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THE ART OF TRAPPING

MR. A. B. SHUBERT

"FAIR AND SQUARE"

THE FOUNDER AND PRESIDENT OF THE LARGEST HOUSE IN THE WORLD DEALING EXCLUSIVELY IN

AMERICAN RAW FURS

THE

ART OF TRAPPING

A complete description of the North American Fur Bearers, their Habits, Range; How to Make a Success of Trapping and other Information of Great Value to the Trapper and Fur Collector.

PUBLISHED BY

A. B. SHUBERT, Inc.

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TO THE

"SATISFIED SHUBERT SHIPPERS"

ALL OVER

NORTH AMERICA

INTELLIGENT, CONTENTED
PROGRESSIVE & SUCCESSFUL

This Volume is Dedicated

PREFACE

In preparing this little volume, the aim has been to produce a work that will appeal to the beginner as well as the experienced trapper and collector of Fur-bearers, and to bring to the attention of every man and boy the wonderful opportunities for pleasure and profit in trapping, including such information relative to our North American Fur-bearers, as would be desired by either the amateur or the experienced trapper and Fur collector.

It tells the range of the different Fur-bearers, their habits, haunts, modes of living, food, how to trap them, how to skin and handle the pelts, in fact, it is a book that will guide and help the experienced trapper and teach the beginner the art of successfully trapping the North American Fur-bearers.

Conditions vary considerably in different sections and the trapper must use his own best judgment, but whether the reader is a beginner or an experienced trapper, if he will read this book carefully, he will get information that will be of great help to him.

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The Art of Trapping

THE FUR INDUSTRY

The Fur Industry is one of the oldest industries known to man, dating back even before the time of Christ. Furs have been instrumental in the growth and advance of the world since prehistoric times. The Eskimos and other tribes and nations of the North, as well as the Red Man or American Indian, used Furs as a covering for the body or the tent, to ward off the cold and keep out the piercing wind and driving storm.

It is wonderful the part that Furs have played in the history of man. They have caused wars and pillages, led to the exploration of new lands and changed the maps of nations; but more wonderful still are the varied fluctuations in the market. It is the greatest speculative game in the world. When the Raw Fur market is at its highest pitch, Wall Street fades away to nothing alongside of it.

Furs have been the prized gifts of emperors and kings; they have been the price of redemption of royal prisoners taken in war; and even at the present day they compete with precious gems and jewelry as articles of dress and adornment for the rich and fashionable. In Europe and Asia the use of Furs was limited, for hundreds of years, to persons of royalty or of great wealth. However, conditions changed with the discoveries of new lands, and the opening of America offered a seemingly unlimited supply of Furs. Trappers and traders flocked to this country in great numbers. Many fortunes were made from Fur hunting and trapping expeditions, and the Fur trade quickly became one of the leading natural resources of North America.

No industry—agricultural, mineral or otherwise—has been the origin of as much wealth to North America as the Fur Industry. Before a field was cultivated, a mine opened, or a railroad constructed, Fur-bearing animals of North America were the only source of revenue. This was one of the main reasons for the rapid colonization of North America, especially the West and Alaska. It was the trappers' trail that formed the path of the first highway, and the trappers' Fur catch formed the first cargo that was ever freighted on any of the inland waters of North America. It was also the trappers' catch that brought the first foreign wealth to North America, and ever since this country has been practically supplying the world with Furs.

No other natural resource of North America has been productive for so long a time or has yielded such an aggregate wealth as the

Fur-bearing animals, and still the Fur Industry is not dying out—in spite of the fact that millions of Fur-bearing animals are killed off every year. The game is far from being extinct, the fight is getting keener, and every season promises to be more active than the one preceding.

In the early days of the Fur Industry in North America, certain companies monopolized the catch in certain sections. However, these monopolies have dissolved or gone out of business long ago, and at the present date the industry is not controlled by any one individual or company.

Furs are an absolute necessity, as they form the protective clothing of those whose occupation brings them in contact with the elements of winter. At the same time, Furs are very fashionable. On account of their abundance and the cheapness of some of the commoner articles, the use of Furs has become general and they have recently come within the reach of persons of moderate means. However, the fancy and rarer sorts, which are more or less a luxury, command extremely high prices and can only be afforded by the wealthy. At the present time Furs are used more extensively among the civilized nations of the world than at any former period.

TRAPPING FUR BEARERS A PROFITABLE OCCUPATION

Does the average farmer stop to consider the thousands and even millions of dollars that are paid out every year by the large Fur houses for skins of the "farm yard pest?"

The Weasel, a menace to the chicken coop, the Skunk, Muskrat, Raccoon, Mink and other Fur-bearing animals, classed as "varmints" and considered a nuisance to the crops—all have their intrinsic value, and it would be well for many to forget the nuisance end of the story and look at the profit side.

The money picked up by the wise farmer boy and country man during the Fur season, to say nothing of the professional trappers' revenue, is something that would make a great many people sit up and take notice. The demand of fashion and competition of the large circular houses has sent the price of Furs to such an enormous height that trapping today is a mighty profitable occupation.

The golden opportunity of the farmer boy or country man to pick up a neat pile of money in his spare time during the winter should not be overlooked, and the exercising of a little "COMMON HORSE SENSE" in handling and stretching will go a long ways toward determining the amount of his earnings.

THE ART OF TRAPPING

THE ART OF TRAPPING

Trapping is an interesting, historic, enjoyable and profitable calling. It is an art. A very good livelihood can be earned during the winter months by trapping Fur-bearers. It is not necessary to go to a far distant wild region to make a success of trapping. Almost any farming section will be found to be a paying trapping ground. The country man or boy can do much better in his own home district than he would by going into some place with which he is not familiar. More Furs are caught in the settled regions and farming districts than in the wilds, and more money is paid out for the common Furs, such as Skunk, Muskrat, Mink, Raccoon, Opossum, Red Fox, etc., which are caught in the settled regions and farming districts, than is paid for the animals caught in the wilder regions, such as Lynx, Marten, Wolverine, Fisher, White Fox, Blue Fox, etc. While each individual skin of the common Fur-bearers does not command as high a price as the fancy articles, they are caught in larger numbers and therefore are more profitable. The farmer or farm boy who does not trap is depriving himself of considerable dollars that he could readily earn.

It must be understood that trapping is not a pastime. The writer would not want to deceive the reader by leading him to believe that trapping was nothing but one continuous round of pleasure. Like any other legimate line of endeavor, trapping requires hard work and close application to make a real success of it. However, a great amount of pleasure and sport can be derived from trapping, and the study of nature, which is necessary, is very fascinating.

The trapper must be a keen observer. He must learn how the wild animals live, what they eat, where they are found, where they sleep, how to set the trap, whether to use a "bait set" or a "blind set," how to handle Furs after they are caught; he must not become discouraged at reverses, and last, but not least, he must know that which is of vital importance to make trapping a real success, how and where to market his Furs so that the best prices will be realized. All this knowledge can be learned by a careful study of this little volume from cover to cover, but to become a master of the art of trapping, such study should be supplemented by personal observations.

In order to find good places to set his traps, it is necessary for the trapper to examine the ground and stream banks closely. By

doing this he will find dens that he might otherwise overlook, and there is no better place for a trap than in the entrance of the den. It is a good idea to wade the waters of the streams and thus avoid leaving tracks on the bank and find many other good places for traps that might not be noticed by walking alongside the stream.

All Fur-bearing animals have a very good sense of smell and are made suspicious by anything that is out of the ordinary. The trapper should bear this in mind. The less visible signs he leaves along his trap line, the better success he will have in catching the animals. If the Fur-bearer smells the trap or human odor, he will not come near that place. The trap odor can be concealed by boiling the traps in water and wood ashes. The trap should be so hidden that there is no chance of its being discovered by sight. If possible to avoid it, the trapper should leave no foot prints. (Of course, this is not possible when there is snow on the ground.) The ground, leaves and the surroundings should be left looking as undisturbed and as natural as possible. Bark tied to the shoes or scent rubbed on the soles will prevent leaving human odor, and the traps must not be handled with bare hands, but gloves should be worn. The traps should be visited at least every day, and the trapper should try to follow the same path at all times as much as possible when going over his trap lines. He must not spit around the vicinity of his traps or step around too much; in fact, it is best not to go direct to the traps, but view them from a distance. When the trap line is located on the banks of a stream, it is best to wade in the water (wearing a pair of boots) and the sets placed by reaching out upon the bank or water's edge. When killing a trapped animal the trapper should be careful not to leave any human scent.

To properly set a trap on land, a shallow excavation should be dug, deep enough, however, so that when covered the ground will look undisturbed. This hollow should be lined with dry leaves or moss and the trap placed therein. Then a piece of paper or a few dead leaves should be placed over the trap to prevent the covering from rolling under the pan. Cover the trap with fine, dry dirt, or some other light, dry material, in accordance with the surroundings. When setting, traps should always be placed so that the jaws will be lengthwise of the animal's approach, and the animal will step between the jaws and not over one. The reason for this is obvious. If the trap is set crosswise, the rising jaw will sometimes throw the animal's foot out of the trap.

Traps should always be secured in some manner so that when an animal is caught it will not escape with the trap. The trapper should be particular as to how he fastens his traps, and he should

not neglect to conceal the fastening or drag, or disguise it in such a way as to cause no suspicion. The chief object of fastening traps is to enable the trap to so hold the animal as to prevent it escaping by pulling from the trap, chewing or twisting off a leg, or breaking the trap or trap chain.

The best and most satisfactory method of fastening the trap, is to fasten it to a movable clog or drag. A large stone, a bush, or a branch make very good drags. The weight of the drag should be such as to allow considerable freedom in the movements of the captured animal and, at the same time, hinder it from getting any great distance away from the place where it was caught.

The "spring pole" method of fastening is a good one. By this method the captured animal is lifted into the air and thus prevented from becoming a prey to other animals. It also guards against the escape of the animal by chewing or twisting off its own leg. The "spring pole" consists of a slender pole inserted in the ground near the trap. (The strength of the pole depends upon the size of the intended victim.) The pole is bent down and the trap chain secured to its end, then a small notched peg is driven into the ground and the top of the pole caught in it in such a way that when the animal is caught its struggles will release the pole and lift the trap and its occupant high in the air.

Another good method is the "balance pole." This is a long, slender pole, heavier at one end, tied to a crotch or to the side of a tree, the trap being secured to the small end. It is so balanced that the weight of the butt or heavier end will not only lift the trap, but the captured animal as well. It is fastened down by hooking it lightly under a crotched stake or link of the chain being hooked to a headless nail driven in the side of a stake. The efforts of the animal to free itself from the trap, release the "balance pole," the weight of the heavier end bearing it down, thereby lifting the trap and animal off the ground.

Still another method of fastening the trap is by nailing the trap chain to a tree, a stake driven into the ground or some other stationary object. The writer does not advise the use of this method except when it is absolutely impossible to use any other, for the reason that just as soon as a trap clamps itself to the foot of an animal, the animal will by instinct make a dash for liberty. When the trap is fastened to a stationary object, there is a great strain on the trap and chain, especially when an animal of great strength is caught. When it is absolutely necessary to fasten the trap by securing it to a stationary object, the trapper should attach either an extension

chain or a piece of strong wire to the trap chain. This lessens the strain on the trap and chain, and increases the holding power.

When trapping along streams or creeks, it is well, if possible, to fasten the traps in such a way as to drown the animal. Fur-bearers of aquatic habits, that is, those animals who frequent the waters, when caught in a trap almost always plunge into the water. The method most commonly used to drown these animals is what is known as the "sliding pole." It consists of a pole about ten feet long which has been trimmed of its branches, except a few at the small end, enough to prevent the ring of the chain from slipping off. The pole must be of such a size that will allow the ring of the chain to slide freely down the whole length. This pole should be placed near where the trap is set, in a slanting position, and the small end should reach into deep water, the large end being fastened securely to a stake driven into the bank of the stream. The ring of the chain should be slipped onto the pole before the pole is fastened to the bank. When an animal is caught it plunges at once into the deep water. The ring of the chain slides down to the end of the pole and the weight of the trap, together with the short chain, prevent the animal from rising to the surface of the water or returning to the shore.

A trapper can sometimes get better results by using scent or bait, in fact, many of the animals which are trapped are caught by means of a bait or scent which is placed in such a manner that in attempting to reach it, the animal places its foot in the trap. The bait used to lure animals into traps is some article of food of which they are particularly fond. However, most of the time an animal can secure an ample supply of food to satisfy its hunger and will not go very far out of its way to investigate a bait, unless hungry, therefore scents are used. A scent is a strong-smelling substance, certain kinds of which are particularly attractive to certain animals. Bait or scent should never be put on the pan of the trap, but should be placed on a stick or above the trap or in an enclosure (a hollow log, a hollow between trees, a hole in the rocks or under a stump), the bait being set beyond the trap and the enclosure so arranged that the animal will have to step in the trap to reach the bait.

If an animal cannot be induced to approach a bait or scent, the trapper can resort to the "blind set." In this case, the trap is set without bait or scent, in a trail where the animal travels or at the entrance of its den. If such a place cannot be found, a careful study of the route of the animal will reveal a place where some natural or artificial obstruction will force the animal into a certain spot. A trap carefully set on that spot will catch the animal.

Some Fur houses sell animal baits and scents to trappers, which they claim are prepared from costly ingredients obtained from different parts of the world, and which are supposed to have wonderful alluring powers. Every house claims their bait is the best. They tell the trapper that the cost of the bait is "but a mere trifle," only a dollar or 75 cents a bottle. Some of these scents have given a fair degree of success, while others have proved worthless. It is not at all necessary for the trapper to pay out his good dollars to a patent bait company or Fur houses who handle bait or scent. The trapper can make the bait or scent himself. Anise Oil, Oil of Rhodium, Asafetida, Fish Oil, Beaver Castor, or a mixture of all, or some, make good scents for certain animals. Anise Oil, Asafetida and Oil of Rhodium can be purchased at any drug store, while Beaver Castor, "SHUBERT" will gladly sell to the trapper at cost price. Fish Oil can easily be made by the trapper. The body of a fish or eel is cut into small bits and placed in a glass jar in the sun until a fetid or foul-smelling oil forms. This particular scent bait is especially alluring to animals of aquatic habits or those animals which inhabit the waters. If the trap is set in a path that leads into water, the bait should be placed on a sod or stick out in the water a few feet from the shore.

In the following pages will be given just what animals are attracted by certain scents and the best methods for trapping the different Fur-bearers.

"SHUBERT" says:

"SUPPLY AND DEMAND REGULATE THE VALUES OF AMERCAN RAW FURS. THE SUPPLY OF FUR HOUSES IS VERY GREAT. THE DEMAND FOR RELIABLE AND CONSCIENTIOUS FUR HOUSES IS GROWING."

SKINNING AND HANDLING FUR-BEARERS

Many dollars are lost to the trappers of North America by the lack of knowledge of handling Furs. By following the instructions given below, you will increase the market value of your catch and you will obtain more money for your Furs.

There are two ways of skinning Fur-bearers, viz.: "casing" and skinning "open." To skin an animal "cased," cut the skin crosswise, just under the tail, large enough to pull the body through. Skin the tail and remove the tail bone. Draw the skin downward from the body, keeping it as clean of flesh and fat as possible. To make this process easier, the animal may be suspended from the limb of a tree or some other projection by tying a strong cord around the hind legs after they have been skinned. Mink, Muskrat, Skunk, Civet Cat, Ringtail Cat, Opossum, Lynx Cat, Coyote, Otter, House Cat, White Weasel, Marten, Wild Cat, Fisher, Lynx, Wolverine, and the entire Fox family should be "cased." Opossum and Muskrat tails, also Coyote hoofs are absolutely worthless and should be cut off. Remove all fat and flesh from Skunk and Opossum—it makes the skin look better and prevents it from becoming hairslip or grease burnt while in transit.

To skin an animal "open," cut the skin down the belly from the head to the tail. The skin should be peeled from the body, using the knife whenever necessary. Raccoon, Bear, Badger, Timber Wolf, Mountain Lion and Beaver should be skinned "open." Stretch and dry the skins in the open air, where there is shade. They should never be allowed near the heat of the fire or in smoke or the sun, as it burns them and makes them more liable to spoil in dressing.

Do not keep your Furs too long on the boards. As soon as they are sufficiently dry they should be removed.

Coyote, Lynx Cat, Ringtail Cat, Marten, Fisher, Wolverine, Otter, Lynx, and the entire Fox family, should be shipped Fur out and flesh in.

Do not overstretch your Furs, as it spreads the Fur over a large surface and makes it thin and lacking in richness. Do not use salt or alum. This injures the skin for dressing and lessens its value.

TRAPS, TRAPPERS' SUPPLIES BAITS AND SCENTS

"SHUBERT" does not handle traps, trappers' supplies, baits, scents, etc.—we are in the RAW FUR BUSINESS and devote our time entirely to handling Fur shipments **"better,"** paying **"more money"** and sending returns **"quicker."**

Traps and supplies can be purchased just as cheaply at the local hardware store, and you save time and transportation charges, and see what you are buying. This book tells the proper size of trap to use for every animal.

For bait there is nothing better than the natural food of the animal, and if a trapper wants to use a scent, he can make as good a scent as he can buy anywhere, and for less money, and "SHUBERT" gives the formulas in this book. "SHUBERT" has had all these scents, for which we give formulas, tried out by trappers in different sections of North America and they have been found very satisfactory.

THE IMPORTANT PROBLEM

THE IMPORTANT PROBLEM

THAT EVERY TRAPPER AND FUR SHIPPER MUST SOLVE TO BE SUCCESSFUL

A trapper may know all about trapping Fur-bearers; he may know their habits; the best methods of trapping the various animals; how to skin and handle his Furs; how to pack and ship; but if he does not know WHERE to ship his Furs, it is better that he quit trapping as a means of providing a living. HE IS PLAYING A LOSING GAME. It is just as essential for the successful trapper to know where to ship his Furs as to know the best methods of trapping, etc. To be successful, the trapper must ship his Furs to a successful house—a reliable house. He must choose with great care and caution the house to whom he is going to entrust his catch of Fur-bearers. The trapper can solve this important problem by shipping to "SHUBERT," where he is sure of receiving a liberal and honest assortment, the highest market prices and speedy returns.

"SHUBERT" is a house of

CHARACTER AND STRENGTH

Since the establishment of the "SHUBERT" organization, in 1883, we have enjoyed a steady and constant growth, until now we have as customers what is considered to be the largest list of individual Fur shippers served by any Raw Fur House in the world. During this period we have satisfied thousands and thousands of Fur shippers who have had faith in our experience and judgment. Some of our shippers, and doubtless many other trappers and Fur collectors, do not realize that our success, both in growth and in satisfying Fur shippers, is founded on certain definite policies.

Our fundamental principle has been to always satisfy Fur shippers. This business policy has been kept so prominently in view that we now have thousands of Fur shippers shipping to us daily with the full knowledge that they will receive a "square deal" from "SHUBERT." We fully realize the responsibility placed on us by Fur shippers—looking to "SHUBERT" for the highest prices obtainable for their Furs. Constantly have we preferred to give the benefit of any doubt for the protection of our shippers.

We invite every trapper and Fur shipper to join this immense list of "SATISFIED SHUBERT SHIPPERS." To learn more about how we safeguard our shippers' interests, make "SHUBERT" a trial shipment.

YOU WILL BE CONVINCED and at the same time you will have solved THE IMPORTANT PROBLEM.

"THE SHUBERT SHIPPER"

"The Shubert Shipper"

"The Shubert Shipper" is a publication issued for the benefit of the up-to-the-minute Fur shippers. It quotes authentic prices on all articles of North American Raw Furs and contains market information that is of inestimable value to any shipper of Fur-bearers.

"The Shubert Shipper" is without a doubt the only Accurate and Reliable Market Report and Price List of its kind published in the world. The market reports published in "The Shubert Shipper" are always based on true facts concerning the conditions existing in all the markets of the world. It can never be said a serious misstatement of facts is published in "The Shubert Shipper" and this character of accuracy and reliability has demonstrated that such information is absolutely essential to the trapper and collector of Furs.

"The Shubert Shipper" is something more than merely "something to read." It is the adviser, friend and signpost to the right road to reliable information and accurate market quotations, and eventually to satisfaction and protection, which means that each and every transaction with "SHUBERT" must be a profitable one to the shipper.

"The Shubert Shipper" speaks freely; it is fearless and independent, applauding conscientious and square dealing and reproving the unfair treatment of Fur shippers.

"The Shubert Shipper" has built up an enviable reputation among competitors, because they cannot or will not give the shipper authentic market information. Readers unconsciously assume that the information in "The Shubert Shipper" is to be depended upon just the same as the prices quoted therein.

"The Shubert Shipper" has a larger circulation than any other publication of its kind in the world. It is mailed to thousands upon thousands of trappers and Fur shippers all over the United States and Canada. We receive inquiries from all over the world—England, France, Russia, China, Japan, Australia, South America—requesting us to send "The Shubert Shipper" regularly when issued. Hundreds of letters come into our establishment daily from trappers, telling us how invaluable "The Shubert Shipper" is to them; in fact, one man writes us that he would just as soon be without his traps as without "The Shubert Shipper." Surely this can be regarded in no other light than an overwhelming testimonial to the importance and prestige of "The Shubert Shipper."

"The Shubert Shipper"—while it cannot breathe or see or speak or feel as human beings do, nevertheless it occupies a place in the home of the Fur shipper which, if not filled regularly at every change of the market, would cause the Fur shipper to feel its absence keenly.

It goes into the homes of Fur shippers silently, and humbly, but it carries a message of great importance.

It fills their minds with useful and valuable information—absolutely necessary to acquire if they are to keep posted on market conditions.

Readers of "The Shubert Shipper" feel that they can depend upon it for the information required to market their Furs to the best possible advantage.

Every successful Fur shipper reads "The Shubert Shipper" Do you? If not, subscribe for it **at once.** It's FREE. Your name and address on a postal will bring it.

"SHUBERT" says:

"THE *'KNOW HOW'* OF BUILDING UP A LIST OF SATISFIED SHIPPERS IS SOMETHING THAT MONEY CANNOT BUY. IT IS ONLY SECURED BY GIVING EACH AND EVERY SHIPPER ON EACH AND EVERY SHIPMENT HE MAKES, *THE HIGHEST MARKET PRICES—AN ACCURATE AND LIBERAL ASSORTMENT—PROMPT RETURNS,* AND LAST, BUT NOT LEAST, KEEPING EVERY SHIPPER POSTED ON THE FUR MARKET AND TELLING HIM THE TRUTH."

"THE MAN AND THE INSTITUTION"

MR. A. B. SHUBERT *and* A. B. SHUBERT, Inc.

It is the man behind it, that makes an institution—a Raw Fur House. There is always one man who is the "boss"—the man "higher up." The principles of that man are reflected in the policy of the Raw Fur House—if he is a man of high ideals, a man of character and integrity, straightforward and honest—these traits will be significant in the Fur House, and will express themselves in EFFICIENT—PROMPT—CONSCIENTIOUS—COURTEOUS SERVICE—HIGHEST MARKET PRICES—LIBERAL AND ACCURATE ASSORTMENT—QUICKER AND BETTER RETURNS at all times.

If the "boss" is dishonest and underhanded—one thing is sure—the Fur House will take advantage of the shipper at every opportunity, and pity the poor shipper who entrusts his Furs to a house of that caliber.

The "boss" of A. B. SHUBERT, INC., is—MR. A. B. SHUBERT—"fair and square." The words "fair and square" hardly do justice to Mr. Shubert. Look well at the photograph of Mr. Shubert in the front of this book. Does he not look like a man of moral strength and character? He sure does—and he is. The policy of the House of A. B. SHUBERT, INC., is governed by Mr. A. B. Shubert, and that policy always has been, is now, and always will be—"THE RAW FUR SHIPPER MUST BE TREATED FAIRLY AND SQUARELY"—"DO UNTO OTHERS AS YOU WOULD HAVE THEM DO UNTO YOU." That is the reason why, today, A. B. SHUBERT, INC., is the Largest House in the World dealing exclusively in American Raw Furs. Fur shippers all over North America have learned from experience that when they ship their Furs to "SHUBERT," they will receive a "fair and square" deal, that their interests will be taken care of as though they were the personal interests of Mr. A. B. Shubert.

Mr. Shubert is a man who knows and appreciates the hardships and tribulations that a trapper must go through in order to make his collection. He has been through it himself—he knows the feeling

of pleasure that comes over a Fur shipper when he receives satisfactory returns—therefore, a shipper can always be sure of receiving all his Furs are worth when he ships to "SHUBERT."

Mr. Shubert has been connected with the Fur Industry for the past fifty-five years, trapping, buying and handling Fur-bearers. The call of the wild was irresistible to him, and when still a mere boy, attending school, he was trapping Fur-bearers in the wilds of Connecticut. By close application and keen observation, as well as a great amount of hard work, he soon mastered the art of trapping and was making considerable "pocket money" from his Fur-bearers. It must be remembered that Furs did not command as high prices in those days as they do at the present time, and that the hardships were greater than at the present day. When about twenty years of age, he decided he wanted a change of scenery. The great West presented excellent opportunities and Mr. Shubert came to Chicago, where he became connected with a Hide and Fur House in Chicago (long since out of business), and later went out on the road for them as a traveling Fur and Buffalo Robe buyer. He held this position for several years, and was then appointed assistant manager of the house he was working for. A couple of years later, the manager retired and Mr. Shubert succeeded him. He remained as manager until the year 1883, when he decided to try the game for himself, and "hung out his shingle" on Kinzie Street. The beginning was humble and but few shipments were received daily, but by his "fair and square" methods and honest treatment of Fur shippers Mr. Shubert soon gained a reputation which spread among the trappers like wild fire, and his business began to increase by leaps and bounds. The name "SHUBERT" became, among the trappers and Fur collectors of North America, a synonym for honesty and uprightness. He was obliged to move to larger quarters several times and has seen the business grow from a few hundred shipments a season to thousands upon thousands of shipments a season. Today —A. B. SHUBERT, INC., is the Largest House in the World dealing exclusively in American Raw Furs, and still the business keeps right on increasing. There can be only one reason for this great confidence and constancy in A. B. SHUBERT, INC., shown by the Fur Shippers of North America. They must be receiving a "fair and square" deal, "more money" for their Furs and "quicker returns" from "SHUBERT," for if they were not, they certainly would not show such implicit faith in A. B. SHUBERT, INC.

When a Fur shipper ships his Furs to A. B. SHUBERT, INC., he is shipping his Furs to a house that knows just what a Fur shipper wants and knows best how to give it to him.

If you are not a "SATISFIED SHUBERT SHIPPER," you are losing money—get in line—don't delay—pack up the next bunch of Furs you get together and give "SHUBERT" a trial—you will be convinced, and will become a happy member of the immense coterie of "SATISFIED SHUBERT SHIPPERS."

"SHUBERT" says:

"THE *CARELESS* OR *THOUGHTLESS* FUR SHIPPER HURTS OTHERS AS WELL AS HIMSELF, BECAUSE WITHOUT HIM THE *"QUOTE-ANY-OLD-PRICE-PAY-WHAT-THEY-PLEASE-GET-RICH-QUICK-SCHEMER"* WOULD GO OUT OF BUSINESS."

YOU CANNOT RENDER A FRIEND, WHO IS A FUR SHIPPER, ANY BETTER SERVICE THAN HELPING HIM TO BECOME ACQUAINTED WITH *"SHUBERT,"* THE LARGEST HOUSE IN THE WORLD DEALING EXCLUSIVELY IN *AMERICAN RAW FURS* WHERE EVERY TRANSACTION *MUST* BE A *PROFITABLE* ONE FOR THE SHIPPER.

"THE SHUBERT GUARANTEE"

THE GUARANTEE THAT GUARANTEES ABSOLUTE PROTECTION AGAINST DISSATISFACTION

"SHUBERT" GUARANTEES to "hold separate" your shipment of Raw Furs, subject to your acceptance of our offer, if you request us to do so, but your instructions must be placed inside a "SHUBERT" TAG ENVELOPE and attached to your shipment. We will assort your Furs liberally and accurately, and submit to you our highest valuation. If same is not entirely satisfactory, it will be absolutely necessary for you to notify us immediately and we will return your Furs at once. It is unreasonable for you to ask us to "Hold Separate" green or perishable Raw Furs. This we will not do, EXCEPT UPON A PERSONAL REQUEST OF THE SHIPPER TO DO SO AT HIS OWN PERSONAL RISK.

Upon request of the shipper, we will "hold separate" shipments from the States of Illinois, Indiana, Iowa, Michigan, Ohio, Pennsylvania and Wisconsin, for seven (7) days; from Kansas, Kentucky, Minnesota, Missouri and Tennessee, for nine (9) days; from Arkansas, Delaware, Maryland, Nebraska, New York, North Dakota, Oklahoma, Ontario, South Dakota and West Virginia, for eleven (11) days; from Alabama, Connecticut, Florida, Georgia, Maine, Massachusetts, Mississippi, New Hampshire, New Jersey, North Carolina, Rhode Island, South Carolina, Vermont and Virginia, for twelve (12) days; from Arizona, Colorado, Idaho, Louisiana, Manitoba, Montana, New Mexico, Quebec, Texas, Utah and Wyoming, for thirteen (13) days; from Alberta, California, Nevada, New Brunswick, Nova Scotia, Oregon, Prince Edward Island, Saskatchewan and Washington, for sixteen (16) days; from British Columbia, Labrador and Newfoundland, for twenty (20) days, and from Alaska, Yukon and Northwest Territories, for thirty (30) days. Fur shipments will not be "held separate" any longer than the above specified length of time.

This GUARANTEE is for ABSOLUTE PROTECTION to the Fur shipper.

WHEN DESCRIBING THE DIFFERENT FUR-BEARERS, IN THIS BOOK, ONLY THE VARIETIES RECOGNIZED BY FUR DEALERS, AND ONLY THE BEST METHOD OF TRAPPING ARE GIVEN.

MUSK RAT

MUSKRAT

Description Stout body, when full grown about four times as large as common house rat, in form resembling a very large meadow mouse, short legs, rather long claws, hind feet slightly webbed, flat, long, scaly, almost naked tail, rudder-shaped, tapering to a point. Small, black and beady eyes, short ears. Glossy, long over-hairs, with a dense, woolly underfur. Color, dark brown above and dull white, ashy beneath.

Range Entire North America, except along the coasts of South Carolina, Georgia and Florida.

The Muskrat derives its name from the musky odor which it emits from two flat, oval sacs, situated between the hind legs beneath. This animal is also known among fur dealers as Musquash, which is the name given it by the Cree Indians.

Undoubtedly, more money is paid out every season for this little fur-bearer than any other fur-bearing animal trapped in North America. While the value of a single skin is small compared to other fur-bearers, this little animal is caught in such large numbers that millions of dollars are required each year to finance its catch.

The demand for Muskrat is very good. They are easily caught and it certainly would pay a trapper well to make an effort to catch a large quantity.

The Muskrat is a nocturnal animal, but it is often seen in the day time, especially when building its winter house. They thrive best in marshy, sluggish places and along streams and ponds. Their houses are dome-shaped and are built on the bottom of ponds or on flat, grassy stretches half overflowed with water. The houses are made of mud, grasses, roots, pieces of sod, twigs, cattail stalks and stems of other aquatic plants. These are all piled in a heap until the top rises two or three feet above the water. They then excavate an interior room from the part of the structure above the water, from which they make several tunnels leading downward to the deep water which never freezes. The upper room of the lodge is lined with soft grass and moss and here the Muskrats spend much of their time in winter, sleeping, usually a single family in a house.

Muskrats that live along streams and creeks usually burrow into the banks, where high enough for that purpose. The entrance of these tunnels is under water and of sufficient depth to prevent freezing. The tunnels extend upward into the bank above the water level and are anywhere from ten to fifty feet in length, leading to a large chamber, which is lined with grass and moss.

The Muskrat is herbivorous, that is, its chief food consists of herbs, grass, roots and vegetables, but it sometimes eats animal food. In Winter the main food of the Muskrat is the roots of aquatic plants, such as pond lillies, sedges, etc., but it will also eat mussels, clams and carp. In the Summer the Muskrat eats roots, leaves, grass and sometimes they visit gardens near their haunts (doing considerable damage) where they feed on cabbage, carrots, corn, beets, onions, parsnips and practically all garden vegetables.

Muskrats are very prolific, bringing forth from four to ten at a litter and about three litters a year.

They are easily trapped. The No. 1 and 1½ size traps are the best suited for Muskrat trapping.

The best baits for Muskrat are sweet apples, carrots, parsnips, turnips, etc. A good scent is the musk of the animal mixed with a little Anise Oil and Oil of Rhodium.

There are various modes of trapping the Muskrat, the manner of setting depending upon the situation. They are usually taken at the foot of slides and trails. These trails and slides may be found along the banks of streams and ponds which they inhabit.

Find such a slide or trail and set the trap at the foot of it under a couple of inches of water. No covering is required.

Another good set is to find their holes in the banks and set a trap in the entrance.

Still another method is to find their feeding beds—beds of grass which seem to be floating on the water—set traps on these beds, under water, and cover lightly with some of the feed bed.

The floating log is also a good set. Get a log and moor it to the shore by a wire passed through a staple driven into one end of the log while the other end projects into the water. Cut shallow notches into the log just wide enough to hold a trap, set a trap in each notch and cover lightly with leaves or grass. The traps may be stapled to the log and small pieces of sweet apple and carrots scattered along the entire length. From three to ten traps may be set on one log, according to its length.

If Muskrat signs are found and none of the places described above can be located, find a steep bank and set a trap under two or three inches of water at the foot of the bank and pin a piece of bait to the bank about ten or twelve inches above the trap.

Another way is to build a mound of stones and mud in shallow water and let the mound project out of the water about an inch or two. Place a trap on top of this mound and cover lightly with wet grass or moss.

Always take great care to fasten the trap in such a manner as to drown the Muskrat when caught. This can be done by the use of the "sliding pole," or by fastening the trap to a stake in deep water. Otherwise, the captured Muskrat will gnaw or twist off a leg and get away.

Muskrat should be skinned "cased" and shipped flesh side out.

BLACK MUSKRAT

Description Darker and richer in color than the common Muskrat, sometimes almost black.

Range Chesapeake and Delaware regions—along the coast from New Jersey to North Carolina.

C. F. HAMPTON, DIAMOND BLUFF, WISCONSIN
A well handled collection of Muskrat

SKUNK

SKUNK

Description Form stout, small head, eyes small and piercing, short legs, body consequently low, fore paws enlarged, straightened, well fitted for digging, tail long and very bushy, color black with white mark or fork on head, from which two stripes extend down the back and along the sides of the tail. In some specimens the stripe extends only half-way down the back, and again, other specimens have no stripe at all, except a small white mark on the forehead and a white tip to the tail.

Range United States and lower parts of Canada.

The Skunk yields a handsome Fur, which is very fashionable and in great demand. It is one of the staples of American Raw Furs, and every season trappers make good money trapping this Fur-bearer.

The Skunk is a nocturnal animal, but occasionally it is seen during the day. It is sluggish in movement and has but little fear of man, sometimes coming close up to barns and outbuildings.

The Skunk is wholly a terrestrial animal; that is, it does not climb trees nor swim, and lives in burrows in the ground, dens in rocks, decayed logs or stumps, or any natural shelter that is not away from the ground. They occasionally even take up quarters under a haymow or a barn. The burrows and dens sometimes contain as many as a dozen Skunk, not members of one family, but grown up animals attracted to one another. They hibernate only during the severest part of the winter.

The Skunk is carnivorous, that is, its food consisst of worms, insects, frogs, mice, young birds, birds' eggs, and it will sometimes eat rabbits and even kill and eat young poultry.

The Skunk is very prolific, bringing forth from five to ten young at a time, which is usually in May.

That which particularly distinguishes the Skunk from other animals is its peculiar and powerful means of defense. It ejects a very foul-smelling and vile fluid when excited or attacked. This fluid is not the urine of the animal, as is commonly supposed, but a peculiar secretion contained in two large glands located near

the root of the tail and covered with a dense mass of muscle. The fluid is ejected by the contraction of this muscular covering, which so forcibly compresses the glands that the fluid may be ejected to a distance of six to twelve feet. The bite of the Skunk is capable of causing a disease like hydrophobia. There are several cases on record where the bite of a Skunk has resulted in death.

No great skill is required for the capture of the Skunk, as it is not a cunning animal and is not suspicious, therefore, trapping Skunk is an easy matter. The best suited traps for Skunk are the Nos. 1 and 1½ sizes.

The following are good baits for Skunk: Young chicken, birds, mice, rotten eggs, a piece of tainted Skunk or rabbit meat. Tainted bait is preferable. The scent of the animal itself is about the best to use. However, Skunk are so easily caught that a bait or scent is not essential.

The best way of trapping Skunk is to set the trap just in the entrance of the den, but if the entrance is small, set the trap just outside. The trap should be set with the jaws lengthwise, so that the Skunk will step between the jaws and not over one, as by stepping over the jaw the foot might be thrown out of the trap, by the rising jaw, as the trap springs. Sometimes Skunk will only look into a den and turn away without entering, therefore, when trapping at dens, it is well to put a piece of bait inside of the den.

If you cannot find a den, dig a hole under an old stump and place a bait inside. Set the trap in front of the hole and cover lightly. Sprinkle a little scent on and around the stump and ground.

Another good set, is to make a small pen of rotten wood, stones, etc., setting the trap in the entrance and placing a bait in the pen beyond the trap.

A hollow log, a hole in the bank, or in a wall, or any natural enclosure is a good place in which to set a trap for Skunk.

Fasten the trap to a clog, "spring pole" or "balance pole"

There are various methods of killing a trapped Skunk so that it will not eject its scent. However, trappers who trap extensively for Skunk are not particular about getting scent on their clothes or hands, and have no time to bother with fancy methods of killing. They merely hit the animal a good blow on the head and are indifferent to getting scented. For the benefit of those who have objections to becoming scented, the writer will give several methods of killing.

One way, if the trap is fastened to a clog, is to approach the animal slowly, without making any quick movements, and when within striking distance, hit it a good, smart blow across the back with a club. In this way the back is broken, thus preventing the animal from emitting its "perfume."

Another way is to drown the animal, if there is water nearby. Fasten the trap to the end of a long pole, ten to twelve feet in length. When the Skunk is caught, approach carefully and pick up the pole. By moving very slowly and making no quick motions, the animal can be led to the nearest water, where it can be drowned. Lift the animal up easily and let it down into the water, pushing the pole down until the animal's head is drawn under. Hold it under water until nearly drowned, then let it up to breathe, and push it under again, keeping it there until dead.

Still another method is to cut the animal's throat. Attach a small, very sharp, pointed knife blade or lance to a long pole, about ten or fifteen feet in length. Approach the animal carefully and place the point of the knife or lance against the side of the animal's neck, low down, then give a good, quick jab, and in most cases it is all over with the Skunk.

If the trap is fastened to a "spring pole" or "balance pole," the animal can be killed by a blow across the back.

When skinning Skunk smear your hands with grease. After the animal is skinned, wash your hands with hot water and soap, and there will be no scent on your hands.

To remove Skunk scent from clothing, use benzine or gasoline, or bury the clothes over night in damp ground.

Skunk should be skinned, "cased" and shipped flesh side out.

J. W. BENCK, WORTH, ILLINOIS
A very successful trapper

CIVET CAT

CIVET CAT

Description Smaller than Skunk, color black, marked with white, square-like patterns, tail full, black, but in some examples (Southwestern and Coast States) the tip of the tail is white.

Range Southern Minnesota, Iowa, Missouri, Arkansas, Texas and Westward.

The Civet Cat is really a species of Skunk, being similar to the Skunk in habits, mode of living, etc.

It is both nocturnal and carnivorous, rarely showing itself during the day, and feeding on insects, frogs, mice, birds, eggs, etc.

Its manner of defense is similar to that of the Skunk—the ejection of a vile, foul-smelling fluid.

It lives in hollow logs or burrows in the ground, and will sometimes even make its dens under barns and outbuildings.

Like the Skunk, the Civet Cat is not suspicious and is easily caught. The same bait, scent and trapping methods may be used for this animal as suggested for the Skunk.

Either the Nos. 1 or 1½ traps may be used.

Civet Cat should be skinned "cased" and shipped flesh side out.

"SHUBERT" says:

"A LITTLE CARE IN CHOOSING YOUR FUR HOUSE SAVES A VAST AMOUNT OF DISSATISFACTION AND DISCOURAGEMENT AFTER YOU RECEIVE YOUR RETURNS."

MINK

MINK

Description Long, slender body, larger than a Weasel, small head, short ears, bushy tail, broad feet, long, stiff, lustrous overhairs, with a dense, soft-matted underfur; color varies from light, dull brown to rich, dark brown, nearly black, white spot on chin.

Range All over North America.

The largest Mink are found in Alaska and Northern Canada, while the darkest are found in the wooded districts of Canada, Nova Scotia, etc., and the Eastern States of the Union. The Central States abound with good medium-colored Mink, but in British Columbia and the Western States the animals are coarse-haired. In the Southern States they are lighter in color and coarser in Fur.

The Mink spends a great deal of its time in the water, and it will never be found far away from water, unless it is caught during its journeys from one stream to another. It is a great traveler and always follows the same route. It can swim and dive well and can remain a considerable time under water. It can also climb trees.

The Mink is neither nocturnal nor diurnal. It travels alike at night and during the day. It is perfectly indifferent to the time—it may be a dark, stormy night or a bright, sunshiny morning.

In April the female fixes herself a nest in some hole in the rocks or inside a hollow log or stump, and there brings forth her young, four to seven in a litter.

The Mink is carnivorous and feeds on fish, frogs, lizards, beetles, birds, mice, rabbits, etc., all of which are good for bait.

The best scent for Mink is the musk of the animal itself. Another good scent is Fish Oil. A mixture of Mink musk and Fish Oil is a very good scent.

The proper sizes of traps for Mink are Nos. 1 and 1½.

There are various methods of trapping the Mink, both on land and in the water. When the trap is set on land, cover it lightly with material in keeping with the surroundings, and fasten to a clog, "spring pole" or "balance pole." When the trap is set in or near the water, fasten to a "sliding pole" or stake it out into the water the entire length of the chain.

The following is a good water set: Find a steep bank where the water is not deep. Make a hole in the bank eight or ten inches deep and about three or four inches in diameter. Put a piece of bait in the hole. Set the trap in the water at the mouth of the hole and cover with mud or wet leaves.

If you can find little sandbars, along a stream projecting into the water, set a trap on one of these bars under water about an inch or two deep. Fix a small fish on the point of a stick out in the water, about a foot from the trap, and push the stick down until the fish is partly under water.

Another method is to find a Mink trail along a stream, then get some old dry sticks and stick them in the ground across the trail and about six inches out in the water, leaving a narrow passage in the trail between the sticks. Set a trap in this passage and cover lightly.

Where Mink travel along a lake, find the outlet and lay a hollow log across the stream. Set a trap in the log, covering it with fine rotten wood. The Mink will try to run through the log and will be caught.

When streams are frozen up, find a jam or drift extending across the stream. Set a trap in an opening in the drift near the bank. Cover with wet leaves and fine drift dirt. If you cannot find a good opening, make one.

Mink should be skinned "cased" and shipped flesh side out.

"SHUBERT" says:

"IF YOU LEND *CASH* TO AN INDIVIDUAL YOU WOULD TAKE SOME THOUGHT REGARDING INTEREST YOU GET — THE POSSIBILITY OF REPAYMENT AND THE GENERAL SAFETY OF THE LOAN, THEREFORE, *YOU* SHOULD EXERCISE THE SAME, OR GREATER PRECAUTION, WHEN CHOOSING YOUR FUR HOUSE."

FEATHER BROTHERS, EMAUS, PA.
Two "Satisfied Shubert Shippers"

Emaus, Pennsylvania, March 19, 1917.

A. B. SHUBERT, Inc.,
Chicago, Illinois.

Gentlemen:—

We want to thank you for the money which you have shipped to us. We were much pleased with the prices. We have received every check O. K.

We have tried several other fur companies, but none of them had paid as well as the "SHUBERT" Co. Enclosed find a picture of my brother and myself with some of the furs which we caught during the month of November.

Yours truly,

FEATHER BROS.

RACCOON

RACCOON

Description Form stout, nose pointed, ears medium length, general color gray and grizzly, with long black and white hairs, dark on the back, underfur abundant and dark blue, face whitish, with black area on each cheek surrounding the eye, tail thick and bushy, yellow, ringed with black.

Range United States, Western British Columbia, Southern Ontario, Southern Quebec and New Brunswick, and Nova Scotia.

Though much smaller, the Raccoon is said to be related to the Bears, and it certainly appears to possess all the characteristic features of the Bear family, shuffling about the woods in a bear-like manner and always ready to feed on anything that presents itself—nuts, berries, wild grapes, bugs, reptiles, fish, frogs, birds, etc.

They are also very fond of green corn and poultry. They strip down the ears of the corn and tearing away the sheathing and husks, eat the tender, juicy kernels and usually in sheer wastefulness, bruise and destroy much more than they can devour.

The worst vice of the Raccoon is robbing the farmer's hen-roost. A Raccoon at large in a hen-roost, loses all caution and fear, killing right and left while his enthusiasm lasts, and then feeds greedily on the result of his butchery. However, the Raccoon is not as cunning as the Fox, and will return for a second visit to a farmyard that it has once ravaged in this manner and the farmer can take advantage of this seeming dullness of intellect by setting several traps for him.

The Raccoon is a nocturnal animal, a good swimmer and climbs trees with ease, in fact, sometimes it will travel for long distances among the treetops without once descending to earth, robbing the nests of birds and squirrels on the way. On the ground the Raccoon prefers wet places, along the borders of swamps and banks of streams. He will mount every fallen tree on his path and run along it to the other end.

During the cold weather the Raccoon hibernates, making his den in a good-sized hollow tree or a cavern among the rocks. In some parts of

the country, Raccoon dwell in burrows which they dig in the high banks of streams.

The young Raccoon are born in April or May and vary in number from three to six.

The Raccoon is not much of a traveler. Of course there are exceptions, and undoubtedly many have the wandering habit, but the majority of them return regularly at daybreak to their dens.

As a rule Raccoon are not difficult to trap. They are very curious, and a piece of tin or other shining metal will attract them.

Squirrels, frogs, fish, etc., are good bait for Raccoon. A good scent is Fish Oil mixed with a few drops of Anise Oil and a couple ounces of honey. Pure Fish Oil, Muskrat Musk, Beaver Castor and Anise Oil are also good.

The traps to use for Raccoon are the Nos. 1½. 2 and 3 sizes.

A good method for trapping Raccoon is to tie a piece of bright tin or a piece of a white dish or some other shining article to the pan of the trap and set the trap under a couple of inches of water near the bank.

Where Raccoon visit a corn field, a careful study of the ground will sometimes reveal a well beaten trail. Set the trap in the trail, cover lightly and fasten to a clog.

If you find a log lying across a stream or in the woods and there are Raccoon signs about, cut a notch in the top of the log and set a trap in the notch. Cover with rotten wood or moss.

Another good set is to place a trap at the entrance of a pen of stakes built at the edge of a stream where Raccoon travel. The trap may be set under water or on land, and a bait should be placed at the back of the pen.

Raccoon should be skinned "open."

"SHUBERT" says:

"THE BIGGEST ASSET THAT ANY FUR HOUSE CAN HAVE IS THE CONFIDENCE OF ITS FUR SHIPPERS."

A WONDERFUL INSTITUTION

Away back in the year of 1883, the "SHUBERT" Fur House was founded. The beginning was humble. The quarters were small and receipts of Fur shipments were limited, but the spirit that governed the organization and the policy of dealing with Fur shippers was broad—BIG. Responsible for that spirit, that policy, was one man—MR. A. B. SHUBERT—a man who cherished business ideals far in advance of those of the commercial life of that day.

This man introduced in the Fur Industry the revolutionary doctrine—"THE FUR SHIPPER MUST BE TREATED FAIRLY." Nothing just like that had ever been practiced before in the Fur business. Instead, "Let the Fur shipper beware" had been the motto of Fur houses from the very beginning of the Fur Industry in North America, and it was accepted as principle in law.

The "SHUBERT" idea revolutionized American Fur business standards.

Another innovation was a strict adherence to facts—the truth in every word of market information and paying the prices quoted. In that day, misstatements and exaggerations were expected to be found in the advertisements of Fur houses. "Advertising must be taken with a grain of salt," was the saying, but Fur shippers soon began to understand that there was ONE Fur house that made no overstatements in its circulars or other advertising, and paid the prices it quoted.

From the first little store located on Kinzie Street, in Chicago, "SHUBERT" has expanded, until it is today the LARGEST house in the world dealing exclusively in AMERICAN RAW FURS.

The fact that the "SHUBERT" organization is now represented all over the world—we have connections in every civilized country where Furs are used—enables us to perform a SERVICE that is unexcelled for EFFICIENCY, SPEED and COURTESY.

Ship your Furs to "SHUBERT" and have the advantage of the SERVICE of this Wonderful Institution.

OPOSSUM

OPOSSUM

Description Long, rather coarse hair, general color grey and grizzly, black tipped, grey underfur, long grayish white overlying hairs, legs brownish black, feet black, toes white, head, throat and center of belly white, ears bare, black with white tips, tail prehensile, nearly naked, black at base, shading into dull flesh color toward tip.

Range Middle and Southern States, ranging as far north as Pennsylvania and Ohio, and as far west as Nebraska and the entire south from Florida to Texas.

The Opossum is the only marsupial found in America, that is, it is the only representative of that remarkable class of animals in which the young are born at such an early and undeveloped stage that the mother is obliged to carry them about in a pocket or pouch under her belly until they are old enough to take care of themselves.

The Opossum makes its den in the ground under a stump or rock. They also live in hollow logs. In cold weather they retire to their dens and only come out occasionally when the snow is on the ground. They hate the cold and are most active on warm, damp nights. They are found only in wooded districts, and can climb to the tops of the tallest trees, using their tail and hand-shaped feet. The tail is prehensile, that is, it can hold on to anything it encircles, and it is a great aid in supporting them while they gather persimmons, grapes and other wild fruit of the woods.

The Opossum is a nocturnal animal, sleeping in the daytime and seeking its food by night. It is a slow moving and stupid animal and has no particular means of defending itself. As a last resort in danger, they feign death or "play possum."

The principal food of the Opossum consists of insects, persimmons, grapes or other wild fruit, nuts, berries, roots, reptiles, carrion, eggs, small rats, mice and sweet potatoes, also poultry and corn.

Opossum are very prolific, having two or three litters each year and from six to thirteen in a litter.

Good bait for Opossum is chicken, rabbit, small birds or carrion.

They are easily trapped, the No. 1 size being the best suited for this animal. Traps may be set at the entrance to dens, along fences or in natural enclosures, such as holes in trees and stumps, a hollow between two spreading roots, or in hollow logs. If none of the above described places can be found, make a small pen of sticks, stones, etc. Set a trap in the entrance and cover lightly, fasten to a clog. Place a piece of bait beyond the trap.

Opossum should be skinned "cased" and shipped flesh side out.

"SHUBERT" says:

"SERVICE" IS A THREADBARE WORD. IT IS FALLING TO A LOW ESTATE, BECAUSE OF CONSTANT ABUSE BY RAW FUR DEALERS AND RAW FUR HOUSES.

"SERVICE" MEANS—*THE HIGHEST MARKET PRICES—ACCURATE AND LIBERAL ASSORTMENT—PROMPT RETURNS.* THIS WILL BE RECOGNIZED WITHOUT A LABEL.

"SERVICE" IS AS SCARCE AS THE WORD IS PLENTIFUL.

"SHUBERT" HAS GIVEN HUNDREDS OF THOUSANDS OF *"SATISFIED SHUBERT SHIPPERS"—"SERVICE"* UNSELFISHLY. BY THAT ACT *"SHUBERT"* IS SUCCESSFUL. *"SHUBERT"* DON'T *TALK* REAL SERVICE TO FUR SHIPPERS—

—*WE DELIVER.*

FUR SHIPPERS ALL OVER NORTH AMERICA

HAVE PUT THEIR STAMP OF APPROVAL ON "SHUBERT" SERVICE. THE SUCCESSFUL FUR SHIPPER IN MOST CASES IS A "SATISFIED SHUBERT SHIPPER."

"SHUBERT" has won first place among the Fur Houses of North America—growing steadily—surely—every year for "over a third of a century." "SHUBERT" forged ahead to the front—onward into leadership in the Fur Industry. "SHUBERT" studied the Fur Industry and brought out more ideas for protection of Fur Shippers than any other house—the most important—"THE SHUBERT GUARANTEE," which means ABSOLUTE PROTECTION for Fur Shippers—dissatisfaetion is IMPOSSIBLE. Read it—on page 30. Compare the Market Reports and prices quoted in "The Shubert Shipper" with literature of other houses. Have they that ring of sincerity? "SHUBERT" offers you the services of a big—live—wide-awake institution.

"The Shubert Shipper" quotes you honest and reliable prices and gives you authentic Market information. You take no risk when you ship your Furs to "SHUBERT"—you are the final and only judge as to whether our prices and assortment satisfy you.

"SHUBERT" is as near you as your postoffice or express agent. Wherever your home may be—whether in town or in the country—east or west, north or south—our institution and our SERVICE are really as convenient to you as your postoffice or your express agent.

Your postoffice or express agent and a "SHUBERT TAG ENVELOPE" on your shipment together spell Accurate and Liberal Assortment—the Highest Market Prices—Prompt Returns—Efficient, Conscientious, Speedy and Courteous SERVICE.

Make "SHUBERT" a Trial Shipment—"SHUBERT" Wants YOUR Stamp of Approval.

BEAVER

BEAVER

Description Thick, heavy body, broad, flat, scaly and naked tail, webbed hind feet, general color varies from light to dark brown, some specimens almost black, thick, dense, soft underfur of a dull brownish color, mixed with longer hairs on the back, of a chestnut brown color, ears black, feet, legs and underpart dull brown.

Range Northern and Northwestern United States, Canada and Alaska.

The Beaver is a more or less well known animal. In the early days of the Fur trade in North America, the pelt of the Beaver was the standard by which all barters were settled. A gun, canoe, trapping outfit, clothing or food, cost so many Beaver skins. So many Muskrat skins or so many of some other article were worth one Beaver skin. At the present time Beaver skins are in good demand and bring high prices.

The Beaver is an industrious little animal of a peaceful disposition. Everyone knows that it has a wonderful power which no other animal possesses—that of felling trees. This it does by gnawing through the wood with its powerful, chisel-like teeth. When a tree is cut down, the Beavers trim off the branches and bring them to their houses for a supply of winter food. Then they cut the trunk into suitable lengths and drag them down to the water, where they make a dam of these short logs, filled in with stones and earth. Frequently they build other dams just below the main dam to reinforce it and relieve it of part of the water pressure. The purpose of these dams is to back up the water to form lakes or ponds at the edge of which they construct their houses.

The dwellings are circular and very well constructed of logs, sticks and stones, plastered down with mud on the roof and with an entrance under water. An entire

family usually lives in one house and as the family increases in size, they enlarge the house each fall to accommodate the new members, or else build new houses along the edge of the lake or pond. Occasionally, a lone Beaver will be found here and there, making its mud house at the head of some little brook, but this is an exception.

During the summer the Beaver feeds on lily roots and bark and green twigs, but for the winter they lay in a supply of poplar, willow, cottonwood and birch of which they eat the bark. When the supply begins to run low during mid-winter, they travel under the ice, hunting for fresh supplies, digging up roots and gnawing the bark from bushes and trees under ice.

The young are born about the middle of May, four to eight at a birth.

The Beaver, both male and female, has two glands situated in the hinder part of the body, beneath, which are filled with a secretion of a yellowish or light-brown color, known as Beaver Castor. This Castor makes the best bait or scent for the animal, and is also used for medicinal purposes.

Very Good Specimens of Beaver Castor

The Beaver is a cunning animal and is always on guard against danger, which makes it somewhat difficult to trap. There are many ways of trapping Beaver. They may be trapped in the spring or fall, in open water or under the ice in winter. The spring season is the better time, because the Fur is then in its best condition.

The Nos. 3½ or 4 traps should be used. Find a high slanting bank, dig out a small pocket in the bank a few inches deep. Set a trap in the water in front of the pocket. Fasten a piece of Beaver Castor to the bank. Fasten the trap to a "sliding pole," but use a dead pole, because if a green pole is used, the other Beaver will carry it away.

Another method is to find a Beaver slide or trail and set a trap a few inches under water at the foot of the slide or trail.

Still another method in open water is to set a trap about three or four inches under water, at the foot of a steep bank. Drive a stick of green wood into the bank about two feet above the trap and smear Beaver Castor on the end of the stick. Around the trap, place a few, small upright sticks of dead wood so that the Beaver will have to go over the pan of the trap in order to reach the scented stick driven into the bank.

A good winter set is as follows: Locate a place near the Beaver houses where the water is about a foot deep, cut a hole in the ice about twenty inches square. Make a pen in the water by shoving down dead sticks, a few inches apart. Cut a piece of green poplar, cottonwood or birch, a couple of inches thick and about two feet long. Fasten the end of this piece of green wood to one of the corner stakes and about two or three inches from the bottom, close to one side of the pen, also fasten it near the entrance and set the trap well inside of the pen and close to the piece of green wood, which is the bait. Cover the hole with evergreen boughs to prevent its freezing.

When setting traps for Beaver in open water, it is always best to stand in the water so as not to leave any human scent.

Always fasten the trap to a "dead" stake or pole, as the Beaver will carry away a green piece of wood.

Beaver should be skinned "open" and stretched as round as possible. Fasten the skin in a hoop at four points and gradually stretch between these fastenings. Use a large bag needle, passing the string through the skin and around the hoop.

HONESTY THAT YOU CAN BANK ON

There are two kinds of Honesty, just as there are two kinds of almost anything else. First:

There is Commercial Honesty, in which the crime lies in getting caught. A few cents off a Muskrat, ten to fifteen cents off a Skunk, twenty to thirty cents off a Mink, in fact, just a little taken off the real value of your Furs that you—the shipper—would never miss—that's Commercial Honesty. And then:

There is the real, old-fashioned 24-Carat Honesty, the kind that won't rub off, the kind that means to you one hundred cents for every dollar's worth of Furs you ship, an accurate and liberal assortment, the highest market prices, always trying to give more, never giving less than we quote, that is the good OLD-FASHIONED HONESTY—that is the cornerstone upon which the immense "SHUBERT" institution has been built from the very first day of its establishment in 1883.

That is the kind of honesty that holds our shippers through one generation to the next. That's the kind of honesty that turns a trial shipment into a "SATISFIED SHUBERT SHIPPER," and finally, that is the kind of honesty that you can bank on when you ship your Furs to

"SHUBERT"

WHITE WEASEL

WHITE WEASEL

Description Long, slender body, short legs, small feet. The Fur is short and pure white in winter, except a black tip to the tail. In the summer the color changes, varying from a light, dull brown to a rich, dark brown; tip of tail remains black.

Range Alaska, Newfoundland, Canada and Northern States as far south as Colorado, Iowa, Central Illinois and Pennsylvania.

The White Weasel is the smallest of all carnivorous animals. It is bold and fearless and probably no other creature is more bloodthirsty than this little animal. It is a determined and tireless hunter, following its prey by scent and killing for the mere joy of slaughter, often leaving its victims uneaten. When game is plentiful, they are satisfied with sucking the warm blood. A White Weasel in a hen roost is a terror, as it will kill the chickens right and left, stopping only to suck a little of the blood from each.

The White Weasel is a great wanderer, traveling miles in a single night. It likes to follow old tumble-down stone walls overgrown with weeds, or along old fences, and will squeeze into every crevice or hole it can find.

They make their dens under stumps or in the hollow roots of old trees. They also take possession of the burrows of ground-squirrels or rabbits, the occupants of which they kill.

The food of the White Weasel consists of mice, moles, shrews, rabbits, poultry and young birds and their eggs.

They are very prolific, having two or three litters a year and from four to eight in a litter.

The best bait for White Weasel is rabbit, but squirrels and mice are also good. Fresh blood is more attractive to the White Weasel than any other scent.

The Nos. 1 or 1½ traps are best suited for White Weasel.

For a White Weasel set build a small enclosure of sticks or stones. Set a trap in the entrance. Place a rabbit head or some other bait on a stick beyond the trap so that the animal will have to go over the trap to reach the bait. Fasten the trap to a clog, as a larger animal may be caught.

Under old roots, crevices in rocks, or any small, natural cavities are good places for White Weasel sets.

When the Fur of the White Weasel changes to brown, it becomes of little or no value, at the most not worth over five to ten cents. Some Weasel are caught just when the Fur is turning white, and have a few grey hairs on the back. These are called Greybacks and are worth considerably less than the pure white skins.

Often White Weasel are caught that have yellow "stains" on the back. These are known as "stained" Weasel, and are not worth as much as the pure white skins. There is no way of removing the "stain."

White Weasel should be skinned "cased" and shipped flesh out.

"SHUBERT" says:

"DISAPPOINTMENT AND DISSATISFACTION ARE SURE TO FOLLOW IF YOU ARE NOT JUDICIOUS IN CHOOSING YOUR FUR HOUSE. IF YOU DO NOT SHIP YOUR FURS TO A RELIABLE AND RESPONSIBLE INSTITUTION, YOUR RETURNS ARE BOUND TO FALL SHORT IN SOME RESPECT. THESE FLY-BY-NIGHT-QUOTE-ANY-OLD-PRICE FUR HOUSES HAVE A REPUTATION LIKE A PASTE JEWEL, WHICH CAN NEVER BE EXHIBITED WITH HONEST PRIDE. EVENTUALLY YOU WILL KNOW IT IS NOT GENUINELY GOOD AND YOU WILL HELP OTHERS TO DETECT THE IMITATION."

"SHUBERT" SERVICE

You don't have to have a "PERSONAL PULL" with "SHUBERT" to enjoy the benefits of the "SHUBERT" SERVICE. The one thing that entitles you to the "SHUBERT" SERVICE is a TRIAL SHIPMENT. It makes no difference whether you are 10 miles or 5,000 miles from Chicago, you get the same SERVICE.

"SHUBERT" loves his friends and he also loves to make "new ones." He never made a new shipper at the expense of an old one, nor does he give the old ones any undue advantage over the new ones. He SERVES them all alike and SERVES them well. There is a lot of "HOCUS POCUS" in the fur business—"BUNK" and "NONSENSE." "SHUBERT" steers clear of it all and plays the Game straight—on the square—man to man—from a human standpoint. One Fur shipper is as good as another Fur shipper and "SHUBERT" gives the same SERVICE to all alike.

The fatal word "FAILURE" is written opposite the names of a good many Fur Houses who failed to follow the rules of SERVICE —who quoted prices, but ignored the Fur Shipper—who did not pay what they quoted—did not give an HONEST ASSORTMENT—and did not pay the HIGHEST MARKET PRICES. They were overloaded with "BUNK" and "NONSENSE" and thought they could fool Fur shippers.

"SHUBERT" SERVICE is the "SHUBERT" word of honor to "DELIVER THE GOODS" at any time you make a shipment, whether we receive it in January or July.

"SHUBERT" says:

"TRUTH IS THE BEST BUSINESS ASSET."

COYOTE

COYOTE

Description General color, dull yellowish-grey, some specimens grizzled with black and white hairs, under parts ashy white, tail full, tipped with black.

Range Entire Western and Southwestern United States north to Canada, also found in extreme Northern Michigan, Wisconsin and Minnesota.

Coyotes are small, slinking wolves, very numerous on the plains of the United States and Canada. They are fleet of foot, cunning and wary, but very cowardly.

As a rule, Coyotes run, hunt and live in pairs.

They are very destructive to sheep and cattle, and prey on young game, especially deer, elk and antelope. They never attack cattle or deer, unless in packs of six or eight. They also eat rabbits, ground squirrels, mice, prairie dogs, sage hen, grouse, Badger, etc.

They live in burrows, natural holes in the rocks, or enlarged Badger dens. The young are born in the spring and there are from five to eight in a litter.

Practically every state where Coyotes are found, as well as some of the provinces of Canada, pay a bounty for the capture of this animal. The bounties, the bounty laws and the methods of obtaining the bounty money vary in the different states. Coyote skins are often ruined and greatly reduced in market value by the requirements of bounty laws, especially when the head or ears are cut off. Most of the Coyote skins, particularly from the better sections, are used in imitation of Fox. They are dyed and made up into scarfs. If the head of the animal is cut off, it cannot be used in imitation of Fox, therefore, the value of the skin is reduced materially. The skin of the Coyote has a market value, and in recent years very high prices have been paid for perfect skins, with heads on.

Coyotes are very suspicious and difficult to trap. For bait, any of their natural foods may be used. A good portion of a horse or sheep, or a prairie dog, rabbit, sage hen, Badger, etc., make good bait. If small animals are used for bait, they should not be skinned.

There are many different kinds of scents that may be used advantageously in trapping Coyotes. Beaver Castor is fairly attractive. The urine of the animal, bottled and allowed to stand until it becomes rancid, is also a very good scent. The sexual organs of the female, taken when "in heat," added to the urine of the animal, make a scent that is strongly attractive to the males, and is most successful during the mating season, which is January and February. Another good scent may be made by cutting up about half a pound of raw beef into small pieces and placing in a bottle, allowing it to stand until it is thoroughly decayed. Add a quart of prairie-dog oil or any liquid animal oil. Then add one ounce of pulverized asafetida and one ounce of pulverized Beaver Castor. Mix well and bottle tightly until used.

The Nos. 3 or 4 traps should be used for Coyotes and should always be fastened to a clog or drag of about twenty-five to thirty-five pounds in weight (a stone or log may be used). Never stake the trap unless absolutely necessary. If the trap is staked, the chain should have a swivel at each end. The trap, chain and clog or drag should be carefully buried. The surface of the ground and the surroundings should appear as nearly natural as possible. Do not touch the ground with your hands, nor spit near the trap, and avoid leaving human scent as much as possible. While setting traps, well scented gloves should be worn and scent rubbed on the soles of the shoes. A piece of old cowhide or sheepskin may be used to stand on and to place the loose dirt in digging the hole for the trap and clog.

A good method of trapping Coyotes is as follows: Find a well defined trail. Set two traps close together on the trail, then set two more in the same manner about fifty yards beyond. Place a large bait close to the trail and about halfway between the two settings.

Another method is to drag a large piece of fresh meat along a trail. Set traps some distance apart from each other on the trail and cut some of the meat in small pieces and scatter around the trap.

Still another method is to place a bait on a stick about three feet high, driven into the ground. Set traps on each side of the bait and about ten feet from it. The Coyotes will become suspicious and will circle around the bait and in that way step into one of the traps.

If an animal is found that has been killed by Coyotes, it is well to set traps around it.

Traps may also be set between clumps of brush, weeds, cactus or between two trees. A few drops of scent may be applied to the grass, weeds, ground or trees.

The best time to set traps for Coyotes is just before a rain or light snow fall, as this will help take away the human scent.

Coyotes should be skinned "cased" and shipped Fur side out.

JOSEPH BILL, MINIDOKA, IDAHO
Another "Satisfied Shubert Shipper"

Minidoka, Idaho, March 19, 1917.

A. B. SHUBERT, Inc.,
Chicago, Illinois.

Gentlemen:—

Your money was received for my furs. I can say that I was well pleased and can say that "SHUBERT" pays higher prices for furs than any fur house in the world. Will send you one of my cards that I had taken awhile back with 38 coyotes on and 8 badgers and 2 cats, and I have sent these furs to different fur houses to see what company pays the best and I got bigger money from "SHUBERT." Will send my furs to "SHUBERT" from now on.

Yours very truly,

JOSEPH BILL.

TIMBER WOLF

TIMBER OR GREY WOLF

Description Larger than Coyote, color grey, freely mixed with black hairs on the back, tail full, tipped with black.

Range Same as Coyote, also everglades of Florida, Alaska and entire North.

The Timber Wolf is a larger animal than the Coyote, but is not found in large numbers in any district. While it possesses the swiftness, shy cunning and wariness of the Coyote, it is not cowardly like the Coyote, but very bold and ferocious. In the far North, in the winter, when food is very scarce, they will not hesitate to attack man.

Large Wolves are sometimes called "Lobos" or "Loafers."

Unlike the Coyote, Wolves travel in packs and run down their prey by combined speed and endurance.

Wolves are destructive to game and cattle. In the far North, caribou, moose and musk ox are their principal prey, while in the United States and Canada, they kill many deer and antelope. Throughout the cattle country, they prey on the cattle. They also eat rabbits, mice, prairie dogs, etc.

Like the Coyote, the Wolf lives in cavities in the rocks, holes in the ground, etc. The young are born in the spring and there are from five to nine in a litter.

Practically every state where Wolves are found, as well as some of the provinces of Canada, pay a bounty for the capture of this animal. The bounties, the bounty laws and the methods of obtaining the bounty money vary in the different states. Wolf skins are often ruined and greatly reduced in market value by the requirements of the bounty laws, especially when the head or ears are cut off. The skin of the Wolf has a market value and when perfect,

with the head on, commands a very high price. The remarks about Coyote in regard to baits, scents and trapping methods apply equally to the Wolf. However, a larger trap should be used, the Nos. 4 or 4½ being about the right sizes, as the Wolf is a stronger animal than the Coyote.

Wolves should be skinned "open" and the head, feet and claws left on.

W. B. FARNSWORTH AND BROTHER, CAREY, IDAHO
Two Successful Coyote Trappers

Carey, Idaho, Feb. 1, 1917.

A. B. SHUBERT, Inc.,
Chicago, Illinois.

Dear Sirs:—

I received the returns from you and can say to you and all of my friends that I am more than pleased and satisfied.

Thanking you for this, and you can look forward for about one to three shipments from me soon, and wishing you always success in your business, I remain a *steady customer.*

W. B. FARNSWORTH,
Carey, Idaho.

HUGH CHALFANT, JAYEM, WYOMING

Jayem, Wyoming, January 19, 1917.

A. B. SHUBERT, Inc.,
Chicago, Illinois.

Dear Sir:—

Something doing on a small scale. You have treated me fair and square before and therefore I am sending you a small shipment of furs. Wish it was more (7 coyotes, 2 skunks and 11 muskrats). The coyote hides are the best I have seen in this locality and about half of what I catch is too shabby, not even worth skinning. This scab, or mange as we call it here, was caused by people inoculating the coyotes with it to get rid of them, but it didn't seem to affect them much, only to spoil their fur.

I expect to catch a few muskrats and skunks as soon as the weather breaks, and as long as you pay satisfactory prices you will get all I catch in the fur line. At present I have out a good string of traps for coyotes and bob cats. I will have another shipment about the last of March, if I have any good luck. I have been trying to get some of my friends to ship their furs to you, but guess they would sooner ship them to some sucker bait house and get bit. Anyway, I am going to dig into them and see if I can't get them to come through and ship to you. Please tell me if these furs I am sending you are handled and stretched right, if it is not asking too much of you. Will send you a picture of myself and some furs that I had taken some time back. It may come in handy for you to use for a calendar or advertisement, and you have my consent to use it if you wish.

Yours very truly,

HUGH CHALFANT,
Jayem, Wyoming.

RED FOX

RED FOX

Description Color varies in different sections, from a pale red to a very bright, deep red, greyish on rump and flanks, tail very bushy, same color as body, with longer black hairs at the top, tip of tail white, legs black, belly usually white, but in some sections black.

Range Entire North America and Newfoundland.

The Red Fox is the most common of all the Foxes and the best known. It has a well-earned and undeniable reputation for shrewdness and cunning, and is one of the most difficult Fur-bearers to trap.

The Red Fox is bold and at the same time cautious. Its boldness in robbing hen-roosts is well known, and sometimes it will come close up to camps and feed on the scraps of food that are discarded.

The Red Fox hunts for its food generally at night, but it is also frequently seen in the day time. It feeds on small birds, rabbits, squirrels, mice, woodchucks, Muskrat, fish, poultry, partridge, carrion, etc.

It rears its young in burrows in the ground, but except in rough weather, prefers to sleep in the open air, lying in a clump of brush or weeds or under a fallen tree. The young are born the latter part of April or the beginning of May, there being from four to nine in a litter, usually four.

The senses of sight, smell and hearing of the Red Fox are very acute, but the animal relies more on its senses of smell and hearing than upon its eyesight, in hunting, avoiding its enemies and detecting the danger in a set.

It possesses great speed and is a very intelligent animal. Its tricks to escape its enemies and secure its prey are really remarkable.

One of the favorite tricks of the Red Fox, when pursued by dogs, is to cross over thin ice, just strong enough to bear the animal, but too frail for the dogs. The creature seems to know that the dogs will break through and perhaps be swept under the ice if the water is of sufficient depth and the current strong enough.

Hounds do not worry a Red Fox. When he finds that there are hounds on his track, he just trots along leisurely and plans all kinds of schemes to throw them off the scent. He will occasionally go back in his own footsteps for a distance, and then jump away to one side and go off in a new direction. Or he will run along the top of a rail fence or stone wall.

A Red Fox very seldom takes to earth when being pursued, except when wounded or tired out by a long run.

The Nos. 2, 2½, 3 or 3½ traps may be used.

For bait, the tainted flesh of Muskrat, Woodchuck, Opossum, Skunk or House Cat, may be used. A good scent is Fish Oil. The sexual organs of the female, taken when "in heat," and preserved in a pint of alcohol, make a very attractive scent. The urine of the Fox is also good, but in using the latter two scents, no bait should be used.

A good scent may be made by mixing (in a bottle or jar) the fat of two Skunk, chopped fine, with the flesh of a Muskrat, cut up into small pieces. Allow to stand in a warm place until thoroughly decayed; then add the scent of two Skunk and the Musk of about four or five Muskrats.

When setting traps for Foxes, great care should be exercised to avoid leaving human odor; clean gloves should be worn, and the surroundings should be left looking as much as possible undisturbed. It is best to have a basket or blanket in which to place the dirt while making a set, and to carry away what is not needed. When a Fox is caught, kill it without drawing blood and set the trap back in the same place. This will increase the chances for catching another Fox.

There are many ways of trapping Foxes, but the following are among the best, and if carried out carefully will bring success.

Find an old stump and dig a hole under it. Place a piece of scented bait in the hole and set a trap about ten to twelve inches in front of it. Put a piece of clean paper over the trap and cover lightly with dirt dug out of the hole. Fasten the trap to a clog or drag, which carefully conceal.

Locate a small knoll or an old decayed stump. Set a trap on top and cover carefully. Place the carcass of a Skunk, Muskrat or Woodchuck at a distance from the trap, about six or eight feet. The Fox is very suspicious of a bait and will get on the highest point to look at it. It is a good idea to set the trap several days before placing the bait, thus giving the human odors a chance to pass away.

Find a narrow place in an old road in the woods, a path, or an old stock trail, over which a Fox travels, dig out a shallow hole and line with dry grass and weeds. Set a trap in the hole and fasten to a drag. Lay a piece of clean paper over the trap and cover lightly with dirt, making it look as natural as possible. The chain and the drag must also be hidden.

Select a spring or small pond about four feet in diameter, one that has an outlet, place a piece of sod (about ten inches across) in the center of the spring and so that it will rise about two or three inches above the water. Put a piece of bait and a little scent on the sod. Then set a trap, under water, halfway between the sod and the shore, and cover with mud or whatever is on the bottom of the spring. Place upon the pan of the trap a piece of sod as light as possible, so that it will rise about an inch above the water. The Fox in reaching for the bait will step on the sod and into the trap. This set should be prepared a couple of months before the trapping season and the bait and trap set when the season opens. In making this set, the trapper should wade up the outlet of the spring and must not touch the bank or any of the surroundings.

A good winter set, particularly for use in the North, is to make a cone-shaped mound of snow, on a frozen lake, beating the snow solid, so that it will not drift away. Fasten the trap to a clog and bury the clog in the mound. The mound should be about two feet high and a hollow made in the top, lined with some dry material, and a trap set therein. Place a piece of clean white paper on the trap and cover with loose snow. This snow should not be handled with the hands, or it will freeze on the trap. Cut a piece of bait into small pieces and stick into the side of the mound.

Another method is to find where Foxes travel across a field or on an old road. Break a trail in the snow by walking back and forth on the road or across the field and set several traps in this trail without bait. The traps should be covered with a piece of clean white paper and a little snow. The chain and clog should be pushed under the snow beside the trail. Be careful in setting and do not leave any tracks outside of the trail. When looking at the traps, follow the trail and step over the traps.

Red Fox should be skinned "cased" and shipped Fur side out.

"SHUBERT" says:

"NO USE ADVERTISING, UNLESS YOU CAN BACK UP WHAT YOU ADVERTISE. THAT'S WHY WE KEEP ON ADVERTISING."

CROSS FOX

Description Color varies greatly, from a light red, scantily mixed with grey and black hairs to a darker red, very liberally interspersed with grey and black, especially on the rump. All examples have a black or very dark red band across the shoulders and another along the back. Belly and legs are black, tail bushy, varying in color according to color of body, tip white.

Range Same as Red Fox, but no further south than Michigan and Wisconsin, in western states as far south as Nevada, Utah and Colorado.

The Cross Fox is merely a color variety of the Red Fox. The foregoing remarks about Red Fox regarding habits, characteristics, difference in quality of Fur, trapping methods, etc., apply equally to the Cross Fox.

However, the Fur of the Cross Fox is more valuable than that of the Red Fox.

Cross Fox should be skinned "cased" and shipped Fur side out.

"SHUBERT" says:

"TRUE ACCOMPLISHMENT IN THE RAW FUR BUSINESS FOLLOWS ONLY UPON HONEST AND CONSCIENTIOUS ENDEAVOR AND CLOSE APPLICATION TO THE INTEREST OF FUR SHIPPERS."

IF YOU WANT AN *ACCURATE AND LIBERAL ASSORTMENT, THE HIGHEST MARKET PRICES* AND *SPEEDY RETURNS, "SHUBERT"* CAN GUARANTEE YOU GENUINE SATISFACTION.

A COLLECTION OF SILVER FOX VALUED AT $17,500 00.

SILVER FOX

SILVER FOX

Description Color black, interspersed with silver-grey hairs, underfur dark drab, belly generally black, sometimes a spot of white is found, tail thick and bushy, tip white. Some examples have more, while other less of the silver-grey hairs. Those that have but few or no silver-grey hairs, are called "Black Fox."

Range Alaska, Canada, Newfoundland, extreme northern United states, also high altitudes of western states.

The Silver Fox is the scarcest of the Fox family, and its Fur is of greater value than any of the others. The black variety (Black Fox), outside of Sea Otter, is the most valuable of the North American Fur-bearers.

On account of the great value of each individual skin, this variety of Fox is being raised in some parts of Canada, especially eastern. However, the farm skins have not the lustre and fineness of Fur possessed by the wild animal, consequently, do not command as high a price.

Like the Cross Fox, the Silver Fox is merely a color variety of the Red Fox, and the remarks about Red Fox regarding habits, characteristics, trapping methods, etc., apply equally to the Silver Fox.

Silver Fox should be skinned "cased" and shipped Fur side out.

"SHUBERT" says:

"A MAN WITH GRIT AND PRIDE NEVER DID GROW CROOKED. DISHONESTY IS A WEAKLING'S COMPROMISE WITH REAL ENDEAVOR. IT IS A COWARD'S CONFESSION OF HIS OWN INEFFICIENCY."

GREY FOX

GREY FOX

Description General color grey, the back being covered with long hair of two colors, black and white, underfur is dark drab or blue, throat white, chest and sides reddish, belly white, tail long and silvery, same color as the back, much coarser than the tail of the Red Fox, reddish underneath, tip black.

Range Entire United States, also British Columbia.

The Grey Fox is more dependent on the forests than the Red Fox, and is very rarely found in a cultivated country, not for the reason that it hates civilization, because the Grey Fox is gifted with much natural trickery and is sly and cunning, but it lacks the amazing shrewdness and wiliness of the Red Fox, and is more easily outwitted by the trapper.

The Grey Fox is smaller than the Red Fox and not as bold and fearless, but equal to the Red Fox in speed and endurance.

They seldom live in burrows, preferring to make their dens in hollow trees and old stumps. Sometimes they like to sleep in the open air and lie hidden among the bushes and undergrowth.

They eat insects, reptiles, rabbits, mice, fish, birds and almost every small creature that lives in the forests.

The same baits, scents and trapping methods may be used for the Grey Fox as suggested for the Red Fox.

Grey Fox should be skinned "cased" and shipped Fur side out.

KITT FOX

Description Smallest of all Foxes, general color yellowish-grey above, darker on the back, mixed with longer whitish hairs, under parts white, sides light yellow, tail full, yellowish-grey with longer black hairs, tip black, black patch on each side of muzzle.

Range Western plains and northward to southern districts of Canada.

The Kitt Fox is a much smaller animal than any of the other Foxes. Its range is restricted entirely to the western plains.

It lives in burrows in open parts of the plains and at a distance from the wooded country.

It is very fleet of foot and is sometimes called "Swift Fox." Kitt Fox should be skinned "cased" and shipped Fur side out.

WHITE FOX

WHITE FOX

Description Color pure white, ears and muzzle shorter and less pointed than Red Fox, black nose, underfur varies from ashy to a light drab.

Range Alaska, Newfoundland, Labrador and extreme northern parts of Canada.

The White Fox is not a lover of solitude, but is fond of company and lives in a community of twenty or more burrows adjoining each other, dug in places where the soil is light and sandy. Here the White Fox lives from year to year, and brings forth its young, from three to five at a time.

It eats lemmings, White Weasel, hare, mice, wild fowl, eggs, etc. In the summer the White Fox lives in luxury, food is plenty and hunting is an easy matter, but the little animal, though it lacks some of the wily shrewdness of the Red Fox, is a very intelligent creature. It realizes that the summer will soon be over and that the lemmings will be safely hidden in their dens beneath ice and snow, and the birds all driven south before the cold. The White Fox knows that it must make provisions for the long winter with its wild snows, screeching gales and intense, bitter cold, so it hunts diligently while game is yet abundant, and brings back the fat lemmings and mice to be packed away in cold-storage for the winter. It burrows down through the light soil until it reaches a temperature just above freezing. (In the land of the White Fox the frost never wholly leaves the ground.) Here it deposits a dozen or more fat lemmings and mice, then it covers them up with grass, roots, moss, sods and light soil. The White Fox establishes a number of these caches and when the summer is at an end and the hour of need arrives, the question of food gives the White Fox no anxiety.

The White Fox is very neat and clean, both in the care of its burrow and its Fur.

Although the White Fox is a crafty little animal, it is not as sly as the Red Fox, and is not as clever in avoiding traps.

The No. 2 trap is about the right size.

For bait, lemming, hare, ptarmigan, etc., may be used.

A good set for White Fox is to make a cone-shaped mound of snow, beating the snow solid, so that it will not drift away. Fasten the trap to a clog and bury the clog in the mound. Make a hollow in the top of

the mound, and line with paper. Set a trap in the hollow, place a piece of clean white paper on the trap and cover with loose snow. This snow should not be handled with the hands or it will freeze on the trap. A piece of bait should be cut into small pieces and scattered on the sides of the mound.

Another good set is to find a bare point, jutting out into a lake or pond, or a clump of bush-growth where the White Fox are known to travel. Pack the snow down a couple of inches, making a small hollow, line it with a piece of paper, and set a trap therein, place another piece of paper over the trap and then dust snow over it until the trap is covered lightly. The trap should be fastened to a stick about three or four feet in length. A trench the length of the stick and about a foot deep is cut in the snow, the stick laid in, covered with snow and packed hard. A piece of bait should be chopped up and scattered around, beginning some distance from the trap and leading to the trap.

White Fox should be skinned "cased" and shipped Fur side out.

BLUE FOX

Description Same form and size as White Fox, color is slate drab or darkish purple.

Range Alaska, Newfoundland, Labrador and extreme northern Canada.

The Blue Fox is merely a color variety of the White Fox. Some persons, and even some naturalists, wrongly suppose that the Blue Fox is the same animal as the White Fox, and that a Blue Fox turns white in the winter. This is not true. The Blue Fox does not turn white in the winter, but always remains a Blue Fox.

The form, size, pelt, food, mode of living, habits, etc., of the Blue Fox, are exactly the same as the White Fox, the only difference being the color—the Blue Fox being merely a color variety of the White Fox.

The same bait, trapping methods, etc., may be used for the Blue Fox as are suggested for the White Fox.

Blue Fox should be skinned "cased" and shipped Fur side out.

A COLLECTION OF BLUE FOX VALUED AT $8,000.00.

LYNX

LYNX

Description Body resembles a huge cat, flat face, ears not very long, tufted with long black hair, large legs and feet, hind legs longer than front legs, sharp retractible claws, very short tail. General color reddish-brown, liberally intermixed with long silvery hairs. Upper part of underfur reddish-brown, with a ground of drab blue. Under parts white with faint dark spots appearing, tail tipped with black, face surrounded by fringe of long, coarse hair, black at base and white at tip.

Range Throughout northern and western United States, Canada, Newfoundland and Alaska.

In the north, the Lynx is found in the dark forests in tangled thickets and along the edges of swamps, while in the west, it lives in the wooded districts of the mountains. It climbs trees with great facility and swims well, but it is not swift on land. It will rob the nests of birds and squirrels, or stretch itself along a lower branch of a tree, from which it will pounce on whatever may pass beneath.

The principal food of the Lynx is rabbit, but it is very fond of partridge and Marten. That is the reason why Marten are scarce when Lynx are plentiful and vice versa.

The Lynx breeds once a year and as a rule has two young at a birth.

The Lynx is a stupid animal and is not difficult to trap. Rabbit or partridge is the best bait, and for scent, nothing is better than Beaver Castor, it being particularly attractive to the Lynx.

The Nos. 3 and 4 traps are best for Lynx and should be fastened to a stout clog.

A good Lynx set is to build a pen of stakes about three feet high. Place a bait inside scented with Beaver Castor, and set a trap in the entrance of the pen. The pen must be roofed with branches, etc., to protect the trap from snow.

Another method is to make a long pen, open at both ends, about three feet high. Set a trap inside. Put some Beaver Castor on a stick and place in the passage.

Lynx should be skinned "cased" and shipped Fur side out.

OTTER

OTTER

Description Long, heavy body, short legs, small, webbed feet, long tail, tapering to a point, almost as thick at base as the body. Color varies considerably in different districts, from light chestnut brown to rich dark brown, almost black, fine, soft underfur of a grayish color.

Range All over North America and Newfoundland.

The Otter is an aquatic animal, living in and near streams and lakes. Its home is usually a den beneath the bank with the entrance under water. However, the Otter also lives at the bottom of hollow trees or a burrow high up in the bank. The animal is a beautiful swimmer and a good traveler. It makes regular journeys from one stream or pond to another, and usually follows the center of the stream. When traveling overland, it follows the smoothest course it can find, preferring to go around stumps and under logs rather than climb over them. Its legs are so short and its body so long and heavy that it drags along the ground, and in the winter time leaves a deep furrow in the snow.

The principal food of the Otter is fish, trout and horned-pout being the favorite. They also eat frogs, clams and Muskrat, and will catch wild ducks on the water, seizing them from beneath. They catch their fish by swimming them down, and frequently when fish are abundant, the Otter will kill more than it can eat.

The young are born about the middle of April, and there are from two to four in a litter.

Otter are affectionate and fond of each other. They do not spend their entire time in fishing and traveling, but like to roll around on the grass and claw up the sod. A favorite pastime of theirs seems to be "sliding." Where the bank is steep enough and slanting, they make a roundabout path leading up to the top of the bank, and from there they slide down into the water. In places where the water does not freeze during the winter, they slide down the snow banks, taking advantage of the crust formed by the water dripping from

their Fur and freezing on the snow. When travelling overland and there is snow on the ground, the Otter slides down any slope it comes to.

The Otter does not hibernate, but travels under the ice in the winter.

The best bait for Otter is fish. However, if fish cannot be obtained, a piece of Muskrat or rabbit flesh may be used. As a scent for Otter, there is nothing better than Beaver Castor.

The Nos. 3 and 3½ traps are the proper sizes for Otter.

When setting traps for Otter, care should be taken to leave no human scent around. When traps are set on the bank it is best to stand in the water and dash water over the set when it is completed. Everything should be left as natural as possible. The trap should be fastened to a "sliding pole," but if the water is not deep enough to drown the animal a clog should be used. As two or three Otter usually travel together, it is well to make several sets not far apart.

A good place to set a trap for Otter is at the top of a slide. Make a small cavity in the ground, line it with leaves and moss, set a trap and cover lightly.

Another good place is where the animal lands on the bank to go up to the slide. Set a trap under a couple of inches of water.

Find a place where the bank slants a little. Set a trap in the water at the edge of the bank and stick up a few sticks behind and at the sides of the trap. Put a piece of Beaver Castor on a stick in the back of the pen.

If you can find an old Beaver dam in the vicinity, make a break in the center of it so that the water will flow through. Set a trap in the water at the upper end of the opening. Drive a few stakes on each side of the trap so as to make a passageway over the trap.

Often an Otter will land on a log projecting into the water. If such a log can be found, cut a notch for a trap so it will be about two inches under water. Smear the notch with mud and set a trap in it. Put a piece of Beaver Castor or some Anise Oil on a stick and set upright on the log above the trap.

Where banks are low and the animals do not have slides, find where they travel from one pond to another or along streams. Set a trap in the trail and cover lightly.

If you find a path in the snow where Otter travel, that is a good place to set a trap.

In the winter when streams are frozen, traps may be set under ice. Find a place where the water is about ten to twelve inches

deep where Otter travel under the ice. Cut a hole through the ice and make a pen of sticks in the water. Fasten a fish to a stick in the back of the pen. Set a trap in the entrance and fasten to a stake. Drive the stake in front of the pen and directly in front of the trap.

Sometimes an Otter is caught that has a curl to the top of its guard hair. This is known as a "singed" Otter, and is caused by the Fur being dried too quickly by the sun when the animal comes out of the water. This defect lessens the value of the Fur considerably.

Otter should be skinned "cased" and shipped Fur side out. The tail should be ripped open its entire length on the underside.

SEA OTTER

Description Much larger than land Otter, thick set body, short legs, webbed feet, small forefeet, large hind feet, long tail, tapering to a point. General color dark brown verging into black. Rich, soft underfur of a bluish color, covered with slightly longer hairs of dark brown interspersed with white hairs.

Range Aleutian Islands, western shore of Alaska, down along the coast of Vancouver Island and northern shores of Pacific Ocean.

The Sea Otter lives in the sea and very rarely, if ever, comes on land.

Their food consists entirely of clams, mussels, crabs and fish.

They are not prolific, only one being born at a time. The mother sleeps in the water on her back, with her young clasped between her forepaws. The pup cannot live without its mother.

The Sea Otter is not trapped, but is shot, or taken in large nets sunk deep in the ocean.

The Fur of the Sea Otter is the most valuable of any of the North American Fur-bearers.

Sea Otter should be skinned "cased" and shipped Fur side out. The tail should be ripped open its entire length on the underside.

BEAR

BLACK BEAR

Description Color black, rich brown or blue ground, darker from some districts, nose and lower half of face brown, short tail.

Range Alaska, Canada, Newfoundland, all over the United States, except the prairie districts, occurring in South Carolina, Florida, Louisiana, Texas, west and northwest.

The Black Bear is the smallest and most numerous of North American Bears. It is a good natured animal of a quiet disposition, timorous and inoffensive. However, that does not mean that a Black Bear will not fight when attacked or wounded. It is a dangerous antagonist when aroused and will put up a plucky fight.

The Black Bear is a hibernating animal. The time for denning up varies in the different sections, but is generally between November 1st and January 1st. They emerge in the spring, from April to the middle of May. They make their dens in any place that offers fair protection, a hole in the rocks, a hollow log or some other natural retreat. They will also den up in a hole in the ground, which they dig themselves, or under the trunk of a fallen tree.

The young are born during the latter part of January and February, and sometimes as late as March. There are from one to four at a birth, most commonly three.

The Black Bear is omnivorous, which means that it eats flesh and vegetables alike. They feed on field mice, frogs, toads, insects, ants, bees, blueberries, gooseberries, huckleberries, and other wild fruit,

honey, fish, carrion, etc. However, the diet depends largely upon the locality in which they live. They are also very fond of young pig, and will break into a pig pen at night.

The Black Bear loves the water and will not remain long in a locality where it cannot have a bath daily.

The best bait for Bear is fish, pork or honey. However, a good sized chunk of beef, or any kind of flesh makes good bait. A good scent for Bear is a mixture of Fish Oil, Anise Oil and honey. Beaver Castor is also attractive to the Bear.

The Nos. 5, 15, 50 and 150 traps should be used for Black Bear.

Construct a three-quarter circular pen (about three feet high), of poles driven into the ground, and cover well with brush, etc. Set a trap in the entrance and fasten to a heavy clog, a large log of about eight or ten feet in length. Cover the trap and clog carefully with moss, dry leaves, etc. Place a bait inside the pen beyond the trap in such a position that the Bear will have to pass over the trap in order to reach the bait. It is a good idea to lay a stick across the mouth of the pen, about five or six inches high and close to the jaws of the trap, so that in stepping over the stick the Bear will put his foot in the trap.

A "blind set" may be used successfully for Bear. Find a Bear trail, dig a shallow excavation, place the trap therein and fasten to a heavy clog. Cover the trap and clog carefully. However, you must make sure that no person will travel on the trail.

Black Bear should be skinned "open" and the head, feet and claws left on.

BROWN BEAR

Also called "Cinnamon Bear."

The Brown or Cinnamon Bear is merely a color variety of the Black Bear, being identical in size, habits and inhabiting the same districts. The only difference is the color, which is a dark chestnut or cinnamon.

GRIZZLY BEAR

Description Larger than Black Bear, color varies from light brown, tipped with silver-grey hairs, to a dark chocolate brown, lighter beneath.

Range Rocky Mountains and Alaska.

The Grizzly Bear is very scarce in the United States, being found in largest numbers in the Bitter Root Mountains of Idaho, and in British Columbia. It is a great, rough brute, and exceeds all others

in ferocity and strength. At the present day, the Grizzly Bear keeps well out of the way of man and very rarely attacks, except in self-defense or when excited by wounds. Then it becomes a terrible antagonist, striking out with its powerful paws and often dealing death in this manner.

Unlike the Black Bear, the Grizzly does not climb trees, but it is by far a more industrious animal and an expert fisherman.

The Grizzly Bear hibernates, usually denning up sometime after November 1st, the time depending upon the weather. In warmer sections they den up later, and in the colder regions earlier. They come out of their dens in May, generally the latter part. The Grizzly Bear is more particular than the Black Bear in providing itself with a den and having it weatherproof and well hidden. The Grizzly usually finds some natural cave or hole in the rocks, high up in the mountains. This it lines with grass and dry leaves, and fills up all openings with stones so as to protect the interior from the weather as much as possible.

The young are born the latter part of January and usually two in number.

The diet of the Grizzly Bear depends upon the food available in the locality in which it lives. It will eat almost anything, both flesh and vegetable, mice, gophers, ants, berries, grass, fish, carrion, etc. The Grizzly Bear has one characteristic which is not possessed by the Black Bear. It will cache what food it cannot eat and will return to feed on it until it is all consumed.

Like the Black Bear, the Grizzly also bathes, especially in hot weather, but it is not as fond of the water as the Black Bear.

Not many Grizzly Bears are trapped, because of their scarcity. However, the same bait and methods can be used as for the Black Bear, but the trap should be larger, a No. 6 being about the right size. The clog to which the trap is fastened should also be larger and heavier, a log of about fifteen feet should be used.

Grizzly Bear should be skinned "open" and the head, feet and claws left on.

KADIAK BEAR

Description Even larger than the Grizzly, color dark brown.

Range Kadiak Island and Alaskan Peninsula.

This Bear is found only in Alaska and the adjacent islands, and is the largest of all American Bears.

POLAR BEAR

POLAR BEAR

Description Entirely white at all seasons, some specimens slightly tinged with yellowish, nose and eyes black, tail short.

Range Arctic Circle of Canada and Alaska and extreme northern regions.

The Polar Bear ranges along the beaches of the northern seas. Its hunting grounds are on the coasts of islands surrounded by drift ice and even on ice-fields far out at sea.

It is a powerful swimmer.

Polar Bear do not hibernate. However, the females retire to caverns in the snow or the beds of rocks for a considerable time to bring forth their young, which are usually two in number.

The principal food of the Polar Bear is seal, fish and young walrus, but they also eat seaweed and salt grass.

Polar Bear are not trapped. Those that reach the market are in most cases shot by explorers. Although of great size and strength, the Polar Bear is comparatively easy to kill, and usually flees when wounded. The female, however, is very courageous in defence of her young, and quite determined in her efforts to secure food for them, not even hesitating to attack a man.

Polar Bear should be skinned "open" and the head, feet and claws left on.

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LYNX CAT

LYNX CAT

Description Legs rather long, ears tufted with black hairs, shorter than the tufts of Lynx. Color varies greatly in different sections, from yellowish-brown, freely interspersed with silvery hairs, to a rich grey-brown, some examples are spotted on the back, while others are plain like the Lynx. Longer, white hair on the belly, marked with large black spots. Tail very short, color at the base same as back, black towards tip, extreme tip white, with white or pale yellow hair underneath whole length of tail.

Range Rocky Mountain States to British Columbia and westward, also Dakotas, Minnesota, Wisconsin, Michigan and eastern Canada.

In general appearance the Lynx Cat resembles the Lynx, but it is smaller in size.

The Lynx Cat is a peaceful and shy animal, but possesses considerable strength, and when attacked will fight ferociously, both with teeth and claws.

It is carnivorous, feeding principally on rabbits, squirrel, mice, grouse, partridge, etc.

It is not skilled at following a trail and procures most of its food by lying hidden in ambush and springing out suddenly on whatever small game may come within its reach.

It is an expert tree climber and makes its den in a hollow tree or in caverns among the rocks. Although preferring the twilight or darkness for roaming about, it delights in basking in the warm sunshine, stretched along the branch of a tree or curled up in the sunlight of some little covert among the rocks.

For bait any one of its natural foods may be used.

The Nos. 2 or 3 traps are about the right sizes.

The best place to set traps is at the entrance to the den. However, if a den cannot be found, make a pen of sticks and place a bait, rabbit, grouse or partridge, in the back of the pen. Set a trap at the entrance. The trap should be fastened to a clog and both trap and clog carefully hidden. Lynx Cat should be skinned "cased" and shipped Fur side out.

WILD CAT

WILD CAT

Description Exactly the same in appearance as the Lynx Cat, color varies greatly, but as a rule, darker and redder than Lynx Cat, with but few or no silvery hairs, some examples dark grey, Fur is shorter and flat.

Range Entire United States, also British Columbia.

The Wild Cat is exactly the same in appearance, habits, modes of living, etc., as the Lynx Cat. However, the Fur of the Wild Cat is shorter and coarser than that of the Lynx Cat, and of considerable less value. Where Wild Cat inhabit a cultivated district, they frequently raid the farmer's hen-roost, being fond of poultry, and if they live in the vicinity of sheep pastures, they easily kill and eat lambs, and will sometimes even pull down old sheep. In many states bounties are paid for the capture of this animal.

The same bait, trapping methods, etc., may be used for the Wild Cat as suggested for the Lynx Cat.

Wild Cat should be skinned "cased" and shipped flesh side out.

HOUSE CAT

This common domestic animal is too well known to require a description. However, it is mentioned here, so that the trapper would know that its skin has a market value.

House Cat should be skinned "cased" and shipped flesh side out.

"SHUBERT" says:

"THE RECOLLECTION OF PROMPT RETURNS AND SQUARE DEALING REMAINS LONG AFTER THE FUR SEASON IS OVER."

RINGTAIL CAT

RINGTAIL CAT

Description Slender body, color, yellowish-brown, turning to black above, belly very light yellow, long, full tail ringed with black and white.

Range Texas, New Mexico, Arizona, California, Oregon and Washington.

The Ringtail Cat is a pretty little creature with its slender body and handsome ringed tail.

It is nocturnal in its habits and is very seldom seen during the day.

It lives among rocks and trees and prefers to inhabit woods traversed by a water course.

It feeds on the small creatures of the forest, insects, reptiles, mice, birds, etc., and makes its nest in decayed holes and the trunks of trees.

It brings forth three to four young at a time.

For bait, any one of its natural foods may be used.

The No. 1 trap is about the right size.

Hollow logs, under roots of trees, old decayed stumps, the banks of streams that they frequent, etc., are good places to set traps for the Ringtail Cat.

Ringtail Cat should be skinned "cased" and shipped Fur side out.

"SHUBERT" says:

"SENDING EACH AND EVERY SHIPPER SATISFACTORY AND PROFITABLE RETURNS IS MORE CONVINCING THAN *ANY* ORAL ARGUMENT."

MARTEN

MARTEN

Description About the size of a house cat, short legs, small feet, pointed, short ears, white inside, thick bushy tail. General color varies from yellowish brown to rich dark brown, lighter beneath, soft underfur of drab, with light tawny or orange-brown patch on throat.

Range Mountainous districts of Western and Northwestern States, forests of Northern States, Canada, Alaska and Newfoundland.

The Marten is a carnivorous animal, feeding on mice, rabbits, squirrels, birds and their eggs. They are expert tree climbers and are found only in thickly wooded districts, living among the trees and making their nests in holes high up in some old tree, but in the mountainous districts they usually make their homes in hollows in the rocks. They also live in burrows.

The young are born in the spring, three to seven in a litter.

It is not a strictly nocturnal animal, but is often seen during the day.

The Marten is not suspicious and is easily trapped, the No. 1 and No. 1½ traps are best.

For bait, squirrel, small birds, and rabbits can be used. The head of a partridge with feathers is very good.

A good Marten set is to build a small pen of sticks against a tree, so that the tree forms the back of the pen. Place a piece of bait inside and set a trap in the entrance. It is not necessary to cover the trap, as the Marten has no fear of the trap, but it is best to roof the pen with a piece of bark or some evergreen boughs to protect the trap from snow. The trap may be fastened to a clog.

In districts where the snow fall is heavy, traps should be set several feet above the ground. A very good tree set is as follows: Make two cuts in a tree with an axe and drive in two wooden pegs. Set the trap on the pegs and nail a piece of bait to the tree about a foot above the trap. Fasten the trap to the trunk of the tree.

Another good method is to cut down a small tree several feet above the ground, cut the top of the stump V-shape and lay the tree on the stump in the V so that the butt will extend about two to three feet. Split the butt of the tree and place a bait in the split. Cut a notch in the tree about a foot from the end and set a trap in this notch. Fasten the trap to the tree.

Marten should be skinned "cased" and shipped Fur side out.

FISHER

FISHER

Description Larger than the Marten, short, thick head, short ears, long, bushy tail, tapering to a point. General color dark brown, lighter toward the head, becoming grizzly grey, under parts darker than back, tail dark brown or almost black.

Range Western, Northwestern and Northern States, Canada, Alaska and Newfoundland.

Fisher are found in largest numbers where the country is rugged and fairly well timbered. They are good climbers and very agile and can jump from tree to tree like a squirrel. Although very active in the tree tops, they are equally at home on the ground and are so untiring and long-winded that they have been known to run down rabbits and hares in open chase. They are great travelers, covering immense distances in a single night and usually travel a regular route.

They are nocturnal in their habits, sleeping during the day in hollow trees or logs.

The principal food of the Fisher is rabbits, mice, squirrel, fish, partridges, and it will eat Marten, Mink, etc., out of traps. It is also fond of beech-nuts and wild berries.

The young are born once a year, two to four at a birth.

The Fisher is a very wild animal and has no particular fear of man in the wilderness; in fact, it often follows the trail of the trapper, eating or tearing to pieces any Marten or Mink that may be caught, or dragging traps out of the snow to spring them. It is a powerful animal considering its size, and is hard to hold in a trap, struggling as long as alive.

The No. 1½ or No. 2 traps are the right sizes and should be fastened to a "spring pole" or a "balance pole" where possible, or to a heavy clog.

For bait, rabbit, partridge, fish, squirrel, etc., are good, while a good scent can be made by mixing Anise Oil, Asafetida and Muskrat musk with Fish Oil.

A good Fisher set is a pen made of stakes, about two feet high and about two feet long. Place a piece of bait on a stick in the back of the pen, set a trap in the entrance and cover lightly. It is well to roof the pen to protect the trap from the snow.

A hollow log or any other natural enclosure make good places to set traps for Fisher. Fisher should be skinned "cased" and shipped Fur side out.

WOLVERINE

WOLVERINE

Description Heavy, bear-like body, broad, rounded head, sturdy, muscular legs, large feet, large, white claws, short, bushy tail. General color blackish, or deep dusky-brown, becoming grey and grizzly on neck and head, dark brown on snout and around eyes, legs very dark brown, feet black, a broad band of yellowish hue, beginning behind the shoulders, running along the sides and joining on the rump and base of tail. The under part is dark brown, on the throat and between the forelegs there are several irregular patches of a yellowish-white color.

Range Alaska, Canada and extreme northern United States, also in the high altitudes of the Rocky Mountains.

The Wolverine is a typical animal of the north. It is found only in the north woods and in the timbered districts of the Rocky Mountains, and not in large numbers in any one district. It is a strong, vicious and cunning brute, and is the greatest plague that the trapper of the north knows.

Its home is a burrow, and here the female brings forth her young once a year, from three to five at a birth. Perhaps the only good side to the character of the Wolverine is the affection the female has for her young, and her fearless and ferocious attacks on any man or beast that threatens their safety.

The Wolverine does not hibernate, but is about at all seasons.

It is a carnivorous animal and feeds on insects, reptiles, rabbits, mice, lemmings and some of the smaller Fur-bearers. It is a fairly good climber, and game hung in a tree is not safe when a Wolverine is around.

The Wolverine is a great wanderer and will travel from twenty to thirty miles in each direction from its home den. It is not fleet, however, and a man can outrun it. It is a good swimmer.

The Wolverine is also known under various other names— Carcajou, Mountain Devil and Skunk-Bear.

It is a voracious animal and can never capture enough game to satisfy its perpetual greed, therefore, it seeks out and robs the caches of other animals.

No amount of careful hiding can conceal a cache from a Wolverine. It seems to possess a diabolical ingenuity in searching out buried treasures of meat. Its large stomach makes it possible for it to eat more than most animals of its size, and if anything is left after the Wolverine has stuffed itself, it will bury what remains and in order to protect it from being stolen, the Wolverine so defiles the snow about its cache, scenting it with its foul odors, that no other animal, no matter how hungry, will touch it.

The Wolverine also has the habit of following a trap line, robbing the traps of their bait and of the captured animals. For this reason it is thoroughly hated by the trapper of the north. Once the Wolverine has found a trap line, it will follow the trail to the end, springing the traps, stealing the bait and taking out every animal that has been caught. If the animal is not dead, the Wolverine kills it and pulls it out of the trap; if dead and frozen, the animal is violently jerked until the trapped leg is torn off the body. The Wolverine will eat all it can, and what it cannot eat, it will carry some distance, dig a hole in the snow and cache the dead animal at the bottom. Then replaces the snow in the hole, tramps it down and neatly smooths over the surface, after which it defiles the snow over the cache and goes its way. By these signs a trapper can tell where to dig for his stolen Furs.

Sometimes the Wolverine will enter a trapper's cabin, during his absence. Then it is in its glory. It rips open every sack and parcel, scatters flour, coffee, sugar, tobacco, matches, bacon, soap, etc., in one confused mass upon the cabin floor, and wallows in it all with the greatest joy. At last what it cannot carry away, it defiles to the utmost and departs.

When a Wolverine finds a trapper's line, it is either give up the line for a time, or catch the Wolverine. However, trapping this animal is no easy matter for it is slyer than a Fox and very wary.

A No. 4 trap should be used. It must be well concealed and fastened to a heavy clog, "spring pole" or a "balance pole."

A rabbit, squirrel, muskrat, a piece of goat or any kind of flesh is excellent bait. Beaver Castor is very attractive to the Wolverine and is the best scent for this animal.

One way of trapping this sly and wary creature is to hang a large piece of venison or other meat in a tree. Set traps around the tree carefully concealed in the snow, fastened to a heavy clog and the clog must also be hidden well. Do not disturb the surroundings any more than is absolutely necessary.

Another method is to place a rabbit in a trap and set traps all around. Be sure to cover the traps well and fasten to heavy clogs.

If the trapper's efforts at trapping this animal fail, a good portion of strychnine placed in the bait of one of the traps on the line will undoubtedly do the work.

Wolverine should be skinned "cased" and shipped Fur side out.

L. L. LAMMA, COALSPUR, ALTA, CANADA.
A Fine Collection of Lynx and Foxes

"SHUBERT" says:

"A FUR SHIPPER WILL REALIZE 'MORE MONEY' FOR HIS FURS BY SHIPPING TO A *RELIABLE* AND *HONORABLE* INSTITUTION WHOSE ORGANIZATION HAS STOOD THE 'ACID TEST' FOR SERVICE."

WE EMPHASIZE *RELIABLE* AND *HONORABLE*, AS SURELY THESE TWO PHASES OF MERCHANDISING DO NOT RECEIVE THE ATTENTION THEY ARE ENTITLED TO—BY THE MAN WHO ENDURES HARDSHIPS AND WORKS LIKE A DEMON TO GATHER HIS COLLECTION OF FURS.

BADGER

BADGER

Description Thick set, flat body, small head, short feet, very large, strong claws, on fore feet, short tail, general color light yellowish-grey. The under-fur is soft and of a light brown color, covered with longer black and white hairs, white at the tip, under part is dirty white or light brown, a white mark or line on the head, commencing at the nose, running down between the ears to the nape, sides of face and throat white, black patch in front of each ear. Legs and feet black. Fur very long at the sides and shorter on on the back.

Range Western United States, also some parts of western Canada.

The Badger is a clumsy animal. It is an expert digger and lives in deep, wide-mouthed burrows of its own digging. Besides the main burrow, the animal has several others nearby.

The Badger is naturally timid, but if cornered, fights desperately. When alarmed, the Badger prefers lying quietly in the grass to trying to run away. It will flatten itself down close to the ground and will try to escape being seen in that manner.

The Badger is very seldom ever seen during the day. It hibernates during the cold weather.

Their food is any carrion, preferring fresh meat, gophers, field mice, prairie dogs, ground squirrels, beetles, grasshoppers, snakes, etc.

The young are born once a year, there being three or four in a litter.

For good Badger bait, fresh meat of any kind, prairie dog, gopher, etc., may be used.

The No. 3 trap is the proper size.

The best set for Badger is at the entrance to the main burrow. Dig a shallow hole, place trap therein and cover lightly. As the animal possesses considerable strength for its size, the trap should be fastened in such a manner so that the animal cannot escape.

Badger should be skinned "open."

MOUNTAIN LION

MOUNTAIN LION

Description General color, light dull-brown, darker on the back, under parts dirty white, long tail, tip very dark brown or blackish.

Range Rocky Mountains and westward, also to north of the Canadian line.

Although many blood-curdling tales have been told of the daring of the Mountain Lion and of its attacks upon human beings, those familiar with the nature and habits of the animal, all agree in branding the Mountain Lion, or Cougar, as it is sometimes called, as a coward. Like all other wild beasts of this country, the Mountain Lion has learned through bitter experience that the only chance of life is to keep out of the way of man. However, this fear of man is its only fear, and when it comes to fighting on anything like equal terms, the Mountain Lion is far from being a coward, especially when wounded, it becomes a very dangerous adversary.

It is a very good climber and readily takes to a tree when pursued by dogs.

The Mountain Lion preys on almost all wild animals. Deer and Mountain Goat are its principal food, but it will also kill and eat wild foul, rabbits and other small beasts. In many parts of the west, they are very destructive to stock, killing sheep, pigs, calves and colts, and when pressed by hunger, a big male Mountain Lion will kill a full-grown horse or cow.

Their method of securing game is by sneaking about until the game is sighted, then creeping stealthily to within springing distance of it and at last pouncing upon it with one swift, silent dart, or, by lying on an over hanging branch of a tree or ledge of rock and springing directly down upon its unsuspecting victim when it passes beneath.

The Mountain Lion makes its lair in a crevice between cliffs, a cave in the rocks, etc., usually retiring to a place inaccessible to man. Here it brings forth its young in the spring, from two to five in number.

They are nocturnal in their habits and rarely appear during the daytime.

But few Mountain Lions are trapped, in fact, there is no method known by which this animal can really be successfully trapped. They never remain long in one particular place and prefer to kill game for their food. As a rule, they do not return for a second meal to the carcass of an animal they have killed, except when food is scarce. However, if a freshly killed animal is found, it is well to set several traps around it, and in case the Mountain Lion should return to the carcass, it may be caught in one of the traps.

The No. 4½ trap should be used and fastened to a heavy clog, both trap and clog carefully hidden, for the Mountain Lion is suspicious and cautious, and if it finds that the carcass has been visited and the surroundings disturbed, it will not come near enough to be caught.

The customary way of hunting the Mountain Lion is to trail it with dogs and shoot the animal when the dogs drive it to a tree. That is the way most Mountain Lion are killed.

Mountain Lion should be skinned "open" and the head, feet and claws left on.

"SHUBERT" says:

"THERE IS NO MORE SATISFACTION IN TAKING ADVANTAGE OF A FUR SHIPPER THAN CHEATING AT A GAME OF SOLITAIRE."

MISTAKES MADE BY FUR SHIPPERS

Every year, who are not judicious in choosing a reliable Fur house, aggregate millions of dollars during the Raw Fur season. The glare of large returns often blinds ordinarily good judgment. A trapper will work hard and endure many hardships to accumulate a collection of Furs, then he will pack 'em up and send the shipment to some unseasoned Fur house that he did not hear of until he received their quote-any-old-price-pay-what-they-please circular. After he receives his returns, he becomes absolutely disgusted and wishes that he had only used a little more care in choosing his Fur house. Shippers should exercise great precaution when choosing a Fur house, as disappointment and dissatisfaction are sure to follow if you are not judicious. There are many reliable and responsible institutions in our industry, and a Fur shipper does not have to take any chances. "THE SHUBERT GUARANTEE" means absolute protection for the shipper. READ IT on page 30 of this book.

"SHUBERT" says:

"BEING SAFE, BEATS BEING SORRY."

JUST ONE MORE REASON WHY *YOU* SHOULD SHIP YOUR FURS TO *"SHUBERT."*

GINSENG

1. Best Grade, Cultivated. 2. Best Grade, Wild. 3. Medium Grade. 4. Transplanted, Wild. 5. Poor Grade, Wild, Damaged in Washing. 6. Poor Grade, Cultivated. 7. Badly Diseased, Cultivated.

GINSENG

Ginseng is a plant, the root of which is highly valued by the Chinese and used by them for almost every imaginable domestic and medicinal use. They especially prize the forked roots having some resemblance to the human form.

The plant has a natural range from Maine to Minnesota, and southward to Arkansas and Georgia. It has a single stem which grows from ten to twenty inches tall, which divides into three or four branches, each bearing five nearly smooth leaves, rising from one point, the three end leaves being the larger. In the summer it bears a cluster of small yellowish flowers on a small stem branching from the top, which develop into red, generally two-seeded, berries.

The root is of a light yellowish color, about the size of a man's finger and varying in length from two to four inches. It has a mucilaginous, sweetish, slightly bitter and aromatic taste.

The root is dug in about September, and should be carefully handled so that it will not be broken, or the outer bark peeled off. It should not be allowed to soak in water for any length of time and should not be scrubbed, but carefully washed in a tub of water until clean, then thoroughly dried until it becomes hard.

On account of the high market value of wild ginseng, the cultivation of the plant began, in an experimental way, some twenty years ago and at the present time, it is carried on, on a very large scale. The Chinese prefer the root of the wild plant to that of the cultivated. A small quantity of Ginseng is consumed by the Chinese of North America, but the main outlet for this article is Korea and China.

The plant thrives best in well-drained, loose loam soil. It should be well shaded, and for this purpose a frame-work of laths about one-half inch apart and about six feet high should be built over and around the beds. The cracks should run north and south, thus giving the plants the benefit of constantly changing light and shade.

In planting Ginseng beds, it is well to start with both young roots and seeds. They may be planted in the fall or early spring. It requires about eighteen months for the seeds to germinate. Young plants may be set out in beds about six inches apart. The beds should at all times be kept free from weeds and grass, and in the fall should be mulched with forest leaves or manure. When the plants are two years old, they may be placed in the permanent beds.

The root does not attain full growth until five or six years old and should not be dug for market before that age.

GOLDEN SEAL

Golden Seal is a perennial root, with a short, yellow rootstock, which sends up, in the early spring, a hairy stem about a foot high, around the base of which are two or three yellowish scales. The stem has two leaves and a single, small greenish-white flower appears on a short branch, which seems to be a continuation of the stem above the upper leaf. This flower is followed by a head of bright red berries, resembling a large raspberry. The leaves are prominently veined and have five to nine broad, unequally-toothed lobes.

The root is of a bright yellow color and is not over two inches in length and about three-fourths of an inch in thickness.

Its natural range is from southern New York and Ontario, west to Minnesota and south to Missouri and Georgia. It thrives best in open woodlands, where there is ample shade, good natural drainage, and an abundance of leaf mold.

The root was commonly used by Indians and early settlers as a remedy for inflamed eyes, canker mouth, and as a bitter tonic in stomach and liver troubles. At the present day, it is in strong demand by manufacturing pharmacists all over the world, but the greater quantity is consumed in this country.

It should be dug in September or early October, carefully washed and thoroughly dried.

Golden Seal is being successfully cultivated at the present day. The soil in which the root is grown should be well fertilized by the use of decaying vegetable matter, rotting forest leaves and thoroughly rotted stable manure worked into the ground to a depth of about eight inches. The beds may be made in a grove, second-growth timber, or in gardens. If the beds are made in gardens, artificial shade must be provided, which can be done by building a frame-work, of laths, about one-half inch apart, and about six feet high, over and around the beds. The laths should run north and south, thus giving the plants the benefit of constantly changing light and shade. The best

way of starting the bed is by cutting apart the rootstock, taking care that a few good roots are secured with each bud, and planting about four inches apart, covered with about two inches of soil. The beds should be kept free from weeds and grass at all times, and in the fall should be mulched with leaves, bean vines, or other matter not containing weed seeds.

The root may be dug for market after its third year.

TIPS ON GUN CLEANING

Always clean your rifle immediately after using, especially a .22 calibre, on account of its small bore.

Always clean your rifle from the breech to avoid wearing away the bore at the muzzle.

Clean your rifle with small pieces of cloth. Moisten a piece of cloth with some good gun oil and pass through the barrel, then follow with a dry cloth. Repeat this process until a dry cloth comes through without being soiled.

To clean high power rifles, use a brass bristle brush soaked with gun oil.

For shotguns it is advisable to use a good brass gun cleaner, well moistened with gun oil.

Oil all actions in shotguns and rifles after cleaning.

SHIPPING TAGS

To attach the right tag to your shipment is of vital importance to you. To obtain full market value and every penny your Furs are worth—to get your returns quickly—your shipment must be tagged with a

"SHUBERT TAG ENVELOPE"

For your convenience, "SHUBERT" addresses the tag for you. When you are ready to ship, you don't have to go to the trouble of filling out a tag—all you have to do is to attach a "SHUBERT TAG ENVELOPE" to your shipment. Be sure to list the contents of your shipment on an INSIDE TAG and place inside of your shipment.

When you run out of tags or change your address, advise us immediately and we will gladly send you another supply. Never be without "SHUBERT TAG ENVELOPES" and "SHUBERT IDENTIFICATION TAGS." They are ABSOLUTELY FREE and we will send as many as you want. Don't hesitate to ask for them.

SHIP *YOUR* FURS TO "SHUBERT"

HERE'S PROOF

That Canadian Shippers will receive *"more money"* for their Raw Furs by shipping them to "SHUBERT," Chicago, U. S. A.

KENNETH JOHNSON, RYLEY, ALTA, CANADA
A Canadian "Satisfied Shubert Shipper"

THERE IS NO DUTY ON RAW FURS COMING INTO CHICAGO, U. S. A., FROM ANY PART OF CANADA

"SHUBERT" receives hundreds of thousands of shipments from Canada every season. *Canadians, ship your Furs to* "SHUBERT."

LET OUR SHIPPERS SPEAK FOR OUR SERVICE

The best testimonial to the manner in which the House of A. B. SHUBERT, INC., takes care of its shippers comes from our shippers —that endless chain of good words from those who do business with us. We built the foundation for the House of A. B. SHUBERT, INC. Our immense following of "SATISFIED SHUBERT SHIPPERS" laid the cornerstone in confidence. We saw the practical possibility of direct co-operation with Fur shippers through the medium—"The Shubert Shipper." Without the co-operation and confidence of Fur shippers, the House of A. B. SHUBERT, INC., could not stand. We would be fools and not business men—if we, on our part, would do anything to betray that confidence and destroy the House that took a lifetime to build.

READ THESE REMARKABLE UNSOLICITED TESTIMONIALS AND LET THEM GUIDE YOU IN SHIPPING YOUR RAW FURS:

A. B. SHUBERT, Inc., Pincher Creek, Alta., Canada, November 21st, 1916.
Chicago, Illinois.

Dear Sirs:—

Will you please send me this year's price list. I have not been shipping because I have not had anything to go by. There are hundreds of rats out west this year and nobody is catching any. There are only three and they have all shipped to you last year and were satisfied with your prices, and are going to ship to you this year. I hope to catch two hundred rats and expect to ship them all to you.

Yours truly,
HUGH TAYLOR.

A. B. SHUBERT, Inc., Bannock, Sask., Canada, January 5th, 1917.
Chicago, Illinois.

My dear Mr. Shubert:—

I have something to say about "SHUBERT." In my trapping career I have shipped to many Fur Companies, but of all the Companies I have ever shipped to, I never received a more just deal than I have of "SHUBERT." A great many firms will give you a big price for the first shipment, but will cut you all to pieces on the next, which, of course, will be the big shipment. The first I heard of "SHUBERT" was while trapping in the Olympics in Washington. Having had good luck with Fishers and Marten I decided to ship to "SHUBERT." Having caught two Fishers, one hair slip and the other rubbed, I shipped the two to "SHUBERT," holding the good ones for the next, if "SHUBERT" was square. From "SHUBERT" I received the following: 1 Large Fisher rubbed $12.00, 1 Medium Fisher hair slip in back of neck $3.50

My own decision was they would bring $5.00, the two of them. The next shipment was also from Lake Cushman and before I shipped them I set my price on them and received 33½% more then I expected. Just one more thing I have to say before closing, is my wish; every trapper in the U. S., Canada and Alaska give "SHUBERT" a shipment and I will guarantee he will get as good a price for the last as he will for the first. Give "SHUBERT" a shipment and you will never ship elsewhere.

Yours respectfully,
WILLIAM A. BRANSON.

P. S.—I am not bragging, simply speaking the plain truth.

A. B. SHUBERT, Inc., Shoal Lake, Man., Canada, January 8th, 1917.
Chicago, Illinois.

Dear Sirs:—

I have recommended your company to some of my friends. As for myself, I have always been satisfied with the returns I got from you. I also found I could get more from you than any other company I have tried in Canada.

Yours very truly,

IVAN McFADYEN.

A. B. SHUBERT, Inc., Tignish, P. E. I., Canada.
Chicago, Illinois.

Dear Sirs:—

I wish to thank you for the last amount which I received on my shipment of Furs. Mr. Shubert, I assure you that for your prompt attention, square and honest dealing, along with best prices, you shall in future receive every shipment of Furs that I may have to dispose of. I must truly say that I am more than satisfied with the deal. Now, Mr. Shubert, as I have had such good returns and satisfaction, I shall with pleasure endeavor to make it known throughout this province.

Yours truly,

RICHARD MOSHER.

A. B. SHUBERT, Inc., East Lansing, Michigan, April 4th, 1917.
Chicago, Illinois.

Dear Sirs:—

Received your check yesterday and must say that I am well pleased with your market. I have shipped once before and was satisfied. The last lot that I shipped to you, I received $7.47 for it, and had offered it for sale in our city, before sending it to you, and was offered $2.25 for the same lot, so you can see that by shipping to you we are getting a lot more and can say that you will get all we have for sale next winter.

Yours truly,

FRED SMITH.

A. B. SHUBERT, Inc., New Bloomfield, Missouri, January 9th, 1917.
Chicago, Illinois.

Dear Sirs:—

I have found you to be the best Fur House I ever shipped to. I believe you try to do the square thing with your shippers. I told several of my friends about you last winter, and they have been sending their Furs to you and they all say that they found you to be the best Fur House to ship to they ever tried. I was the first one to send Furs to you from my neighborhood, but now almost all my friends say they are shipping to you. I told a friend the other day about you, and he says he is going to ship to you. His name is ————————, so you can expect a shipment from him soon. You may use this letter any way you see fit.

Yours truly,

WILLIAM CRISWELL.

A. B. SHUBERT, Inc., Woronoco, Massachusetts, January 3rd, 1917.
Chicago, Illinois.

Gentlemen:—

I am going to send you a small shipment tomorrow. I wish to thank you for the good returns you sent me on last shipment. Now, sometime ago I made up two shipments of Furs. I had them exactly alike, as near as I could, and I sent one to you and one to ————————, Indiana, and if you will look these return sheets over you will see how I came out. You can see how bad he stung me. Now, all the Furs I get will go to "SHUBERT."

Now, that I have learned where te send my Furs, I will send you more than I have and as long as you do well by me I will buy some Furs and send you. Now, I am very sorry that I did not send the Furs to you that I sent to ————————. They will never get no more Furs from me.

Yours truly,

EUGENE LINDSEY.

A. B. SHUBERT, Inc., Bonita, Arizona, February 6th, 1917.
Chicago, Illinois.

Gentlemen:—

I am sending you another small shipment of Furs. I would have sent two bundles but I had only one tag, so I had to lay my other Furs back for another shipment, as soon as I can get some more tags from you. I am sending you in this shipment 1 Coyote, 4 Fox, 5 Skunk, 2 Badgers.

I am writing this letter on my Return list from you for my last shipment of Furs. I have no kick coming. I see that your motto is to "Live and Let Live." A good many trappers have already quit trapping in this country and said they would never get another trap for the benefit of ———————— Fur Houses. I have talked to several trappers here lately and they told me that from now on they would ship all their Furs to you. I think that by next season you will get all the Furs that are caught in this community. I am sending you another trapper's name. I met him at the post office last week. I told him about A. B. SHUBERT, Inc. Fur House. He then asked me if I had any extra tags from you, but I had only one tag and I needed it myself. He told me then to write to you to send him some tags also and he would not ship any until he heard from you. Well I will try to get off several bundles in my next shipment.

Very truly yours,

H. GENSCH.

A. B. SHUBERT, Inc., Pagoda, Colorado, April 4th, 1917.
Chicago, Illinois.

Gentlemen:—

Just a few lines to thank you for your fairness and good prices this past winter. The first time I made a shipment last winter was to a firm in Wyoming, which quoted much higher prices than "SHUBERT," but the checks they sent were not anything to brag about. "SHUBERT" is the first that ever graded any of my Furs extra large, of which I received seven dollars each for Coyotes. If I ship next winter, which I intend to, A. B. SHUBERT will get my Furs.

Yours for honesty,

H. M. HENDRICKS.

A. B. SHUBERT, Inc., Berwick, North Dakota, January 3rd, 1917.
Chicago, Illinois.

Dear Sirs:—

I have been regularly receiving your price lists and as I am not trapping this year, I hand "THE SHUBERT SHIPPER" on to some one who can use it. I know after they have sent you a trial shipment that they will appreciate what I have done for them. However, I appreciate your price lists, as they afford me great pleasure in showing them to others and pointing out the advantages of shipping to your Fur House. I think you can safely put me down as one of the thousands of "SATISFIED SHUBERT SHIPPERS." Yours very truly,

RICHARD KUHUHEUR.

A. B. SHUBERT, Inc., Lucas, Kansas, April 3rd, 1917.
Chicago, Illinois.

Dear Sir.:—

I received my check the other day. It was all O. K. You treated me just fine all through the Fur season. Could not expect any more. I have shipped to Fur Houses in ....., and ....., and I made up my mind that I was going to try "SHUBERT" and was very glad I did, because I got a third more from "SHUBERT" than I did from the other houses. I have quit trapping and buying Furs this year, but don't forget me next year, because I am going to ship to "SHUBERT" as long as I have any Furs to ship.

Yours for business,

C. W. McMILLEN.

A. B. SHUBERT, Inc., Sharpsburg, Maryland, February 6th, 1917.
Chicago, Illinois.

Dear Sirs:—

I was well pleased with the returns fo my other shipment which was made January 13th, 1917, and I will make two more shipments, one this month and one in March.

Hoping to receive "THE SHUBERT SHIPPER" each month, I remain

Yours for business,

CHARLES S. LUMM.

A. B. SHUBERT, Inc., Byron, Illinois, March 26th, 1917.
Chicago, Illinois.

Gentlemen:—

I just received my check for the Skunk. I was well pleased with the square deal you gave me. I also was pleased with the returns for the Skunk I asked you to hold separate. I want to thank you for your fairness in that instance.

Thanking you for your fairness and high prices, good grading, I remain, "A SATISFIED SHUBERT SHIPPER"

LEROY MARMON.

A. B. SHUBERT, Inc., River Falls, Wisconsin, February 16th, 1917.
Chicago, Illinois.

Gentlemen:—

I just today received "THE SHUBERT SHIPPER" and was more than pleased to get it. I sent you some Furs some time ago. The prices I got for the little bundle sure was grand. When I get some Furs they sure get to A. B. SHUBERT, Inc., for you pay what is quoted on your price list. Don't forget to send a price list again, for I will close for this time. I remain as always. "SHUBERT" is the place to ship.

Thanking you again for the returns I got from you. Such a little bundle and such a big price.

Yours truly,

HERMAN STRIEBEL.

A. B. SHUBERT, Inc., Crowell, Texas, January 25th, 1917.
Chicago, Illinois.

Kind Sir:—

I received the returns on my Furs that I shipped to you and was really surprised when I seen the check, as it was so much more money for the amount of Pelts than I have ever got from any of the other Fur Houses. You are the only man that has treated me square and I thank you very much for the same. I am praising you to every trapper in this section and they say they sure are going to ship to A. B. SHUBERT.

Yours respectfully,

CARL FARR.

A. B. SHUBERT, Inc., Garland, Utah, December 8th, 1916.
Chicago, Illinois.

Dear Sirs:—

I received the money for my Furs, and was very pleased with the amount I received for them, and I can say now that I am a well "SATISFIED SHUBERT SHIPPER." I have a few more hides ready for the market and they are going to "SHUBERT." I am going into the business fast and I am having good luck.

Yours for success,

CLIFTON GROVER.

A. B. SHUBERT, Inc., Red Cloud, Nebraska, January 19th, 1917.
Chicago, Illinois.

Dear Sirs:—

I was very much surprised at the returns of my recent shipment. I want to thank you for your promptness in disposing of my Furs. I would not have requested that they be held separate except that the old saying is that if you ship to a firm the second time you will not get the full value of a person's shipment. This has been the case with several of my shipments before I heard of A. B. SHUBERT.

Thanking you for your promptness, I remain

Yours truly,

JOHN BLOOM.

A. B. SHUBERT, Inc., Remington, Indiana, January 9th, 1917.
Chicago, Illinois.

Dear Sirs:—

I never had a company treat me any better than "SHUBERT" has and when I have any more Furs to sell, "SHUBERT" will get them all.

Yours very truly,
HOMER KINSELL.

A. B. SHUBERT, Inc., Long Lake, S. Dak.
Chicago, Illinois.

Dear A. B. Shubert:—

I will send you a photo. Please use it as it will help you more. I must say that this is the best company of Furs in the World, and so long as this company will take my Furs I will not ship to any one else.

Yours very truly,
SCHMITT BROS.

SCHMITT BROS., LONG LAKE, SOUTH DAKOTA

A. B. SHUBERT, Inc., Lorimor, Iowa, January 4th, 1917.
Chicago, Illinois.

Dear Sirs:—

I am always pleased to receive "THE SHUBERT SHIPPER." It is like a letter from home. You can rest assured that my shipments will be sent with a "SHUBERT TAG." Yours respectfully,

GEORGE NEISWANGER.

A. B. SHUBERT, Inc., Island Falls, Maine, January 17th, 1917.
Chicago, Illinois.

Dear Sirs:—

Received the pay for the Furs and was certainly surprised and very pleased with what I got. A friend of mine was some surprised too when he saw what I got.

Yours truly,
CECIL N. WALKER.

A. B. SHUBERT, Inc., Hardin, Montana, January 19th, 1917.
Chicago, Illinois.

Dear Sirs:—

I received my check this morning and was well pleased with your liberal grading and you can rest assured that I will hereafter ship to you and will do all I can to send business your way. Little I thought when I seen your ad in this paper, but I decided to try you. The first shipment I sent only to compare returns with a——————firm. The Furs I sent you were far below the ones sent to——————, but your returns more than doubled the returns received from them. Several of the amatenr trappers have been asking about you. I will now tell them to send to you if they want good returns.

Yours for business,
J. L. VICKERS.

A. B. SHUBERT, Inc., New York Mills, Minnesota, January 31st, 1917.
Chicago, Illinois.

Gentlemen:—

Received your check No. 162192 a few days ago for my Furs, got more than I expected. The prices you gave me were grand, the best I ever got from any Fur House. I find that it surely pays to deal with "SHUBERT."

Yours very truly,
WALTER KARVONEN.

A. B. SHUBERT, Inc., Oakland, Oregon, December 2nd, 1916.
Chicago, Illinois.

Dear Sir and Friend:—

I received "THE SHUBERT SHIPPER" and was glad to hear from "SHUBERT" I have a small shipment I will ship you soon. Several of——————shippers ask me for "SHUBERT" Shipping Tags that I am always ready to give when I have them. I like to see every trapper get all his Furs are worth and the only way to get that is to ship to A. B. SHUBERT, who has always paid me all my Furs were worth and a little more than any other House pays. "SHUBERT" pays what he quotes and quotes what he pays. If anybody doubts this, refer them to G. C. Gross, who will gladly answer any inquiries.

Very truly yours,
G. C. GROSS.

HERE'S MORE PROOF THAT *"SHUBERT"* SATISFIES FUR SHIPPERS

B. R. MADDUX AND D. W. McCRAY, GUERNEVILLE, CALIFORNIA

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