

COMPLETE STORY OF THE MOST FAMOUS FOX RANCH IN THE WORLD--HON. CHAS. DALTON

(Continued From Page One.)

ture." "When do you expect the industry to get down to a fur basis," was our next question. "It is hard to tell," said Mr. Dalton. "It depends on the demand for live animals. At present ranching is only started in Nova Scotia and other parts of Canada. The establishment of the industry in Russia, where our company has sold six pairs of 1913 pups should cause a great stimulus to the industry in this province, where Russia must look for its supply of breeders for some years to come. "On what do you base your belief in the permanency of fox ranching?" The more plentiful the silver foxes become, the greater the competition will become. The fashion of wearing furs will be more general and there will be an increased demand for skins. The indiscriminate trapping and shooting of wild animals,

of fur. The average price of a good silver was not more than £40. The best quality black from £400 to £500. The highest price I received since beginning breeding was £580, for a single skin in the year 1900. I also obtained such prices as £540, £530, £500, £460 and £410. The skin I sold for £580, was jet black and large size. It was one of a litter of two male foxes, both of which were killed. The other which was half silver, was sold for £95. Each was equally well furred. I was informed by the New York Agent of Lampson's, that he could pick out every one of my skins on the market. All the buyers were looking for them, but did not know where they came from. I never sold a skin for over £250, which was not black. The skin I sold in early March 1912, brought £410. It was from an animal that had died. The first skins I sold to the London Market brought from £15 to £20. This was about twenty five years ago. In the coming March sales at Lampson's, I do not think

vers and crosses. Pure blacks are fifty-six in my Tignish ranch," very rare.

It was at one time thought that the best furs were secured from inland districts, at least fifty miles from the sea coast, as it was thought the salt air affected the fur, but now that Prince Edward Island stock leads the world, that theory is pretty well exploded. Mr. Dalton has sold a number of red pelts in London and the highest price received for such was £4 each. The price of reds has advanced from \$2 in '87 to \$6 and \$8 at the present time. The price of live ones is about \$30 a pair at present. Some have sold as high as \$500, but the strong probability was that there was some black blood in them.

VALUABLE ANIMALS

"What price have you received for pairs of live animals?" Mr. Dalton was asked. "I have sold them as high as \$10,000 a pair. I could sell them now for \$15,000. In fact, I could sell my whole stock of young at \$15,000, if I now had them on hand. I own a four year old pair, for which I was offered \$30,000, but I will not sell at any price. This pair has raised twenty-four foxes in four years, and seven in one year. One of my females had forty-five in seven years. The average litter is between three and four.

Mr. Dalton estimates that there are between 100 and 150 of the best quality of foxes on the Island at present, with about the same number of all grades. He places the value of the industry at \$2,000,000, just about double what it was two years ago. Although he had sold one pair of breeders in 1902, there was an agreement made not to sell any live animals. The sale of the latter dates from the year 1910.

THE \$100,000 SALE

Mr. Dalton naturally attaches great importance to the sale of the six pairs in Russia. He showed the Editor of the Patriot two letters he had received. In the letters the Russian buyer had stated that, it was his intention to start the industry in Russia and asked Mr. Dalton if he would sell six pairs of black foxes of the stock of 1913 for \$100,000, and send them over in charge of an attendant who would stay for two or three months in that country in order to give instruction how to conduct the ranch and tend to the animals.

"I believe that this Russian deal," said Mr. Dalton, "will tend to establish a market in Russia. Ranches are being started there and experiments are being tried with Siberian stock. There are several ranches in the Maritime Provinces, Ontario and Quebec, one or two in the State of Maine, but outside of the Island, the industry is practically in its infancy."

"How do you account for shortage of young in 1912?" "I cannot account for it unless it was owing to the inexperience of the majority of breeders. I had no shortage. In fact had as many as I ever had, there being an increase of

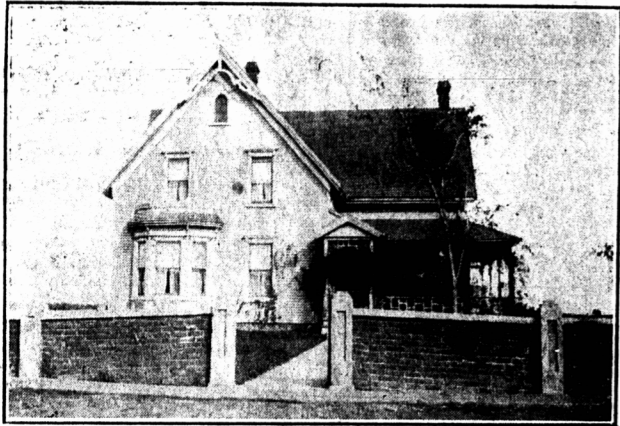
SOME INCIDENTS

Mr. Dalton has many interesting stories to tell during his quarter of a century's experience in connection with an industry which has made the fortunes of many men on this Island, and is destined to turn the eye of our people from the Golden West to the Golden East. Here, is one of the incidents which Mr. Dalton relates—"One year, I lost the mother fox, when the little ones were twenty-four hours old. I removed her young to my house and they were apparently all dead. How to save them, was the question. I packed them in warm cotton wool, put them in a basket near the stove, and on returning later found some life in them. I would have lost them all, only that a cat which had lost her kittens adopted them and reared them until they were old enough to be fed otherwise. I sold the litter for \$12,000, that fall, when they

Dalton Silver Black Fox Company, about two months ago, is a memorable event in the financial history of the province and is an important incident in the developments of the fur industry. I have given an opportunity to the investors of modern means to be in the running and to share in the phenomenal profits of a business which is forging ahead with gigantic strides. Mr. Dalton holds a large interest in the company and has been retained as ranch manager. Under the direction of this famous breeder whose experience is of incalculable value the company can enter upon the new year strong in the confidence that their most sanguine expectations are to be exceeded and grateful from the fact that the cause of local patriotism has revived a valuable stimulus and that the Gem of the Gulf will shine with a still brighter lustre.

RAPID SALE OF STOCK

Mr. W. B. Prowse the energetic



RESIDENCE OF THE HON. CHARLES DALTON.



ANOTHER PHOTO OF THE FAMOUS DALTON STOCK.

has caused a steady falling off in their numbers each year, as the natural increase is interfered with. All the fur producing countries are being settled and the fur-bearing animals are being killed off. Furs will not always keep their color. They are not everlasting like diamonds, and after a few years they will show their wear to some extent. In Russia, France, and Germany there is a steady and growing demand for the fox furs for mufflers, coats and for lining and trimming coats. It is for the last named purpose that they are so keenly sought for by the Russian noblemen.

that there will be 500 silver fox skins. The Hudson Bay Company, conduct their sales on the same date as Lampson's. They are held in the forenoon, and Lampson's in the afternoon. The prices of both companies usually range about the same.

IMPORTED STOCK

"On being asked regarding the quality of the foxes which are at present being imported to this Island, Mr. Dalton said, "I have seen two or three good ones from Labrador and Newfoundland, but the stock from Ontario and the United States were not very good, although it improves after being acclimated here. In Labrador and Newfoundland, about eight per cent of the foxes are blacks and silvers. The Newfoundland Government prohibits the exportation of foxes from that country except those reared in captivity, but the exporters there get round the law, by building ranches in order to keep foxes for a while for the purpose of selling as ranch bred foxes. The majority of foxes coming in from outside are silver-

THE FUR MARKET

"The firm of Lampsons, London, are the great fur brokers of the world. It is upon their sales that the quotations of the world are based. They hold four auction sales every year in January, March, June and October," said Mr. Dalton, "and these are conducted as follows—Eight days before the date of the sale the furs are arranged in lots, generally, as to silvers, one skin in each, seldom more than two. These lots are all numbered. The expert buyer examines them, takes down their number, and places opposite each the maximum amount he can afford to pay. He determines the value entirely on merit. The name of the breeder and the place where they were secured are not known to him. The auction is held in a different place from where the furs have been exhibited. Ten shillings is the minimum bid. The sales are made with great rapidity, scarcely a word is spoken; a nod from the buyer suffices. Often, it takes only fifteen seconds to dispose of one lot. The large percent of poorer skins are usually offered in October and June. The principal sale is held in March. It is at these sales that I have sold almost all of my skins. It is then that the greatest competition is met with for good skins. Since I first began to ship, the falling off in the world's supply of silvers has been about sixty per cent. The average price for ordinary grades has increased by two hundred per cent for the higher grades about four hundred per cent.

In the year of 1911, the price showed a decrease of fifteen per cent as entirely due to the absence of my skins.

GRADING OF THE SKINS

"How are the silver fox furs usually graded according to color?" "The lowest is the pure silver, the whole body covered with silver. The second grade is black between the ears, shoulders, back of the neck and belly. The rest of the skin is silver. In the next higher grade the black would extend down half the body, and the silver would not be very bright on the rest of the body. Going higher up the scale there is the three-quarter black and the one-quarter silver, with no distinct dividing point, the change being gradual from one color to the other

RECORD PRICES

The highest quality is the pure black. Year after year there has been an increased demand for the black and a steady increase in price. In the last March sales at Lampson's there were 550 skins of all kinds. The average price would not be over £50. Only eighteen of these skins brought over £100. All of them were black and good quality

Account Sale of Furs
in account of C. Dalton Esqrs
received on consignment
Tignish, Prince Edward Island

London, N.C. 7th April 1910

C. D.	Quantity	Lot	Price	Total
		20057	1	310
		20058	1	270
		20059	1	200
		20060	1	160
		20061	1	120
		20062	1	80
		20063	1	40
		20064	1	30
		20065	1	20
		20066	1	10
		20067	1	5
		20068	1	2
		20069	1	1
		20070	1	1
		20071	1	1
		20072	1	1
		20073	1	1
		20074	1	1
		20075	1	1
		20076	1	1
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		20145	1	1
		20146	1	1
		20147	1	1
		20148	1	1
		20149	1	1
		20150	1	1

Photograph of the statement Mr. Dalton received from Lampson's, London, Eng., of the sale of fox skins in 1910, showing the world's record prices.

were six months old. The pelt of the mother was practically of no value as she was killed the first of April. Here is another story which he related. "One of the females escaped about two years ago. She succeeded in getting absolutely free outside. She stayed around and came regularly for her feed night and morning for about ten days. Mr. Dalton decided to set a trap for her. The next morning he went to examine the traps he saw her out in the field barking and greatly excited about something. On going to his traps he found to his agreeable surprise, a beautiful large male black fox. This wild one had evidently strayed a long and became acquainted with the female and like Eve of old, she led him into the fatal trap. This fox is still kept in the ranch and is quite an acquisition to the blood of the stock. The next morning the female was secured also."

MEMORABLE EVENT

The organization of the Charles Dalton Silver Black Fox Company, Limited, proposes to form a Dalton Protective Association which will include all the breeders who have Dalton Stock. This Association to register the stock whenever it may be and issue certificates of the breeding. This idea when worked out properly will undoubtedly protect the buyers from having anything other than the perfect stock sold them and it will also protect the Dalton breeders against the use of the Dalton name in selling inferior grade of foxes, so that in future a standardization of breeding foxes will take place to the great advancement of the fox breeding industry.

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Charlotte town

W. H. Tanton
Charlotte town

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Summerside

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