

Red Rose Tea

The New **20 1/2 lb.**
BROWN LABEL, 40 lb.

"It is good tea or it would not be in a Red Rose package"

Advertising Rates—Payable in Advance

Central Guardian local, 5c per word; Western and Eastern local, 2c per word; Announcements and Coming Events, 5c per word; Classified, 2c per word; In Memoriam Notices, 5c per inch; Lists of Floral and Spiritual Offerings, Cards, etc., 5c per name; Letters of Condolence, 5c per inch; Notices of Thanks and Appreciation, 5c per inch or 5c per word. Other rates on applications.

For Sale

MARE AND FOAL FOR SALE. Apply Guardian. 4449-7-19-31.

BOARDING SUITABLE FOR lining outhouses, etc., 1c. per sheet. Guardian office.

FOR SALE — A FIANO IN GOOD condition. Apply 5 Stewart Street. 4474-7-19-31.

FOR SALE — OLD PAPERS, 5 cents bundle. Guardian Office. 2-4-31.

FOR SALE, TO LET, BOARD AND room signs on hand at Guardian Office.

FOR SALE — 25 ACRES STAND- ing hay at Tea Hill, also good pasture to rent. Apply to Wm. Reddin, Southport. 4475-7-19-31.

HAY SALT FOR SALE—MALAG- ash Hay Salt just arrived. Earle Fisheries Co., Charlottetown. 4428-7-19-31.

FOR SALE — AT DUNSTAFFNAGE combined store and dwelling. Good business stand. Mrs. R. Phillipson, Box 56, Summerside. 4443-7-19-31.

FOR SALE — FRIDAY, 22nd, AT 130 Magnificent Steel Engraving, Walnut Sideboard, Walnut Parlor Set, Oak Dining Set, Library Table, Dark Oak Bed and Spring, Wardrobe, 187 King Street, J. A. Macdonald, Auctioneer. 4476-7-19-31.

Boards Wanted

WANTED — TWO BOARDERS. Apply 234 Richmond Street. 4480-7-19-31.

A FEW SUMMER BOARDERS accommodated near Charlottetown. Address A. E. Carey, Guardian. 4446-7-19-31.

To Let

TO LET — ROOMS, APPLY Guardian. 4466-7-19-31.

FURNISHED ROOMS AT 243 Richmond Street. 4468-7-19-31.

FURNISHED ROOMS ON UPPER Prince Street. Apply Guardian. 4487-7-19-31.

ROOMS TO LET WITH OR WITH- out board. Apply 291 Kent St., opposite College. 4488-7-19-31.

TO LET — HOUSE NO 77 UPPER Prince Street. All modern conveniences, garage etc. Apply on premises. 4444-7-19-31.

Wanted

WANTED — TWO OR THREE rooms for light housekeeping. Phone 389. 4478-7-19-31.

WANTED — ALE BOTTLES, PTS. and qts. Phone 1107 or write W. Michael, Charlottetown. 3758-5-7-31.

FARM WANTED — 50 OR MORE acres good clear tillage, wood lot. Give location, miles nearest R.R. station, stores, church, school and Charlottetown. Buildings must be in good condition and price right for cash. Address W. E. T. O'Leary, Guardian Office. 4392-7-19-101.

Miscellaneous

JOHN ALFRED McDONALD, PROVINCIAL Land Surveyor, Hermanville, (R. 3, Souris.)

Male Help Wanted

BECOME EXPERT BARBER through our special low cost course. Hundreds of successful graduates. Write Moler Barber College, 373 Barrington, Halifax. M. R. W. Nov. 14-31-31.

FUR SALE

Ladies' and Gentlemen's Fur Coats on consignment for 3 days only. One of the greatest bargains in the history of Prince Edward Island. Do not miss it. F. J. & C. KENNEDY, Kensington, P. E. I. 4485-7-19-31.

OPTIMISTIC

(Continued from Page 1)

ance sheets, and there were few of them that were as pleasant to look at as the one they had received today. He stated that at no time did the bank hesitate to supply any amount of credit the Association felt it required.

The meeting was then thrown open for discussion by any who wished to take part. Messrs Fraser, of North Lake, D. J. Thompson, of Tryon, J. F. Doyle, of French Village, Mr. O'Keefe, of Avondale, Mr. Rhynes, of Dunstaffnage and others took part in the discussion.

One of the auditors, Mr. Moran, was present, and read his report. This report is also published.

Senator J. E. Sinclair, in moving the adoption of the statement, congratulated the management on the very excellent showing they were able to make for the year's business, and the careful explanation which had been made to the members present. This motion was seconded by Mr. Hamilton of New Perth, and carried unanimously.

Election of Officers

The election of officers followed. The three retiring Directors were the President, Mr. J. J. Trainor, for Queens County; Mr. Horace Wright, of Bedouque for Prince County; and Mr. Montague Annear, of Lower Montague, for King's County. On motion of Mr. Sinclair, seconded by Mr. Douglas Aitken and Mr. J. R. Munn, the three retiring Directors were re-elected. On motion of Dougald MacPherson, Mr. E. Howatt, of Wiltshire was appointed a Director, to complete the unexpired term of the late Mr. A. E. Dewar, who was re-appointed to the Board a year ago.

Female Help Wanted

WANTED—EXPERIENCED MAID for general housework. Apply Mrs. Gills, 38 Kent St. 4465-7-18-31.



Scout News and Notices

A large number of parents and friends took the opportunity of visiting the Scout Camp at Fairview, Sunday afternoon. Many complimentary remarks were passed regarding the sanitary condition of the camp and the neat appearance of each camp site. It is a registered Scout camp and is bound to follow the rules of good scouting. Each day the different patrols are in keen competition to win the honor flag which is awarded to the patrol securing the most points in inspection, which includes, personal and camp site inspection. After flag-break the camp follows the day's programme as outlined by the camp Chief, Mr. Warren. At the day's close the scouts gather round a camp fire where an enjoyable, although impromptu, entertainment is put on by the duty patrol and a short talk by the camp chief or other member of the camp staff.

Sunday afternoon an interesting ceremony was held when the following scouts were admitted to the world wide brotherhood of scouts: Bill Murray, Wm. Richards and Harold MacDonald, Mr. Wm. Warren, Camp Chief, Mr. R. C. Parent, Provincial Treasurer, and Mr. Fred Driscoll performed the investiture. The following badges were awarded:

- Ambulance Badge, Gordon Hyde, Lloyd Williams.
- Musical's Badge, Nelson Seaman, Lincoln Walker.
- Athlete's Badge, Call Vinnicombe, Lincoln Walker.
- Safety Man's Badge, Call Vinnicombe.

Call Vinnicombe and Bill Tidmarsh received prizes in the form of books for their clever handling of the spinning rope.

The honor flag, on Sunday, was won by the Fox Patrol under Patrol Leader Lloyd Williams, in the keenest competition since the opening of the Camp. The winning patrol outlasted its rivals but by only one point. The boys are intending to make today a good one as tomorrow sees the close of the camp of '32.

ZION CUBS

Zion Cubs spent a jolly afternoon at the Provincial Scout Camp at Fairview. They left Charlottetown at 1:30 on the Rocky Point Ferry, and were met on the other side by cars, where they were driven to the camp, where they were cordially welcomed by the Camp Chief and his assistants. The Cubs were shown around the camp and showed great interest in the various gadgets made

by the Scouts. The afternoon passed all too quickly in games and other attractions and after a feed in camp with loud praise for the cook and the Scout Wives for the camp chief the boys were taken back to the ferry beavelling the fact they were not old enough to be Boy Scouts.

BIRTHS

HARRIS—At the P. E. Island Hospital on July 15, 1932, to Mr. and Mrs. J. E. Harris, a daughter.

MARRIAGES

MACLEOD—MURDOCK — At the parsonage Murray River, June 22, 1932, by the Rev. T. R. Goudge, Florence Anna Murdoch daughter of Mr. and Mrs. Laurie Murdock, Murray River to William Harlan MacLeod, Murray River.

DEATHS

NICHOLSON—At her home Belle River, July 18, 1932, Mrs. Jessie Nicholson. Funeral notice later.

BERNARD—At St. Eleanor's, July 18th, Mary R. Glover, wife of Samuel Bernard, St. Eleanor's, aged 74 years. Funeral Wednesday at 2 p.m. from the house to People's Cemetery, Summerside.

PETERS—At Miscouche, July 20, Ernest Peters, aged 22 years. Funeral at Indian River R. C. Church Wednesday at 9 a.m. Funeral cortege to leave Miscouche at 8 a.m.

Storage Seed

now deal with the seed placed in storage last fall. This is a very disappointing aspect of the year's work. Your management never experienced a proposition so discouraging. The fall of 1931 offered some prospect for sales which later the dealers found they were not able to carry out. You must bear in mind, that seed is not handled the same as tablestock. It is distributed to the farmers. The farmers of the United States, are for the most part, in a worse financial situation, than we are in this Province. They could not pay their local dealer for the seed. He is turn was unable to pay the larger dealer, to whom we sell. Consequently, it would be impossible for him to pay the Association. The banks would not advance the money against potatoes. Therefore, your Association thought it wise, to store which they did.

N. D. MacLean
UNDERTAKER
ENBLAMER
Charlottetown and North Wiltshire
Phone 149

5x7 ENLARGEMENT FREE

with each roll film.
6 Exp. and 6 prints 45c
8 Exp. and 8 prints 55c
cash with order.
Mail trial roll.
You'll be delighted!
Dept. C.

THE REID STUDIO
MONCTON N.B.

This closed a very agreeable and interesting meeting. The attitude of the members was such that it left no doubt in the mind of the management, that they were back of the Association, and determined that nothing would mar their confidence in the benefits received by the proper administration of co-operative principles, as applied to farm products.

Report of Secretary and Manager

The Secretary and manager, Mr. J. W. Boulter reported in part as follows:

"We have met today, for the Thirteenth Annual Meeting of the P. E. I. Potato Growers' Association; and it is your privilege and right, to ask for and obtain any information regarding the business, which may not be clear to you in the financial statement you received, or in the explanation which I shall now make.

"We do not wish to entertain any suspicion regarding the operation of the organization. We have nothing to conceal; we have always been frank. While the conducting of a co-operative organization, requires making public, many things which would be kept a secret by private organizations, nevertheless, we shall disclose to you, full particulars.

"The year just passed, has been the most difficult and most trying of any since the Association was organized. We have seen in the past ten years, an industry which meant little or nothing to the Province, develop to one of tremendous value. In the four or five years preceding this, the amount of business handled by your organization, has run into the millions.

"The potato crop of 1931 was considerably lighter than the crop of 1930. The quantity of potatoes sold from Prince Edward Island, was very little more than one-third the quantity sold in the previous year. From the 1930 crop, upwards of seven million bushels were sold. Of these, your Association handled practically two and a quarter million bushels. Of the 1931 crop, approximately two and a half million bushels were sold, from the Province, and of these your Association handled upwards of a million bushels. The percentage of business done by the Association, to the total crop shipped in the respective years, was greater this last year, than for 1930.

"With regard to the seed potatoes, we have been advised that of the total quantity of seed shipped from the Province, the Potato Growers' Association handled two hundred and sixty thousand bushels more than was handled by all the other dealers in the Province. This information should be sufficient to convince you, of the absurdity of the many stories circulated during the year,—that the Potato Growers' Association was not doing anything,—that they were out of business, and such other statements, talked of throughout the country, and discussed by parties who had no knowledge whatever regarding the operations of the Association.

"Instead of selling 100,000 sacks, we sold about 40,000 sacks. We asked for storage space to take care of 60,000 sacks. Our members were advised to move, only the quantity they could not themselves store. This advice they did not follow, but shipped, in some cases, all they had to move; and your Association was forced to find storage for 160,000 sacks. Of these, 40,000 sacks were sent to Norfolk. The storage charges at that point, are high, namely, 35c per sack. This cargo sold in the spring at \$2.00 per sack, which did not cover the fixed charges. You can, therefore, see how this offset the benefits received on the cargo sold in the fall.

"The last of February, we sent Mr. MacFarlane, from our office, to New York, and left him there until all the seed potatoes were sold. Mr. MacFarlane was in close touch with the dealers, and we believe it was well to have him there. One thing we know,—we received for the stock in storage, a price almost equal to the price received for fresh stock shipped from the Province during the time he was there.

Average Prices

The average prices paid at that time, were from \$2.00 to \$2.15 per sack. Fixed charges on potatoes, amount to upwards of \$2.00, made up as follows:—Cost of bag, loading charges, freight charges at port, 30c; ocean freight, 25c; average storage, 27c; duty and insurance, \$1.13; total, \$1.95, to which must be added other incidentals and selling charges. This explains why we could pay only 5c a bushel for the seed,—a ridiculous price, we are all willing to admit; but on whom can you justly lay the blame?

"No money was squandered or wasted. The strictest economy was exercised in every transaction. The economic conditions were such, that potatoes were not going into consumption; and the prices, instead of strengthening, became weaker. While it is one thing to develop a market, it is impossible to overcome such an economic depression, as we are now experiencing in all products.

Value Of Co-operation

"One can easily see how disappointed a farmer would be, at receiving such a price, and naturally looks for someone on whom he may lay the blame. The unfortunate part of this is, that past experiences are not taken into consideration. If the farmer who sold his seed in the fall of 1930, would recall the circumstances, he would truthfully say this: If the Potato Growers' Association had not placed the seed in storage in 1930, there would have been no market for it in the spring of 1931. Transportation was tied up, and seed could not be moved from the Province. When transportation opened up, the potato market went to pieces, with such disastrous results, that many and many a shipper received a bill for expenses on potatoes shipped, rather than a cheque in payment. But for the potatoes which were in storage, the farmers were paid 48c a bushel.

"Now, if we had not placed so many potatoes in storage in 1931, we could have paid more money; but apart from that, if the policy of storing was right for one year, who is to know which year or what year this policy should be changed? And, providing we had not stored these potatoes, what would you have received for them? Let us say we could have moved all these potatoes, which is doubtful, you would have received 6c or 8c a bushel more. Contrast this with the 48c you would have lost the year before, and see for yourself which policy would have been the more profitable.

"Now, I think we have made a clear explanation on this, and just while we were talking about potatoes, let me clear your mind regarding the stories circulated, about the Dyal Produce Corporation, of New York City. This Dyal Produce Corporation annually handles, more Island potatoes than any other American dealer. They have provided an outlet for potatoes, shipped not only by this Association, but by many independent dealers. They, naturally, will buy as close as they can; and as regards the charges of price cutting in Cuba that does not affect the farmers of Prince Edward Island.

"All potatoes shipped by the Association to Cuba, are sold at a price ship-side Island ports. We do not send our potatoes there on consignment, as others do. When these unfair criticisms are made against Mr. Dyal, no mention is made of the fact that in 1929, his coming to the Province in early October, and buying potatoes for Cuba, simply meant a jump in price of ten cents a bushel; or of the quantity sold that went to Cuba,—\$20,000 additional money was distributed among the farmers, because of the book-

"I find it makes a finer cigarette than any I have tried yet. Being an ardent smoker, I know a good tobacco at once. Believe me."

L. G., St. John, N.B.

"NEW CROP" BUCKINGHAM FINE CUT

PACKAGES 10c—15c—20c—Also 1/2 lb. Vifapack Tins

price made by Mr. Dyal. Do you ever hear any mention made of this?

"It, therefore, resolves itself to this: When Mr. Dyal pays these prices, and sells, as claimed, at a less price than others are asking in Cuba, he is taking that much less profit for himself. And that is a business entirely his own, and about which we are not concerned, so long as we receive an equal or better price on the potatoes he handles, than is paid by others.

"Let me tell you one thing more: Ocean freights and storage charges, on last fall's shipments, were paid in United States currency. The Dyal Produce Corporation financed the payment and storage charges on all the potatoes sent to Port Newark. We were, therefore, not obliged to borrow money from the bank for this purpose. This made it easier for us, as the banks were not anxious to advance too much money against potatoes placed in storage. While the Dyal Produce Corporation had advanced this money against the potatoes in storage they did not handle all of these potatoes when they were taken out of storage; but Mr. MacFarlane sold to all dealers, and this Corporation was obliged to buy their requirements, in competition with other dealers.

"I do not suppose I have heard half of the malicious stories circulated against the Potato Growers' Association during the past year. The financial statement you have received, and the explanation I have given so far, explodes several of them.

Amendment to Act

"One story, which naturally played on the minds of the members, was regarding the amendment to the Act passed last year, involving the members for heavy liabilities of the Association. It is unfortunate that some of our members prefer to believe these outside stories, rather than the statements from their Association. It was clearly indicated by circulars at that time, that the bank required this correction to the Act, in order to advance the line of credit the Association requires. There is possibly no one present who does not realize that the borrowing of money today, is quite a different proposition from what it was three years ago; and no matter who the party is, the security he gives, is examined much more critically than it was in former years. The bank, in examining our Act, found there was a difference of opinion among legal men regarding its intention, and naturally they wished to be sure they were well protected.

"On the other hand, the impossibility of a liability falling on our members, was carefully examined. There was no time when our assets were not greater than our liabilities. We were caught in the spring of 1931, when the slump in the market left us with heavy outstanding accounts on the part of our members; and had the price of potatoes this year been anything like normal, very little money would have been due us, either by the distributors or the members. Allowing for all doubtful accounts, we have a substantial balance.

"The bluff statement circulated, that other dealers handled potatoes on the same basis as the Association and were able to pay more, is not correct. For the small quantity of potatoes handled by others, which were pooled, the conditions were entirely different.

Handling of Sacks

"The handling of sacks through the Association, is the cause of a great deal of misunderstanding and trouble, as well as the cause of an immense amount of work for the bookkeeper. The Association does not want to supply sacks for potatoes sold to other dealers, but it often happens that bags are taken when a party intends loading for the Association, and afterwards does not. There is an exchange of bags among men, and in one way

and another, the right information is not conveyed to the office, and therefore, someone has not paid for the bags which he has used, while others have been charged for them. While this may be a source of unpleasantness to the party, it is not an indication of error on the part of the staff, and is corrected whenever the information is forwarded to the office. The management was of the opinion, that by charging extra for these bags, it would correct the use of them for sale to outside dealers, but even this has not worked very satisfactorily. I understand that all dealers experience practically the same trouble.

Fertilizer Prices

"The price-cutting story has also been disposed of. Then there is the story about the big profit per ton on fertilizer,—that mister so and so said the Association made a profit of four, five or six dollars a ton. This is an example of ignorance on the part of the man, who may in some way obtain a price at which fertilizer may be bought, either f.o.b. shipping point, or c.i.f. ports. Let us take an example and say that Potash costs \$40.00 a ton on board ship Charlottetown. To this must be added, 15c American Exchange; that makes \$5.00. On this \$45.00 which we now have, we must add 3 percent Excise Tax; this is \$1.38. We are now \$47.38. It costs you \$1.00 a ton to discharge into cars at this port. This is \$48.38. Our average rail freight is \$1.50; we have now reached \$49.88, and we must pay the man who distributes this fertilizer to you, a certain amount, which would bring this over \$50.00 a ton. In other words, there is a tremendous spread between a quotation price, and a delivered price. Therefore, we must have been able to buy Potash at less than the price quoted but not sufficiently below it to give us more than a margin of profit, which warrants our handling it. The amount of profit made, is shown in your financial statement, and from this you should take overhead or operating expenses. When you have done this, you can hardly charge undue profits. The exchange made the price of fertilizer much higher this year.

"One thing we are pleased to be able to say today, and that is, that you never received fertilizer in a better mechanical condition, nor did you ever receive fertilizer which carried such a high analysis. There was not one sample taken in which the analyst did not find a higher percentage than was guaranteed. I have before me the official analyses which shows that the 16 per cent Phosphate, ran as high as 18 per cent, and never below 17 per cent. That the Potash, with one exception, was from 50 per cent to 52 per cent, while the guarantee was 48 per cent. The Nitrate of Soda, was above the guarantee; and the Sulphate of Ammonia, averaged 1 per cent higher than the 20 per cent guaranteed. The bags were strong, and there was no breakage. The only fault was, that we were a little late getting the steamers in, but this was due to uncertainty regarding the amount we might require, as our people did not know what they should do about ordering fertilizer.

"Now, I wonder what other stories there are, that I have not discussed with you? Yes, about the Association financing local growers. This is another story in which there is no truth. Our growers ledger shows an amount of \$9,500 outstanding. This, divided among a large number of accounts, copies of which are here, indicates amounts varying in very few cases over \$50.00. And for every one of these accounts, an explanation could be given, as to how the particular member became indebted to the Association. Had the price of potatoes been higher, many of these would have been paid in full.

Membership Fees

There is one item, regarding the bylaw No. 16, which provided that

the membership fees shall be held by the Association as a working capital. What happened to that use in the spring of 1931. Where is the fee? It has simply been used in the interests of the Association, and this is a principle demand by members in similar organizations. It was always contended, by some of our Directors, that the Association could not enforce the by-law,—that according to the constitution, we were not able to build up reserves. Apart from this, the members of the Association have benefited in its expenditure.

"Another way in which it was sought to make trouble, was an attempt to discredit the auditors; I am not a party to the hiring of these men. They were recommended to your President by business men of the town. They were employed and given a free hand. They have made a continuous audit of the accounts. They are at the work every month. I am not an accountant, nor do I pretend to be one. It is not my work and we have to depend upon these auditors to find any error which may occur. I can assure you, it means everything to the management, to have the books properly kept. The accountant we have, has been in our employ as accountant for five years. We have every confidence in her ability. This confidence is based on our personal experience regarding her work, as well as the opinion of the auditors and the bank manager. The auditors annually prepare a statement which is presented to you. This is not a statement prepared by your management, but by the auditors, and I am sure there is not a man in Charlottetown, or anywhere throughout the Province, who knows one or both of them, who would for a minute question their integrity.

"Have you ever seen a financial statement of any company, which reveals more the details than is shown in this statement? I cannot think of any way in which a statement could be prepared more complete, than the one you have before you. And it is doubtful, if joint stock companies, would be willing to give as much information as you receive in your statement, and we discuss with you at a meeting.

Need Of Organization

"And now gentlemen, if there is anything that I have not dealt with, that you have heard, and which you are inclined to believe, that casts any reflection on the work of the Association, please mention it. This is a period when farmers in particular, should organize to protect themselves, and I know that those of you who are present, as well as many who could not attend, realize that if ever the potato industry needed an organization, it is today. Its thirteen years of operation, has been the means of opening a market of a tremendous size,—a market large enough that other dealers, without any expense to themselves, have been able to use to their benefit,—a market into which we have distributed great quantities of seed, and which will again, when the buying power returns to the farmers of the South, who are our customers.

"On whom can you place the cause of such depression? Has it not affected all commodities the farmer produces? Is not everything you offer for sale, purchased at a price below the cost of production? Has not all business suffered, what-

(Continued on Page 5)

DANCE
AT THE
Abegweit Hotel
BORDEN
WEDNESDAY
JULY 20
"COLLEGIANS"