

C. M. LAMPSON & CO. 64, QUEEN STREET, LONDON, E.C. 4.

SILVER FOX SKINS

DEAR SIR, Owing to the large number of SILVER FOX SKINS now coming forward from Canada and the United States of America for inclusion in our Public Fur Sales, we have found it necessary to make certain rules under which only are we willing to accept consignments.

We have found by experience that except in the case of the very finest specimens higher prices are as a rule realised for lots containing a considerable number of Skins: this is especially noticeable in the case of the cheaper grades.

The buyers attending the Sales have only a limited time at their disposal and it is obvious that they are better able to examine a large offering if the number of lots catalogued is kept within reasonable bounds.

It is also clear that to enable us to make large lots we must be permitted to put the Skins belonging to different owners together, and, further, that Skins so lotted cannot be offered subject to a reserve price.

We therefore wish to give you notice that we are only willing to accept your shipments on the following conditions:-

- (1) We are to be at liberty to offer your Skins or any part of them, lotted with similar Skins belonging to other Owners.
(2) We cannot include in our Sales Skins on which a reserve price has been placed.
(3) Unless we hear to the contrary, we will assume that you desire to offer and sell all Skins consigned to us at the next Public Sale after their arrival in London: if, however, you should wish any of your Skins held for a later Sale, it will be necessary for you to inform us of this fact at the time of shipment.
(4) It is understood that any Skins consigned to us by you, after the receipt of this circular, are subject to the above conditions, and that in making your shipments to us, you agree to them.

We need hardly say that in lotting together Skins belonging to different Owners the greatest care is taken to ensure that only those of exactly similar character, quality and value are offered in the same lot.

C. M. LAMPSON & CO.

DIRECTIONS AS TO SHIPMENT.

PARCEL POST

Under the Post Office Regulations, packages to be sent by Parcel Post must not exceed 11 lbs. in weight.

PACKING

Skins should be carefully packed in parcels, the outer covering of which should be of canvas, unbleached muslin, cheese cloth, or some similar fabric.

SHIPPING

Each package must be clearly addressed to:-

C. M. LAMPSON & CO., 64, Queen Street, London, E. C. 4, England.

It is essential for the identification of shipments on arrival in London that each parcel should be distinctly marked on the OUTSIDE with the name and address of the Shipper.

It will also be found convenient to mark the first parcel No. 1, the second No. 2, and so continue with each succeeding parcel until the end of the Season.

These two points are of great importance, as large numbers of parcels are frequently delivered together, and without the name of the shipper and number on the wrapping it is extremely difficult for us to trace the ownership of the parcels.

INVOICE

At the time that the shipment is despatched an invoice MUST ALWAYS BE MAILED UNDER SEPARATE COVER to us at this address. This invoice should state:-

- (1) The number of parcels sent forward.
(2) The number marked on each parcel.
(3) The quantity of skins in each parcel.
(4) Amount of Marine Insurance required.

Below we give an example of how the Invoice should be made out by you.

MARINE INSURANCE

UNLESS ADVISED TO THE CONTRARY, we will insure all shipments whilst in transit under our Open Policies, for invoice value plus 10 per cent. These policies give full protection from the time that the goods leave your possession until delivered to us in London, and the rate of premium is most reasonable.

As stated above, we should in every case be advised at the time the shipment goes forward of the amount of insurance required.

If it is not desired that we should arrange Marine Insurance this fact should be clearly stated on the invoice referred to above.

SHIPMENT BY EXPRESS

Skins may also be forwarded to London through any of the Express Companies.

Shipments by Express should be made in exactly the same way as by Parcel Post, except that there is no limit to the weight of packages and wooden cases may be used.

It is not necessary so far as the Marine Insurance is concerned to declare a value of more than \$50 per package to the Express Companies, as if full value is declared the Express Company will charge their rate based on the valuation.

NEW YORK

Information as to shipments of furs to London can be obtained from our New York Representative:-

Mr. ALFRED FRASER, 212, Fifth Avenue, New York City.

It is, however, unnecessary for you to advise Mr. Fraser of shipments made direct to us in London.

PAYMENT

Payment will, as a rule, be made by Dollar Cheque from our New York Office.

Should you prefer to be paid by Sterling Draft on London you should inform us of the fact when forwarding your invoice.

SAMPLE OF INVOICE

(Date)

Dear Sirs, C. M. LAMPSON & CO., 64, Queen Street, London, E. C. 4, England.

I have to-day made to you a consignment of FURSKINS, particulars of which are as follows:

Forwarded per

Number of Packages sent forward

Parcel No. contains

Parcel No. contains

Parcel No. contains

Amount of Marine Insurance required \$

Yours truly,

(Signed)

The full name of the Shipper should be given.

The full address to which C. M. Lampson & Co. are to acknowledge receipt of shipments and send proceeds of Sale, etc.

Evidence Regarding Island Fisheries

GIVEN BY MR. W. F. TIDMARSH OF CHARLOTTETOWN BEFORE THE ROYAL COMMISSION.

HALIFAX, N. S., Dec. 2. - The Royal Commission, under the chairmanship of Hon. A. K. MacLean, of the Exchequer Court of Canada, investigating the fisheries of the Maritime Provinces and Quebec, spent a busy day here today, holding three sessions and examining fourteen witnesses.

Tonight's session was largely taken up with the problem of education. Dr. Henry F. Munroe, Superintendent of Education for Nova Scotia, told of unsatisfactory conditions at present existing in the rural schools of the province and outlined his plans for the betterment.

Practically all the boys growing up in the fishing villages left school after completing the sixth grade and the machinery for enforcing attendance had fallen down. The chief aim of the department in the future would be to provide a thorough grounding in the elementary grades, to be supplemented where needed with continuation studies for adult classes.

Education Told Of

Dr. F. H. Sexton, director of technical education for Nova Scotia, told of the education at present available for the fishing population, including courses in navigation, and urged the improvement of the common schools, also short courses in general subjects during the winter months and that technical training be made available in any subjects in which at least ten persons in the community were interested.

Mr. Tidmarsh Gives Evidence

That the lobster fishery was being depleted, and that a Department of Fisheries should be established were two of ten points brought out in the brief presented by W. F. Tidmarsh, of Charlottetown, a director of the Canned Fish Section of the Canadian Manufacturers' Association.

He urged that measures for the enforcement of the regulations covering the lobster fishery be adopted and stated they were "urgently necessary." He suggested that educational propaganda should be instituted at once, and further that sheltered bays should be created as sanctuaries. He deemed that the present regulations should be made statutory, but that the size limit and the restriction of the free movement of the fishermen should not be adopted.

Dealing with the canned lobster question, Mr. Tidmarsh requested the Government should extensively advertise Canadian lobsters both in the United States and the United Kingdom, with a view to increasing the market, and the demand, and that further the Department should assist in trying to raise the standard of the canned lobster.

Finally Mr. Tidmarsh believed that a Department of Fisheries was a necessity.

Extinction Threatened

Referring to the decline of the lobster industry the brief stated: "The rapid decline of the lobster fishery in Canada, especially during the last thirteen years, leads to the conclusion that unless methods of protection are introduced to check the decline and restore the fishery to a condition of normality the commercial extinction of the industry appears to be a question of time only." The brief gave several causes for the decline including illegal fishery and the large increase in the units of production.

Referring to the causes of the decline Mr. Tidmarsh states "It would be difficult to devise legislation which would satisfactorily control all these factors." Legislative enactments that cannot be enforced fail in their purpose. They are a source of irritation not protection. Referring to the size limit Mr. Tidmarsh stated "It could not be enforced" and that in some sections it would be unprofitable for canneries to operate under a size limit. Speaking of the free movement of fishermen the brief goes on "The Association feels that the Commission will recognize the great difficulties involved in such legislation as well as the hardships it would impose on the fishing population."

Certain sections of the Fisheries Act should be repealed, the brief continued, notably Sec. 92, giving the Minister power to permit fines and penalties, and also section 82 of the same act which places the burden for a violation of the act on the fisherman. Mr. Tidmarsh believed the act should be amended to a minimum fine of \$50. These two amendments, the brief believed, would do much to relieve the minister from political interference.

One Cause of Decline

"The Association believes," says another part of the brief "That educational propaganda among the fishermen would be an effective way of eliminating the pernicious habit of washing eggs from the female lobster."

The brief further suggested that certain sheltered bays and estuaries should be taken over for breeding purposes.

The brief dealt with the keen competition the Japanese crab, similar to lobster, was giving the Canadian product, and requested the Government to take a more active interest in the industry, extensively advertise it, and help by rigid enforcing of regulations governing the industry.

Not Strictly Observed

Examined by G. F. Pearson, Commission Counsel, Mr. Tidmarsh said lobsters should not be caught for consumption in July and August. They lacked both flavor and substance during this period, he thought. The closed season in Prince Edward Island was not strictly observed.

Members of the Association were against a size limit on lobsters, and they believed in a minimum fine in cases where landed lobsters are found in a man's possession.

John Smith And His Car

By FREDERICK C. RUSSELL.

John Smith is a character whom every motorist should welcome. He is not selfish, rather he is a motoring martyr, a chap willing and glad to have exploited, in an interesting way, his experiences for the benefit of the other twenty.

How's Your Stopping?

"I want you to see how quickly I can start this motor," Smith beamed one cold morning recently. "That is a good start," I admitted when the engine caught hold. "I guess you have pretty well mastered the art of starting." Now, how about your stopping?

I hastened to explain that I did not have in mind so much the matter of using the brakes as I did other things in connection with bringing the car to a standstill. Many drivers leave their cars the wrong way then they stop and a great deal of mechanical trouble can be attributed to this practice. I told Smith how I once left the car in such a way that when I got in it to start off again the steering gear was damaged. I had parked with the front wheels headed in toward the curb. Starting off natively, and a bit carelessly, I headed the car into a high curb. The front wheels went up and over the curb, landed on a sunken grass plot and badly bent the drag link.

The real mistake, as I told Smith, was in the way the car was stopped. Stopping is an act that requires quite as much attention as starting, but few cars owners seem to realize that fact. "How do you leave the car in the garage at night?" I asked him. "I just leave it in reverse gear," Smith explained. "I think that's a pretty good idea because when I start in the morning I merely press out the clutch and step on the starter. When the engine is well underway I let in the clutch and am all set to back out. This saves the starter because I spare it the work of turning over the clutch and transmission gears, and of course I avoid the job of shifting."

"That's quite true, but perhaps you haven't considered that such an arrangement causes wear on the gears. When you leave the car in gear all night, oil is worked out between those gears which are in mesh. You place a load on these gears when you start off. In Smith's case this wear is a matter to be considered because there is a steep incline for him to climb up backwards before he gets out to the street. In the average case it would not be a serious factor, but I mention it to illustrate that sometimes when an owner is trying to save his car he may be doing the wrong thing. Smith thought that because he was not using the emergency brake, and therefore not keeping it strained all night, he was taking a constructive step.

In trying to evade trouble it frequently takes skill to avoid getting into something else even more harmful. It seldom is necessary to set the brakes or leave the car in gear when garaging it for the night, since most garage floors are level. In a public garage, of course, it usually is best to set the brakes, but I am considering day-in-day-out practices of the owner. It is repetition that makes or mars a car. In parking, the matter of stopping is of considerable importance if the owner has any regard for his car. If he leaves it too close to the machine ahead, and there is space in the rear, the chances are that when he comes back to get it some other car will have crowded in behind, necessitating a great amount of maneuvering to get out of the space.

"Would the people you represent agree to have a tax levied against every case for advertising purposes in order that new markets might be opened?" the Chief Commissioner inquired. "Yes, I think they would. The trouble is, though, the greater number are small canneries and cannot afford any large amounts," Mr. Tidmarsh replied. "There were plenty competition in the sale of canned lobsters, the witness told the Commission, and if the market next season is as it is at present, he predicted a slight decrease in the prices paid to the fishermen. The fisherman, he said, was not getting enough for his work, but even at that he was getting more than the canneries. The canneries paid about \$28 per case for lobsters, he said, and sold them for \$30 as a rule. Thus, he contended, under present circumstances the business was far from profitable.

"How would you make out if you sold them for \$45 or \$50 per case and advertised extensively?" Mr. Justice Maclean inquired. "But we couldn't do it," Mr. Tidmarsh said. "The Japanese crab an excellent substitute, sells around \$24."

"But you should advertise your lobsters as a very superior product. Tell them it is something better," the Chief Commissioner suggested. "I'm afraid you wouldn't make a good salesman," he added.

"Talking Facts." "I'm talking facts, not for effect. If I were selling to you it might be a different story," Mr. Tidmarsh replied. "How many canneries are there anyway?" the Chief Commissioner inquired. "There are 137 in Nova Scotia and 149 in Prince Edward Island."

"Is there any feasible way to eliminate some of them?" "I think conditions will soon eliminate some. That will regulate itself," Mr. Tidmarsh answered.

Outlook for 1928

By W. H. Gocher.

Reports from the preliminary circuit meetings and the returns from the New York sale show that the bulk of the light harness racing in 1928 for big money will be over the eastern tracks. The Orange County Circuit made its announcement in the New York sale catalogue. It showed that Elmira has been substituted for Monroe and that each of the four members of the circuit will give ten races and \$24,000 in purses. This makes the total for the circuit \$96,000.

In the Orange County Circuit the two and three year old trotters will each race for \$3,000. This year Plucky, Miss Eclipse and Florence McGill were the winners of the two year old events. Doane made a sweep in the three year old races. He made a new race record over a half-mile track when he won in 2:07 3/4 from Radium at Endicott. Ruth M. Chenuault was expected to catch him at Monroe and Goshen but failed, while Helter Skelter was placed to him at Middletown.

Next year the aged trotters will take the word in the Orange County Circuit in the 2:26; 2:21; 2:15; 2:11 and free for all classes, while the pacers will as usual pace in the 2:05; 2:10 and 2:15 classes. The leaders this year in the aged events included Jeriza, Kalia, Dolly; Victor Frisco; Bugle Call; Aileen Guy; Bert Abbe; Millie W. and Guesswork. If next year's crop race up to the standard fixed by this group the Orange County Circuit will retain its reputation as the "big four" of the two lap circuits.

All of the members of the Bay State Circuit will be in line in 1928. The campaign will start at Greenfield early in June and follow the usual route to Sturbridge, Norwich, Avon, Windsor, Springfield and Northampton, where the meeting will be held the week prior to Endicott.

So far as has been indicated the purses will be almost on the same scale as in 1927 except at Greenfield and Sturbridge. At these meetings the purses will be raised from \$600 to \$1,000. A definite announcement for the circuit will be given out early in January.

The thirteenth renewal of the Bay State Circuit was from a racing standpoint the best since it was inaugurated. In the colt stakes Plucky; Miss Eclipse and Azure Volo were the best two year old trotters while in the three year old division the North Carolina bred, seen in the Bay State Circuit this year, the Delmarva Circuit this year, the list of winners included Jeriza; Rozeta; Bugle Call; Bee Worthy; Guy Reaper; Bert Abbe; Carolyn Logan; Guesswork; Millie W.; Wayne Hal; Silver Weather; and Billy D., any one of which could make a favorable showing anywhere.

In Maine and the Maritime Provinces the associations are now busy on the programmes for their race meetings and fairs in 1928. The Maine and New Brunswick Circuit, which gives a series of meetings each year prior to the fairs, made a remarkable showing in 1927. The time made in a number of the races by such horses as Bessie McKoy; Ruby P.; Hedgewood K.; Captain Leggett, and Ella Watts was fast enough to attract national attention and gave the public an idea of the class of horse that is required to win in the potato belt.

In this circuit, Houlton, Fredericton, Presque Isle, Woodstock and St. Stephen were the leaders. Carlou dropped out in 1926 but may be back next year. The meetings at those towns and the fairs at Skowhegan; Bangor; Waterville; Lewiston and Topsham attract the best racing material in the Pine Tree state and also prompts many outsiders to ship "down east" and see if they can lower the colors of the racing material which is owned there.

During the past season a number of the local folk and the visitors caught a Tartar when they met the Atlantic Express gelding Luke Bell. He was started against both the trotters and pacers and won, finally dropping his record to 2:06 3/4. This horse was formerly owned in Hartford, Conn., by M. W. Delaney. At that time he had 2:10 speed but would not race kind in large fields. A trip to the New York sale resulted in his transfer to Maine where Frank Fox made him a valuable piece of racing material. He may be soon on the mile tracks next year.

The first week in January the stewards of the Grand Circuit will get together and select the route for the stables which race over the mile tracks. It is reported that Indianapolis has made a bid for the Fourth of July week which was not used this year. It is doubtful if the Hoosiers will be given the date as Cleveland has the right of way and is considering giving two meetings as usual, one of them being the opening week of the circuit and the other in August.

This year the itinerary of the circuit left two open weeks, one of them coming between Kalamazoo and Cleveland and the other between the Indiana State Fair and Lexington. Some time ago it was announced that the Arlington track near Chicago would consider a meeting in connection with a fair at a time when the gallopers were at another point. This would close one gap if the date could be arranged satisfactorily. The present members are Cleveland; Toledo; Kalamazoo; Goshen; Syracuse, Indianapolis; Lexington and Atlanta.

The circuits outlined will carry the racing stables up to the fairs when it is an easy matter for horse owners to secure engagements. In Ohio, Indiana and a number of western states the fairs have of late years been getting under way about the middle of July. The bulk of them, however, open after the middle of August and continue to October, the last stands in New England being at Brockton; Danbury; Topsham and Stafford Springs.

After these meetings those who are still looking for engagements can find plenty of them in the south. The Delmarva Circuit gets under way during the latter part of July and runs to Labor Day week after which the stables are scattered the southern racing was better ed at the fairs in Virginia, and than ever before and from present Carolinas where racing is continuing indications the inducement in the ed until the latter part of November way of purses will be larger in 1928 er. The returns for 1927 show that than ever before.

None of the aged events in New England ever drew a higher class group of performers than were seen in the Bay State Circuit this year. The list of winners included Jeriza; Rozeta; Bugle Call; Bee Worthy; Guy Reaper; Bert Abbe; Carolyn Logan; Guesswork; Millie W.; Wayne Hal; Silver Weather; and Billy D., any one of which could make a favorable showing anywhere.

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