

SEED GRAIN TRADE

Continued from page one
farmers of sowing nothing but the large kernels, has entailed a loss to this province in the past of millions of dollars.

ENERGY WASTED.

After eight years dealing especially in seed oats, striving with all our might to meet the educated demands of a clientele spread all over Canada and in some of the United States and Newfoundland, our firm has learned many things regarding seed oats and one of the things we have learned is that the farmers of this province are wasting their energies every year in a very great degree by not taking proper care to eliminate the small oats from their seed.

"Now, if our Island farmers can produce ten bushels more to the acre all round how much do you think it will add to the value of the whole farm land of this province? Last year we had under oat crop 168,000 acres of land; 10 bushels to the acre would mean 1,680,000 bushels, which at 35c. would mean \$588,000. Now remember this is an annuity, it is something that is being lost year by year, capitalized at 5 per cent it would yield the immense sum of \$11,760,000. In other words it would increase the value of all the farm lands in the province about 33-1-3 per cent. Just think of this! Figure it out yourself, do not rely upon my figures because there are people in the province, who seldom put a pencil on paper that would call this 'tommy rot.' It is a mean argument this calling names in the place of giving figures. If the farmers of this province will take hold of this seed-producing business it will increase the value of their whole oat crop, it is difficult to tell just to what extent, but do you realize that if it increased the value of the oat crop it would be worth striving for. This small increase in price, let me tell you, would add to the value of the whole farm lands of this province—remember this one item alone, figuring on a basis of an annuity capitalized at 5 per cent—between one and two millions of dollars. Why then will the people not strive for these great economic increments?"

"Another reason why this province is preeminently fitted for the production of seed oats is from the fact that the early frosts never strikes our oats when they are in the milk stage of ripening and consequently, given reasonable harvest weather conditions, our oats have a strong germinal vitality and a small percentage of de-vitalized grain. This you will understand is of immense importance to a seed-growing province.

VALUE OF THE CAR FERRY.

"The introduction of the Car Ferry will help the seed grain trade immensely as one of the difficulties we are now under is distributing the grain early enough in the Spring of the year to the farmers of Nova Scotia, Quebec and the United States, where seeding is unusually earlier than in Prince Edward Island. The Car Ferry will be here probably next year, certainly not later than 1915, and if we live to see the day when it is established we will see simultaneously a great seed oat de-seeded business, not only for the pur-mand, I hope myself to see the day when practically the whole oat product of the province will be separated, the large oats used for seed and the small oats fed upon the farms in our own province. It is an economic waste to be shipping oats from this province for feed. There was very great excuse for this and will be until the Car Ferry is completed because, owing to the difficulty of obtaining food supplies for large flocks

and herds in cases where we have a failure in crop, our people dare not keep live stock in greater numbers than could be fed in the years when fodder was the shortest. In other words, the introduction of the Car Ferry will warrant our people carrying a larger stock of domestic animals as they need not be so fearful of a famine.

"One word more and I am done with this question. From the experience gained in this business coupled with my former experience as a farmer's son and as one who has been many years, after purchasing grain for scores of farms, at Charlottetown it has been discharged in the Old Country from ships from the four quarters of the globe. I want to say to you, and I want you to take note of this especially, in my humble opinion the worst weed seeds that are so far at any rate as that one crop is concerned, are the small oats. This small oat produces very little of itself, while it saps and starves the large one. It will grow up a foot or eighteen inches with perhaps one big grain and a half dozen dead ones, but it will prevent the large oat from stooling and getting proper water. It is the sowing of these small oats which produces the phenomenon which the farmers call 'running out.' Oats do not 'run out' by being sown on the same farm for fifty years, if only you will select the large oats and cease sowing the small ones. If you do this instead of your oats 'running out,' as it is called, the quality of the grain will constantly improve.

"The Governments, both federal and local, are doing their utmost to improve farming methods, to advise the people what is best for them to do and how best to do it. It is up to you, young men and women, it is up to the farmers themselves to pay heed to the teachings of modern agricultural science. To you are given the most important functions in the modern world, on you depend the continuance, in very large degree of our present civilization.

THE FARMER'S RESPONSIBILITY

"One of the things you young people must learn, must realize, now that you have become students, is that every phenomenon in nature has an efficient cause. There is a reason why we live in an unique condition of society and I want to tell you briefly, by what the reason, the cause of our present civilization. It is because of the nations of Western Europe and of some 400 years from pressing want. The discovery of the continent revealed the conquest of Western Europe; it gave men and women a certain amount of leisure; it gave them time to think, no man can become civilized who, when he rises in the morning, has to go out and hunt for a snake for his wife's dinner. It is a certain amount of leisure, not necessity, that has been the mother of modern inventions and science and art, and intellectual development. The time is coming, in fact it is now, when on the farmers of the world will fall the burden of keeping up this immunity from want. It has been well said and truly said that the greatest benefactor of the human race was the man who made two blades of grass to grow where only one grew before. More than ever in the world's history is this aphorism true. The waste lands of the earth are being peopled fast; population is increasing at a tremendous rate. It will not be long, speaking in the terms of historic time, when all the nations of the earth will be pressed against the limit of subsistence. mer will stand. Let me tell you here tonight that within fifty years the men who own 100 acres of land in the Province of Prince Edward Island need not be envious of the uncle of any king. The land owner of the future will be the millionaire of the future. Your heritage is a great one, but 'to whom much is given of him much shall be required.' Therefore it is your duty to see that you learn to use the land and make it produce its greatest possible wealth.

"After what has been said I need not tell you that one of the most important of all the advanced steps that you can take today in this province is to take hold of this good de-seeded business, not only for the purpose of raising seed oats for export but in order that you may increase the capacity of your lands, in order that you may benefit your neighbors because nothing will benefit you more than benefiting your own neighbor and nothing will benefit your neighbor more than your good example. A poor farmer will soon learn by the success of his neighbor and the selecting of proper seed is one of the first elements in successful farming."

THE WESTERN GUARDIAN

-IT PAYS to buy in this province.

-GUARDIAN AGENT.—Mr. W. A. Millman is Guardian Agent in Alberton, and he will be glad to receive news, new and renewal subscription and advertising.

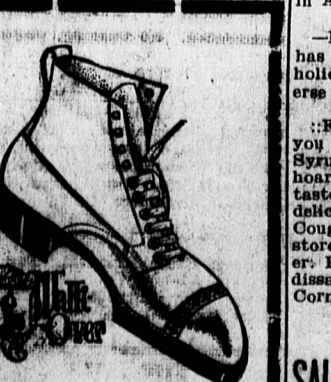
-CAMPBELLS Lunch Room and Bakery, Alberton, is now open. A competent cook from Charlottetown has been engaged. Hot Lunches, Oyster Stews, Bread, Cakes and Pastry, Chicken Pies a specialty. All orders promptly attended to. P. R. Campbell, Proprietor. 3795.

-THE MINTO.—Notwithstanding the heavy storm on Saturday, the D. G. S. Minto made the round trip between Summerside and Tormentine, leaving the former port at 8 a.m., she did not arrive at Tormentine until about one o'clock. She left on return at 2 p.m., arriving at Summerside at 4.20 o'clock. On her out trip she took 20 passengers with mail, express and about 25 tons of freight, while inward she brought 15 passengers, 112 bags of mail and a small amount of freight.

-BAD STORM.—The storm in Summerside on Saturday was one of the heaviest for some years, fully two feet of snow falling on the level, and after the night's drift the roads and streets yesterday were almost impassable. The railway also experienced considerable difficulty in keeping the trains moving. The morning trains were fairly well on time, but the afternoon train from the east did not arrive at Summerside until about 7 o'clock, one hour of this delay being caused by the engines on the train becoming snowed near the round-house at Summerside. The afternoon freight train to Charlottetown was cancelled, as also the freighter for the west; the former being coupled up with the mail special, which left Summerside about 1.30. The express for the West arrived at Tignish about midnight.

-ENTERTAINING.—A branch of Happyland Motion Picture Co. of Summerside, under the management of Mr. J. J. Gaudet, gave a show at the Alberton Hall, on Wednesday evening last, which was well patronized. On account of not having an electric light the pictures were not as bright as is usually seen. Among the pictures shown special mention might be made of one: The Judgment of the Deep. Two men, Paul and Dick, are in love with the same girl, Julia. She prefers Paul, and scorns the attentions of Dick. Paul frequently borrows a boat to go for a row on the ocean. Dick watches his chance and when no person is around sails the oars near by two. Julia coming around shortly after takes the boat and starts out for a row alone. She does not go very far when the oars snap, the blades drift away, leaving her at the mercy of the mighty deep. She takes her waist and fastening it to the half of the oar, uses it as a flag of distress. Paul coming down to the shore sees the flag, and securing a boat he and Dick start out and rescue her from her peril. Dick going in bathing the next day, is caught by the undertow and perishes. The Lightkeeper and his daughter going down to the shore next day sees that breaks along the shore.—A.

Na-Dru-Co Laxatives are especially good for children because they are pleasant to take, gentle in action, do not irritate the bowels nor develop a need for continual or increased doses. ssc. a box, at your Druggist's. National Drug and Chemical Co. of Canada, Limited. 177



No part of your dress is more important than the footwear. Correct Style is Essential. Quality and Comfort are both necessary to satisfaction. This very combination is just what has made Walk-Overs the most popular line of shoes in the world. Morris & Smith Charlottetown Agents

CHILDREN HATE OIL CALOMEL AND PILLS

-FOR SALE.—One pair black silver foxes or separately of the Gordon-Fox strain. Apply to O. Hox 82, Summerside. 3332-12-15Mtd.

-CARD OF THANKS.—Having decided to go out of the hotel business we desire to thank the public for their patronage during the past five years. W. E. Turner, O'Leary. 3753-1-25M11.

-AT HOME.—Mrs. Reginald McFarlane, Cape Traverse, will be at home to her friends Wednesday and Thursday afternoons, January 14th and 15th. 3832

-WOMEN'S all wool sweater coats, assorted, medium and light colors worth up to \$3.75 special for January clearance only \$1.98. Sinclair & Stewart, Ltd. 3814-ME11.

-GIRLS' all wool sweater coats, ages 8 to 14 years (white only), clearing in our January sale at 69c each. Sinclair & Stewart, Ltd. 3814-ME11.

-AT HOME.—Mrs. Reginald McFarlane, "Fairview," Cape Traverse will be at home to her friends on next Wednesday and Thursday afternoons.

-GUARDIAN AGENT.—Mr. Harry W. Burke is Guardian Agent in Fortune and he will be glad to receive news, new and renewal subscriptions and advertising. 3217.

-A GOOD MOVE.—The merchants of Alberton intend closing their stores at 6 p.m. from now until the middle of March. This is a good move as it will give the clerks more time for recreation.—A.

-WOMEN'S LAVED and buttoned boots, assorted black leathers, mostly all sizes except size 5, worth from \$9.75 to \$4.50. Your choice now at \$2.95 a pair. Sinclair & Stewart, Ltd. 3814-ME11.

-LECTURE.—Rev. Dr. Fullerton will give an illustrated lecture on the Life of Burns, on Monday evening, January 12th, at 8 o'clock, in the Temperance Hall, Kensington. Admission free. Everybody welcome.

-CLEAN UP SALE.—Our special January clean up sale now on. Radical reductions on many lines of winter goods as well as clearing stock in different departments before stock-taking. Take full advantage of these values while choice is best. Sinclair & Stewart, Ltd. 3814-ME11.

-FOX EXCHANGE.—Are you interested in the fox business? The Equitable Maritime Black Fox Company Limited is admitted to be the best proposition on the market. Their Ranch at O'Leary is one of the best equipped on the Island. Their silver black foxes are the best procurable. The capitalization is only fourteen thousand per pair. A small block of stock still for sale. For further particulars apply to G. M. Matthews, President, O'Leary, P. E. I. 3754-8-Mtd.

-INSTITUTE MEETING.—The regular monthly meeting of the Women's Institute of North Cape was held in the school on Saturday, January 8th, at 2.30 p.m. A goodly number attended to hear the plans for future work along the lines of community improvement. It was decided to provide a covered drinking vessel for the school end for further work, ways and means for increasing their funds were freely discussed. A lively talk on the subject in question, namely shortcuts in Housekeeping, followed an interesting paper read by Mrs. J. A. Harding, in all of which a great deal of valuable information was imparted. Interest continues to grow in this branch of the Women's Institute, which is becoming one of the most popular monthly gatherings in the section.

WESTERN PERSONALS

—Mr. J. Alexander McLeod has returned from Haverhill, Mass., to spend the winter months at his home in Alberton.—A

—Miss Mamie Murphy of Conway, has returned after spending her Xmas holidays with friends in Cape Traverse and Kinkora.

—For that cough or cold of yours you need Rexall Cherry Bark Cough Syrup. It always irritates, cures hoarseness, is most pleasing to the taste and doesn't affect the most delicate stomach. Rexall Cherry Bark Cough Syrup is sold in nearly 6000 stores and guaranteed by every dealer. Price 50c. and 25c. Money back if dissatisfied. The MacKinnon Drug Co. Corner Great George and Kent Sts. Mt.

SALESMEN CONVENTION AT TORONTO

Salemen's Conventions among the progressive manufacturing firms of this continent are now well established institutions; in fact, no large manufacturing industry is today without them. They are peculiarly the product of the northern half of this western hemisphere, where the intimacy between employer and employee is much closer, and perhaps more sympathetic than in the older countries across the sea. We might des-

"Lustre-Loom" Under-skirts, Feather light, silk-en bright, fashion's height and prices right.

CHILDREN HATE OIL CALOMEL AND PILLS

"CALIFORNIA SYRUP OF FIGS" BEST FOR TENDER STOMACH, LIVER, BOWELS.

Look back at your childhood days. Remember the "dose" mother insisted on—castor oil, calomel, cathartics. How you hated them, how you fought against taking them. With our children it's a different story. Mothers simply don't realize what they do. The children's revolt is well-founded. Their tender little "insides" are injured by them. If your child's stomach, liver and bowels need cleansing, give only delicious "California Syrup of Figs." Its action is positive, but gentle. Millions of mothers keep this harmless "fruit laxative" handy; they know children love to take it; that it never fails to clean the liver and bowels and sweeten the stomach, and that a teaspoonful given today saves a sick child tomorrow.

Ask your druggist for a 50-cent bottle of "California Syrup of Figs," which has full directions for babies, children of all ages and for grown-ups plainly on each bottle. Beware of counterfeiters sold here. See that it is made by "California Fig Syrup Company." Refuse any other kind with contempt.

cribe them as the annual clearing house for complaints and suggestions with regard to the conduct of the business, with which the different members of the selling staff were identified. The Convention of Brandram-Henderson, Limited, makers of Brandram's B. B. Genuine White Lead and B-H "English" Paints, was held at Halifax at the end of 1913, and in the previous year it was held at Montreal. In order to give the eastern and western men a better chance to fraternize, however, the last one was held at Toronto. It opened on the morning of the 18th of December at the Queens Hotel, and two whole days were given to conferences and discussions on various subjects connected with the selling of paints and varnishes. A stenographer reported the deliberations and each man was permitted to express his opinion on all questions that arose in this connection. On the last day the decisions arising out of the numerous suggestions and requests of the salesmen, were made known and were of a character to give pronounced satisfaction to all present.

The work of the Brandram-Henderson salesmen and the sales plans of the Company are of especial interest to our readers, because Brandram-Henderson, Limited are makers and distributors in Canada of the World's famous B. B. Genuine White Lead. This product has now been the world's standard among White Leads for over a century. The Company's plant at Montreal in which this Lead is produced is one of the finest of its kind in the world and was built at a cost of \$800,000. It is with the product of this plant that Brandram-Henderson "English" Paints are made at the Company's paint factories in Montreal and Halifax.

In addition to their factories and offices at Montreal and Halifax, they have sales branches at St. John, Toronto and Winnipeg, also a distributing depot at Edmonton, and their staff of over thirty salesmen have not only the wide area of the Dominion of Canada as their field, but also the island of Newfoundland, the West India Islands and other countries where they are rapidly developing an export trade. Their sales agent in Charlottetown is Messrs. Fennell & Chandler, who a full assortment of B-H products can be obtained. 3816-ME11.

STOCK MARKET

Table with columns for Stock Market, STOCK QUOTATIONS, and NEW YORK STOCKS. Includes entries for Detroit, Dom. Steel Corp'n, Montreal Power, N. S. Steel & Coal Com., etc.

MONTRÉAL STOCKS.

Table with columns for Montreal Stocks, High Low Close. Includes entries for Brazilian Traction, Atchison, Am. Smelters, etc.

BLACK FOX FOR SALE

FOR SALE—Pure Black Island Male Fox eligible for registration. Apply to H. B. WELLES, North Tyron. Dec. 13, 1913.

"STANFIELD'S EARNINGS"

Figures usually are dry and uninteresting things, but when used in connections with the earnings of a Company in whose securities one contemplates making an investment they put on another appearance.

The profits of Stanfield's Limited before payment of interest for the past five years were as follows:

Table with columns for years 1908, 1909, 1910, 1911, 1912 and corresponding earnings figures: \$98,935, \$94,852, \$118,517, \$127,612, \$149,406.

The amount required for bonds interest is \$35.00.

We offer a block of bonds in lost to suit purchasers. Price upon application.

F. B. McCURDY & CO. MEMBERS OF MONTREAL STOCK EXCHANGE. Halifax, Ottawa, Montreal, St. John, Sherbrooke, Kingston, Sydney, Charlottetown, St. John's Nfld., London, E. C.

Fire Insurance A Necessity

Then insure in good strong stock companies, which never contest an honest claim such as is represented by E. R. BROW Charlottetown

The Boiler Inspection and Insurance Company of Canada

CONSULTING ENGINEERS-EFFICIENCY EXPERTS POWER PLANT SPECIALISTS (ESTABLISHED 1876) TORONTO BOILER INSPECTION AND INSURANCE Periodical Inspection of Steam Boilers, Digesters, Economizers And Other Vessels By Experts Specifications Furnished for Boilers, Digesters, etc. Plans for Boiler Settings, Dutch Ovens, Chimneys, etc. Inspection and Test Prior to Delivery or Purchase Insurance Against All Loss or Damage to Property and Loss of Life And Personal Injuries Resulting from the Explosion of Steam Boilers, Digesters, Economizers and other Vessels.

ENGINE INSPECTION AND INSURANCE

Inspection and Indication of Steam Engines By Experts Insurance Against Loss or Damage to Property Caused By Breakdown of Engine or Bursting of Fly-Wheel SERVICE PROTECTION SUPPLEMENTED BY INSURANCE For Full Information Write To W. C. MacDonald, Inspector STELLARTON, N. S. 1848, 10, 2Mtf

Big Discount Sale 20 to 50 P. C. Discount for Cash on all lines of winter goods & liberal Discounts on all other goods. Cash Buyers will save money by taking advantage of this sale. M. C. McGowan Killmuir, P. E. I. 3781-1-9M6i.

The Beechwood Silver Foxes Ltd. Ranch, Cornwall, P. E. I. Provisional Secy. Treas. H. McMILLAN. Offers a small block of Stock to investors who want to get in on a ground-floor proposition and share in 1914 dividends. The Company own two pair Silver Black Foxes of high quality and three pairs of patches about 90 per cent black in breeding. Capital \$40,000; Shares \$50.00 each. Ranching at very low cost. For information and prospectus apply to GORDON McMILLAN North River P. E. I. R. D. 8784, 1, 10Mtf