

The Tarkien temples in the Mediterranean island of Malta date from about 3,000 B.C. Among minerals in the Northwest Territories are gold, silver, lead, copper, tungsten and radium.

TIP OF THE WEEK FROM YOUR MASTER DEALERS

- Charlottetown L. J. Rossiter
Summerside Prince Edward Island Fur Pool Ltd.
O'Leary H. B. Willis Inc.
Kensington H. B. Willis Inc.
French River Arthur A. Campbell
Central Bedeque Dunk River Dairying Co.
Albany L. D. McLeod & Sons
Victoria L. D. McLeod & Sons
Stanley Bridge Reid's Feed Service
Wheatley River Preston Rackham
Morell Dingwell & Rossiter
Kilmuir McGowan's Ltd.
Murray River D. M. McKinnon
Brookfield Cruwys Bros.
Mount Stewart Clark's Feed Service

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IVAN KERRY
Dial 5455
56 Green St. - Ch'town
FEEDERS WHO KEEP RECORDS USE MASTER

TIMELY NOTES ON TOPICS CONNECTED WITH Silver Fox And Mink Farming

Otto Grosse of Northwood Fur Farms, who is well known to Maritime mink ranchers, has issued the following statement: "Ranchers, manufacturers and retailers who have been promoting low-end mink on a price appeal basis, are invited to get out of the mink business before they ruin it. There are many mink sold that should be burned on the farms and never reach the markets and thereby many operators who are now selling mink at ridiculous prices would have no merchandise to work with and could stay with the skunk and opossum where many of these retailers belong. The retailers who stress price instead of glamour in mink are in the same category. I find that they have just one story—that never in history before have they been able to get a mink coat so cheap. That line of selling and promotion is definitely going to curtail mink sales."
Mr. Grosse takes issue with mink production figures for the coming season. He claims these figures are much too optimistic. Regarding the Canadian picture he notes the Dominion Bureau of Statistics show a downward trend of ranchers between 1948 and 1950 of one-third. Since then he states the loss of ranchers has become so alarming that men in the fur fields and in government positions have asked him to come to Canada and speak to the ranchers and give them encouragement to stay in the mink industry. He believes the United States ex-

for a total of \$300,000 to ten other ranchers. Current plans call for the owners and sellers of "Buff" breeding stock to in turn sell a limited quantity of breeders from their 1953 production to other ranchers. After pelling of the 1955 crop a select offering of the new mutation will be marketed to the trade on a co-operative basis by the producers.
Sam Gottesfeld, writing in Women's Wear Daily has the following to say: "Even substantial price decreases in certain American wild fur have failed to stimulate any change in the general stagnation of the skin market in the past two or three months. The market has been demoralized as I have never seen it, but it would not take more than a real cold snap to stimulate long coat business at retail and lift the spirits of the trade. The must-rat picture is held to be the gloomiest. With considerable quantities still in the dealers hands prices have come down an estimated 10 per cent since August and 20 per cent since May. For example, Ohio rats which not too long ago were bringing \$1.85, are now down to about \$1.50 with few takers. Western types are down to 85 cents. These are the prices quoted by a leading handler of the item.
A despatch from Montreal states—The growing popularity of mutation mink furs as suggested by 1953-54 Canadian production. The season's output of pastel mink is expected to reach 117,000 pelts as compared with only 64,300 the previous season. Platinum mink production is anticipated at 109,100 as against 92,400 a year earlier, while the output of standard mink pelts is expected to drop to 320,700 from 361,000. At the same time it is estimated that standard fox pelt production will drop to 8,500 from 17,200 and the output of new type fox pelts to 4,200 from 6,500.
One of the most successful mink ranchers in the Maritimes is James A. Flemming, Debec, N. B. He has been in the fur business for the past 35 years and has been ranching for 25 years. His original mink were St. John River wilds and these have been crossed with grand champion or prize winning standards which have increased their size but retained their silkiness. Mr. Flemming has been supplying customers in the United States and Canada and also some overseas. He



Probably one of the most familiar scenes on the Island is pictured above. The photographer took the picture at Norboro, but it could have been taken anywhere in the "spud" Province. The pickers here are from Kensington and 28 of them were employed to operate on approximately 80 acres of potato fields. Rows of potatoes piled into new bags cast long shadows on the turned up soil. (Photo by Del.)

PERTINENT QUESTIONS and ANSWERS ON POOL MARKETING OF POTATOES

- 1. IS POOL MARKETING SOMETHING NEW?
A: No. Such a marketing principle has during the past ten years come into fairly general use in Canada. It is the basic principle under which most agricultural products in Western Canada are now marketed. In Ontario, cheese, hogs and some dozen other products are marketed in this way. Its adaptation to the marketing of our potato crop this year, if successful, might indicate a change in existing competitive marketing practices which have always been dominant in the Maritimes.
2. WHAT ARE THE ADVANTAGES OF POOL MARKETING?
A: Pool marketing is a means of giving equally related returns to producers for any product. This particular agreement between the F. E. I. Potato Marketing Board and Her Majesty the Queen in the right of Canada provides the Selling Agency with guaranteed marketing costs. It also guarantees producers a specified initial payment on delivery and the average price for the season if the average market is above the initial price.
3. IF A POOL SIMILAR TO THIS ONE HAD BEEN IN OPERATION DURING THE PAST TWO YEARS WHAT WOULD HAVE BEEN THE AVERAGE PRICE IN EACH YEAR?
A: If a marketing plan such as this had been in operation during the 1951-52 marketing season instead of some producers receiving 60c in October and \$4.80 the following May, all would have received an average price of about \$2.35. Again, last year instead of some producers receiving \$2.00 or more in October and November and as low as 30c last April, all would have received an average price of about \$1.25.
4. CAN A GUARANTEE BE GIVEN THAT THE BOARD CAN MARKET ALL THE POTATOES IN THE PROVINCE?
A: Such a guarantee has never been given by anyone, but it seems logical to assume that the Board's Selling Agency working in close conjunction with existing dealers will be able to maintain a maximum volume of movement throughout the season. In addition to that, if it becomes necessary other means of crop disposal—such as processing—will be fully explored and utilized if feasible.
5. HOW DOES THIS AGREEMENT OPERATE?
A: To begin with, there are five different and distinct Pools covering Cobler Foundation Seed, Cobler Certified Seed, Foundation Seed of other varieties, certified Seed of other varieties, and Tablestock. A separate sales account will be maintained for each Pool. The guaranteed initial payment will be the same for each Pool, namely, 45c per bushel up until the end of December; 50c for the months of January, February and March; and 55c for April, May and June. This initial payment will be for Canada No. 1 Tablestock and No. 1 Seed both large and small. If the sales realization warrants a final payment, the relative selling value for each Pool will then be determined and final payments will be made accordingly after the agreement terminates next June 30th.
6. DOES EVERY PRODUCER HAVE TO COME IN TO THE POOL?
A: No producer has to come in, but once a producer does sign a contract with the Selling Agency he will be required to remain within the framework of the Pool throughout the season.
7. HOW LONG HAVE PRODUCERS TO MAKE A DECISION WHETHER OR NOT TO PARTICIPATE IN THE POOL?
A: They will likely have three weeks if they wish to hold their potatoes. In the meantime, they can only obtain the advantages by signing the marketing contract with the Selling Agency.
8. DO ALL ASSEMBLERS AND DEALERS HAVE TO COME IN?
A: No. Assemblers and Dealers may join within the next several weeks and they will have the privilege of terminating their contract with the Selling Agency up until November 20th if they so desire.
9. CAN AN ASSEMBLER LOAD FOR THE POOL AND FOR OUTSIDE SHIPPERS AS WELL?
A: At the present time, Yes. After November 20th—No.
10. HOW WILL THE POOL OPERATE WHEN THE MARKET PRICE IS LOWER THAN THE INITIAL PAYMENT FROM THE POOL?
A: The Pool will sell those potatoes to distributors, jobbers and exporters at the best market value. Any operating loss therefrom will be a charge against the credits of the Selling Agency.
11. WHAT WILL BE PAID SHOULD THE MARKET PRICE AVERAGE ABOVE THE INITIAL PAYMENT?
A: The same initial payment of 45c, 50c and 55c will be paid regardless of what price trend the market assumes. If an operating profit is derived by the Selling Agency from the sales realization of all potatoes involved then the final payment will, having regard to the actual selling value of each individual pool, be paid to producers at the end of the season. We might also state that producers are free to make local sales of seed and tablestock to the best possible advantage.
12. HOW WILL THE FARMER DISPOSE OF HIS POTATOES?
A: The Selling Agency will have agents at all shipping centres in the Province. Those will be individuals and firms already engaged in the potato trade. They will accept delivery as fast as movement will warrant. They will issue to the growers official receipts for potatoes upon delivery. When those shipping records are received at the office of the Selling Agency individual cheques will be made out in the name of each grower and forwarded to the agent or dealer for distribution.
13. HOW DOES A FARMER JOIN THE POOL?
A: Any producer who has a producer's license for this year can join the pool by signing the contract form attached to his license application. These forms are available from all agents.
14. WHAT ABOUT LAST YEAR'S LICENSE?
A: In order to obtain this year's license and market potatoes under the pool arrangement it will be necessary for any producer to have first acquired his last year's license.
15. MUST A FARMER HAVE A LICENSE IF HE DOES NOT JOIN THE POOL?
A: Yes.
16. SUPPOSING A FARMER WHO IS SHORT OF STORAGE SPACE BRINGS POTATOES TO A DEALER'S WAREHOUSE, WILL THE SELLING AGENCY PAY HIM FOR THEM?
A: They will be paid for when graded, packed and accepted by the agent for shipment on instructions from the Selling Agency Office.
17. ARE THERE ANY LIMITATIONS ON THE QUANTITY OF POTATOES THAT THE BOARD MAY STORE?
A: Under the agreement we have authority to assemble into storage a substantial volume of potatoes at any one time. However, it will be our policy to keep those storage holdings at a reasonable level.
18. HOW ARE BAGS AND SHIPPING TAGS SUPPLIED, AND WHO PAYS FOR THEM?
A: Dealers and assemblers will furnish producers with the necessary containers. The Selling Agency will reimburse our agents for jute bags; also tags at the rate of 15c for 75's, 20c for 100's. This will come out of selling costs as provided for under the contract.
19. WITH RESPECT TO SELLING COSTS, HOW ARE THOSE PROVIDED?
A: In addition to the guaranteed initial payment which the Selling Agency makes to producers, the agreement also provides for processing, carrying and selling an amount which must not exceed 25c per bushel. This amount must include some items of transportation, storage, handling, packaging, interest and finance charges, shrinkage, insurance, accounting, assembling commissions, and any other processing and marketing costs properly included in an operating account of this kind.
20. WHO PAYS THE TRUCKAGE FROM THE FARM TO SHIPPING POINT?
A: This is the producer's responsibility.
21. WHO PAYS THE INSPECTION FEES?
A: The inspection fees are paid by the assembler in the first instance. He will be reimbursed by the Selling Agency, and when sales are made to the potato trade this charge will likely be included in the ordinary way.
22. WHAT COMMISSIONS ARE PAID AGENTS FOR LOADING AND ASSEMBLING POTATOES?
A: 3 cents for loading into cars, 4 cents if loaded through a warehouse, 6 cents if stored over 30 days.
23. AT WHAT PRICE DO OUR ISLAND DEALERS BUY THE POTATOES BACK FROM THE AGENCY?
A: They can buy both tablestock and seed potatoes from the Selling Agency at 4c and 6c per bushel less than the Selling Agency offers those potatoes to the outside trade. That is their operating margin. It is hoped that in this way all quotations going from the Province either directly from the Selling Agency or from any dealer will be on a uniform basis.
24. WHAT HAPPENS IF DEALERS QUOTE ON EXPORT MARKET PRICES BELOW THOSE SET UP BY THE ADVISORY COMMITTEE?
A: He will be unable to obtain further supplies from the Selling Agency.
25. I UNDERSTAND THAT GROWERS CAN OBTAIN THEIR LICENSE FROM ANY LOADER OR AGENT OF THE BOARD WHO IS ASSEMBLING FOR THE SELLING AGENCY.
A: That is correct, and those farmers who have already shipped to the pool must obtain their license and sign their contract before their cheques will be issued.
26. IS IT CORRECT THAT PRODUCERS SHIPPING THEIR POTATOES NOW NOT ONLY RECEIVE THE INITIAL PAYMENT OF 45c PER BUSHEL BUT PUT THEMSELVES IN LINE FOR A FINAL PAYMENT BY THE END OF JUNE?
A: That is correct if present market values improve during the season.
27. WILL SHIPMENTS TO NEWFOUNDLAND, TRUCK MOVEMENT, OR MOVEMENT BY SMALL BOATS BE IMPEDED IN ANY WAY?
A: No. Workable arrangements have already been made or are being made daily to give farmers marketing in this manner the advantages of the agreement and still not unduly interfere with this type of movement.

LOOK FOR - DETH - On The Label Deth - O - Gram SUMMERSIDE, P.E.I. TO ALL AND SUNDRY EVERYWHERE: RATS MICE MIGRATING TO BUILDINGS AT THIS SEASON STOP GET THEM BEFORE THEY BECOME ESTABLISHED BY USING DETH RAT-MOUSE EXTERMINATOR STOP A DRY READY-MIXED MEAL WARFARIN BAIT TASTY ATTRACTIVE STOP EASY TO USE AS DIRECTED GETS RATS-MICE 100% WHEREVER THEY ARE STOP PUT OUT UNTIL FEEDING CEASES WHEN KEEP ODD BAIT STATION BAITED TO GUARD AGAINST REINFESTATION STOP NO BAIT SHYNESS SAFE MINIMUM ODORS STOP USED PAST YEAR HUNDREDS FARMS WAREHOUSES PACKING PLANTS ORCHARDS MILLS RESTAURANTS DUMPS HOMES STOP PURCHASE FROM YOUR STORE OR DRUGGIST STOP INSIST ON "DETH" BRAND STOP DIFFERENT STOP MARITIME MADE. HANCOCK LABORATORIES

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