

### Razor Blades Provide Boost For Distribution Company

VANCOUVER (CP) — Today's razor blades... The company has mounted a national advertising campaign for no board blades, which it says it can sell at 10 to 20 cents a package under leading brands.

turned to expand the business on the strength of distribution rights for Ronson lighter fluid... DISTRIBUTED MOVIES The Cohens began working together in the distribution of movies out of Calgary during the 1930s.

led over to more useful though much less glamorous employment... A few foxes still remain and most of the surviving foxmen... Destructive potato diseases became so prevalent in the earlier years of this century that the Dominion Department of Agriculture in 1915 named Paul Murphy as a plant pathologist to come to Prince Edward Island...

ed with others that buyers were literally falling over each other competing for all the far exceeds good production at excellent prices... The varieties of which Mr. Peppin spoke were the Irish Cobler and Green Mountain, in 1928 when only 15 pounds was brought from the plant breeding station at Fresque Isle, Maine...

The principles are the same six Cohen brothers, Joe, Harry, Jack, Morley, Sam and Albert, who were peddling cigars, pipes, headache tablets, hair curlers and bobby pins across the Prairies 30 years ago... The company began to take its modern shape in 1951, when Papermate brought out a revolutionary new pen whose ink leaked as soon as it touched the paper.

SHOWED UP IN PERSON Salesmen in Canada claimed no distribution rights, but Albert Cohen was the only one who thought to show up in person at Papermate's Calgary, Calif., head office.

An organization run by six brothers sounded intriguing. Papermate President Patrick J. Fraevley and sister Susan checked out the Canadian distribution rights to the Cohens.

The brothers were selling 1,000,000 pens a year and as many as 3,000,000 refills. It took General Distributors of Toronto a number of years to get a prominent position.

concerned, and this means that the years ahead will lead to dairy steers, though cross-breeding with beef bulls has become a standard practice since the artificial breeding center at Fredericton, N.B. has become available to island cattlemen.

To date, however, the acreage has not exceeded the 500 mark, and tobacco still has to prove itself to the maturity of agriculturalists here.

This province has long been known for the quality of its bacon hogs, and it has topped all other Canadian provinces now for some 30 years, in the percentage of top grade carcasses.

Some 36.1 per cent of the bacon hogs sold through registered packing plants last year were of the top grade, and figures for the first five months of 1964 show that 87.6 per cent of hogs marketed have hit the top grade.

Volume is also increasing and represents an increase of 4,900 animals over the same period a year ago, according to L.W. Roper, provincial livestock program Nova Scotia and New Brunswick in the same period were 43,000.

Cattle shipped through packing plants this year totalled 7,246 for the first five months of the year, which was roughly 400 less than the total shipped from New Brunswick and Nova Scotia farms combined during the same period.

Whether this province is a 2 or either of the other two Maritime Provinces have been excellent in the grading quality of cattle, Prince Edward Island agriculture is based largely on a dairy economy so far as its cattle are

NATTY PLOWING BUFF is Lieutenant Governor W. J. MacDonald, pictured here while attending the matches at Dundas last week with Major Earl MacLeod, his aide-de-camp.

## Early Island agriculture was not well organized

By NEIL MATHESON Prince Edward Island shipped 7,000,000 tons of oats annually some 50 years ago. It imports 20,000 tons of grain and milled feeds annually at the present time. It shipped 6,000,000 to 8,000,000 bushels of potatoes up to 100 years ago but this figure has not changed as very much. The potato shipments vary with acreage, production and market. But shipments of modern times run close to 10,000,000 bushels a year.

The farm husbandry of earlier times in this province was had in that many acres of oats were grown year after year and shipped out, most of it to the Old Country. But it was the main crop, apparently, and the struggling settlers had little choice in their effort to pay for their land and purchase some of the necessities of life.

Horses were another phase of farm produce that helped to pay off many a mortgage in earlier days, and Prince Edward Island early established a reputation for the quality of its horse flesh. This province was one of the first places in North America to record its history, to import high quality sires from Europe, and some of the names are still recalled by present day agriculturists.

It probably wasn't the greatest sire ever brought here in terms of conformation and of show ring quality, but Barrister infused qualities in Island draft horses that remained and were passed through many generations. "My horse has Barrister blood in him" was one of the proudest boasts an Island horseman could make for many years, and no livestock owner would be more proficient at boasting than a horseman.

The next few paragraphs are almost direct quotes from S.G. Peppin, a man who was closely associated with the potato industry here over more than a quarter of a century.

Murphy saw in this province tremendous possibilities for the production of potatoes to areas that are in the market for high class crops.

Mr. Murphy ranged far afield in his efforts to help P.E.I. potato farmers and he used his pathologist's knowledge to study such other problems as chlorenchytrium, loose arm, wheat and barley, smut of oats, shot hole disease of cherry which was destroying many cherry trees on the island at that time.

Among the Island pioneers was John B. MacFadyen of August Cove who worked in the years 1917 to 1920 as a representative of the Charlottetown businessmen to assist the farmers by giving leadership in organizing an association to carry out their ideas.

That same year a competition was organized among growers with prize money donated by leading businessmen, and a bank operating in the province also contributed to a competition for top quality spuds.

Indes a new high in quality is attempted now with the establishment of an Ellis Potato Seed Farm at Fox Island, near Alberton by the P.E.I. potato marketing board.

The first carload of Irish Cobler seed potatoes in Canada, Mr. Peppin said, was produced in the Miscouche area in 1918 under the leadership of W.H. MacGregor. They were shipped to growers in Leamington, Ontario.

Moore & McLeod Ltd. A Farmer Can Feel the quality of the soil... And he can also feel the quality built right in our WORRY CLOTHES

It was an Island man, Dr. Fred Steivenson, who was born in Fredericton and became the leading geneticist specializing in potato breeding in the United States, who developed many of the strains including the one known as Katahdin and Chipewak, Mr. Peppin stated.

Island potato growers have been consistent winners at Maritime and national fairs and several times the grand champion ship at the Royal Winter Fair in Toronto has been brought here in seed and tubestock.

Proof of potato quality is in the reception by the housewife, and Island spuds consistently demand and receive stable premiums on the larger Canadian markets.

Frozen food plants have brought on a new variety of crops in the past few years, and this trend is going to continue. One of the most noteworthy features of this production of cole crops and other vegetables in the processing industry is that most of the trend toward a variety of mechanization of agriculture was reversed, and much of the work is done by hand.

Tobacco production is the newest addition to Island agriculture. It is still in the experimental stage here, though several of the growers have been doing really well, and the industry is still regarded as promising.

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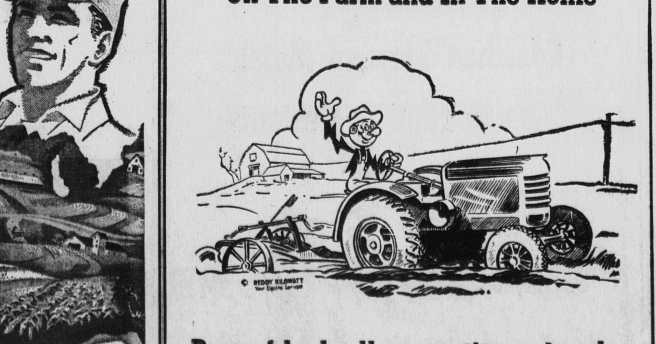
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