

SECOND ANNUAL REPORT OF THE FUR SALES BOARD OF THE SILVER BLACK FOX BREEDERS ASSOCIATION OF P. E. ISLAND

On the January sale in London we obtained the highest price of \$75. In the April sale we again realized the highest price for our skins and secured \$100.

POINTS LEARNED

One thing that the Fox Breeders' Sales Board of this Province will eventually have to learn is classification, grading, valuation and preparing their skins to market.

Some people will aim to tell you that there is no standard of value to Silver Fox skins; but if you will approach the market with all classifications and grades, you will not be offering your product for sale very long before you will absolutely come to one conclusion, and that is that there exists a standard for every skin that you may offer.

After showing our skins to some of the very best furriers of America, we found one of the greatest objections to be a brown or tinged appearance. This you cannot help but notice when you are making co-operative valuations of skins that one would think all looked alike.

To prove the effects of the sun as regards the fading of skins; they cited the fact that the best sable skins that are admired on account of their darkness of color, come from the darkest forests of Russia.

Another objection that we met with was the noticeable number of skins that were weak in guard fur, or as it might be better described, the guard fur was thin.

There is no doubt that if we will breed and select a high class article of Silver Fox that the trade will take it up in large quantities at satisfactory prices.

One thing the Sales Board has accomplished this season and that was to overcome the impression that the raw fur dealers had against farm foxes, as they invariably used to state that the farm fox is not equal in quality to the wild.

As already stated we received excellent support last year. We, the fox breeders, have now the opportunity to control the world's supply of high grade Silver Foxes.

The present time presents more than ever the unprecedented opportunity for sticking together. This is the time for common council to reign, and the downing forever of personal and local prejudices.

Co-operation at home of fox breeders, and the establishment abroad of proper marketing and handling of our products, will lay the foundation for one of the best revenue producers of our province.

Can you estimate the advantages you will gain by having your own co-operative marketing facilities abroad to advise you breeders at home rather than having to depend entirely upon the information of the trader?

There is perhaps a tendency in this country to depend too much on the aid of Government support. This industry does not need it, if the men who are engaged will put their shoulders to the wheel and help.

We hope and trust that the co-operation and assistance of the different fox breeders of this province will be brought to that high standard of perfection that will enable the Fur Sales Board to work out what will be to the best interests of everyone in the industry.

In conclusion we are going to cite some instances of trading that were brought to our notice, and also reiterate some of the things that we met with.

We received the hearty co-operation of our best business men and ranchers. We learned many facts about our product from a fur standpoint that will benefit us collectively and individually.

We have not said much about the quality of the skins sold. The prices obtained for skins will tell you the quality and the condition of the skins.

(Continued on page eight)

To E. R. Brow, Esq., President of the Silver Black Fox Breeders' Association of Prince Edward Island.

We, the undersigned members of the Fur Sales Board, submit to you the following report: The Board was organized under the auspices of the Silver Black Fox Breeders' Association of Prince Edward Island, in November, 1915.

The aims and objects of this Board are well known to all; but the chief object is co-operation and the arranging of permanent marketing facilities of the Silver Fox skins of our great industry.

The Fur Sales Board is a pioneer in its chosen field, the only one of its kind, the only kind of its class, and one of the highest classes in the fur trade.

The Board started its second year's work in July, 1916, with the idea in view of getting co-operation among the fox breeders in the sale of their silver fox skins.

The Board started out to gather information re methods of marketing, classification, grades and prices of goods, previously sold on the different markets.

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The large ranchers and individual breeders gave their full support, and when January 1st, 1917, came around, we had a collection of Silvers, Crosses, Reds and other furs, the largest this province had ever seen together at one time.

On our arrival in New York about January 20th, we found conditions in a very different state from what we had anticipated.

The erroneous idea, that had been created by the clandestine sellers who were on the market early in January, that many thousands of skins would be offered from Prince Edward Island, had a depressing effect on the trade.

With these conditions we thought it would be most unwise to offer all our skins at one time, and we therefore distributed them to the best advantage possible on the different markets.

Under a previous part of our report we mentioned that we had secured 85 per cent. of the total take-offs of skins of Prince Edward Island.

It must, however, be borne in mind that the collection this season was not by any means representative of the high quality of the fur we are capable of producing, as all the ranches adopted a weeding-out process of the breeding stock, and hence a large percentage of our skins were from the poorer classes from each ranch.

Our sales to date are over \$150,000, and we have still to sell about \$75,000 to \$80,000 worth more. Quite a number of the remaining skins to be sold are of a good average quality.

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WANTED A TEACHER FOR PARK Corner School. Supplement \$65.00. Apply to John Stewart, Sec., French River. 1382-7-4M6ipd.

TEACHER WANTED FOR LITTLE Pond School. Supplement voted, \$25. A. D. McDonald, Secy. 1403-7-4M4ipd.

TEACHER WANTED FOR POWNAL School Supplement \$50.00. Apply, A. A. Moore, Secy, R. E. No. 1, Charlottetown. 1475-7-7M3i.

TEACHER WANTED FOR ST. Charles School. Supplement \$15.00. Arthur Cahill, Secretary. 1478-7-7M3ipd.

TEACHER WANTED—SECOND class teacher for Bonshaw School. Supplement \$50. Apply John McManus, Secy. Trustees. 1485-7-7M3i.

TEACHER WANTED FOR YORK School, first class. Supplement \$75.00. Midsummer vacation. Secy. Amos West. 1488-7-7M3i.

WANTED—FOR PORT HILL School District, No. 4. Prince Co., a first or second class male teacher. Supplement \$55. Archibald Ellis, Secretary. 1322-7-6M4ipd.

WANTED—TEACHER FOR PRIM- ary department, Georgetown High School. Liberal supplement. Apply to T. E. Morrissy, Secy Trustees. 1474-7-7M3i.

TEACHER WANTED FOR CROSS Roads School, No. 155, first or second class. Supplement \$30.00. W. H. Lane, Secy of Trustees, Southport. 1468-7-7M6ipd.

WANTED—SECOND CLASS TEACHER for Anglo Rustico School. Supplement \$40.00. J. H. Buntain, Secretary, Rustico, P. E. I. 1385-7-4M6i.

WANTED A SECOND CLASS TEACHER for St. Patrick's Road School. Supplement \$25. Midsummer vacation. Francis P. Trainor, Secy. 1443-7-6M2ipd.

EXPERIENCED TEACHER WANTED for Cavendish School. Female preferred. Supplement \$50.00. E. C. Webb, Secy., R. R. No. 1, Bay View. 1381-7-3M6ipd.

WANTED SECOND CLASS TEACHER for East Royalty School. Supplement \$45. Apply to Wallace Wheatley, Secretary, East Royalty. 1438-7-6Mtf.

TEACHER WANTED FOR BELLE River School, No. 136. Supplement \$50.00, male preferred. Apply to A. N. McLean, Secy of Trustees, Belle River, P. E. I. 1422-7-5M6ipd.

TEACHER WANTED FOR IRMA School No. 61. First or second class. Male preferred. Supplement \$35.00. Apply at once to A. G. Crawford, Secretary, Carleton. 1372-7-2M6ipd.

WANTED—FOR MOUNT MARY School, Morell, principal and assistant, male preferred for principal. Supplement \$50 and \$40. Midsummer vacation. H. D. McQueen, Secy, Morell. 1401-7-4M6i.

WANTED—A FIRST OR SECOND class teacher, male preferred, for Birch Hill school, District No. 3, Prince County supplement \$50.00. Apply to Cyril E. Doble, Sec., Northam R.R. 1445-7-6M4ipd.

TWO HUNDRED TEACHERS WANTED for Saskatchewan and Alberta schools opening in August. Salaries \$720 to \$1000. Splendid locations. Apply stating qualifications to Canadian Teachers Agency, Regina, for Saskatchewan schools, and Beveridge Building, Calgary, for Alberta positions. 498-6-16M2pos.

WANTED—A SECOND CLASS TEACHER for Elliotvale School. Supplement sixty dollars \$60.00. Spring and fall vacation. Jas. Gillis, Secretary. 1464-7-7M3ipd.

WANTED—SECOND CLASS teacher for Millburn School district, No. 17. Supplement \$25.00. Spring and fall vacation. John Pyke, Secretary. 1456-7-7M6ipd.

TEACHER WANTED FOR WILMOT Valley school district, No. 71, a first or second class teacher. Supplement fifty dollars (\$50.00). Midsummer vacation. Protestant preferred. Ed. C. Casely, Secy Trustees. 1477-7-7M2ipd.

TEACHER WANTED FOR ALEX- andra School. A supplement of seventy-five dollars will be given to an experienced, and fifty dollars to an inexperienced teacher. Apply to Layton McCabe, Secretary, R. R. 1, Alexandra. 1455-7-7M6i.

AGENTS WANTED

WHEN ORDERING GOODS BY MAIL send a Dominion Express Money Order. 1458-7-7M6i.

ORGANIZATION WITHOUT REM- ington Typewriters is like guns without ammunition—simply useless. A. Milne Fraser, Halifax, N. S. 1457.

PORTRAIT AGENTS WANTED— Send for catalogue, prints solar and bromide. Finished portraits, convex or flat, frames, glasses and all supplies. Merchants' Portrait Co., Toronto. 1431-7-5M6i.

AGENTS WANTED FOR PRINCE Edward Island, to represent "Canada's Greatest Nurseries." Large list of hardy Fruit and Ornamental stock, start at once, experience unnecessary, liberal commissions, handsome outfit free. French and English printed matters. Send for well illustrated catalogue. Stone and Wellington, Toronto. 891-6-8M2E2os.

TO LET.

TO LET—A LARGE FRONT ROOM. Apply 93 King St. 1225-7-3M6ipd.

TO LET—A FURNISHED ROOM without board, Phone 236 J. 849-6-6Mtf.

MISCELLANEOUS.

AUTO FOR HIRE.—CHAUFFEUR, Camille F. Arsenault, Phone 175-J. Garage 133 Kent St. 1370-7-2Mtf.

WILL THE PARTY WHO TOOK the roller from the grounds of St. James' Church, kindly return same and avoid trouble. 1491-7-7Mtf.

CUT THIS OUT FOR LUCK. SEND birthday and 10 cents for horoscope of your entire life. Prof. Raphael, 499 Lexington avenue, New York. 8089-4-14MSat10ipd.

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LOST—LAST TUESDAY BETWEEN Kent Street and road to Kappooch, a stout walking stick with large ivory knob. Finder leave at 163 Kent St. and receive reward. 6-29Mtf.

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YOUNG MAN WANTED FOR SAL- es Staff of International Corre- spondence Schools. Age 18 to 22 years. Good general education required. Splendid opportunity for smart young man. Apply to F. Cann, Box 546, New Glasgow, or Revere Hotel, Charlottetown, Saturday. 1449-7-6M3ipd.

WANTED.

WANTED—BY A YOUNG LADY, board in private family. Apply at Guardian Office. 1429-7-5Mtf.

WANTED—SECOND-HAND TENT. Apply, Turner & Holman, Ltd. 1295-6-28Mtf.

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HELP WANTED—FE- MALE.

HOUSEKEEPER WANTED BY W. C. Lawson, Alberton. 1426-7-4M3i.

WANTED—A HOUSEMAID. Apply Mrs. A. E. Duff, North River Rd. 1481-7-7M3i.

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WANTED—SECOND COOK AT Dalton Sanatorium. Wages good. Chance for advancement if satisfac- tion is given. Apply in person or write to Superintendent. 1374-7-2M6i.

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FOR SALE.

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