

F. B. CARVELL AFTER B. F. SMITH AGAIN ON HAY MATTER

F. B. Carvell, M. P., yesterday wrote the following letter to B. F. Smith, M. P., in reply to Mr. Smith's letter on the hay purchases and kindred topics. Woodstock, N. B., Nov. 29, 1913.

To B. F. Smith, Esq., M. P. P.:
Dear Sir,—I am today in receipt of your letter of the 17th inst. written from Fredericton, in reply to my open letter to the farmers of this constituency re the hay situation, which I have read with a great deal of interest, especially as you give me 48 hours in which to decide whether or not I will enter into a contract with you involving a \$270,000 transaction.

You have also seen fit to give an interview both to the Gleaner and Standard admitting that you received \$28 for the compressed hay in St. John, and claiming a profit of 20 cents per ton which amount will be required to pay insurance and demurrage.

If this letter were being read by people who knew neither you nor the business, possibly somebody might be deceived but fortunately the farmers of this constituency know both you and the hay business. In order to figure up your most remarkable totals, in the first place you are compelled to admit that you should pay the farmer \$18 a ton, in his barn, whereas before my letter was written, it was only \$12.

Fifteen thousand dollars to the farmers in one day is not a bad stroke of business, and I have the proof that you purchased hay from a farmer in Deerville at \$12 a ton, and when doing so told him that you had the only contract with the government, and that was all you intended to pay. This particular farmer stated that if that was the case there was nothing to do but sell. He has already delivered to you a portion of it and if you hold him to the contract, for which he was compelled to finish it.

Then you state that the cost of pressing in the ordinary hay with dealer's commission, etc., amounts to \$2 per ton, but in your case you pay no dealer's commission, because you buy direct from the farmer and you know that today you have more than a dozen men pressing hay for you in this constituency, costing you less than \$1.25 per ton. Therefore 75 cents must come off immediately.

Then you contend that the shrinkage between the weight compressed and the

weight paid for at the point of shipment is \$1 per ton. This statement as you know is not only false but absolutely nonsensical.

When you buy hay from the farmer, you pay him for the exact weight when delivered at the warehouse, or in the car. The car is taken to St. John, the bundles removed and the car even swept out and every particle, including the dust, goes into the compressed bundle—and you know you do not lose one-tenth of one per cent on the whole operation. Another dollar gone.

Then you claim the freight averages \$2 per ton. This you know is not true as more than three-quarters of your hay goes from the C. P. R. points where the freight runs from \$1.20 at Debec to \$1.70 at Bath. Without any doubt whatever your freight will not average you more

than \$1.75 a ton. Another twenty-five cents gone from your calculation, or a total of \$2, and on the basis of \$18 to the farmer which I am glad you are now willing to pay, your hay will cost you at West St. John \$16 and not \$18, and should you buy from the dealer you possibly might add on another dollar, but we all know the great majority of this hay is bought by you personally, and it may interest you to know that I have a copy of the contract between yourself and your company of last year, wherein it was agreed that you were to do all the buying and therefore know what I am talking about. This leaves you \$7 for compressing and profit, and you know that you are compressing, including every possible item of expense, for less than \$8 per ton.

Last year Messrs. Phillips Esley & Co., of this town, pressed over 8,000 tons of hay for the British government under the same specifications as yourself. They brought a press from Montreal with men to manage it, paid transportation of both press and men from and to Montreal, paid 80 cents per ton rental for the press, paid the rent buildings, wages, power and all expenses in connection with the business at a little less than \$8 a ton on an average, and what they can do with one press surely you ought to be able to do with five. That leaves you \$4 per ton profit on a basis of \$18, or \$5 profit on a basis of \$12 to the farmer.

You have seen fit to make reference to the fact that during the South African war I was interested in the New Brunswick hay company which had a contract for compressing hay, and intimated that you wanted to discuss the matter. Well, I will give you all the facts without bothering your head about it, and I want to say to you that the books of that company are in my office in the town of Woodstock today and are open to the inspection of you, your agents, accountants, newspaper editors, or any other person whom you wish, therefore please inform yourself before you enter into a discussion.

Our company received no lump sum contract such as you have, but a contract from month to month beginning in November of 1901 for 2,000 tons which we were unable to fill, we got 2,000 tons in December, 2,000 in January, 2,000 in February, and 1,500 in March. We bought no hay whatever from the farmer, but we did buy 1,000 tons in 1902, for which we paid you \$10.25 in the loose pressed bale, loaded on the cars, and we also bought hay from Messrs. John Bros., C. E. Gallagher, Sons, C. H. Taylor, C. W. Dugan, John Kennedy, Matthias Meagher and others and every man received exactly the same price, namely, \$10.25 per ton, f. o. b. cars. We did this because we felt as it was a special business it was not proper to drive every merchant out of business who had been carrying on an honorable business for years and we therefore purchased the hay through the merchants, treating them all exactly alike, and gave them a chance to make a reasonable profit with the understanding that they would pay the farmer not less than \$8 a ton. We then paid an average of \$1.60 per ton freight to Montreal and 20 cents a ton for the stop-over privilege at McAdam Junction, and we figured that the representative cost, but in our case we purchased a \$7,000 plant, the cost of which was included in this figure, or a total cost to us delivered in St. John compressed of \$15.05 per ton, and for this hay we received from the government \$17 per ton inspected as it was unloaded from the cars, and remitted under our contract we were compelled to compress this hay into 70 cubic feet per ton, whereas you are doing it down to 100, and if we could press the hay under those conditions for \$8 you could do it for that amount and leave a very nice profit besides. On the basis of making the same profit as we made, instead of paying the farmer \$12 or \$14, you should pay him at least \$15 per ton. The figures would be as follows: Cost of hay, \$15; pressing, \$1.25; freight, \$1.75; compressing, \$1.25; total of \$20.25, thus leaving you a profit of \$2 against ours of \$15.65.

As we had only small orders from month to month in order to be able to fill the order for the next month we were, compelled and did purchase very large quantities of hay without having an order for the same, and when the orders suddenly stopped in March because the end of the war was in sight, we found ourselves with \$20,000 of hay on hand which we disposed of as best we could, partly in London, partly in the West Indies, partly in the United States, and the remainder in Canada at a figure which not only ate up all our profits but resulted in the total loss of about \$4,000. In your case you have a contract for a sum and no matter what happens you will have no hay left on your hands, and therefore no possibility of making a loss. So much for the New Brunswick hay business.

In my former letter I pointed out the enormous profits of \$8 to \$7 a ton made by you last year, giving all the figures, persons and facts. To this you have made no reply whatever.

I pointed out also that you had told dealers that you would fix the price at \$12, and this you have not denied, but in order to get out of the hole in which you find yourself, you write me a letter asking me to enter into a contract with you to deliver you 15,000 tons of hay at West St. John in the next four months at \$18 per ton, and as before stated, you give me forty-eight hours in which to make the arrangements. Just consider for a moment where I would land. That would be all, if not more than all, the hay to be found on the upper St. John river today, and after I made my contract with you and started out to procure this hay from the farmers at a price which would allow me out of the transaction even whole, you would go around

December Clearance Sale!

Ten Days of Wonderful Bargains

Which no one who wishes anything in the way of Dry Goods should miss. Only a few weeks till stock-taking. Merchandise on hand must be greatly reduced. Come and see the goods we offer at this stock reducing sale and compare the prices with other stores.

Sale Starts Tomorrow - Ends in Ten Days

FLANNELETTE KIMONOS
One-Third Off Regular
69c. Short Kimonos.....Sale 39c. each
89c. Short Kimonos.....Sale 59c. each
\$1.00 Long Kimonos.....Sale 69c. each
\$1.39 Long Kimonos.....Sale 89c. each

WHITE QUILTS
Value \$1.25.....Sale 89c. each
Single and three-quarter bed size, English make. Your last chance to buy at the above low price.

MERCERIZED CURTAINETTE
Values to 40c. yard.....Sale Only 15c. yard
To clear, 450 yards of Ecor Curtaintette, 25, 36 and 44 inches wide. Wide insertion and lace edge.

WOMEN'S HOUSE DRESSES
Values to \$1.50.....Sale 89c. each
One hundred Women's House Dresses to be cleared at less than wholesale. Made up in light and dark prints. All sizes.

COVERALL APRONS
Values 69c. each.....Sale 45c. each
Made of fast color English Prints, full length, with front pocket and strap to button across back. This apron covers the entire dress and can be slipped on and off in a second. Fifteen different patterns to select from, in light and dark colors.

DENT'S CAPE GLOVES
Value \$1.25.....Sale \$1.00 pair
Ladies' Heavy Tan Kid Gloves for Fall and Winter wear. Sizes 5 3/4 to 7.

LADIES' FLEECE AND PLUSH VESTS AND DRAWERS
Extra Heavy Weight. Value 69c. Sale 45c. garment

TURKISH TOWELS, 12 1/2c. EACH
Twenty dozen Bleached Turkish Towels, good, large size.....Special at 12 1/2c. each

WOMEN'S EXTRA LARGE FALL AND WINTER VESTS
Value 50c. each.....Sale 39c. each
Great Value—Vests Only.

SMALL CHILDREN'S WOOL HOSE
Value 23c. pair.....Sale 15c. pair
Sizes 5, 5 1/2 and 6 inch only

SALE OF BED COMFORTERS
English Make
\$2.00 Reversible Comforters.....\$1.69 each
\$3.00 Reversible Comforters.....\$2.39 each
Made of Turkey Red Chintz and printed Silkoline; full size, 60x72 inches.

BOYS' HEAVY WOOL HOSE
Value 35 pair.....Sale 25c. pair
Sizes 6 1/2 to 10 inch

MEN'S AND BOYS' NEGLEE SHIRTS
Values to 75c. each. Sale 39c. each
Neglee Shirts in white grounds, with fancy and plain stripes; all this season's patterns; good fitting and excellent wearing shirte. Sizes 12 1/2 to 16 inch.

MEN'S UNSHINKABLE UNDERWEAR
Tiger Brand—Sizes 34 to 44
Sale price, 75c. garment

BOYS' HEAVY FLEECE UNDERWEAR
Values 40c.....Sale 29c. each
SIZES 24 to 32 inch.

CORSET SALE
43c.....Pair
Made of fine Jean, steel fitted, four garters and nicely trimmed. Sizes 19 to 30 in.
CORSET SALE
Value \$1.25.....Sale 89c. pair
Wonderful value. Medium, low and high bust. This model is designed for the average figure. Sizes 19 to 30 in.

FINE WHITE CANADIAN COTTONS—MILL PRICES
12c. Value.....Sale 9c. yard

ASTONISHING VALUES IN RIBBONS
Five and Seven Inch Taffeta, All-Silk. Half Price Only, 15c. yard
Even if you don't need them now, you will later. Buy now at this money-saving price.

BRASSIERES
50c. Value.....Sale 35c. each
Made of strong Cotton, reinforced under arm, hook front, trimmed with embroidery. Sizes 34 to 40.

WOMEN'S NIGHTGOWNS
Value 89c. each.....Sale 69c. each
Made of good quality Flannelette, white only, trimmed with embroidery, finished with self trim.

CLEARANCE SALE OF FURS—LESS THAN COST
As We Are Dropping This Line

\$15.00 Squirrel Ties.....Sale \$7.50 each
8.50 Blue Goat Stoles.....Sale 4.50 each
13.00 Japan Mink Stoles.....Sale 6.50 each
10.00 Mink Marmot Stoles.....Sale 5.00 each
5.00 Chinchilla Stoles.....Sale 1.50 each
9.50 Black Astrachan Stoles.....Sale 4.50 each
5.00 Imitation Persian Lamb Sets.....Sale 3.25 Set
10.50 Black Astrachan Stoles.....Sale 5.98 each

CHRISTMAS GIFT LINENS
Manufacturers' Samples — To Clear at Half Price.

Some of them are slightly soiled—Bureau Scarfs, Table Covers, Runners, Pillow Shams, Table Centres, D'Oyleys, Tray Cloths, Cushion Covers and Five O'clock Tea Cloths. They are all perfect goods, at prices ranging from 19c. to 89c. each.

CORDUROY VELVETS
Value 75c.....Sale 59c. yard
Balance of our Corduroy stock to be cleared at the above low price. Only a few boxes left. Colors: Cream, Crimson, Cherry, Grenat, Navy, Electric, Sapphire, Gun Metal and Emerald. Width 23 and 27 inches.

HIGH-GRADE COSTUME VELVET
Value 85c. yard.....Sale 59c. yard
Chiffon finish, suitable for Fall Costumes, Skirts, Children's Wear, etc. Never has Velvet been so fashionable. Every style book demands Velvet this Fall. The shades we offer at the above bargain price are black, navy, saxe, sapphire, tan, mid, and dark brown, grey, cardinal, purple, hunters' green and laurel. Width 23 inches.

BLACK AND WHITE CHECK DRESS GOODS
25c., 30c., 45c., 60c. and 75c. yard

SALE OF TABLE LINENS
Bargains Now—Stock Too Heavy
Linen have advanced 20 per cent. We are cutting deeply on last season's prices, because of our large stock on hand.
35c. Bleached Damask.....25c. yard
50c. Bleached Damask.....35c. yard
75c. Bleached Damask.....55c. yard
40c. Unbleached Damask.....28c. yard
50c. Unbleached Damask.....40c. yard

LADIES' PEN-ANGLE CASHMERE HOSE
Value 35c.....Sale 25c. pair
Sizes 8 1/2 to 10 inch.

SALE OF GREY FLANNEL
Twilled and plain, light and dark grey. 25c. Grey Flannel.....Sale 18c. yard
30c. Grey Flannel.....Sale 25c. yard
38c. Grey Flannel.....Sale 32c. yard

HEAVY WHITE FLANNELETTE
Value 16c. yard.....Sale 12 1/2c. yard
Extra value, 31 inches wide—500 yards in lot, 12 1/2c. yard.

STRIPE FLANNELETTE
Value 14c.....Sale 10c. yard
Ten pieces 33 inch heavy striped Flannelette, suitable for underwear, linings, etc. To be sold at 10c. yard.

Compare Our Prices With Other Stores and See What You Save.

I. Chester Brown
32 and 36 King Sq. - Next Imperial Theatre

Give Useful Christmas Gifts

Doubly appreciated are the gifts that are useful and lasting as well as beautiful. What better choice could be made than knives, forks, spoons or other articles of

1847 ROGERS BROS.
"Silver Plate that Wears"

Selection is made easy by the variety of beautiful patterns to choose from, and the quality and durability are assured by an unqualified guarantee made possible by the actual test of over 65 years.

Be sure to look for the name 1847 ROGERS BROS.—the date identifies it—and do not confuse it with other brands bearing the name "Rogers."

Sold by leading dealers

Made in Canada by Standard.
Equal in quality to the best of the world.

CANADA'S GIFT SHOP

BIRKS' BRACELET WATCHES

THE Bracelet Watch is admittedly the favorite style for the ladies. Having investigated the merits of every good Bracelet Watch made we are in a position to assert that our regular stock embraces the pick of English and European designs.

The Bracelet itself is the work of our own craftsmen and is constructed with small spring links which give great flexibility with added comfort to the wearer.

Bracelet Watches may be obtained in sterling silver, gold-filled and 14 Kt. gold.

A cordial invitation is issued to out-of-town residents to write for illustrations of our newer models.

HENRY BIRKS AND SONS, LIMITED, MONTREAL.

The Gift that is Always Treasured

Many a Christmas token is both pleasing and appreciated, but the DIAMOND RING is treasured, always serving as a valued memento of the day.

DIAMOND RINGS in solitaire and cluster effects are prominently featured in our holiday display. Prices range from \$12.50 up.

W. TREMAINE GARD & SON
Diamond Importers and Jewelers
77 Charlotte St.
Est'd 1870

to a few farmers in every vicinity, offer them a dollar a ton more than I could afford to pay, and I would be compelled to pay the extra price and lose \$15,000 on the transaction or pay you that amount in damages for failing to fulfil my contract, and then you expect me to make a contract involving \$270,000 worth of hay to be weighed by you and inspected by a man of your choosing. I may look innocent, but I don't think our business, professional and political intercourse for the last fifteen years has been such that you are justified in concluding that I have been afflicted with softening of the brain to any great extent. My object in writing my former letter to my constituents was not with the hope of getting into the hay business, as I have much more important matters to take up my attention, and particularly during the coming winter in dealing with such gentry as you from different parts of Canada; but I started out to compel you to pay my constituents something like a reasonable price for their hay and not allow you to make the enormous profits out of them which you made last year.

From your interviews above referred to I learn you have come up in your price \$1 a ton, which means about \$15,000 to my constituents and before I am through with you, you will raise another dollar and probably \$2.

I learned in Woodstock today that your representative of this town offered a hay merchant of this town \$15 for loose pressed hay, f. o. b., whereas last week before my letter was published, the best offer which he would make to the same merchant was \$14 a ton. Fifteen dollars f. o. b. Woodstock means \$16.80 in St. John, and as you say, you can

afford to pay me \$15, then you can pay the Woodstock merchant the same price, and if you do he can pay the farmer \$14 to \$16, and as I stated before, you will come pretty near paying that amount before I am through with you.

This is the whole question at issue, and there is no use in trying to beloud it by any cheap claptrap such as contained in your letter and interview; and if Sir Charles Davidson represents in Canada what the government says he does, I will see that he will give your hay business of last year such an investigation as it deserves, and if men who have made exorbitant profits out of selling handbags, drugs, binoculars, horses and all other war material have and can be compelled to refund a portion of their ill-gotten gains, I see no reason why it will not apply to hay as well.

Sincerely yours,
F. B. CARVELL.

WILL RETIRE GENERALS AS THEY LOSE THEIR STRENGTH

London, Nov. 18.—(Correspondence)—There will be no age limit for generals in the British Army, says a statement from Premier Asquith. He proposes on the other hand, to displace them whenever they show signs of senility, whether their age be forty or eighty.

"It is not possible," remarks Mr. Asquith, "to institute any hard and fast rule as to an age limit for officers in command of divisions, but it will be our aim to appoint these officers whose mental and physical qualifications are most suitable. Some men age sooner and some later than others."