

for Canadian apples with little more than a bushel in a package. They were sold by the Army and Navy stores, which are, perhaps, the biggest retail dealers in London. In the same letter he sent me a report from Bristol, where he had been a week before, that he saw a large quantity of Fameuse apples in barrels, and that they were being offered at six shillings a barrel and could not be sold at that; whereas I had paid 22s. 6d. a box for apples, and there was not enough of that kind of apples to go around. It meant I had paid as much for the box as they could get for three barrels and a half of the same things, but not selected. We had some honey experimented in England two or three years ago which did not much more than pay commission charges, because they said it had a peppermint flavor, and if there is any kind of a thing that an Englishman can hang an objection on he will find it, but if it is the best quality he will give you the best price all the time. I know of some honey sent last year to England that sold readily at fifteen cents a jar in pound jars. The two members of that firm were in Canada last fall and they said, "we have a good demand for honey which is put up in nice packages and looks nice on the outside as well as on the inside. If you need market outside, you can get in England a good market for honey of excellent quality in nice small packages, preferable one and two pound glass jars. It is hard to get a sale in England at anything like a good price that you merely just put on the market as a job lot. There must be regularity in the supply and regularity in the quality. An Englishman never wants anything more than what he is satisfied with. The success of nearly all large things that go to England, in bacon, cheese,

butter and flour, is to get a first rate good thing, and then stay at dead level, and they will have no fault to find. If you can do that in the English market with your honey you can get a good price.

The only thing you are interested in in sending honey to Paris is the impression that may be made on the British public through the exhibition. We expect through the exhibition to attract a great deal of notice through the English press, because they will have special correspondents writing up exhibits, and we expect to make a feature of the exhibit from Canada, the recognition of that by the British. Apart from the business aspect altogether, a very fine display of good honey from Canada would give a new phase of commendation to the country's resources, and would give the country a good name and it would attract population, capital and travel this way. I don't think we need dream of having such an exhibition in Paris as in London in 1886. There is not the space available as then, the space will be comparatively small, and the response to applications for supplies of honey have been so generous and general that we have been lately refusing exhibits and cutting down the quantities by one-half, and sometimes to one quarter, because it is not possible to find room for all the honey that is being offered. We have been offered altogether something like three or four tons of honey of very good quality from New Brunswick, Nova Scotia, Quebec, Ontario, and I think two lots from the far west. We have some honey arranged for in comb. Most of the extracted honey is to go in large packages and be liquified and properly put up in attractive glass vessels in Paris so as to make a good exhibit there.

I came, after all, more to learn from