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WEDNESDAY, JUNE 9, 1920

THE FOX INDUSTRY

In this issue we begin the publication of a series of letters from Hon. A. E. Arsenault on the fox industry. These letters are the result of thought and study of the whole situation and are written with a view to point out at home and abroad the possibilities of the industry and, particularly, some of the means which should be adopted in order to derive the most benefit from the business.

The fox industry is essentially a Prince Edward Island one, born and nourished here. It has spread to other provinces and even to foreign countries and now we find ourselves competitors with those whom we started in the business.

We commend these letters to our readers and would strongly advise that they be preserved for future reference. Mr. Arsenault has been and is in close touch with the business, he has a facile pen and he is sufficiently well known both within and without the province to be safely depended upon in anything he undertakes to write or speak about.

THE PATRIOT ISSUES A CHALLENGE

Any consolation the Patriot may find in assuming that there is no indignation in the province not only over the increased taxation but the broken promises of the party whose cause it upholds, it is welcome to. The near future will settle that question.

In its yesterday's issue it throws out the following challenge: "We again challenge the Guardian to show where in the Liberal manifesto issued by Mr. Bell appeared any statement whatever that there would be no increase in taxation."

This is the challenge of the bully and the coward. The Patriot knows, and it was repeatedly told in the House and by the Guardian, that "Mr. Bell's manifesto" was never mentioned at a political meeting during the pre-election campaign, either by Mr. Bell or any of his candidates. It knows that Mr. Bell's manifesto cut no more figure in the election campaign than the well known cartoon "Bringing up Father" did.

THE SUBLIME AND THE RIDICULOUS.

"In these beautiful June days, when the trees are becoming dressed in the glory of their summer foliage," and so on, through three columns of senseless and sentimental gush, mingled with poetry worthy of better association, the Patriot sheds maudlin tears over "the discordant note" that has crept into this June symphony through the Guardian's exposure of the trickery and dastardly conduct of the Bell Government, for which even the Patriot has not a word of defence to offer.

That there is a "discordant note" the Patriot well understands, and not only a "discordant note," but a whole howling chorus of indignation from one end of the province to the other. The "honourable" members of the government who have increased their own salaries by \$1,100 each and provided fat offices for their heeleders throughout the province may find some comfort in gazing through their new found increases at the June glory of the budding trees and the beautiful flowers and all the rest of it, but the question that has been asked the Patriot for weeks past, will not be answered by an idiotic smile at the June flowers. That question is why did Premier Bell deliberately suppress the Auditor's report and the minority report of the Public Accounts Committee which flatly contradicted the financial statements presented to the country and to the legislature and on which they founded the present system of taxation? These are the things the people want to know upon whom this unjustifiable and unpardonable taxation burden is being heaped in order to increase the salaries of government officials and create fat jobs for government heeleders.

An occasional rhapsody on the beauties of June may come in all right from the Patriot when June beauties are in order. At present the glory of the foliage and the flowers is eclipsed by the increase in taxes, by the broken promises and the generally unparalleted conduct of a government which came into power on false pretences and is staying in only until the people can afford the time to gather themselves together and demand their resignation. "Hands off the treasury" is now the slogan throughout the country and the only hope to avert a calamity. Should the present aggregation, with their ideas of the value of promises and of the needs of the province as compared with their own needs for higher salaries be permitted to wallow for the next three years in the revenue they would create with their new taxation only ruin would result.

CURRENT COMMENT

The farmer has been busy with his plough turning up the soil, with harrows crumpling it into smoothness and with drill and diligent hands planting the seed from which, anticipating the harvest of promise, he expects to do his part in feeding the multitudes. In his labors he is not free from perplexity, for times are strenuous and his mind must act in unison with muscle in working out the problems of industry and life.

Not for the meagre things required to keep body and soul together, but to enable him to take that part in our community life which calls upon him for sacrifice and imposes the duty of contribution. If his thoughts run in the right groove, his church, his schools, the public hospitals and charities of the land are fixed charges upon his bounty, and in these things the great majority of our people have always generously responded to the calls of duty.

And the land will need more ploughing and sowing and scratching to raise the stiff sums which the tax gatherer of the Bell Government will be sure to demand. It will be unlike any other of his contributions, in that it will be a contribution enforced by violence after they had by promises and pledges, lured him into the belief that they would protect him from taxations which were denounced as un-needed and outrageous. He may be puzzled to know what extra crop to plant, and harvest and market to satisfy the tax collector. On one thing he need exercise no extra thought; and that is that it will call for the largest quantity that the Government can make it, for the present year, and with the assurance that increasing crops will be required for next year and the years to come, if the present aggregation retain the reins of power.

Saturday's Patriot has rambled from Toronto to Newfoundland, from thence to New Brunswick, and finally to the "Dead Sea" in fruitless search after "red herring" to draw across the track of its pursuers. Fishy arguments of good quality might be procured from its maritime fish grounds if it had

Daily Selections Guardian Readers

"MY NEIGHBOR'S ROSES" The roses red upon my neighbor's vine Are owned by him, but they are also mine, His was the cost, and his the labor, too, But mine as well as his the joy, their loveliness to view. They bloom for me, and are for me as fair As for the man who gives them all his care, Thus I am rich, because a good man grew A rose-clad vine for all his neighbor's view. I know from this that others plant for me, And what they own, my joy may also be; So why be selfish, when so much that's fine Is grown for you, upon your neighbor's vine? —Gruber.

The author of these beautiful verses died recently in New York City. Mr. Gruber was a lawyer who became rich in deeds of kindness and love to his fellow men. At his funeral the crowd was so great that the police were forced to close the doors of the Church. Many of these remembered him for his charities quietly bestowed upon them. Dr. Work, during the solemn service read Mr. Gruber's "My Neighbor's Roses," while standing besides his lifeless body. W. S. LOUSON.

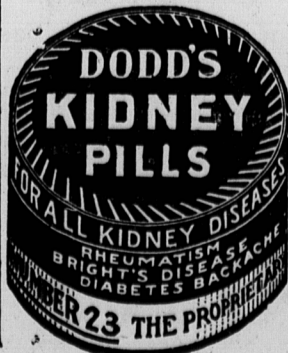
tact to apply them, but it could angle in the "Dead Sea" until it was as dead as the reputation of the Bell Government before it would find any form of piscatorial life. Whether the editor of the Patriot felt any cold chills creeping down his back, when reading those passages which resembled the ghost-like spirits of his own editorials of a life-like picture of a shameful past, the language quoted reflects it as accurately as in a perfect mirror. It was that kind of talk that filled its columns for days and weeks and months.

But has the Patriot nothing better than its Rutchford's Daily arguments to offer in defence of its Government? What has the scurrilous language either of its own selection or of a Newfoundland newspaper got to do with the dereliction of duty of the Government of Prince Edward Island? Does it expect by quoting foreign nonsense to draw the attention of our people away from serious sober issues? If it does it has made a grave mistake. While it knows there is something disconcerting like in country and city against the "government's legislation," it flippantly declares that "so far as we can learn it is being more and more commended." We have no call to answer such nonsense; every man who reads it knows it to be untrue. It hangs its faith again upon the emptiness of the Liberal Manifesto. It might as well refer to a chapter in the Koran, or an excerpt from the Philosophy of Confucius. Both of these had nearly as much relation to the election contest as the discarded Manifesto.

It is the pledges and promises made to the people on the platform and in the press, on the floor of the legislature and in public halls throughout the country, by the whole Liberal contingent, that are pilloried to the public gaze. It is a passage after passage, charge after charge and promise after promise, published day in and day out in the columns of the Patriot, that the people are after. It is not the innocent and innocuous Manifesto, which never did any one any good or harm, but the words and phrases and sentences which were carried to the people to mislead and deceive them, that decency and honor combine to condemn. They admit that they promised to "carry on the public service" with the existing revenue, and discovered otherwise. If then they believe, as the evening organ declares, that the "government enjoys the confidence of the people," WHY NOT SUBMIT THEIR CHANGED POLICY TO THE PEOPLE FOR APPROVAL?

Amongst other things says the Patriot, the "wise expenditure of the peoples' money" will elicit "the general expression of the peoples' satisfaction." Just think of it! "Wise expenditure" by the Bell government. A government that shows an actual deficit of \$57,286.05 in less than four months, and an increase of the public debt to that amount, as compared with a deficit or debt increase by the Conservatives of only \$56,757.23 in almost eight years, should close its mouth forever, and compel its organs also to close down, and to become as dumb as it is in relation to THE SUPPRESSED AUDITORS AND MINORITY REPORT ON THE PUBLIC ACCOUNTS, WHICH DISCLOSE THESE FACTS.

In contradiction of those oft dished out assurances, that the country is contented and wrapt up in commendation of the Government's TAXATION legislation, we have the pronounced call from two large representative meetings calling for resignations, one of them asking His Honour the Lieutenant Governor to dissolve the house. These were not Opposition meetings, but in both the majority were once supporters of the Bell Government. And these were both unanimous in their demands, not one dissenting voice. These resignations, called for by those whose right it is to ask, have not been tendered, and the demand for them has not been withdrawn. And added to these there is the rumblings in the country indicative of a political earthquake, against which the puny hand of the Patriot, and subtleties of the Government will not prevail.



CO-OPERATION IN FUR FARMING

Sir:—In the series of letters which I am sending in for publication on the Silver Fox Fur Selling Association, I propose to put forth a number of arguments to show that it is absolutely necessary for the Fox Ranchers of this Province to organize and cooperate if they want to assure the future of the fox-ranching industry.

For many of these arguments I do not claim credit or originality, most of them are taken from the publications of similar organizations to that which we are inaugurating here. Among them "The California Associated Raising Company" and "The Prune and Apricot Growers of California." Although both of these organizations have only a few years existence, the magnificent success that has crowned their efforts should be a lesson to us and encourage us to similar efforts.

I invite all those who are interested in Fox Ranching to follow these letters, and if they do, I feel satisfied that if they are not already convinced they will become converted to the idea of co-operation in one of the Island resources.

In presenting the bill for incorporation of "The Silver Fox Selling Association of P. E. I." in the Legislature, I said that the future success of the Fox Ranching Industry depended on three things, namely:—

- 1. Co-operation with a view of controlling the output of Silver Fox Fur.
2. The proper grading of such fur with a view of marketing as Prince Edward Island Fox only the better quality of such fur.
3. Advertising the Silver Fox Fur through the best class of ash-ton Journals and magazines, to create a greater demand for fox furs, especially the Prince Edward Island article.

Readers will kindly keep these in mind whilst reading this and future articles on this subject. In the present article I will now proceed to give a short history of "The California Associated Raising Company" and its history is that of all similar organizations.

This Company which came into existence in 1912 was organized because past history had convinced the raisin growers of California that the industry could never become stabilized or profitable through individual efforts. The first attempt at organization took place in 1892 but just as our effort in 1914, it came to naught through lack of proper support and for want of necessary capital. During most of the twenty years that elapsed from that time until 1912 the growers sold as individuals to the packers. As long as the growers sold in this way a stable market was impossible. Speculation by packers and eastern brokers caused prices to fluctuate every season. If the growers attempted to sell, as they generally did, when a fair price was offered, the bottom fell out of the market altogether.

There were hundreds of raisin brands but no brands big enough to be nationally advertised. No packer or grower could undertake an advertising campaign single handed. Little attempt was made at standardizing so that the consumer as a rule could not tell what he was getting.

After repeated unsuccessful attempts at organization, leaders in co-operative movements had become convinced that no plant to or-

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ganize the growers could succeed without a real paid in cash capital. Accordingly in 1912 leading Fresno business men and vineyardists started what was then known as the "Million Dollar Company." I need not go into the details of the system followed, suffice to say that it was much along the lines which it is proposed to follow in organizing The Silver Fox Fur Selling Association.

At that time raisins were selling at 1 3/4 to 2 cents per pound with few purchasers at that price. The crop in that year was 85,000 tons, 25,000 of which was marketed through the organization and 60,000 tons outside of the organization. The average price paid by the Raisin Company was \$60 per ton, average price by outside buyers \$45.

It is interesting to note that the 1917 crop was 163,000 tons, 124,000 of which was handled by the Raisin Company and only 39,000 by outside purchasers, and the average net price to the grower was \$112 per ton, the effect being that not only was the quantity of raisins produced doubled but the prices was also nearly doubled. The crop and price of 1918 showed a like remarkable result.

Another important factor has been the improved quality of the product. Through standardization and careful and intelligent handling the quality of the pack has been greatly improved.

The growers also co-operated, through more care in the cultivation, in the harvesting and curing the fruit.

It was early realized that extensive advertising was necessary to take care of the increasing production. The need of a nationally known brand was also apparent, hence the "Sun-Maid" brand of raisins so well known in this Province.

A big eastern advertising firm was engaged to supervise a National advertising campaign. Advertisements were inserted in the Saturday Evening Post, the Ladies Home Journal and other nationally circulated publications.

The results were more than had been hoped for. The Company now spends annually large sums amounting to more than \$200,000 per year for advertising and so far the demand has been keeping pace with the production.

In my next article I will continue the subject along other lines. I advise readers to save these articles as they will want to read them again when I have finished the series.

I am Sir, etc. A. E. ARSENAULT. 9560.

RATTRAY'S LA MARITANA 10c Straight. A Pleasing Smoke—Rich and Mellow

THE PUBLIC FORUM This column is open for the discussion by correspondents of questions of interest. The Charlottetown Guardian does not necessarily endorse the opinions expressed by its correspondents

Viewing It Sensibly. Sir—"The Teachers Case" as it appeared in your issue of May 17th appears to have aroused the ire of "Teacher" from East Kings, and "Don Marx"; why, I don't know, unless the irony used was so good that they have not caught on.

First, the writer classed our teachers as a lot of "vipers," and then went on to say, "we show our confidence in them by entrusting them with the care of our children." That alone should have shown that the writer was not in earnest when he referred to the teachers as "vipers" for if such was the case, would we parents entrust our children with them? I should say not.

To make the letter so as not to deceive the public he stated that the teacher was paid 55.278 cents per hour for their work, and to make the thing more absurd on the face of it, he gave the hours of service that the teacher worked each day, week, month and year, counting the actual hours that school is supposed to sit, and, no doubt purposely, omitting the time the teacher has to remain after school hours to assist some of the more backward pupils who either cannot, or will not, learn their lessons at home, the time spent in setting and correcting examination papers at home, revising the particular subjects being taught at the time, and reading up current events, so as to impart to their scholars the important events that are taking place from day to day; for, while ancient history is taught and may be necessary, current history to my mind is of far more importance and every teacher should take a few minutes each day and impart what he or she has learned of important things that happen throughout the world. Any good teacher should not stick to text books that they know to be wrong. For instance they would not teach children that Alsace-

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