

# The Charlottetown Guardian

Head Office at Charlottetown, Branch Offices at Summerside, Alberton, Souris and Montserrat.

FRIDAY, NOVEMBER 10, 1916.

## THE FOX BUSINESS

The efforts being put forth by the Sales Board of the P. E. Island Fox Breeders' Association to conserve the fox industry should elicit the cordial support and co-operation of all who are engaged in the business. Indeed, without such co-operation the usefulness of the Board will be very much restricted if not completely nullified.

The present position of the fox business is briefly this: We have a large quantity of fox fur to dispose of; the quality of our fur is such that it has attracted to our province representatives of the largest fur houses in the world and they have expressed a desire to become our customers; the market wants our fur—and will get it; it is up to us to sell it to the best advantage.

There are three ways in which we can dispose of our fox pelts. (1) We can sell to any speculator who comes to our ranch and makes a bid. He is a middleman who will pay such a price as will allow him a good commission when he sells to the real fur house. He is not always a philanthropist but may always be depended upon to pay as little as he can. (2) We may individually, or in little groups pack our bundle of skins in a grip and go to the market and make the best bargain we can. Individually—or even in little groups that are only partially representative of our whole industry, we will have little influence upon the market; the market will make the best possible bargain with us in its own interest. (3) We may all combine together and entrust our selling to some central representative and reliable body of men of our own choosing.

This latter method is the one agreed upon by our representative ranchers, and the central, representative and reliable men they have selected to do the business for them is the Sales Board, the manager of which is Mr. Chester McLure, Charlottetown, who is too well known throughout the province to require any commendation and who also has associated with him on the sales board some of the most experienced and most reliable men in the province. Ordinary business prudence would certainly suggest the entrusting of the selling of our fox pelts and the conservation of the fox business to such a Board.

In the past, and greatly to the detriment of the business, there has been too much hawking and peddling of fox pelts, too much dickering with speculators and itinerant buyers. The result has been that, in the majority of cases, the rancher received much less for his pelts than he should have received while the market for raw furs has been rendered unsteady and unreliable.

A gentleman in one of the Western United States whose success as a promoter of industrial development on the Pacific Coast, notably in organizing fruit and produce growers, was such as to induce the Sales Board to write him and ask for pointers in the organization of the fox business, wrote as follows:

From the history of your people and the brief information I received from you I gained some facts that will enable me to make some suggestions and through correspondence we may develop something that will be of worth. YOUR FOX BREEDERS MUST COMMIT THE SALE OF ALL THEIR PELTS TO THE SALES BOARD IF THEY SHALL EXPECT SUCCESS. If they do not do this those who do not so commit their pelts will unconsciously be clandestine sellers and break the market. My first experience was sharply drawn to this when I was the largest producer of hops in the world. I found that it was very easy for 10 per cent. of the total production unconsciously, and being manipulated by the middleman, to sacrifice 40 per cent. of the value of the 90 per cent. remaining. Unless your people producing this wonderful crop commit their whole output to the Sales Board they must expect indifferent success and probable failure.

The fact is now established that the finest silver fox skins come from Prince Edward Island. You do not have to establish your grade of goods in the world's discriminating market. Until the war is over you must be largely restricted to sales in the United States, and therefore you should now get yourselves into perfect working order. When the war is over if you organize and the discriminating buyer knows that he must deal with one concern when he wants Prince Edward Island skins, you will make a price two-thirds at least of what the retail buyer pays for the finished product. Therefore, you should now spend your time and your money organizing in the right way so as to command this higher and better market when the conditions are ripe therefor.

## BRITISH SORROW, GERMAN JOY

It seems incredible that the only reply our Liberal evening contemporary has to the views of the British statesmen and British press regarding the Borden Naval Bill is that it "does not believe that these British public men and the British press were informed of what was the fact." It is not the custom or practice of British statesmen to express an opinion on a question of public importance without having all the ascertainable facts before them. We presume that what our contemporary means to imply is that the debates and obstruction of the Naval Aid Bill resulted in bringing out "facts" which might have changed the views of British statesmen. All we need

say is that notwithstanding the prolonged obstructions, the destruction of the Naval Aid Bill by the Senate came as a surprise and a shock to the British Government and people. In the House of Commons, the Hon Winston Churchill, First Lord of the Admiralty, speaking for the Prime Minister and other members of the Government said:

"The rejection of the Canadian Naval Aid Bill by the Senate of Canada has for the time at least DEPRIVED US OF THE AID ON WHICH WE HAD COUNTED, and unless that gap is filled BY ANOTHER SACRIFICE OF THE BRITISH TAXPAYER, the general defence of the Empire, apart altogether from the United Kingdom, would be short of the Admiralty requirements from the end of 1915. We have therefore accelerated three ships in this year's programme which would not otherwise have been taken till the end of the year."

This was after Sir Wilfrid and his followers had said and done everything in their power to discredit the Naval Aid Bill, its object and purpose, so that the Patriot is deprived of, even the consolation and excuse it offered yesterday. But if further proof were necessary that every thinking and unbiased person in the Empire knew the real meaning of the destruction of the Naval Aid Bill it was to be found in the paean of delirious joy with which the action of the Senate WAS RECEIVED IN GERMANY. The leading journal of Hamburg, the "Nachrichten," relieved itself as follows:

"Whatever may be decided upon later, THE ACTUAL DECISION OF THE CANADIAN SENATE MEANS AT ANY RATE A HEAVY MORAL AND MATERIAL LOSS FOR THE DEFENSE OF THE EMPIRE, for Mr. Borden's failure has been foolishly enough counted on. His offer made an enormous impression on the whole world, Mr. Churchill pointed out this fact especially in the well-known Memorandum of the Admiralty. This impression will not only be destroyed, but people will everywhere obtain the conviction that ENGLAND CANNOT DEPEND UPON SUCH HELP FROM HER COLONIES." "By rivals and enemies," says the Morning Post to-day, "the decision will be eagerly welcomed. By friends it will be regarded as ominous. THE IMPRESSION MUST INEVITABLY BE CREATED THAT THE SOLIDARITY OF THE EMPIRE IS A MYTH AND THAT THOSE POWERS WHICH WOULD LIKE TO SEE THE OVERTHROW OF BRITISH NAVAL SUPREMACY NEED NOT BE DISCOURAGED IN THEIR EFFORTS BY THE THOUGHT THAT THEIR CHALLENGE WOULD BE MET BY THE UNITED RESOURCES OF THE MOTHER COUNTRY AND OF EVERY ONE OF THE DAUGHTER STATES."

Now whether or not Liberals followed Sir Wilfrid blindly and unconsciously, the result is the same. His policy and action in the matter of defence at a critical juncture in the Empire's history caused pain and disappointment to the British Liberal Government and people and brought joy and encouragement to the Militarist Government and press of Germany. "Choose Ye which leader to follow."

## AUSTRO-HUNGARIAN ATROCITIES

"Austro-Hungarian Atrocities" is the title of a book recently received from the publishers, Simpkin, Marshall, Hamilton, Kent & Co., Ltd., London. The author is R. A. Reiss, D. Sc. Professor at the University of Louisane, Switzerland, the English translation by F. S. Copeland. The book is an official report of the alleged atrocities by Austrians in Serbia and covers an investigation conducted at the instance of the Serbian government. The material for the report was collected on the spot by Professor Reiss during the months of September, October and November, 1914. It is incomplete, owing to the fact that at the time a large part of Serbia was still occupied by the enemy and in that part it was impossible to proceed with an inquiry. Besides, many civilians having fled from the devastated regions, it was impossible to correctly establish the number of victims. For these reasons the devilry carried out by the Austrians and Hungarians is not all told. What is told, however, and authenticated beyond any possibility of contradiction, lowers the Austrians and Hungarians to a level hitherto occupied only by fiends and savages—and by Germans. The 200 pages of this book are filled with the sworn testimony of eyewitnesses, photographs of actual scenes, including piles of the dead bodies of old men, women and children lying where they fell by the bullets or bayonets of their murderers. It will form a terrible indictment against the Austro-Hungarians when settlements are being discussed and will throughout all future ages stand as a witness to cruelty and inhumanity that hell itself can scarcely afford a parallel for. It is a series of horrible pictures a disgraceful chapter in the history of civilization and it is well told in this official report. It is not pleasant reading, it is distinctly otherwise but it is history and, in the interests of future civilization it should be known. We have no doubt the book will have a wide circulation and it certainly will afford many surprises to those who imagined that they knew the worst through the occasional references in the newspapers. There are depths of devilishness that the ordinary reports have never plumbed; depths that even the sworn statements of eyewitnesses can but give a faint idea of. Those who want to know something of the infamy which swept over Serbia like a flood during that first Austro-Hungarian invasion should procure a copy of this book.

## FUR SALES BOARD ANNOUNCEMENT

To the Fox Breeders of Prince Edward Island:—

The recent visit of the manager of the Fur Sales Board of the Silver Black Fox Breeders Association of Prince Edward Island to New York, Chicago, St. Louis and Montreal, showed him clearly that there is a large and growing market for Silver Fox pelts in these fur centres. The dealers showed a keen interest in the Silver Fox pelts to be taken in P. E. Island during the coming winter. One large dealer has spent more than two weeks in our province, and has done much in the way of showing our ranchers the kind of pelt that brings the highest price in the markets of the world. Other dealers plan to visit P. E. Island, all of them desirous of obtaining a share of the pelts to be marketed in 1917.

How best to handle the Silver Fox and other pelts that we have to offer during the year 1917, is a question that demands careful study. If each individual and Company ship independently, we believe the sum total received for our pelts would be far below the total if the collection were marketed through a central organization. The advantages of matching would be lost. We would have no means of learning the class of pelt that commanded the highest price, nor would we be able to learn the range of prices for the different standards. To deal with our 1917 collection the Fur Sales Board offers the following plan: They will start at once to ascertain from ranchers the number of pelts they plan to market. They will take from all who wish the Fur Sales Board to market their pelts, pledges that they will hand in their pelts to the Fur Sales Board as soon as they are properly prepared for market. The Fur Sales Board, as soon as the collection is complete will have pelts graded, matched, and an estimate of value placed on each pelt. They will then have offers submitted by parties wishing to purchase for cash large lots of skins, and accept or reject these offers. They plan then to apportion to several large dealers of the highest standing, the collection of skins, reserving the right to take from these lots, if unsold, pelts to fill any large orders they may sell. Right here the Fur Sales Board will say that already several large houses have stated that they can handle from 100 to 200 skins each.

A moderate estimate of value will be placed on each pelt, and of this amount the owner may have an advance of 50 per cent., this amount bearing interest at 6 per cent. per annum.

The Fur Sales Board at first planned to charge for its services from four to five per cent. of price obtained for pelts marketed in 1917. At that time they figured on considerable expense for proper storage, insurance, etc., in New York and other fur centres where their furs might be held. The different dealers having agreed to attend to this part of the business, the Fur Sales Board has decided to charge only ONE per cent. of the net sum obtained for pelts. For this small charge, those who market through the Fur Sales Board will have the advantage of co-operative selling.

We will be enabled to grade and match the pelts. The fox breeder and the raw fur dealer will be brought more closely together ensuring better prices to the former and more marketable furs to the latter.

The owner of one fox pelt is placed in a position to command the best price for this pelt.

Co-operative marketing is the organized selling of furs, as against individual selling or market hawking.

By getting the collection together the dealers will know definitely how many skins will be offered. We all know that this offering will be large, and we cannot tell the effect this large offering will have. If we know how many pelts there will be, the dealers will make their plans for marketing our 1917 output.

Let us get together and do all possible to place our fox industry on a solid basis.

The Fur Sales Board will welcome any helpful suggestions and asks the different ranchers who favor our plan to write or telephone us at once, stating number of pelts they will pledge to us.

P.S.—Ship at once any pelts from foxes accidentally killed.

FUR SALES BOARD,  
CHESTER McLURE, Manager  
Charlottetown, P. E. I.

## DAILY SELECTIONS FOR GUARDIAN READERS

Furnished by  
W. S. LOUSON,  
NEWSPAPERS OF TODAY.

John A. Sleicher editor of "Leslie's Weekly," gave valuable information to his co-workers of the National Editorial Association as to truth and reason in the newspaper. He said the newspaper of today is published not only to print the news, but to inspire and guide public opinion. Whether it does this in a right or wrong way obviously depends upon the editor's point of view. If he is right, he is a true guide. If he is wrong, he is a false guide. No one will deny that he is not right all the time.

Governor Whitman of New York expressed a wholesome sentiment when he said, at the recent dinner of the American Newspaper Publishers' Association, that newspapers, instead of always giving their readers what they want, should train their readers to want the big and better things above the mean and petty. "Are the newspapers not too much inclined to go with the crowd? Could they not, by the silent and convincing process of persistent appeals to

reason not only on the editorial but on every other page, catch the eye of the reader for a moment and fix it on one thought worthy of the day? This is being done I notice, by many of our largest dailies and by not a few of the country weeklies. "The call to the press is urgent. It is an appeal to reason and to truth. The sensational headline and the sanguinary story may captivate the imagination, but they will not win the admiration nor the lasting respect of the reader. The newspapers that are winning their way in every community, large and small, are those that print the news just as it is without shading, exaggeration or political bias. "The winning newspapers are those that do not overlook the great

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church-going and God-fearing constituency that cares little for stories of startling crimes or shocking divorce cases. The Bible still has a place in the best of our homes."

## Sgt. Has Envious Record

QUEBEC, November 8.—One hundred and odd men of all ranks, Canadians, due to receive their discharge or on furlough, returned to Canada yesterday on board the Scandinavian. Among the most severely wounded in the batch is Sergeant Bagnall, of the original

14th Battalion, who lost his left arm when the regiment opposed a wicked assault by the Germans on June 3rd. He fell with gunshot wound in his left arm, the member having to be amputated later. He has an enviable record, having been at the front fifteen and a half months without receiving a scratch. Seventeen members of the First Newfoundland Battalion, in charge of Sergeant Mercer, also returned on the Scandinavian. They are all on furlough.

Sergt. Bagnall, above referred to is a son of Mr. Joseph Bagnall of Hazel Grove, this Province.

## "The Haberdashery" Gifts for the Boys At Home, In England Or In France

We will parcel, address and give all the assistance possible to those who wish to send gifts or other necessities to the boys either in France or England.

Our stock of suitable goods is very complete and you will be assured of the best qualities at reasonable prices.

- Khaki all wool plain ribbed sox, 60c pr. 3 pair for 1.50.
- Good fleece lined underwear, combinations or single pieces \$1.20 suit.
- Heavy warm underwear 1.00, 1.25, 1.75 & 2.00 a garment.
- Khaki knitted mufflers, Angora wool 1.35 and 1.50.
- Good warm sturdy sweaters 2.00, 2.50, 2.75, 3.00 and up.
- Special Khaki Sweaters 3.50 and 3.75.
- Warm Mocha Gloves 1.25, 1.50, 2.00, 2.25.
- Island Knitted Sox made from good wool 60c pr.
- Heavy leather knitted wool gloves 75c, 90c
- Trench gloves 60c, 85c, 1.00, 1.25, plain or gauntlet wrists.
- Khaki earsets, wool 35c.
- Khaki Silk H'dkfs. 60c.
- Excelsa K h a k i H'dkfs. 2 for 25c.
- Foxes improved puttees 2.75.
- Foxes smooth puttees 3.00.
- Heavy flannellette pyjamas 1.35, 1.50 and 1.65.
- Khaki Trench Shirts heavy flannel 1.75.

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