BUYING FURS IN SIBERIA REQUIRES NO LITTLE TACT

Hunters Have Little Idea of Values, but They Are Slow, and to Attempt Haste Is Disastrous.

By Frederick McCormick (Copyright, 1921, by Frederick McCormick) Scissors, socks or maple syrup in can, buys an imperial ermine skin in East Siberia. There are wearers of the im perial ermine who today would trade back their furs for the socks and syrup, but all the rest of the world seems engaged in a race for the furs.

A few decades ago when more kings were in their glory than now, an American in East Siberia found he could bu 50 ermine skins for \$5. He was told that the ermine brought 6 cents per skin and that the Siberian hunters only trapped them to pay their light church taxes and only the priest was poor enough and humble enough to accept them. When the same imperial ermine -always in his recollection associated with thrones-was pointed out he found it a miserable-looking creature hiding among old logs and in deserted huts. The disillusionment was enough to make a king superstitious.

Russia had what were called crown sables which were almost exclusively retained for home consumption. They were the finest in quality and price, were competed for by only the richest families, and were supposed to be so much more prized in Russia than elsewhere that they never left that country. They were the aristocrats of the fur world. Those of first quality are almost unobtainable. Dealers in London said last Christmas that it would take years to collect the number of first quality required for a lady's coat. One of the last such colment at that time. Its nominal value was considered priceless.

At the other extreme of the trade are what may be called the "lizzie" or alted commercial staple consists of a hand a string of bright colored beads to "flivver" furs—those whose social position comes from their association with company suit, into the everyday comthe housewife, and have everybody in the housewife, and have everybody in the household interested and involved the automobile. Extension of the motoring habit in America caused increased
demand for furs. The value of the furs

coast in 1921 in a trading ship, the latest

words from half a dozen languages. And

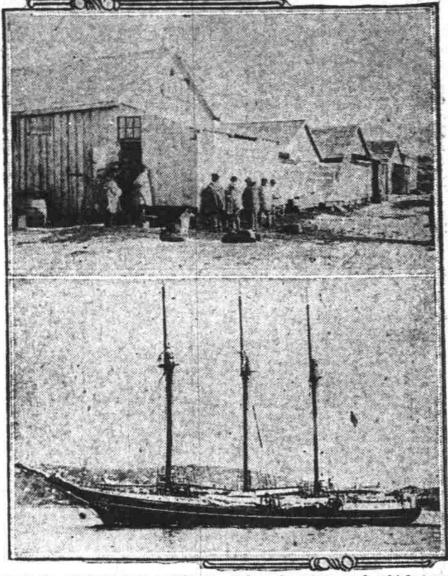
words from half a dozen languages. And required to satisfy the fashion for fur up-to-the-minute method of winning the along this particular coast the foreign

VALUE WAS FABULOUS

million dollars was taken to the United way trading is somewhat simplified. Dress fashions exercise the greatest around it. Four times in a year, about states. It was a more valuable cargo But the barter for the furs goes on influence over the fur trade. The custhan ever was taken away in the hey-day of the trading ship era. according to the ancient custom of the tom of the Chinese, the most ancient cember of all in dress, of trimming jackets, cycles JAZZ IS FAVORITE

The world's fur trade, transferred to St. Louis during the World war, has been liquidated and there is a fresh new race by fur traders to East Siberia competing for the winter's catch. In this regular and dependable supply comes from Kamchatka. Its birthplace there is Indiscriminate trading was forbidden by sive than at any time in the history of the former Russian government, but on the hunt. Russia and America are the progress in the opposite direction. It the objective annually of at least 3000 the former Russian government, but on the hunters, fur collectors and fur traders. This is the season of the collectors and "water" the traders got into touch with brought back the days when American traders. It is well on. Fur trading ships the local authorities and opened barter are working in and out along the coast by private arrangement. The whole ships to the Siberian coast. Petropaver Siberia from the Amur mouth to coast is open at present and a small lovsk is like it was in the 50's and 50's, Nome schooners are out; the Seattle might run from \$30,000 to \$50,000 in coast new trading posts have grown up men have come up from Hakodate and value. And they have footed up into the to take the place of the old whale depots.

BUYING SIBERIA'S FURS



Above, fur trader's cabin in Siberia. Below, American craft which cross Pacific to purchase priceless cargo of ermine and other costly furs.

are on the coast; and the Casco out with hundreds of thousands lections known to dealers came out of the Hudsons Bay company's pioneer Si- One of the irrefutable evidences of Russia as a gift from the soviet govern- berian party is in the Okhotsk sea. But East Siberian appreciation of American although the new race is on there is civilization is the permanent demand for was placed by experts at \$250,000, but it something about the fur trade that is jazz phonograph records with other munot new. This is in the way the furs sical articles, and candy. This makes are bought.

Buying Siberia's oldest and most exnotor coats is many millions of dollars runter from the product of his manly chase, and bringing it home, is entirely Eight years ago I came out of the comprised in measuring the value of the North Pacific with an officer of the old fox or sable skin in terms of phonoeiver in the Arctic, where he found the hunting knives, tents, boots, razors, drill, where \$10,000 to \$15,000. It was the knives, needles, cartridges, etc. It is will be cooked from that moment

beginning of the present fur trade ve- the early and primitive method. The ment of furs valued at more than one something of the values, and in this in East Siberia.

word that the most friendly relations Western countries. Kublai Khan, the existed between the two peoples on fur dressed emperor at one time of al-East Siberlans came from the interior a revitalized king of fashion in all the hundreds of miles to trade with our capitals of civilization. Fur has conrace the sable is the prize fur. Its last schooners, of which about half a dozen quered the world's dress fashions, and annually cross to the Siberian shore. Its use now is more varied and exten-Hering straits and into the Arctic. The schooner cargo of furs obtained here but larger. And along the Bast Siberian

The Best Phonograph Sale!

Is Always the One Where You Can Buy the

You know-everybody knows-

that the prices for New Phono-

graphs are standard and cannot be

changed; but the \$75 Grafonola

was reduced to \$60 and the \$120

one to \$85-the \$275 to \$150 and the \$275 types-which repre-

sent the finest of all models-for

monthly payments of but \$3, \$5,

New Records

October Releases

All by Myself—Fox Trot
Ted Lewis Band
One Kiss—Fox Trot
The Happy Six
No. 3434—10-inch—85c

Yerkes Orchestra

Fox Trot
Van & Schenk Orchestra
No. 3427—10-lnch—85c

\$175—an actual

\$8 and **\$10** monthly.

Ain't We Got Fun—Fox Trot The Happy Six Not So Long Ago—Fox Trot

Wang Wang Blues—Fox Trot Van & Schenk Orchestra Ain't You Comin' Out, Malinda?-

Happiness—One Step Art Hickman's Orchestra

unshine—Fox Trot Art Hickman's Orchestra

Metropolitan Dance Players Where the Lazy Mississippi Flows

Peggy O'Neil—Waltz Prince's Dance Orchestra The Last Waltz—Waltz

Metropolitan Dance Players No. 6185-12-inch-\$1.25

it a simple matter to interest the native. The trader can start a phonograph words are mostly English - that is, whale-ship American.

It is more and more important for the trader to bring new and original Russian coast patrol ship Yakut. He graphs, rifles, and other articles of extra goods along with the staple necessities had been to the mouth of the Kolima value; and of other skips in terms of for which the native looks. The hypersulation is the patrol of the patrol of the hypersulation of the staple necessities. for which the native looks. The hulittle American schooner Eagle from thread, enameled ware, teacups and is impressive A visitor who little American schooner Eagle from thread, enameled ware, teacups and lis impressive. A visitor who assumes saucers, underwear, cube sugar, candies, any degree of superiority in manners dried fruit, cakes, brick tea, pocket-will be detected instantly and his goose

Siberia has few tanners and no skill-In fact the expedition did skins come from not less than twenty ful ones. And all of them feel the lack make about six thousand dollars for the species of fur-bearing animals. Sable, of good chemicals. Siberian furs, theretrip. Last year an American trader fox, squirrel, bear, sea otter, seal and fore, almost wholly seek an outside mar-brought about 3500 sable skins away polar bear are the leading ones. The ket. Hunting has been hampered by the from the Chukotsk peninsula; at sum- inhabitants generally turn their catch difficulty of obtaining powder and lead. ars-end from a village there a ship- over to local fur collectors who know Nevertheless the fur trade has increased through the sky varies in accord with

all in dress, of trimming jackets, Before I started to Kamchatka, the skirts, markles, footwear and headwear governor of Alaska's office sent me with bands of fur has been adopted by

Columbia \$60

\$5 Cash

\$3.75 Monthly

SUN DIAL LIKE. LIFE'S EBB OR MARCH OF DOOM

Device Has Ever Been One of the Greatest Fascinations to Look Upon, Says Serviss.

By Garrett P. Serviss minent Astronomer and Writer on Problems of Scientific Interest. The sun-dial has given to literature ne of its finest allegorical phrases, "The shadow on the dial." What metaphor or rhetorical figures excels that in con-

emplative power? The slow on-creeping of the dark gray, delicate-edged shade of the gnomon, gradually reaching and covering the successive figures of the hours is a curiously fascinating sight. It is like the march of doom.

With a magnifying glass you can see the movement of time's shadowy finger. To the imagination it is an uncanny sight; it is mere motion made visible, for what seems to move is nothing, because a shadow has no substance. PICTURES LIFE'S FLEETNESS

There is no invention that man has ever made which puts under his eyes startling an image of the fleetingness of life as is furnished by the sun-dial. The movement of clock hands has no such effect, for that is manifestly a purely mechanical phenomenon. Here, perhaps, lies the occult reason why these instruments have never been popular, why they were often attached to churches and cemeteries, why moral maxims appeared in the mottoes that they bore, and why, in these days, whenever you find a man who has taken pains to furnish his garden with a sundial you are sure to discover that he is of a meditative or contemplative dis-

The sun-dial tells the true sun time at the place or on the meridian where it is situated. Clocks are prevaricators and compromisers. If you want to know the moment when it is truly-noon, you must go to the sun-dial for that infor-

what is actually somebody else's noon, west of you, while somebody else's clock will give him your noon, and neither will have the real noon.

This is all right for general, prac-

tical purposes in this all-grasping age, when we have made the world our oyster, and are concerned with all sides of it at once, but it is not right for certain innumerous persons who, for one reason or another, want to know the exact time shown by the real sun at the point on the earth where they happen to live, and not the conventional time shown by what astronomers call the "fictitious sun," which they have created to make easy work for clocks-nobody being able to make a clock that could accurately follow the sun, whose apparent motion the variations of the earth's real motion

There you have the whole philosophy of the sun-dial; it holds up its motionless finger (the gnomon), exactly in the either side of Bering Sea and that the most the whole of Asia, exists today as meridian on sunny days, and the sun. traveling from east to west through the sky, throws the shadow of the gnomon onto a graduated dial, and causes that shadow to move eastward across the shows the true local sun-time at all sea-

> The simplest of all forms of sun-dial, and the easiest to make, is a flat plane of metal or stone, placed horizontally. and having the line of the true meridian of the place, or the true north and south ine, at right angles to this, is the 6

o'clock, or east and west line.
Upon the meridian line is set up the gnomon, a thin triangular piece of metal, one of whose angles is a right angle, while one of its two other angles is equal to the latitude of the place where the instrument is to be used. The gnpmon is fixed upright on the dial in such a way that its right angled corner is at the northern end of the base, or side on which it stands, while the side opposite to the right angle points directly toward the pole of the heavens, whose elevation above the horizon always equals the latitude of the place where the observer stands.

SHADOW MOVES ACROSS

The shadow of the gnomon will move across the plate on the side opposite to that on which lie sun shines, and will reach, in succession, a series of hour lines, which must be drawn at such distances apart as to correspond with the relative positions of the principal meridans of the globe.

The edge of the shadow approaches the gnomon before noon and recedes from it after noon. At noon the sun will shine directly down upon the top of the upright triangle, or exactly in its plane, and there will be no shadow, the moon line on the dial corresponding, as we have already seen, with the direction of the gnomon itself. Standing on the south side of the dial, the forenoon hours will be on the left, and the afternoon ours on the right.

on the dial can be ascertained by a simple geometrical method, which is too ong to be described here. It is very important to have the meridian on the dial placed in exact accordance with the real meridian, and the ascertainment of the latter is a problem in elementary practical astronomy. Many omplicated and extremely beautiful forms of sun-dial were made in the days before clocks and watches became com-

The proper position for the hour lines

Mountain Slipping; Villagers Fleeing

mon. They are precious curios for those

Geneva, Sept. 17.-Valmaggia mountain is breaking up. Villagers in the Campo Cimalmotto district have fled in panic. Great landslides are taking place and auge crevasses have swallowed forests. Cattle, stables and farms have been

wept into gorges, Diamonds Decline in Cost, Says Importer

San Francisco, Sept. 17 .- Since the war the karat price of diamonds has dropped from \$550 to \$400, it was announced today by Dr. Albert Selden, diamond importer of Detroit. The platinum prices are down, also, said Dr. Selden, present

Cut the High Cost of Cooking With the Sterling Combination Range

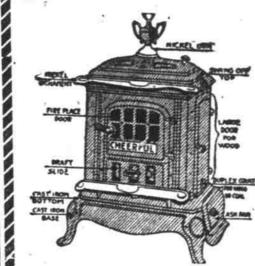
Waste of fuel adds substantially to the high cost of cooking, and careful housewives are turning to the economical three-fuel STERLING COMBINATION Range to solve the problem of better, quicker, easier cooking at less fuel cost.

The STERLING COMBINATION is two-ranges-in-one. It is a remarkable fuel saver because it burns gas and coal or wood, singly or together, and can be instantly changed from one to the other. This means true fuel economy. Waste is unnecessary with the perfect heat control of the STERLING COMBINATION. You use exactly the amount and kind of fuel needed; no more—no less! And the substantial saving shows in reduced gas and coal bills.

You can cook in comfort and take things easy the year 'round with a STERLING COMBINATION. Your kitchen will be as comfortable as any room in the house. In summer, to keep cool, cook with gas. In winter, for warmth, use coal or wood. Also heats water for bath and kitchen

Blue or Gray Porcelain Combinations The STERLING has our NEW patented BUILT-IN oven burner. No baffle plate to remove. No hole in oven bottom to interfere with good baking with coal. Fully guaranteed.

Notice! We will take your old cook stove or range in exchange on one of these Sterling Combination Ranges and allow you all it is worth.



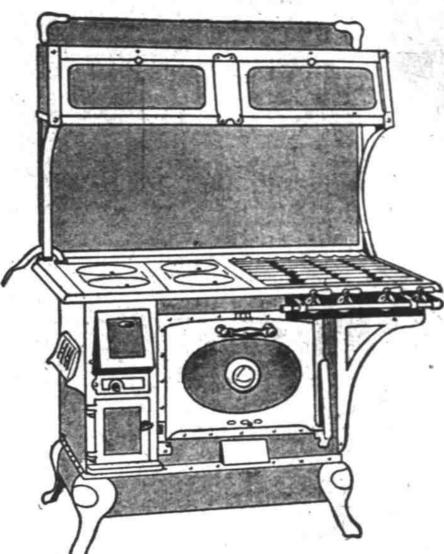
Wood and Coal Combination Heater

is the best style combination wood and coal heater you can buy.

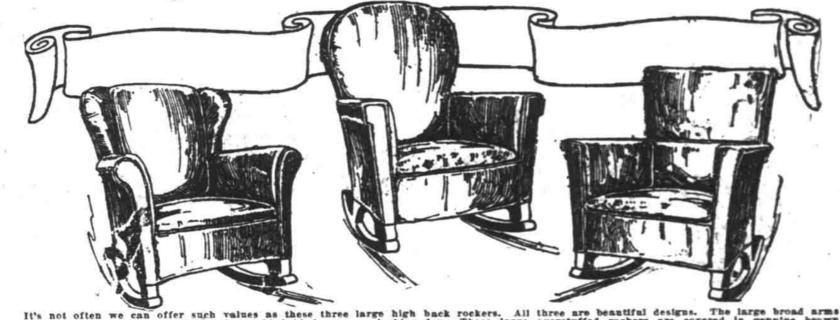
Large fire door for big pieces of wood; also grates that can be turned for coal; cheerful fireplace door in front. We also have this same heater for wood only for less money.

All heaters sold on easy. money. All heaters sold on easy terms, \$1 a week. No charge for

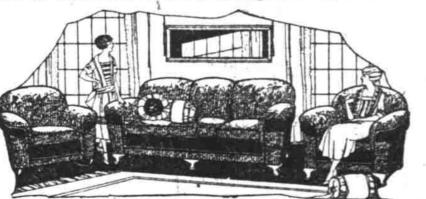
Trade your old stove for one of our Up-to-Date Heaters. We will al-low you all it is worth in exchange. Ask to see our slightly used heaters in our Exchange Department. They are cheap and all guaranteed.





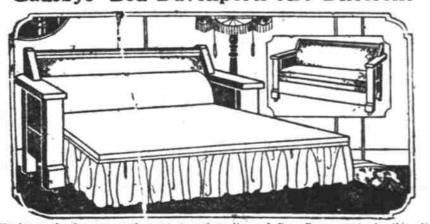


It's not often we can offer such values as these three large high back rockers. All three are beautiful designs. The large broad arms and seats are the comfertable spring-padded kind you are looking for. These large overstuffed rockers are covered in genuine brown Spanish leatheretic. The frames and construction are guaranteed. Come early and get first choice.



these Davenports, or chair and rocker. cheap and can sell them for less than other dealers. Good Davenports with loose auto cushions, spring seats, genuine tapestry covering, all colors. Priced as low as \$74.50. Chair and Rockers as cheap as \$36.75. These sample suites are only one each. Come early and pick the best ones.

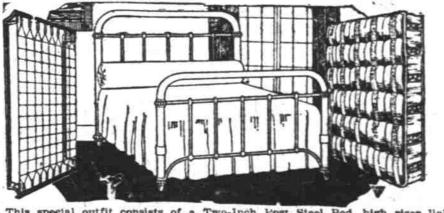
Gadsbys' Bed Davenports Are Different



We have the largest and most complete line of fine Davenports in the city, long or short sizes. Upholstered in genuine leather or best grade imitation leather. These Bed Davenports are becoming more popular every day and there are hundreds being used by night and day. Why be without one when they're so reasonably priced? Imitation Spanish Leather, \$55.00 Genuine Spanish Leather, \$75.00

EASY TERMS AT GADSBYS'

Steel Bed, Steel Spring and Felt Mattress \$27.75



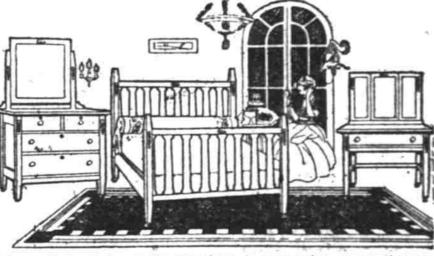
This special outfit consists of a Two-Inch Post Steel Bed, fabric Steel Spring and a 40-pound Cotton Felt Mattress in pretty art tick, worth a lot more than Gadsbys' special price of ..

Sale of Manufacturer's Sample Parlor Suites | Two Dining-Room Outfits \$36.75 and \$49.50



These sets consist of an Extension Table with 42-inch top extending to feet, and six half-box Diners, very similar to picture above. SET NO. 1 is of solid oak, in wax or fumed finish, and sells regularly for \$60. This week's price ... SET NO. 2 has Solid Oak Table and Hardwood Chairs, in golden or fumed finish, sells regularly at \$45.75. This week's price

Pretty BEDROOM SUITE Reduced to \$64



Bedroom Suite, similar to the one above, is some value, This suite is finished a pretty ivory. Ask to see it. On this week at Gadsbys' \$64.00

500 Rugs to Select From

We are showing a larger line of room-size rugs in Axminster Velvets and Tapestry Brussels than at any time this year, and at prices that will afford a marked saving. It will pay you to look them over.

9x12 Axminsters, excellent quality, at 9x12 Axminsters, excellent quality, at
9x12 Axminsters, good quality at
9x12 Axminsters, good quality at
9x12 Velvets, best quality, at
9x12 Velvets, good quality, at
9x12 Tapestry, best quality, at
9x12 Tapestry, good quality, at

USE OUR EXCHANGE DEPARTMENT—If you have furniture that doesn't suit—want something more up-to-date and better—phone us and we'll send a competent man to see it and arrange to take it as part payment on the kind you want—the Gadsby kind. We'll make you a liberal allowance for your goods and we'll sell you new furniture at low prices. The new furniture will be promptly delivered. Exchange goods can be bought at our First and Washington Store.

There's No Interest Charged Here—and every article in our entire building is Guaranteed as to quality. We buy Only the Best-

WM. GADSBY & SONS

Corner Second and Morrison Streets

Best Phonograph for the Least Money

The Steger \$85 \$5 Cash, \$4 Monthly



The Steger \$115 \$10 Cash, \$5 Monthly

Schwan Piano Co.

No. 3429-10-inch-85c

No. 3428-10-Inch-856

Columbia \$85

\$10 Cash

\$5 Monthly