

Central Guardian

MAKE YOUR Exhibition entries now, room 7, Provincial Building, 6941-8-7-31

STILL GOING STRONG - And even stronger. Yesterday's sales record all past records at McLaine's Service Station - The Yellow Pumps - J. Bolger, proprietor.

BOXING AT NEW ANNAN - Harry Easter (140 lbs.) of Indian River, will be matched with one of the Loupiche brothers or Stanley Steele.

LIVE STOCK for the Provincial Exhibition from points East and West shipped Monday morning, August 20th, will be admitted to the grounds on the arrival of trains.

ROBERT WEEKS AT NEW ANNAN - Don't miss seeing and hearing the popular and artistic Bobby Weeks dancing and violin playing at New Annan races.

POLICE COURT - At the Police Court yesterday morning a prohibition case was dismissed. Two autoists for neglecting to stop at an intersection were each fined \$2.00 and costs. A party charged with stealing coal from a local coal dealer was given thirty days in jail.

DON'T DELAY in making your exhibition entries. 6941-8-7-31

FUNERAL YESTERDAY - The funeral of the late Mrs. Annie Wilson Larter took place yesterday from her late residence to Saint Dunstan's Cathedral, thence to the Roman Catholic cemetery. Service at the church and grave was conducted by Rev. Father McCarthy.

FUNERAL OF MRS. BRUCE STEWART - The funeral took place yesterday afternoon from her late residence Water Street. Rev. Ross C. Eaton conducted the funeral service, assisted by Rev. John Turner and Rev. Mr. Purdie.

PERSONALS - Mrs. Howard Perry and two children, Miss Elita and Master Edwin, St. Eleanor's, spent the past week in the city visiting friends.

Ex-Mayor W. K. Murray and Mrs. Murray of Truro, N. S., are the guests of their son, W. K., Jr., and Mrs. Murray, Upper Hillsboro St.

Rev. P. J. MacLellan, S. J., of St. Ignatius Rectory, Winnipeg, Manitoba, leaves this morning on return after spending a pleasant holiday visiting his mother at St. Georges, and renewing old acquaintances throughout the Island.

Mr. John E. Sinclair, M. P., left yesterday for Ottawa. He was accompanied as far as Moncton by Mr. R. H. Jenkins, M. P. The mission of both these gentlemen is in connection with the speeding up of the work of the construction of the new potato warehouse on the railway wharf.

The Provincial Tennis Championship tournament will be held at the Charlottetown Tennis Club grounds beginning Saturday next, Aug. 11th. Charlottetown entries will be received at the club house, Victoria Park, outside entries may be addressed to Secretary of the Provincial Association, Box 356 Charlottetown.

The funeral of the late Mrs. Annie Wilson Larter took place yesterday from her late residence to Saint Dunstan's Cathedral, thence to the Roman Catholic cemetery. Service at the church and grave was conducted by Rev. Father McCarthy.

Rev. Mr. Eaton paid the following tribute to Mrs. Stewart: "Today we are confronted with the long list of our highly respected and loved friends who have heard the call of God and have gone to their eternal reward. Today again we come to pay our last respects and bring our silent tributes of love and to impart if possible some little measure of sympathy to those who are most sorely grieved."

Following are the floral tributes and Mass Cards received: Crescent Family; spray, Mrs. Aubrey Larter and family; spray, Mr. and Mrs. Arthur Larter; spray, Willard McTague; Cross, Miss Hazel Larter; Bouquet, Mrs. Stairs; Bouquet, Mrs. R. McDonald; Bouquet, Mr. and Mrs. Thomas White; Bouquet, Mr. and Mrs. Allan McInnis.

Mass Cards - Mr. and Mrs. William Weatherlie; Mr. and Mrs. William DeCoste, Sr.; Mr. and Mrs. Emmet Hagan and family; Spiritual Offerings, Mr. John Byers, Miss Nora McAleer, Mrs. John Byers, Mr. and Mrs. Duncan Livingston, Mr. Edgar Vessey; Spiritual Bouquets - Mr. and Mrs. Jas. Cullen and Viola, Mr. and Mrs. Wilfred Cullen, Mr. and Mrs. William Howatt.

Chairman Wilfred and Fellow Rotarians: - There are two Rotarians whom you must hold responsible for forcing you to listen to my rambling remarks today. One is our Chairman, because last week he informed me that he was not responsible for the program and to get busy. This I did, and had a most unusual program prepared and then - Jim had to spoil it all by stating at the last meeting that the first name appearing on the program was not the speaker's name.

And it is in that faith and hope that we lay aside our beloved dead and sorrow not as those who have no hope. Yesterday it was dark and cloudy and rainy and unpleasant. The skies were lowering and depressing. We saw the sun only through a thick mist and fog and then only darkly. But today the sun is shining and all is bright and fair. On the path of eternity we shall look back to earth's yesterday which was full of darkness and fears and mysteries. But on that day the Sun of God's face will shine upon us, the light of His fuller truth will break in upon our minds and we shall see the glory even in the cloud which had the golden lining.

Ever since the world began the Sun has been always shining. His face very often we could not see. And we grieved at his inconstancy. But the clouds were really to blame, not he. For beyond them he was shining.

And so beyond life's darkest cloud, God's love is always shining. We hide His face with our foolish fears. And bathe our eyes with our bitter tears. But in time the atmosphere always clears.

For God's love is always shining. We are unwilling to accept delivery in the Fall months. The result is that when potatoes are landed at Southern ports, they must be put in storage warehouses until planting time, at our risk, and the storage and handling charges for our account. Two kinds of storage warehouses are used - refrigerated and non-refrigerated or cold storage.

soundness of this policy and the company's decision to concentrate on the sale and distribution of the Island product is strikingly illustrated by the fact that since 1922 it has increased its yearly certified seed business from about 25,000 sacks to over 200,000 sacks. Each year has witnessed a substantial increase in volume over the preceding year and the management feels it is not extravagant to say that barring unforeseen difficulties, such as lowering of the present high standard of quality or an unsurmountable tariff barrier, the volume will continue to increase.

It was a fortunate circumstance that brought the P. E. I. Potato Growers Association and the Southgate Produce Co. together in 1922. The former was in a position of needing an efficient organization to find markets for its rapidly increasing production. The latter, through its associate companies, had terminal facilities, and steamship connections of long standing, ample financial resources to undertake the business in a large way and was recognized as an organization with contacts in all of the consuming markets in the Southern States. It was, therefore, a comparatively easy matter for such an organization to secure an immediate, wide distribution of P. E. I. potatoes.

You can readily see as stated above, that so long as we maintain our high standard which in a large measure is due to the efficient work of Mr. Peppin, chief inspector for this province and his staff, and the tariff which we now have to face is decreased, there is a splendid future in sight. But let me emphasize again - everything depends on quality. By keeping the quality up I feel that the American farmer will continue to want to buy certified seed for foundation stock. I could not point out close without pointing out the phenomenal growth and development which the potato business, particularly seed has had in this and I might ask what the explanation of this phenomenal development? Superior Soil and Climatic Conditions. Yes. More painstaking care in cultivation, elimination of disease and grading? Yes. But surely, you will ask, this could not have happened of its own accord and without someone to lead the business in a steady and judicious amount of energy and intelligent thought - who is responsible for this wonderful accomplishment? J. W. Boulter, Secretary of the Prince Edward Island Potato Growers Association, also Deputy Minister of Agriculture in Prince Edward Island, is the man to whom most of the credit is due.

I trust Mr. Chairman, that the day is not far distant when the letters P. E. I. will not only stand for Prince Edward Island but for Potatoes Every Inch and Potatoes Every Inch, provided we give the markets of the world, what they want, and how they want it, and when they want it, but for Prosperity Every Inch.

A bad situation existed in the Southern States this past Summer which has resulted in the producer getting very low prices. This was due, not to over-production, but on account of several states throwing the stock on the market at the same time, when under ordinary conditions each state markets its crop at a time when the state to the South is about to finish and before the state on the North of it has started. I would like to be pardoned for making a few references to the Company, which I have the honor to represent in this country. The Southgate Produce Co., is a subsidiary of the Southern States Potato Co. The latter company has an unbroken record of 36 years of existence, having been organized in 1892. Its business extends to all parts of the United States. It covers intensively the Southern States. The Southgate Produce Co. specializes in Potatoes and since 1922 has handled Prince Edward Island Certified Seed exclusively. It has been the policy of both parent and subsidiary company to find products of outstanding merit and enter into exclusive territory contracts with the producers. Most of these agency contracts have extended over a long period of time - some for the entire 36 years of the Company's existence. Our company was influenced in seeking an exclusive agency contract with the P. E. I. Potato Growers Association as a result of a conviction that potatoes for seed purposes are nowhere produced as diseased free as in Prince Edward Island or more in keeping with the present exacting demand of commercial potato producers. The

non-refrigerated or cold storage and dry storage. Potatoes for planting in February, March and April are placed in refrigerator warehouses where they are held at 36 degrees temperature to delay germination. Those which are to be planted in January are stored in non-refrigerator warehouses. However, potatoes so stored must be handled with great care, and only after five years of experimenting have we perfected what we regard as a satisfactory and dependable method of storage.

The potatoes are piled on 4 x 4 dunnage, 4 sacks high, with at least two feet of air space between each row. Each warehouse will accommodate about 10,000 sacks. The warehouses are made practically air tight and are darkened by hanging black and opaque papers over the windows. The doors are opened at night, thus giving the potatoes the benefit of the colder night temperature. At day break the doors are closed. The result is that the interior temperature is held at a lower degree during the day than the exterior temperature. The importance of this will be recognized when you realize that in the Southern States the midday temperature often reaches 65 degrees. The problem of non-refrigerated storage is, therefore, one of holding the germination rather than of protecting the potatoes against freezing, and it is rarely ever necessary to use heat.

Most of the potatoes are stored in Norfolk, this being the center of the potato industry in the South. At Charlottetown, S. C. and Savannah, Ga., on account of inadequate cold storage facilities, and inability to carry the potatoes satisfactorily in non-refrigerated warehouses, due to relatively high temperatures, the growers insist upon arrival being delayed until the middle or latter part of January.

It can therefore be readily seen the great need of having a late shipping port such as Georgetown to take care of business in the far South and as this business develops the absolute need of further development of the shipping facilities that this port is open as late as Georgetown and we all hope that by the shipping season of 1928 this will have been provided. At planting time our shipping force is taxed to the utmost in making deliveries. Shipments are made in lots of 5 sacks and upward. A dealer at an interior point who has purchased 1,000 sacks will give us instructions to ship the potatoes direct to his customers. It is not uncommon to split the 1,000 sacks into 100 individual deliveries or shipments, some by rail, some by boat and others by motor truck. The distribution is spread over a great many states and last season included the following: Maryland, Virginia, West Virginia, Ohio, North Carolina, South Carolina, Tennessee, Alabama, Florida, and the entire area of the South is not equipped like our farmers are with storage facilities on their farms, and consequently the stock he buys must be stored for him until such time as he requires it. This, therefore, means tremendous storage space and this can only be provided at ocean ports such as Norfolk, and this explains why we must have a water movement from here. Even by using steamers, to the cost of this must be added the rail haul from the farmers' landing stations to the sea. In addition, there must be added the assembling charges at Charlottetown, Georgetown and Summerside as well as the American duty referred to above plus storage charges at Southern points such as Norfolk, which when cold storage is used amounts to 45c per sack plus wharfage both inbound and outbound plus rail freight from Norfolk to interior points which is anywhere from 40c to 55c per sack. To all of the above must be added also, or should be added, Marine Insurance, Bank charges and inland freights during the period of storage. It can, therefore, be readily seen that Island shippers are placed at a great disadvantage even when we use a water movement. Another reason might be given which is that the planting of Irish potatoes in the Southern States begins in January and continues until April. Due to weather conditions which makes it almost impossible to ship any appreciable part of the P. E. I. crops later than December, it is necessary to transfer potatoes from P. E. I. storage warehouses during October, November and December, and were the large quantity which now moves by water to be moved by rail, we all of us know that the existing rail facilities, including the much discussed Perry, would not be capable of handling so large a quantity. This condition places upon our company a tremendous responsibility because the farmers in the South are not accustomed to receiving, in fact, with a few exceptions as mentioned above, are unwilling to accept delivery in the Fall months. The result is that when potatoes are landed at Southern ports, they must be put in storage warehouses until planting time, at our risk, and the storage and handling charges for our account. Two kinds of storage warehouses are used - refrigerated and non-refrigerated or cold storage.

soundness of this policy and the company's decision to concentrate on the sale and distribution of the Island product is strikingly illustrated by the fact that since 1922 it has increased its yearly certified seed business from about 25,000 sacks to over 200,000 sacks. Each year has witnessed a substantial increase in volume over the preceding year and the management feels it is not extravagant to say that barring unforeseen difficulties, such as lowering of the present high standard of quality or an unsurmountable tariff barrier, the volume will continue to increase.

It was a fortunate circumstance that brought the P. E. I. Potato Growers Association and the Southgate Produce Co. together in 1922. The former was in a position of needing an efficient organization to find markets for its rapidly increasing production. The latter, through its associate companies, had terminal facilities, and steamship connections of long standing, ample financial resources to undertake the business in a large way and was recognized as an organization with contacts in all of the consuming markets in the Southern States. It was, therefore, a comparatively easy matter for such an organization to secure an immediate, wide distribution of P. E. I. potatoes.

You can readily see as stated above, that so long as we maintain our high standard which in a large measure is due to the efficient work of Mr. Peppin, chief inspector for this province and his staff, and the tariff which we now have to face is decreased, there is a splendid future in sight. But let me emphasize again - everything depends on quality. By keeping the quality up I feel that the American farmer will continue to want to buy certified seed for foundation stock. I could not point out close without pointing out the phenomenal growth and development which the potato business, particularly seed has had in this and I might ask what the explanation of this phenomenal development? Superior Soil and Climatic Conditions. Yes. More painstaking care in cultivation, elimination of disease and grading? Yes. But surely, you will ask, this could not have happened of its own accord and without someone to lead the business in a steady and judicious amount of energy and intelligent thought - who is responsible for this wonderful accomplishment? J. W. Boulter, Secretary of the Prince Edward Island Potato Growers Association, also Deputy Minister of Agriculture in Prince Edward Island, is the man to whom most of the credit is due.

I trust Mr. Chairman, that the day is not far distant when the letters P. E. I. will not only stand for Prince Edward Island but for Potatoes Every Inch and Potatoes Every Inch, provided we give the markets of the world, what they want, and how they want it, and when they want it, but for Prosperity Every Inch.

A bad situation existed in the Southern States this past Summer which has resulted in the producer getting very low prices. This was due, not to over-production, but on account of several states throwing the stock on the market at the same time, when under ordinary conditions each state markets its crop at a time when the state to the South is about to finish and before the state on the North of it has started. I would like to be pardoned for making a few references to the Company, which I have the honor to represent in this country. The Southgate Produce Co., is a subsidiary of the Southern States Potato Co. The latter company has an unbroken record of 36 years of existence, having been organized in 1892. Its business extends to all parts of the United States. It covers intensively the Southern States. The Southgate Produce Co. specializes in Potatoes and since 1922 has handled Prince Edward Island Certified Seed exclusively. It has been the policy of both parent and subsidiary company to find products of outstanding merit and enter into exclusive territory contracts with the producers. Most of these agency contracts have extended over a long period of time - some for the entire 36 years of the Company's existence. Our company was influenced in seeking an exclusive agency contract with the P. E. I. Potato Growers Association as a result of a conviction that potatoes for seed purposes are nowhere produced as diseased free as in Prince Edward Island or more in keeping with the present exacting demand of commercial potato producers. The

non-refrigerated or cold storage and dry storage. Potatoes for planting in February, March and April are placed in refrigerator warehouses where they are held at 36 degrees temperature to delay germination. Those which are to be planted in January are stored in non-refrigerator warehouses. However, potatoes so stored must be handled with great care, and only after five years of experimenting have we perfected what we regard as a satisfactory and dependable method of storage.

The potatoes are piled on 4 x 4 dunnage, 4 sacks high, with at least two feet of air space between each row. Each warehouse will accommodate about 10,000 sacks. The warehouses are made practically air tight and are darkened by hanging black and opaque papers over the windows. The doors are opened at night, thus giving the potatoes the benefit of the colder night temperature. At day break the doors are closed. The result is that the interior temperature is held at a lower degree during the day than the exterior temperature. The importance of this will be recognized when you realize that in the Southern States the midday temperature often reaches 65 degrees. The problem of non-refrigerated storage is, therefore, one of holding the germination rather than of protecting the potatoes against freezing, and it is rarely ever necessary to use heat.

Most of the potatoes are stored in Norfolk, this being the center of the potato industry in the South. At Charlottetown, S. C. and Savannah, Ga., on account of inadequate cold storage facilities, and inability to carry the potatoes satisfactorily in non-refrigerated warehouses, due to relatively high temperatures, the growers insist upon arrival being delayed until the middle or latter part of January.

It can therefore be readily seen the great need of having a late shipping port such as Georgetown to take care of business in the far South and as this business develops the absolute need of further development of the shipping facilities that this port is open as late as Georgetown and we all hope that by the shipping season of 1928 this will have been provided. At planting time our shipping force is taxed to the utmost in making deliveries. Shipments are made in lots of 5 sacks and upward. A dealer at an interior point who has purchased 1,000 sacks will give us instructions to ship the potatoes direct to his customers. It is not uncommon to split the 1,000 sacks into 100 individual deliveries or shipments, some by rail, some by boat and others by motor truck. The distribution is spread over a great many states and last season included the following: Maryland, Virginia, West Virginia, Ohio, North Carolina, South Carolina, Tennessee, Alabama, Florida, and the entire area of the South is not equipped like our farmers are with storage facilities on their farms, and consequently the stock he buys must be stored for him until such time as he requires it. This, therefore, means tremendous storage space and this can only be provided at ocean ports such as Norfolk, and this explains why we must have a water movement from here. Even by using steamers, to the cost of this must be added the rail haul from the farmers' landing stations to the sea. In addition, there must be added the assembling charges at Charlottetown, Georgetown and Summerside as well as the American duty referred to above plus storage charges at Southern points such as Norfolk, which when cold storage is used amounts to 45c per sack plus wharfage both inbound and outbound plus rail freight from Norfolk to interior points which is anywhere from 40c to 55c per sack. To all of the above must be added also, or should be added, Marine Insurance, Bank charges and inland freights during the period of storage. It can, therefore, be readily seen that Island shippers are placed at a great disadvantage even when we use a water movement. Another reason might be given which is that the planting of Irish potatoes in the Southern States begins in January and continues until April. Due to weather conditions which makes it almost impossible to ship any appreciable part of the P. E. I. crops later than December, it is necessary to transfer potatoes from P. E. I. storage warehouses during October, November and December, and were the large quantity which now moves by water to be moved by rail, we all of us know that the existing rail facilities, including the much discussed Perry, would not be capable of handling so large a quantity. This condition places upon our company a tremendous responsibility because the farmers in the South are not accustomed to receiving, in fact, with a few exceptions as mentioned above, are unwilling to accept delivery in the Fall months. The result is that when potatoes are landed at Southern ports, they must be put in storage warehouses until planting time, at our risk, and the storage and handling charges for our account. Two kinds of storage warehouses are used - refrigerated and non-refrigerated or cold storage.

soundness of this policy and the company's decision to concentrate on the sale and distribution of the Island product is strikingly illustrated by the fact that since 1922 it has increased its yearly certified seed business from about 25,000 sacks to over 200,000 sacks. Each year has witnessed a substantial increase in volume over the preceding year and the management feels it is not extravagant to say that barring unforeseen difficulties, such as lowering of the present high standard of quality or an unsurmountable tariff barrier, the volume will continue to increase.

It was a fortunate circumstance that brought the P. E. I. Potato Growers Association and the Southgate Produce Co. together in 1922. The former was in a position of needing an efficient organization to find markets for its rapidly increasing production. The latter, through its associate companies, had terminal facilities, and steamship connections of long standing, ample financial resources to undertake the business in a large way and was recognized as an organization with contacts in all of the consuming markets in the Southern States. It was, therefore, a comparatively easy matter for such an organization to secure an immediate, wide distribution of P. E. I. potatoes.

You can readily see as stated above, that so long as we maintain our high standard which in a large measure is due to the efficient work of Mr. Peppin, chief inspector for this province and his staff, and the tariff which we now have to face is decreased, there is a splendid future in sight. But let me emphasize again - everything depends on quality. By keeping the quality up I feel that the American farmer will continue to want to buy certified seed for foundation stock. I could not point out close without pointing out the phenomenal growth and development which the potato business, particularly seed has had in this and I might ask what the explanation of this phenomenal development? Superior Soil and Climatic Conditions. Yes. More painstaking care in cultivation, elimination of disease and grading? Yes. But surely, you will ask, this could not have happened of its own accord and without someone to lead the business in a steady and judicious amount of energy and intelligent thought - who is responsible for this wonderful accomplishment? J. W. Boulter, Secretary of the Prince Edward Island Potato Growers Association, also Deputy Minister of Agriculture in Prince Edward Island, is the man to whom most of the credit is due.

I trust Mr. Chairman, that the day is not far distant when the letters P. E. I. will not only stand for Prince Edward Island but for Potatoes Every Inch and Potatoes Every Inch, provided we give the markets of the world, what they want, and how they want it, and when they want it, but for Prosperity Every Inch.

A bad situation existed in the Southern States this past Summer which has resulted in the producer getting very low prices. This was due, not to over-production, but on account of several states throwing the stock on the market at the same time, when under ordinary conditions each state markets its crop at a time when the state to the South is about to finish and before the state on the North of it has started. I would like to be pardoned for making a few references to the Company, which I have the honor to represent in this country. The Southgate Produce Co., is a subsidiary of the Southern States Potato Co. The latter company has an unbroken record of 36 years of existence, having been organized in 1892. Its business extends to all parts of the United States. It covers intensively the Southern States. The Southgate Produce Co. specializes in Potatoes and since 1922 has handled Prince Edward Island Certified Seed exclusively. It has been the policy of both parent and subsidiary company to find products of outstanding merit and enter into exclusive territory contracts with the producers. Most of these agency contracts have extended over a long period of time - some for the entire 36 years of the Company's existence. Our company was influenced in seeking an exclusive agency contract with the P. E. I. Potato Growers Association as a result of a conviction that potatoes for seed purposes are nowhere produced as diseased free as in Prince Edward Island or more in keeping with the present exacting demand of commercial potato producers. The

non-refrigerated or cold storage and dry storage. Potatoes for planting in February, March and April are placed in refrigerator warehouses where they are held at 36 degrees temperature to delay germination. Those which are to be planted in January are stored in non-refrigerator warehouses. However, potatoes so stored must be handled with great care, and only after five years of experimenting have we perfected what we regard as a satisfactory and dependable method of storage.

The potatoes are piled on 4 x 4 dunnage, 4 sacks high, with at least two feet of air space between each row. Each warehouse will accommodate about 10,000 sacks. The warehouses are made practically air tight and are darkened by hanging black and opaque papers over the windows. The doors are opened at night, thus giving the potatoes the benefit of the colder night temperature. At day break the doors are closed. The result is that the interior temperature is held at a lower degree during the day than the exterior temperature. The importance of this will be recognized when you realize that in the Southern States the midday temperature often reaches 65 degrees. The problem of non-refrigerated storage is, therefore, one of holding the germination rather than of protecting the potatoes against freezing, and it is rarely ever necessary to use heat.

Most of the potatoes are stored in Norfolk, this being the center of the potato industry in the South. At Charlottetown, S. C. and Savannah, Ga., on account of inadequate cold storage facilities, and inability to carry the potatoes satisfactorily in non-refrigerated warehouses, due to relatively high temperatures, the growers insist upon arrival being delayed until the middle or latter part of January.

It can therefore be readily seen the great need of having a late shipping port such as Georgetown to take care of business in the far South and as this business develops the absolute need of further development of the shipping facilities that this port is open as late as Georgetown and we all hope that by the shipping season of 1928 this will have been provided. At planting time our shipping force is taxed to the utmost in making deliveries. Shipments are made in lots of 5 sacks and upward. A dealer at an interior point who has purchased 1,000 sacks will give us instructions to ship the potatoes direct to his customers. It is not uncommon to split the 1,000 sacks into 100 individual deliveries or shipments, some by rail, some by boat and others by motor truck. The distribution is spread over a great many states and last season included the following: Maryland, Virginia, West Virginia, Ohio, North Carolina, South Carolina, Tennessee, Alabama, Florida, and the entire area of the South is not equipped like our farmers are with storage facilities on their farms, and consequently the stock he buys must be stored for him until such time as he requires it. This, therefore, means tremendous storage space and this can only be provided at ocean ports such as Norfolk, and this explains why we must have a water movement from here. Even by using steamers, to the cost of this must be added the rail haul from the farmers' landing stations to the sea. In addition, there must be added the assembling charges at Charlottetown, Georgetown and Summerside as well as the American duty referred to above plus storage charges at Southern points such as Norfolk, which when cold storage is used amounts to 45c per sack plus wharfage both inbound and outbound plus rail freight from Norfolk to interior points which is anywhere from 40c to 55c per sack. To all of the above must be added also, or should be added, Marine Insurance, Bank charges and inland freights during the period of storage. It can, therefore, be readily seen that Island shippers are placed at a great disadvantage even when we use a water movement. Another reason might be given which is that the planting of Irish potatoes in the Southern States begins in January and continues until April. Due to weather conditions which makes it almost impossible to ship any appreciable part of the P. E. I. crops later than December, it is necessary to transfer potatoes from P. E. I. storage warehouses during October, November and December, and were the large quantity which now moves by water to be moved by rail, we all of us know that the existing rail facilities, including the much discussed Perry, would not be capable of handling so large a quantity. This condition places upon our company a tremendous responsibility because the farmers in the South are not accustomed to receiving, in fact, with a few exceptions as mentioned above, are unwilling to accept delivery in the Fall months. The result is that when potatoes are landed at Southern ports, they must be put in storage warehouses until planting time, at our risk, and the storage and handling charges for our account. Two kinds of storage warehouses are used - refrigerated and non-refrigerated or cold storage.

soundness of this policy and the company's decision to concentrate on the sale and distribution of the Island product is strikingly illustrated by the fact that since 1922 it has increased its yearly certified seed business from about 25,000 sacks to over 200,000 sacks. Each year has witnessed a substantial increase in volume over the preceding year and the management feels it is not extravagant to say that barring unforeseen difficulties, such as lowering of the present high standard of quality or an unsurmountable tariff barrier, the volume will continue to increase.

It was a fortunate circumstance that brought the P. E. I. Potato Growers Association and the Southgate Produce Co. together in 1922. The former was in a position of needing an efficient organization to find markets for its rapidly increasing production. The latter, through its associate companies, had terminal facilities, and steamship connections of long standing, ample financial resources to undertake the business in a large way and was recognized as an organization with contacts in all of the consuming markets in the Southern States. It was, therefore, a comparatively easy matter for such an organization to secure an immediate, wide distribution of P. E. I. potatoes.

You can readily see as stated above, that so long as we maintain our high standard which in a large measure is due to the efficient work of Mr. Peppin, chief inspector for this province and his staff, and the tariff which we now have to face is decreased, there is a splendid future in sight. But let me emphasize again - everything depends on quality. By keeping the quality up I feel that the American farmer will continue to want to buy certified seed for foundation stock. I could not point out close without pointing out the phenomenal growth and development which the potato business, particularly seed has had in this and I might ask what the explanation of this phenomenal development? Superior Soil and Climatic Conditions. Yes. More painstaking care in cultivation, elimination of disease and grading? Yes. But surely, you will ask, this could not have happened of its own accord and without someone to lead the business in a steady and judicious amount of energy and intelligent thought - who is responsible for this wonderful accomplishment? J. W. Boulter, Secretary of the Prince Edward Island Potato Growers Association, also Deputy Minister of Agriculture in Prince Edward Island, is the man to whom most of the credit is due.

I trust Mr. Chairman, that the day is not far distant when the letters P. E. I. will not only stand for Prince Edward Island but for Potatoes Every Inch and Potatoes Every Inch, provided we give the markets of the world, what they want, and how they want it, and when they want it, but for Prosperity Every Inch.

A bad situation existed in the Southern States this past Summer which has resulted in the producer getting very low prices. This was due, not to over-production, but on account of several states throwing the stock on the market at the same time, when under ordinary conditions each state markets its crop at a time when the state to the South is about to finish and before the state on the North of it has started. I would like to be pardoned for making a few references to the Company, which I have the honor to represent in this country. The Southgate Produce Co., is a subsidiary of the Southern States Potato Co. The latter company has an unbroken record of 36 years of existence, having been organized in 1892. Its business extends to all parts of the United States. It covers intensively the Southern States. The Southgate Produce Co. specializes in Potatoes and since 1922 has handled Prince Edward Island Certified Seed exclusively. It has been the policy of both parent and subsidiary company to find products of outstanding merit and enter into exclusive territory contracts with the producers. Most of these agency contracts have extended over a long period of time - some for the entire 36 years of the Company's existence. Our company was influenced in seeking an exclusive agency contract with the P. E. I. Potato Growers Association as a result of a conviction that potatoes for seed purposes are nowhere produced as diseased free as in Prince Edward Island or more in keeping with the present exacting demand of commercial potato producers. The

non-refrigerated or cold storage and dry storage. Potatoes for planting in February, March and April are placed in refrigerator warehouses where they are held at 36 degrees temperature to delay germination. Those which are to be planted in January are stored in non-refrigerator warehouses. However, potatoes so stored must be handled with great care, and only after five years of experimenting have we perfected what we regard as a satisfactory and dependable method of storage.

The potatoes are piled on 4 x 4 dunnage, 4 sacks high, with at least two feet of air space between each row. Each warehouse will accommodate about 10,000 sacks. The warehouses are made practically air tight and are darkened by hanging black and opaque papers over the windows. The doors are opened at night, thus giving the potatoes the benefit of the colder night temperature. At day break the doors are closed. The result is that the interior temperature is held at a lower degree during the day than the exterior temperature. The importance of this will be recognized when you realize that in the Southern States the midday temperature often reaches 65 degrees. The problem of non-refrigerated storage is, therefore, one of holding the germination rather than of protecting the potatoes against freezing, and it is rarely ever necessary to use heat.

Most of the potatoes are stored in Norfolk, this being the center of the potato industry in the South. At Charlottetown, S. C. and Savannah, Ga., on account of inadequate cold storage facilities, and inability to carry the potatoes satisfactorily in non-refrigerated warehouses, due to relatively high temperatures, the growers insist upon arrival being delayed until the middle or latter part of January.

It can therefore be readily seen the great need of having a late shipping port such as Georgetown to take care of business in the far South and as this business develops the absolute need of further development of the shipping facilities that this port is open as late as Georgetown and we all hope that by the shipping season of 1928 this will have been provided. At planting time our shipping force is taxed to the utmost in making deliveries. Shipments are made in lots of 5 sacks and upward. A dealer at an interior point who has purchased 1,000 sacks will give us instructions to ship the potatoes direct to his customers. It is not uncommon to split the 1,000 sacks into 100 individual deliveries or shipments, some by rail, some by boat and others by motor truck. The distribution is spread over a great many states and last season included the following: Maryland, Virginia, West Virginia, Ohio, North Carolina, South Carolina, Tennessee, Alabama, Florida, and the entire area of the South is not equipped like our farmers are with storage facilities on their farms, and consequently the stock he buys must be stored for him until such time as he requires it. This, therefore, means tremendous storage space and this can only be provided at ocean ports such as Norfolk, and this explains why we must have a water movement from here. Even by using steamers, to the cost of this must be added the rail haul from the farmers' landing stations to the sea. In addition, there must be added the assembling charges at Charlottetown, Georgetown and Summerside as well as the American duty referred to above plus storage charges at Southern points such as Norfolk, which when cold storage is used amounts to 45c per sack plus wharfage both inbound and outbound plus rail freight from Norfolk to interior points which is anywhere from 40c to 55c per sack. To all of the above must be added also, or should be added, Marine Insurance, Bank charges and inland freights during the period of storage. It can, therefore, be readily seen that Island shippers are placed at a great disadvantage even when we use a water movement. Another reason might be given which is that the planting of Irish potatoes in the Southern States begins in January and continues until April. Due to weather conditions which makes it almost impossible to ship any appreciable part of the P. E. I. crops later than December, it is necessary to transfer potatoes from P. E. I. storage warehouses during October, November and December, and were the large quantity which now moves by water to be moved by rail, we all of us know that the existing rail facilities, including the much discussed Perry, would not be capable of handling so large a quantity. This condition places upon our company a tremendous responsibility because the farmers in the South are not accustomed to receiving, in fact, with a few exceptions as mentioned above, are unwilling to accept delivery in the Fall months. The result is that when potatoes are landed at Southern ports, they must be put in storage warehouses until planting time, at our risk, and the storage and handling charges for our account. Two kinds of storage warehouses are used - refrigerated and non-refrigerated or cold storage.

soundness of this policy and the company's decision to concentrate on the sale and distribution of the Island product is strikingly illustrated by the fact that since 1922 it has increased its yearly certified seed business from about 25,000 sacks to over 200,000 sacks. Each year has witnessed a substantial increase in volume over the preceding year and the management feels it is not extravagant to say that barring unforeseen difficulties, such as lowering of the present high standard of quality or an unsurmountable tariff barrier, the volume will continue to increase.

It was a fortunate circumstance that brought the P. E. I. Potato Growers Association and the Southgate Produce Co. together in 1922. The former was in a position of needing an efficient organization to find markets for its rapidly increasing production. The latter, through its associate companies, had terminal facilities, and steamship connections of long standing, ample financial resources to undertake the business in a large way and was recognized as an organization with contacts in all of the consuming markets in the Southern States. It was, therefore, a comparatively easy matter for such an organization to secure an immediate, wide distribution of P. E. I. potatoes.

You can readily see as stated above, that so long as we maintain our high standard which in a large measure is due to the efficient work of Mr. Peppin, chief inspector for this province and his staff, and the tariff which we now have to face is decreased, there is a splendid future in sight. But let me emphasize again - everything depends on quality. By keeping the quality up I feel that the American farmer will continue to want to buy certified seed for foundation stock. I could not point out close without pointing out the phenomenal growth and development which the potato business, particularly seed has had in this and I might ask what the explanation of this phenomenal development? Superior Soil and Climatic Conditions. Yes. More painstaking care in cultivation, elimination of disease and grading? Yes. But surely, you will ask, this could not have happened of its own accord and without someone to lead the business in a steady and judicious amount of energy and intelligent thought - who is responsible for this wonderful accomplishment? J. W. Boulter, Secretary of the Prince Edward Island Potato Growers Association, also Deputy Minister of Agriculture in Prince Edward Island, is the man to whom most of the credit is due.

I trust Mr. Chairman, that the day is not far distant when the letters P. E. I. will not only stand for Prince Edward Island but for Potatoes Every Inch and Potatoes Every Inch, provided we give the markets of the world, what they want, and how they want it, and when they want it, but for Prosperity Every Inch.

A bad situation existed in the Southern States this past Summer which has resulted in the producer getting very low prices. This was due, not to over-production, but on account of several states throwing the stock on the market at the same time, when under ordinary conditions each state markets its crop at a time when the state to the South is about to finish and before the state on the North of it has started. I would like to be pardoned for making a few references to the Company, which I have the honor to represent in this country. The Southgate Produce Co., is a subsidiary of the Southern States Potato Co. The latter company has an unbroken record of 36 years of existence, having been organized in 1892. Its business extends to all parts of the United States. It covers intensively the Southern States. The Southgate Produce Co. specializes in Potatoes and since 1922 has handled Prince Edward Island Certified Seed exclusively. It has been the policy of both parent and subsidiary company to find products of outstanding merit and enter into exclusive territory contracts with the producers. Most of these agency contracts have extended over a long period of time - some for the entire 36 years of the Company's existence. Our company was influenced in seeking an exclusive agency contract with the P. E. I. Potato Growers Association as a result of a conviction that potatoes for seed purposes are nowhere produced as diseased free as in Prince Edward Island or more in keeping with the present exacting demand of commercial potato producers. The

non-refrigerated or cold storage and dry storage. Potatoes for planting in February, March and April are placed in refrigerator warehouses where they are held at 36 degrees temperature to delay germination. Those which are to be planted in January are stored in non-refrigerator warehouses. However, potatoes so stored must be handled with great care, and only after five years of experimenting have we perfected what we regard as a satisfactory and dependable method of storage.

The potatoes are piled on 4 x 4 dunnage, 4 sacks high, with at least two feet of air space between each row. Each warehouse will accommodate about 10,000 sacks. The warehouses are made practically air tight and are darkened by hanging black and opaque papers over the windows. The doors are opened at night, thus giving the potatoes the benefit of the colder night temperature. At day break the doors are closed. The result is that the interior temperature is held at a lower degree during the day than the exterior temperature. The importance of this will be recognized when you realize that in the Southern States the midday temperature often reaches 65 degrees. The problem of non-refrigerated storage is, therefore, one of holding the germination rather than of protecting the potatoes against freezing, and it is rarely ever necessary to use heat.