

S. A. McDonald

The Island's Leading Store

The Public Appreciate Our Standard Statement

On Thursday last we made a statement in the press which we asked the public to test—we placed the reputation of our store behind the statement. The public responded to our challenge with the result that many new customers have been added to our store.

Charlottetown has had its experience with slaughter sales, which appear in the press only.

Compare our \$6.50 net cash overcoats with the ones advertised around town at 9.00 to 12.00 and sold now from 7.00 to 8.00.

Compare our net cash 6.50 men's with the ones advertised at from 8.50 to 13.00—advertised at 25 to 33 1/3 off. They are still ten p. c. higher than our low cash prices 6.50.

Compare our young men's suits at 4.50 with the ones advertised at one quarter and one third off. Our low net cash prices are without a parallel in this city.

Compare our boys' suits at \$1.00 and 2.50 with those advertised 3/50 and 2.75, advertised now at 25 p. c. off.



Just a Few Words With Our Patrons

We appreciate the marked confidence the public has placed in this store in the past week. We ask as a personal favor to compare our prices. We are not selling discounts, but good honest values that cannot be beaten in Charlottetown.

THREAT TO BOYCOTT LEGITIMATE BUSINESS

DYSPEPSIA Can Be Cured.

This disease is the all prevailing malady of civilized life, and one which oftenest baffles all ordinary treatment. It gives rise to a great variety of distressing symptoms, such as distress after eating, rising and souring of food, wind in the stomach, heartburn, etc.

Nearly everything that enters a weak dyspeptic stomach acts as an irritant; hence the great difficulty of effecting a cure.

The long train of distressing symptoms, which render life a burden to the victim of dyspepsia, may be promptly cured by the use of Burdock Blood Bitters.

B.B.B. regulates the stomach, liver and bowels, stimulates secretion of the saliva and gastric juice to facilitate digestion, purifies the blood, and tones up the entire system.

Mrs. Herman Dickens, Benton, N.B., writes: "I have used Burdock Blood Bitters and find that few medicines can give such relief in dyspepsia and stomach troubles. I was troubled for a number of years with dyspepsia, and could get no relief until I tried Burdock Blood Bitters. I took three bottles and became cured, and I can now eat anything without it hurting me. I will highly recommend it to all who are troubled with stomach trouble."

Manufactured only by The T. Milburn Co., Limited, Toronto, Ont.

Erdeavor to Coerce Hudson Bay Knitting Company

J. J. Westgate, President of the Hudson Bay Knitting Company, was recently called upon by appointment, by a gentleman who claimed to represent several other shirt manufacturers. He stated that the object of his visit was to persuade the Hudson Bay Knitting Company, if possible, to discontinue its principle of guaranteeing special lines which they put on the market from time to time. In fact, he went so far as even to hint that if the Hudson Bay Knitting Company did not see fit to stop the practice, means of forcing them to do so would be adopted.

Mr. Westgate laughed at the idea of the mills adopting such a course. "The Hudson Bay Knitting Co.," he said, "undoubtedly handles as much material every year as any other two factories combined; furthermore, this company pays spot cash for all goods they buy. You can easily see, therefore, that our business represents too good an account for any mill to turn down, even for all the others."

Mr. Westgate then invited the visitor to explain just what the trouble was.

"The trouble is just this," explained the shirt manufacturers representative; "you come along and make up

a shirt bigger than was ever placed on the market and using more material than was ever thought necessary before. It is impossible for us to compete, and we candidly admit, we cannot put as much material into a shirt as you do and sell at your price."

Mr. Westgate replied that by buying in immense quantities, the Hudson Bay Knitting Co. was enabled to secure goods at very low prices. "Moreover," he said, "the workingman wants a shirt that is not a tight-fitting affair to hinder his working. We have studied the workingman's wants, we know the kind of shirt he desires and we intend to continue to make H. B. K. Shirts along these principles."

"Then," said the other, "you come along with a shirt that you call the H. B. K. Husky and you actually guarantee that a pair of these shirts will wear for a whole year and agree to replace them free of charge if they wear out within that time. This is an impossibility; you must be doing it at a tremendous loss, for you, unquestionably, will have immense quantities of shirts returned. It is impossible to make a shirt that will stand a pair being worn for rough work, for a whole year."

Mr. Westgate pushed a bell at his desk and called for his books bearing on return figures of H. B. K. Husky Shirts. The figures showed sales in one year, of 2,531 dozen of these shirts—the enormous quantity of 30,372 of this one line, selling by retailers at \$5.00 per pair. More extraordinary, however, was the fact that returns amounted to only 108 shirts during the year. Out of over \$75,000.00 worth of H. B. K. Husky Shirts sold, only \$270 worth were returned.

"Surely," said Mr. Westgate, "this is conclusive proof that H. B. K. Husky Shirts are all we claim for them. We know good cloth when we see it, and, moreover, we put such expert workmanship into each garment, that we do not hesitate to give it the guarantee we do."

"Still," replied the visitor, "you are coming out now with H. B. K. Buckskin Cloth Shirts which retail at \$1.25 each and we know that you are issuing with each shirt a guarantee bond that the shirt will not rip. How can you do this and make money out of it, if no other manufacturer seems to be able to duplicate your offer?"

"We have made a success of H. B. K. Buckskin Cloth Shirts," replied Mr. Westgate. "We employ only expert operators who have worked for us for years and we are so positive that we turn out the best workmanship that we are prepared to replace, absolutely free of charge, any H. B. K. Buckskin Cloth Shirt which rips at the seams. It might interest you to know," he added, "that our travellers have been out on their trips for only five weeks with their 1911 spring lines, and, already, they have sold over 35,000 of these shirts. In fact, the trade now demands a heavier line of H. B. K. Buckskin Cloth Shirts for winter wear. We are making these. They will sell at \$1.50 each with the same guarantee bond attached—a guarantee to replace them absolutely free, if returned in a ripped condition. Our travellers will carry this line very shortly under the name of the H. B. K. Overweight Buckskin Cloth Shirt."

"Would you consider a merger of shirt manufacturers?"

"No, thank you," replied Mr. Westgate; "any merger would be too one-sided. We do not need the support of manufacturers of skimpy and poorly made garments. The public demand H. B. K. Shirts made just as we make them and we are going to continue to make them ourselves, so that we will know they are made right. We insist upon making them ourselves, so that we can know they are good enough to guarantee. We will consider no merger."

STOP A COUGH AT ONCE

108 Nox A Cold In One Day

If you have a Cough, troubled with Bronchitis, Asthma, or any Lung Trouble, get a 25c bottle of 108 Nox A Cold. You will never regret it. For sale at Hughes' Drug Store.

NEWFOUNDLAND HAGUE AWARD.

ST. JOHN'S, Jan. 10.—The Colonial Government has declared itself emphatically opposed to the granting to American Fishermen of any privileges other than those contained in the Hague decision. Gloucester fishermen, after a poor season, made application for permission to purchase cargoes of herring to fill their contracts. This application has been refused and the Government will stand firmly on the Hague award.

INFLUENZA CAUSES DEATH.

NEW YORK, Jan. 10.—This city is having epidemic of gripe, second only to that of 1889, when it worked such ravages over the whole country. Figures of Board of Health show that the number of deaths from influenza, which is practically La Grippe, has increased 400 per cent. over the number for corresponding week of last year.

WEATHER IN NORTHWEST

SASKATOON, Jan. 10.—The worst storm since the memorable winter of 1907, swept this district yesterday, and has resulted in much delay in the train service. Many tales of hardship are current and innumerable cases of frost bites. The telephone and telegraph wires are also badly demoralized. More snow has fallen this year, so far, than for four years. All trains are delayed.

C. P. R. DIVIDEND THREE PER CENT.

MONTREAL, Jan. 10.—At a meeting of the Directors of the Canadian Pacific Railway, it was decided that in view of the position of the land account, and of the other extraneous assets of the company, the distribution from these sources, commencing with the payment of the next quarterly dividend, will be at a rate of three per cent per annum instead of one per cent as heretofore.



SYNOPSIS OF CANADIAN NORTH WEST LAND REGULATIONS.

ANY person who is the sole holder of a family of any male over 18 years of age may obtain a quarter section of available Dominion land in Manitoba, Saskatchewan or Alberta. The applicant must appear in person at the Dominion Lands Agency or Sub Agency for the district in which he proposes to settle, or at any agency on certain conditions: (1) He must be a bona fide settler or farmer, or engaged in agriculture, stock raising, or other similar occupation. (2) He must be at least 21 years of age. (3) He must be a Canadian citizen, or the son of a Canadian citizen, or the son-in-law of a Canadian citizen, or the husband of a Canadian citizen. (4) He must be a resident of the Dominion of Canada. (5) He must be a resident of the land in each of three years immediately preceding the date of his application. (6) He must be a resident of the land in each of three years immediately preceding the date of his application. 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