

# GREAT OPPORTUNITY FOR WIDER MARKET

BERLIN, Aug. 8.—Hon. W. L. Mackenzie King, Minister of Labor, delivered the opening Ministerial address of the reciprocity campaign before a large audience in King's Hall in this town on Saturday night. He was received with enthusiasm and his remarks on the merits of the trade pact with Washington were accorded close attention, he being heartily cheered as he made telling point after telling point in his great argument to vindicate the course of the Ottawa Government in providing this arrangement for increased trade.

The Minister recalled that he was asking for their suffrage for the third time in three years, and, judging by the manner in which the audience received this declaration, his appeal for a return to Parliament will be responded to by the hearty endorsement of the majority of his constituents.

### WIDE GRASP OF SUBJECT.

The address was marked by a wide grasp of the subject from the standpoint of the political economist, and the facts were presented in a clear and succinct manner.

Some striking sentences were: "You can pass by this opportunity to secure a wider market and it may never come again."

"The United States gives us a market of 90,000,000 people and a protected market. It gives that chance solely to Canada."

"The arrangement will increase transportation business and commerce, and help every man in this country."

"Never before did a Government go out with so great a sense of victory as at the present time."

"If they do not get a chance to export to the United States, the great wheat and cattle growing areas of the west will have to export somewhere. The first thing we shall know their products will come down to Ontario, coast our markets, and depress trade. We must look to the future and take the chance now when the opportunity comes."

"As one who believes in bringing down the cost of living to the masses, I am prepared to support that agreement."

"I am ready with you to fight anything that comes along."

### SHOULD TEST AGREEMENT.

"We believe that there are lots of people in this country who would like to test the reciprocity agreement if given a chance," declared the Minister of Labor, at the outset of his address after he had shown that the Government was blocked by the Opposition in its attempts to pass the measure through the House of Commons.

### MEASURE NOT BINDING FOR ANY TIME.

Nothing in the agreement made it binding on this country for any period of time. It is simply an arrangement and not a treaty, and the Government is at liberty to change it at the moment it is found out to be not in the interests of the people. If the Conservatives thought this reciprocity measure is a bad one, they would not have passed it. These leaders would have a good chance to turn the Liberals out of office at the next election. But the Opposition has determined at any cost not to give the people the benefit of it.

### GREATEST SINCE NATIONAL POLICY.

The most important measure since the National Policy was introduced, Mr. King believed the tariff pact to be. Great advance has been made since the Liberals came into power. Then this town started to grow, and others, as well, till the people say that never in the history of this country has there been such prosperity as at the present time. Were the people going to put out of office the man who was at the helm for fifteen or sixteen years to put in power a group of men all at loggerheads with one another? Would they put Nationalists from Ontario?

### DOCTRINE OF SIR JOHN MACDONALD.

Sir John Macdonald, Mr. King reminded his hearers in introducing the National Policy saw that two things were necessary. The United States then had a large population, a great railway system, while Canada had not yet a railway system and had

even to import her own coal. She had a sparse population. So Sir John said: "We must build up the manufacturers of Canada till they can stand on their own legs. We must protect them from the manufacturers of the United States. We must develop a market as wide as Canada for that class of goods. We have the land, the mines, the forests. We can do more in agriculture than any country in the world. What the farmers want are markets in which to sell their goods and to obtain money to purchase goods from our factories."

So Sir John aimed at protecting the manufacturers and at bringing about free trade in natural products. "We do not need to fear the competition of the United States farmer, because we have the advantages in natural products. So Sir John tried, the Liberals tried to effect that arrangement. The wider the market, the more money get into the pockets of the farmers, and thus they are better able to buy goods from the manufacturers."

### CANADA'S OPPORTUNITY.

"If you do not accept reciprocity the United States may turn round and offer it to some other country, say the Argentine, which would send her cattle and wheat, or Denmark, which would send over butter, eggs and cheese, while our farmers pay the duty."

"Are the people of Canada going to throw away a chance of selling their products to a market of 90,000,000 people or restrict their market to the few millions that they have at the present time?" asked the Minister.

He thought some fifty to seventy-five per cent. of the manufactured goods of Berlin were going west to the prairie provinces. What creates this demand for goods? It is the immigration policy that brought the farmers to the west. They grow 100 or 1,000 acres of wheat to ten acres of the Ontario farmer. They have to obtain an export market. They can ship still to England as today. With reciprocity they are given two markets instead of one. The larger the immigration to the lands, the greater the value of the lands will rise, and with a more extensive market, and they will demand more of the goods which are manufactured in this town.

### WHERE ARE THE OBJECTIONS?

Who are the men talking the loudest against this agreement? Hon. Messrs. Sifton, McBride and Roblin. What was said, would be in the new Cabinet. What happened? One by one these men ran away from the issue. Mr. Sifton, Mr. McBride and Mr. Roblin will not run for the House. They have had time to see the drift of the tide. A Conservative friend who came from Toronto to Ottawa said: "Mr. King, this is the biggest mistake that our party has ever made." A number of men on the Conservative side would have got up in the House and voted for the agreement, but their readers did not want them to do this. These leaders did not think that the Government would take up the challenge so soon.

### THE PRICE OF BACON.

Mr. King then referred to the situation in bacon. The price of bacon was higher in Canada than in the United States. A report which he prepared will be ready in a day or so. It will give the market quotations and prices of commodities in Canada and the United States. In Canada the prices of commodities to the farmer were lower than in the United States, yet in the manufactured product they were higher to the consumer in this country than in the Republic. For instance, fruit and canned goods were cheaper in New York and other cities of the United States than in Canadian cities.

### COMBINATION TO BLAME.

"We have lowered the duties on some of our food products, on bacon, ham, and some cereals. In this country have sprung up great combinations, making the price dear to the consumer and low to the producer," said Mr. King. Hence came the howl at the present time.

Why? The reason is that the tariff agreement will allow United States buyers to compete in hogs and other products in Canada, and on the other hand it will let in bacon lower.

### BETTER FOR MANUFACTURERS.

Under the agreement the manufacturers were going to be in a stronger position than ever. The obtaining of more money for the natural products will bring an increase in prosperity. The Tariff Reformers in England wanted to see the agreement defeated because they wanted to send English manufactures to Canada and to build a tariff wall around the Empire.

In conclusion Mr. King advised them to think whether the public as a whole was going to gain by the arrangement and vote for the measure that would bring this thing about.

### Souvenir Jewelry for Your Friends

Why not give your friend a souvenir hat-pin, shirt set, fob, brooch or tie pin? It will prove a most delightful and acceptable gift—a happy memento of a happy vacation in the province.

We have a splendid line of souvenir jewelry here. Easy to select, for there's such a large stock. You'll like the showing. Come in.

W. N. Tanton Jeweler.

# CHURCH SERVICES (RECEPTION TO REV. AND MRS. ACKLAND)

**METHODIST.**  
First Methodist—Rev. Wm. Harrison at 11 and Rev. G. A. Ross at 7. Sunday School and Bible Class at 2.30. Visitors welcome.  
Grace Church—Rev. M. A. Ross at 11 and Rev. Wm. Harrison at 7. Pew five reserved for College students. Everybody welcome.

**PRESBYTERIAN.**  
St. James—Rev. T. F. Fullerton at eleven and seven. Visitors cordially invited.  
Zion—Morning prayer meeting at ten a. m. Rev. R. G. Strathie at eleven and seven. Sunday School and Bible Class at two thirty. College students and strangers cordially welcome.

**CENTRAL CHRISTIAN.**  
Central Christian—Rev. J. F. Floyd at 11 and seven. Sunday School and Bible class at 2.30. Prayer meeting Wednesday at 7. All seats free. Everybody, including college students, cordially invited. Minister's residence, 104 Prince.

**BAPTIST.**  
Baptist—Rev. S. J. Cann, Providence, R. I., at eleven and seven. Sunday School at 10 a. m., with "Loyalist" Class for adults in church auditorium. A cordial welcome is extended to all the services of this "home-like church."

**ANGLICAN.**  
St. Paul's—Rev. T. W. Murphy at 11 and 7. Holy Communion at 11 o'clock service.  
St. Peter's Cathedral—8th Sunday at 11 and seven. Sunday School and Bible Class at 12. All seats free. Holy Communion 8.30 a. m.

**ST. DUNSTON'S CATHEDRAL.**  
First Mass at 7.30, Children's Mass at 8.30. Catechism immediately after Mass at 10.30. Vespers and Benediction at 7 p. m.

**SALVATION ARMY.**  
Sunday, Services at 11, 3, and 8.30 p. m. Week nights service—Monday, Wednesday, Thursday, and Saturday at eight p. m.

**THE BUSINESS MAN AND HIS READING.**

Let us ask ourselves this question: Is it "good business" to express oneself imperfectly? Without any desire to make invidious comparisons, we hazard that it is very poor business indeed, and by imperfect expression we mean, in this connection, that which attempts to describe an article or to state an occurrence or to make a proposition, and does any one of all three in such a manner that something essential is omitted or something is stated that its construction is not clear, in writing a business letter all these things have to be done, especially in view of the fact that a letter, or set of letters, will often furnish the documentary evidence of a contract far reaching in its importance. Probably, litigated it once was in the courts in matters of commercial contracts; but allowing for all this, there remains a vast amount, and we further hazard that much of this consists of disputes as to the meaning and construction of written proposals and statements. If we are mistaken in this, we stand ready to be corrected.

"Vade mecum," "lawyer's assistants" and other courageous works that undertake to show the business man how to improve on Blackstone over night are no doubt very useful compositions in their way; but they have one defect, they do not teach, they merely repeat, and that in the English language, and that language used correctly and carefully is a great preventive of lawsuits. We trust that the business men who read these words are not becoming uneasy, and do not fear that we are about to urge an extended course in prose composition with excursions into more advanced questions of grammar with perhaps a small matter of philology and an investigation of charters of King Alfred's days. They would rightly object to such a counsel of excruciating perfection. Let the reader picture to himself the spectacle of an earnest class of pick-up bank presidents and railroad superintendents that have left their seats to listen to the lore of the objective genitive while in another room a less fortunate throng of clerks, overseers, insurance men and real estate dealers examined critically the prose works of the early Victorian period. One look at such a picture is enough.

These gentlemen have not the time for such work. But they can read, and it is by no means necessary for them to spend the time each evening that they do spend in reading some of the printed matter that they do read. We are always to remember that the greatest and most beautiful things in prose are generally the easiest to read. Here and there is a great writer that weaves subtleties, here a man of genius that will not take the trouble to be clear, there are writers whose words are so obscure and intricate that they puzzle and irritate. But the beautiful, good things that teach and ennoble us have the candor of greatness, and will boot no intermediary of interpretation because they do not need it. They rise and spend their beauty before us as the sun does when we behold and give thanks in silence. The books that have these beauties in them have a good deal besides, they have the correct use of language, and are themselves examples of it. All men have a right to these books, many of which are written in such a wise that all can read them and use them. A good book is not a matter of special privilege, it is a belonging, and institution, if you like, of the race, and all men should use it.

Good prose that paints a picture and imparts an idea is a democratic thing; John Bunyan was a tinker, and George Fox was apprenticed to a shoemaker before he began that work which ended in the Society of Friends.

The Baptist parsonage at 97 Porter Place, Bridgewater, Mass., was the scene of a very pleasant social function on Tuesday evening, Aug. 8th, when about fifty of the members and friends of the Baptist Church of that place entered in a body with the purpose of surprising Rev. and Mrs. L. E. Ackland in their new home, and of welcoming the latter (nee Miss Thankful I. Newson, formerly of Kingston, P. E. I.) to the social life of the community and of the church.

Their coming was a complete surprise to the occupants of the parsonage, but the sense of responsibility for fifty guests soon gave place to delight as the guests proved as capable of entertaining themselves as they had been efficient in planning the surprise.

When all formalities had been dispensed by a half-hourly general conversation, the clerk of the church, Mrs. Helen Parshly, advanced to the centre of the parlor in a rather mysterious fashion, and in her own inimitable style of genuine sincerity means the company's new help meet, Mrs. Helen Parshly, advanced to the centre of the parlor in a rather mysterious fashion, and in her own inimitable style of genuine sincerity means the company's new help meet, Mrs. Helen Parshly, advanced to the centre of the parlor in a rather mysterious fashion, and in her own inimitable style of genuine sincerity means the company's new help meet.

**GUINEA PIGS TAKE THE PLACE OF LAWN MOWERS.**

A curious but successful experiment is being made by a number of private lawns in Kent and is about to be tried by a golf club in the neighborhood of Greenhithe. The idea is a novel one of substituting the guinea pig for the mowing machine and the weed killer.

Around the lawn is arranged a low wire barrier and into the enclosure are turned a number of guinea pigs, or better, a passage is made from their hutch to the lawn. According to the Registrar and Trade Reports the animals at once attack all the worst weeds, the plantains first, then the dandelions and daisies.

The broad leaved plants, which no mowing machine will touch, are killed by the persistent cutting of the guinea pigs' teeth. When they have finished the weeds which are broad leaved and succulent they proceed to the grass. In a short time the lawn looks as if it had been cut by the closest machine. The persistent cutting of the leaves kills the weeds, which can stand almost any treatment, but does no harm to the grass.

One lawn formerly a mass of weeds has been made to grow nothing but the finer grasses. Another is still under process of treatment. The half of it in which the guinea pigs were first set to work has been cut quite even and very close. For golfing it is as fast again as it was under the administration of the mowing machine and not a weed is visible. The other half where the animals have just been turned loose, is a mass of

dandelions. In this neighborhood it has been found that the guinea pigs do not suffer at all by being left to work in winter as well as in summer. Indeed they are healthier than under the usual treatment of those who keep them as pets. An astonishing demand for the animals has grown up in the neighborhood, and if the inland golf links, which have great difficulties with plantains, take to the new method the guinea pig population is likely to go up in the ratio that the natural fecundity of the animal suggests.

**THE MAKING OF CHECKER PIECES.**

The wooden pieces by means of which the game of checkers, or draughts, is played in this country are, like many other similar pieces, the product of "down East" skill and ingenuity. Many checker pieces come from Maine.

These are made of white birch, and are colored red and black, white and black, or red and white. It would be superfluous to say that they are turned out by machinery. This, however, is not particularly complicated. The workman who looks after the checker-making machine takes a bolt, as the piece of birch or other wood is called, shoves one end into the machine, and gives it a start. He manipulates the bolt back and forth in such manner as to make a checker with each turn of his wrist. So skilful do these checker-makers become that it is a

**SEND US YOUR SHIRTS.**

It's the starching that makes shirts from the Star Steam Laundry stand for weather, damp weather—any kind of weather—so well. The shirts we do up keep their shape and polish longest. We do all kinds of laundry work equally well. Just try our work and find out how really good it is. Phone 151 for our wagon.

Star Steam Laundry A. F. Webster, Prop.

# TEACHERS GOING WEST

ill find it to their advantage to consult us on rates.

The C. P. R. the only all Canadian Route to Western Canada runs daily Tourist Cars from Montreal connecting with the C. P. R. short route via St. John. These Tourist Cars afford every convenience and comfort.

Lower Berths accommodating two cost only Four dollars and twenty-five cents to Winnipeg. Let us reserve yours in time.

**J. K. ROSS**  
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Opera House Building, Ch'town  
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# GUARDIAN CLASSIFIED ADS

**WANTED**  
WANTED a stone mason apply to 232 Great George St. 8-10dtf.  
WANTED, dress making and plain sewing. Apply at 61 Elm Ave. 8-12dw.  
WANTED AT ONCE—An experienced salesman capable of taking care of our staple department. References required.—Prowse Bros, Ltd., 8-11dtf.  
WOMEN WANTED to take orders in spare time. No experience necessary. Our lines especially used by mothers and girls. Apply Dept. A, British-Canadian Industrial Company, 228 Albert St., Ottawa. 6-7dtf.  
WANTED—Two hundred carpenters 35 cents per hour for good men. Long job. Apply John S. Metcalf Co Limited 54 St Francis Xavier St., Montreal. 8-9rdp.  
WANTED—Ladies to do plain sewing at home, whole or spare time, good pay, send any distance, charges paid. Send stamp for full particulars. National Manufacturing Co., Montreal. 8-5d6f82l.

**TEACHERS WANTED**  
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ASSISTANT teacher wanted for North Wiltshire School. Supplement \$25.00. Summer vacation. Apply or write McLean Bros, North Wiltshire. 8-8dtf.  
TEACHER wanted for Tyne Valley School No. 46 first or second class. Supplement \$40.00. Midsummer vacation.—Joseph Boxes, Secretary. 8-9d6f.  
FIVE HUNDRED teachers wanted for Saskatchewan and Alberta, duties commencing after midsummer vacation. Excellent salaries obtainable. Apply, stating qualifications, to Canadian Teachers' Agency, Box 807, Regina, for Saskatchewan schools and Box 11, Edmonton, Calgary, for Alberta appointments. 7-7d2m.

# FEW ESCAPE CORNS.

They come to the young, the old, the weak and the strong. In all cases, cure is effected in twenty-four hours by Putnam's Painless Corn and Wart Extractor. The remedy is painless, it's sure, it always cures. Don't experiment. Use the old and reliable Putnam's Painless Corn and Wart Extractor. Price 25c.

# Cleanse That Itching Scalp

and likewise strengthen and increase what little hair you have left by using

**Peerless Hair Restorer.**  
It restores, and it beautifies the hair, rendering it soft and silky, and disposed to stay in any desired position. It is not a dye, but by stimulating the hair follicles, it restores natural coloring principle is readily restored.

50c Bottle.  
**E. A. Foster**  
Central Drugstore  
Sunnyside.

matter of some difficulty for the eye of the visitor to the factory to count the pieces as they emerge from the machine.

**RETURNING OFFICERS.**  
OTTAWA, Aug. 11.—The returning officers have been named as follows: Nova Scotia—H. F. A. Smith, Digby; Edwin Gates, Annapolis; Chas. A. McLennan, Colchester, and R. B. H. Davidson, Cumberland.  
Prince Edward Island—Kings, Sheriff Daniel F. McDonald, Montague; Prince, Douglas Wright, Summerside; Queen's, Sheriff George Coombs, Charlottetown.

"Here's values in Panama hats—Two, sizes 7 1/2 and 7 1/4, regular \$4.50 value for \$3.25. One, size 7 1/4, regular \$6.00 quality for \$4.25, and nine others, worth up to \$12.00 for only \$6.25. Must all be cleaned out this week. H. H. Brown's, The Home of Good Hats. 8-12d2l.

**Aphorisms on Advertising**  
Compiled by B. Adman

"I have been thinking of advertising"—well, you're at least three laps behind the fellow that is putting his thoughts into practice.

When business is good that is the time to advertise it, because it will come easy; and when it is bad that is the time to advertise it too, because you will get the orders.

Any business will grow under the influence of good management and good advertising.

An Oklahoma girl advertised for a husband—and got him. The total expense for advertising, wedding outfit, etc., was \$11. He died within a year, leaving her an insurance policy of \$10,000. And yet some people claim that it doesn't pay to advertise.

There is just one thing bad about good advertising. It links us up with the root of all evil quicker than anything else in the world.

Once upon a time Opportunity failed to knock at a wise man's door. But he advertised for her, and she came—and stayed.

The man who doesn't advertise because everybody knows him, like the man who says his wife doesn't powder, takes a lot for granted.

The concern which doesn't advertise because it gets everything without it, like the church with a fak minister, notices the difference in the collection plate.

If advertising is not a profitable investment why do so many successful houses in all lines of trade keep continuously at it? Are they in error, or are you? 7-17drtf.

**TEACHERS WANTED**  
WANTED—a second class teacher for Pinsville School No. 110. Supplement \$40.00.—J. S. Gallant, Sec. of Trustees. 8-8drw.  
ASSISTANT teacher wanted for North Wiltshire School. Supplement \$25.00. Summer vacation. Apply or write McLean Bros, North Wiltshire. 8-8dtf.  
TEACHER wanted for Tyne Valley School No. 46 first or second class. Supplement \$40.00. Midsummer vacation.—Joseph Boxes, Secretary. 8-9d6f.  
FIVE HUNDRED teachers wanted for Saskatchewan and Alberta, duties commencing after midsummer vacation. Excellent salaries obtainable. Apply, stating qualifications, to Canadian Teachers' Agency, Box 807, Regina, for Saskatchewan schools and Box 11, Edmonton, Calgary, for Alberta appointments. 7-7d2m.

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WANTED, dress making and plain sewing. Apply at 61 Elm Ave. 8-12dw.  
WANTED AT ONCE—An experienced salesman capable of taking care of our staple department. References required.—Prowse Bros, Ltd., 8-11dtf.  
WOMEN WANTED to take orders in spare time. No experience necessary. Our lines especially used by mothers and girls. Apply Dept. A, British-Canadian Industrial Company, 228 Albert St., Ottawa. 6-7dtf.  
WANTED—Two hundred carpenters 35 cents per hour for good men. Long job. Apply John S. Metcalf Co Limited 54 St Francis Xavier St., Montreal. 8-9rdp.  
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FIVE HUNDRED teachers wanted for Saskatchewan and Alberta, duties commencing after midsummer vacation. Excellent salaries obtainable. Apply, stating qualifications, to Canadian Teachers' Agency, Box 807, Regina, for Saskatchewan schools and Box 11, Edmonton, Calgary, for Alberta appointments. 7-7d2m.

# FEW ESCAPE CORNS.

They come to the young, the old, the weak and the strong. In all cases, cure is effected in twenty-four hours by Putnam's Painless Corn and Wart Extractor. The remedy is painless, it's sure, it always cures. Don't experiment. Use the old and reliable Putnam's Painless Corn and Wart Extractor. Price 25c.

# Cleanse That Itching Scalp

and likewise strengthen and increase what little hair you have left by using

**Peerless Hair Restorer.**  
It restores, and it beautifies the hair, rendering it soft and silky, and disposed to stay in any desired position. It is not a dye, but by stimulating the hair follicles, it restores natural coloring principle is readily restored.

50c Bottle.  
**E. A. Foster**  
Central Drugstore  
Sunnyside.

matter of some difficulty for the eye of the visitor to the factory to count the pieces as they emerge from the machine.

**RETURNING OFFICERS.**  
OTTAWA, Aug. 11.—The returning officers have been named as follows: Nova Scotia—H. F. A. Smith, Digby; Edwin Gates, Annapolis; Chas. A. McLennan, Colchester, and R. B. H. Davidson, Cumberland.  
Prince Edward Island—Kings, Sheriff Daniel F. McDonald, Montague; Prince, Douglas Wright, Summerside; Queen's, Sheriff George Coombs, Charlottetown.

"Here's values in Panama hats—Two, sizes 7 1/2 and 7 1/4, regular \$4.50 value for \$3.25. One, size 7 1/4, regular \$6.00 quality for \$4.25, and nine others, worth up to \$12.00 for only \$6.25. Must all be cleaned out this week. H. H. Brown's, The Home of Good Hats. 8-12d2l.

**Aphorisms on Advertising**  
Compiled by B. Adman

"I have been thinking of advertising"—well, you're at least three laps behind the fellow that is putting his thoughts into practice.

When business is good that is the time to advertise it, because it will come easy; and when it is bad that is the time to advertise it too, because you will get the orders.

Any business will grow under the influence of good management and good advertising.

An Oklahoma girl advertised for a husband—and got him. The total expense for advertising, wedding outfit, etc., was \$11. He died within a year, leaving her an insurance policy of \$10,000. And yet some people claim that it doesn't pay to advertise.

There is just one thing bad about good advertising. It links us up with the root of all evil quicker than anything else in the world.

Once upon a time Opportunity failed to knock at a wise man's door. But he advertised for her, and she came—and stayed.

The man who doesn't advertise because everybody knows him, like the man who says his wife doesn't powder, takes a lot for granted.

The concern which doesn't advertise because it gets everything without it, like the church with a fak minister, notices the difference in the collection plate.

If advertising is not a profitable investment why do so many successful houses in all lines of trade keep continuously at it? Are they in error, or are you? 7-17drtf.

**TEACHERS WANTED**  
WANTED—a second class