

were more in evidence than five pound cans and smaller. These packages were the things shown, and thought to be the proper thing, and human-nature like, the people followed each other's example and bought enormous quantities. Mr. Jones ordered a lot of 5 cent tins, with slip tops, holding about an ounce of honey, and the sales were enormous. I believe Mr. Hall tried to purchase some of these, but Mr. Jones, wishing to retain the monopoly for that year refused to let Mr. Hall have any. Mr. Hall, having much comb honey and wishing to be even with Mr. Jones, took sections and cut them across, from corner to corner to corner, dividing the section into four pieces with a three cornered piece attached to each piece of section and sold each piece for five cents.

Then the late Jacob Spence began business in Toronto. He had been interested in bees, and finding an opening for selling honey, and seeing the need of a place in Toronto to which bee-keepers could send their honey, opened a retail honey store. He was favorably known by bee-keepers and had their confidence. In his work he showed originality and energy but he failed in making it a success. This was perhaps due to the mistake of so many who go into business with inexperience. He did not work on a sufficient margin of profit. After computing all expenses in view that can be figured up, the business man of experience and the successful business man knows he has to add a heavy percentage to estimate the bare cost to say nothing about a profit on which he can support himself and a family.

Mr. Spence was largely instrumental in getting honey into stores generally, and he was also instrumental in having honey sold in small packages. He had active men going from store to store pushing sales, and with the promise of receiving granulated or partially granulated honey with liquid, he had a large trade. That this resulted in placing honey in many homes I cannot say. The more men see an attractive

article, the more they desire it, and doubtless many a person bought honey in the small packages who would not purchase in the larger. This state of affairs and others tended to injure the sale of honey at the Toronto Exhibition, and in one way and another the same condition has been reached in other places. Men and women no longer purchase large quantities of honey at the exhibition when they can order from their grocer and fruiter at almost any time. If they do purchase it is generally a small quantity compared with the olden days.

Again, if the quality of the honey sold at the Exhibitions had always been undoubted, perhaps more honey could have been sold, but unfortunately this is not the case. I have known honey to be brought to exhibitions which the family would not consume after they took it home because it contained honey dew, and there was the accompanying rankness and unpleasing flavor.

To take an award by merit one has to go to a good deal of expense in putting up an exhibit, and justly so. I am not arguing against exhibits, but I think friend Heise's article paints exhibitions in altogether too rosy a color. If the exhibits are not attractive and if they are not sufficiently large to draw the people, the management of the exhibition would soon withdraw a proportionate amount of prize money.

Then those who exhibit know well the uncertainty of awards; judges are but human and I never believed in the one judge system, unless that judge was without blemish—perfect, divine. No human being is this, and so long as this is the case I would advocate more than one judge. But what I wished to say is this, that those exhibitors well know that the result of judging is uncertain and therefore the recognition of merit is hazardous.

Mr. Heise cites a case in Ottawa and the results. Let no man deceive himself. If he had done the same thing last year, woe to him. I may be flattering people I