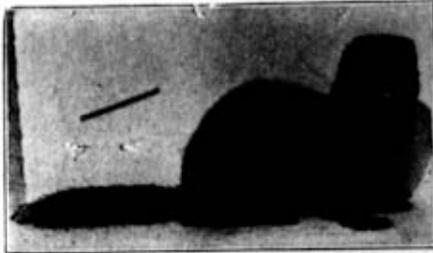


Mil-Minn



The Mink Breeders' Association of the United States

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APR 11 1945

Phelps, Wisconsin
April 9, 1945

Mrs. Franklin D. Roosevelt
The White House
Washington, D.C.

Dear Mrs. Roosevelt:

Thank you for your kind letter of March 17, which confirmed my first impression that the American mink industry was new to you. Your work in human relationships is far more important, and rightly so.

For your further information, however, the State of Wisconsin alone raises as many mink and fox as all of Canada. There are counties, any one of which raises more mink than all of Quebec.

The other day I sent you a picture of two new type mink, put on the market this year by us Wisconsin breeders. Enclosed is a picture of another type, new last year, the Silverblu. This is the coat that was auctioned off in New York, and the \$18,500 realized from it was given to the USO.

Our trouble is that the only market left is the United States; and the Canadians are helping to depress our prices because the quantity that can be consumed during war-time is limited, with a 20% luxury tax. It is very hard for a number of individualistically inclined fur breeders to compete with the government-sponsored organizations, such as the Quebec Fur Breeders.

If this were but a single case, we would gladly forget all about it, as Dr. LaForrest is a very good friend of ours. But, we are facing a similar problem with subsidized breeders of Russia, Finland, Sweden, and Norway. How we are going to compete with them after the war is our biggest headache. So, we must expect Americans to help us to stay in business.

Our fur farmers were nearly wrecked by Pearl Harbor, and half of them went out of business in 1942. The rest of us have struggled along without adequate material and no labor. The first fur farm in the world was established by Charles Rich at New London, Wisconsin, in 1867. The mink industry is purely a product of the United States and Alaska. Practically all breeding stock in Canada came from the United States.

Further, the Canadians have always sold their fur in New York,

Mrs. Franklin D. Roosevelt
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although there is an auction company in Montreal and Vancouver, which is patronized mostly by New York buyers. The largest collector of furs in Canada, the Hudson Bay Company, sells its furs through Lampson, Fraser, and Ruth of New York.

Practically all furs are sold through auction companies in New York. At present, all furs of the Allied Nations are offered for sale there.

We have a National Board of Fur Farm Organizations (consisting of delegates from thirty-five organizations), and we believe fur should be sold only through auctions and not through an individual firm like Ritter Brothers. They will never do justice to any producer. If Ritter wants to buy our furs, he has to go to auctions and bid against other buyers, which is the only fair way we farmers have found. No co-operative would ever think of selling any other way. There are hundreds of buyers like Ritter who want to buy our products for no other reason than to buy them for less money than they could at auction.

As I go to Washington often, being chairman of the Legislative Committee of the National Board of Fur Farm Organizations, I wish you might spare me a little of your time, if you are interested in our industry, to give you a better picture of it, which has all kinds of possibilities for our returning Service men. We expect to absorb at least 100,000 after the war—which, of course, is not very much towards the 60,000,000 jobs we are looking for!

Should you be able to come to Wisconsin, we would be most happy to have you visit our ranch. We could show you fur farms in every county except three in the State of Wisconsin!

Respectfully yours,

Herman F. Jessen

President



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A natural mink of silver blue platinum tone... the rarest of furs. The breeders invite you to discuss SILVERBLU platinum mink with your furrier.

