benefit to the exhibitor, and to the judge too, be as far as uncharitable reflections are concerned on the part of the exhibitor. I do not for a moment hold that the judge should enter into any argument with the exhibitor, no more than that the judge on the bench should do so when he gives the prisoner his sentence, and at the same time state his reasons. Now, I trust no judge, and more, no exhibitor, will think I am driving at individual cases in the above remarks. Such is not the case. My desire is that if I am right, others should benefit by correct lines upon which to act, and if the lines set forth are not right, I am open to conviction and hope to be set right.

R. F. HOLTERMANN.

Romney, Oct. 6. '90

Mr. Holtermann has probably in-