

Will "E&B" Not
NON-CORROSIVE
Rust INK Pens

PEN POINTS STAY SMOOTH
IF USED ONLY IN
E. & B. Non-Corrosive Inks.
ASK YOUR DEALER

Everett & Barron Co. Amherst, N. S.

Check That Cough

Coughs often go from bad to worse. No matter how slight it may seem, it is folly to neglect it. Keep a bottle of

Jamieson's White Pine and Tar

in the house. Commence taking it when the first symptoms come. Carefully prepared from known curative agents. The best remedy because it cures safely, thoroughly and permanently.

Price 25c.

J. G. Jamieson DRUGGIST

HAVE US EXAMINE
our eyes and tell you if you require glasses. We test by the best method on fit glasses to suit each special case.

G. H. TAYLOR
Jeweler & Optician

NEW KING GEORGE HOTEL
Wm. MONBOURQUETTE, Mgr.
Private Baths, Running Water, and Long Distance Telephones in all rooms.
Large Bright Sample Rooms.
CUISINE UNEXCELLED
SYDNEY, N. S.

"Saturday at Brown's Auction Sale suits were sold for as low as \$1 each, \$3.50 hats sold for 25c, and other ridiculously low prices bought articles of splendid worth. You can get bargains of the same kind by attending the Auction Sale today, first sale at 2 p.m. and the other at 7 p.m. Brown's, 158 Queen St., R. Bearsto, Auctioneer. 1-28M11.

"Two sales today at Brown's. First starts at 2 o'clock sharp, the second at 7 p.m. Balance of stock will be put up at Auction and everything sold to the highest bidder. R. Bearsto, Auctioneer. 1-28M11.

"At Brown's today, Auction Sale at 2 p.m. and 7 p.m. Balance of stock clearing out at Auction at unusually low prices. H. H. Brown, 158 Queen St., R. Bearsto, Auctioneer. 1-28M11.

Repair the Stove Lining With This

For repairing old stoves, making a new lining and fixing up the heating of your stoves generally there isn't a better thing on the market than Eagle Stove Clay.

This is a fire-proof mixture for repairing brick and all other kinds of linings. It is easily applied, hardens quickly and makes a permanent, strong and durable lining. Get a box and fix your stove.

Fennell & Chandler

Buy "Black Prince" Hose for your boys; best value and wear best.

THE CHARLOTTETOWN GUARDIAN
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Special Representative—Frank R. Northrup
Chicago

TUESDAY, JANUARY 28, 1913
A GREAT OPPORTUNITY.

Any enterprise in Prince Edward Island that promises reasonable returns on an investment will find all the money it needs. Within the past year or two some three million dollars have been paid into various companies with, we believe, every assurance not only of safety but of good profits.

How is it that no promoter has yet undertaken a forward step in the greatest and surest of all our industries, agriculture? The enormous returns from a single acre of land intensively and scientifically cultivated, have formed the theme of many a learned lecture and of many newspaper articles. There are hundreds, probably thousands, of acres of land available for such cultivation; there is no possible doubt as to a market for the product and yet farming is, except in a few instances, practically no further advanced than it was in the pioneer days of the province.

This fact is not confined to Prince Edward Island. In the London Times of a recent issue we find a similar complaint with reference to farming in Great Britain. "We doubt," says The Times, "if there are any more profitable enterprises open at the present day than would be provided by a 2000 acre farm on good land with an adequate backing of capital. But we are rather deficient in the kind of men to run a business of the kind, the highly educated expert we find in charge of the great domain in Germany or the syndicate farms in France."

Syndicate or joint stock farming has been practiced in France and Germany for many years and most successfully. The secret of success, as in all other callings, is the knowing how and the financial ability to put the knowledge into practice. There is more money in raising milk, for example, and selling it at six cents a quart, than in buying sugar at 57 cents a pound and selling it at 6 cents. There is as great a demand for the former as for the latter, but the man who engages in the latter and kindred enterprises becomes a "captain of industry" or a millionaire merchant, while the former makes a bare living as a farmer. The same remarks would apply to everything grown on the farm as compared with everything the merchant has to sell. The difference lies mainly in the fact that the merchant conducts his business in a business way, employs experts and watches the markets. The farmer does not employ experts. His employees are men who cannot take the initiative, who know only as they are told and barely that. If a farmer can make money by barely working his farm in a barely ordinary way, is it not reasonable to conclude that the same farm, scientifically worked, pushed to the limit of cultivation by expert knowledge, would make a much more profitable return?

In these days of company organizations, of expert agricultural education, of unlimited markets and remunerative prices for all products would it not be an opportune time to exploit this the greatest of all industries, farming? A company, moderately capitalized, in charge of an expert with abundant help, should be able to make soil cultivation even more ably profitable than even the cultivation of oyster areas.

We have now some six or seven thousand shareholders in fox ranching companies, several thousand in oyster companies and not a single company for the exploitation of what is unquestionably our greatest business, farming.

Will the next company organized here be for the promotion of this business?

SHAM.

The world detests sham. And, yet, sham is a large factor in world affairs. Remove sham, leaving nothing but absolute reality and naked truth, and the commercial, the industrial, the political (perhaps even the religious) world would—shall we say, suffer?

Let us be explicit. A venture depending upon public patronage for its existence, be it commercial, industrial, political—yes or even religious—finds itself struggling neck-deep in difficulties. Its only hope is to hold its grip on the crowd. Let it confess that it is in extremis, that it is fighting in the last ditch, that it is face to face with bankruptcy, that its success is doubtful, and the crowd will immediately and to a man withdraw its patronage and the enterprise is doomed.

On the other hand, under exactly similar circumstances, let the enterprise put up a bold front, proclaim faith in itself which in reality it does not possess, declare it is doing a rushing business, that the future is bright and "everything lovely" and the patronage of the crowd is assured. Sham saves the enterprise from bankruptcy.

One of the world's millionaires began business by employing a number of errand boys to carry parcels out by the front door and around the block to the back door. The sham continued a few days. People saw the rushing business, concluded there must be merit behind it, became customers and so turned the sham into reality. Sham made this man's fortune.

The principle becomes familiar during political campaigns. The man who expresses a doubt as to the prospects of his election or the return of his party is doomed. In this case, it is true, the virtue of the expedient is neutralized by the fact that it is resorted to by both parties and other expedients must be added. That the other expedients are a sham also does not alter the situation; the most obtrusive sham is the one that counts.

There are of course exceptions. There are successes, the world's greatest, that have been built on pure merit without the shadow of sham or any tolerance of deceit. There are successes which began in failure and disappointment but persisted because of inherent righteousness which could neither be conquered nor checked. And by these the world is being redeemed slowly and in spite of the shams upon which the majority of so-called successes are being built.

JOHNSON'S ANODYNE LINIMENT

Used 102 years for internal and external ills.

A sure relief for coughs, colds, sore throat, cramps, cholera morbus, diarrhea, cuts, burns, bruises, sprains, etc.

25c and 50c everywhere

I. S. JOHNSON & CO.,
Boston, Mass.

NOTES.

C. McArthur, the retiring President of the Summerside Board of Trade, in his address at the annual meeting gave some statistics relative to Prince Edward Island resources which should be made public more frequently than they are. Among them we note the following: Last year there were fourteen industrial,

IF CONSTIPATED OR BILIOUS—"CASCARETS"

Headache, sour stomach, biliousness and bad taste gone by morning

Furred Tongue, Bad Taste, Indigestion, Sallow Skin and Miserable Headaches come from a torpid liver and clogged bowels, which cause your stomach to become filled with undigested food, which sours and ferments like garbage in a still barrel. That's the first step to untold misery—indigestion, foul gases, bad breath, yellow skin, mental fears, everything that is horrible and nauseating. A Cascaret tonight will give your constipated bowels a thorough cleansing and straighten you out by morning. They work while you sleep—a 10-cent box from your druggist will keep you feeling good for months. Millions of men and women take a Cascaret now and then to keep their stomach, liver and bowels regulated, and never know a miserable moment. Don't forget the children—their little insides need a good, gentle cleansing, too.

trading, oyster and real estate companies incorporated by our local legislature or by Letters Patent, representing a capitalization of \$1,180,000 and 30 fox ranching companies with a capitalization of \$3,000,000, the latter nearly all paid up. There are now nearly 150 fox ranches in the province with about 6,000 shareholders, representing a cash value of, approximately, \$5,000,000. This is going some for the baby province of the dominion.

An excellent article by Publicity Agent, J. E. B. McCready, appears in the Halifax Herald of late date under the caption "The East is coming to its own in Prosperous Prince Edward Island." The article, showing by official statistics the progress of the province during the past ten years, is a splendid advertisement for Prince Edward Island. It is well to direct not only the attention of the outside world but that of our own people to the magnificent resources of the Garden of the Gulf. Failure to do this has been one of our weaknesses in the past. Now that our comparative greatness is being made more generally known we can declare it without boasting, although even a modest boast would scarcely be considered out of place under the circumstances.

SHORT COURSE HORTICULTURAL WORK.

The Horticultural work of the short course will be under the direction of Chas. M. Williams, B. S. A., Dominion Fruit Inspector, assisted by Prof. W. S. Blair, Superintendent of the Experimental Farm, Kentville, N. S., J. P. Carey, of the Fruit Division of Ottawa, Arthur Gibson, Chief Assistant Entomologist for the Dominion, and others and will consist of lectures and demonstrations on the following subjects:

- Care and Management of Young Orchards.
- Care and Management of Bearing Orchards:
- Strawberry Growing.
- The Growing of best fruits:
- Insecticides and Fungicides:
- Pruning, Spraying, mixing Fertilizers.
- Insects, Spraying, Mixing:
- Insects injurious to large fruits:
- Insects injurious to small fruits:
- Apple packing in barrels and boxes.
- Care of nursery trees. Methods of grafting.
- Beautying the home grounds:
- The Home Garden.

PUBLIC WORKS BEGUN IN MEXICO

COATZACOALCOS, Mexico, Jan. 24.—Actual work was commenced today on two important projects having to do with the development of the country's commercial and shipping industries. One of the projects is the building of a mammoth government dry dock in Coatzacoalcos. The other is the dredging of the bar at the mouth of the harbor at Salina Cruz, which work when completed will permit the largest vessels to enter the Pacific port of the Isthmus of Tehuantepec.

MEXICANS MAY SUPPLANT NEGROES

GALLINGTON, La., Jan. 24.—Plans to import farm laborers to take the place of indolent negroes will be discussed at a farmer's conference here to-morrow. Farmers from all over the parish are arriving for the meeting. Owing to the unusually high wages paid last year few negroes can be induced to work at the old rates of pay, but demand pay at the same rate as is paid in cotton-picking time. Many planters favor the importation of Mexican labor.

Rezall Cold Tablets are just what you want to cure that cold. They get down to the seat of the trouble, relieve even the most stubborn case of cold and the accompanying headache. Sold with the money-back guarantee, 25c. The McKinnon Drug Co., Corner Great George and Kent Sts., Mt. Pleasant, N.S.

"A hot water bottle is always a good investment. It will stand years of steady wear and is an absolutely necessary bed fellow these cold nights. We have a big line here now made of finest rubber and ranging in price from \$1.25 up. All bottles priced at \$2 and over are guaranteed. The Two Macs, Mt. Pleasant, N.S.

FRENCH DEFEAT MOORS

MOROCCO, Jan. 27.—French troops again routed the Moors yesterday. The Moors left 50 dead on the field. The French loss was 15 killed and wounded.

DAGGER WOUNDS FOUND

LONDON, Jan. 27.—Uncensored Constantinople despatches say that the body of Nazim Pasha shows dagger wounds as well as bullet wounds. The killing was accidental. The Daily Mail says the Balkan ultimatum to Turkey will give four days' grace to enable the Powers to devise means to bring pressure on the Porte. It is reported that if fighting resumes all the powers are agreed that it shall be limited to the Balkans and Turkey.

MINARD'S LINIMENT CO. LTD.

Sirs,—I have used your MINARD'S LINIMENT for the past 25 years and whilst I have occasionally used other liniments I can safely say that I have never used any equal to yours.

If rubbed between the hands and inhaled frequently, it will never fail to cure cold in the head in twenty-four hours.

It is also the Best for bruises, sprains, etc.

Yours truly,
J. G. LESLIE,
Dartmouth.

GREAT DISCOUNT SALE

S. A. McDonald's are conducting one of the greatest discount sales held in the city for many years. \$20,000 must be realized on this sale by Jan. 31st.

If price cutting will accomplish it they are bound to win out. Furs, dress goods, silks, underwear, ladies' suits, coats, rain coats, all going at sweeping discounts during this sale. 1-4M11.

STOCK NOTES

"S. A. McDonald's sale stating that they are to raise \$20,000 during the month of January means a big opportunity for the people of this Province. 1-3M11.

"Everybody is wanted today at S. A. McDonald's to share in the bargains offered at the big Clearing Sale. 1-3M11.

"S. A. McDonald's grand clearing Sale is announced this morning and will be continued during the month of January until the sales touch the \$20,000 mark. 1-3M11.

Gentlemen,—Last winter I received great benefit from the use of MINARD'S LINIMENT in a severe attack of LaGrippe, and I have frequently proved it to be very effective in cases of inflammation.

Yours,
W. A. HUTCHINSON.

SCHOONER DRIVEN FAR OUT OF COURSE

ST. JOHN, Jan. 24.—The schooner Harry Miller, Captain Granville, which left here on January 8th, bound for Shelburne, N. S., arrived at Monte Christo, Haiti, yesterday, according to a cablegram received here to-day. She was fifteen days out from this port and had been driven 850 miles out of her course by the furious winds which prevailed during those two weeks.

For Burns—Zam Buk

STOPS PAIN AT ONCE.

This is the verdict of all who have tried Zam-Buk. The woman in the home knows best its value. A burn from the stove, from a flat-iron, or a hot pan, is instantly soothed by Zam-Buk. When the little ones fall and cut or scratch themselves, Zam-Buk stops the pain and, incidentally, their crying. The best proof of this is the fact that children who have once had Zam-Buk applied come for it again.

For more serious burns, too, it is unequalled. Mr. John Johnston, of 734 South Marks Street, Fort William, a moulder in Copp's Foundry, says: "Some time ago I burned the top of my foot severely by dropping some molten iron from a ladle I was carrying. A large hole was burned through my shoe and into the top of my foot. I was taken home, and Zam-Buk was applied to the burn directly. It was surprising what relief this balm afforded. The burn was so deep and so serious that it required careful attention, but Zam-Buk prevented other complications arising, and as it was daily applied, soothed the pains and allayed the inflammation. In the course of two weeks the hole burned in my foot had been quite healed."

Mr. W. B. Gibson, of Belleville, writes: "We have tried Zam-Buk often on cuts and sores, and I think there is nothing that can equal it." Zam-Buk will also be found a sure cure for cold sores, chapped hands, frost bite, ulcers, blood-poison, varicose sores, piles, scalp sores, ring-worm, inflamed patches, babies' eruptions and chapped places, and skin injuries generally. All druggists and sores sell at 50c. box or post free from Zam-Buk Co., Toronto, for price.

Forty years in use, 20 years the standard, prescribed and recommended by physicians. For Women's Ailments Dr. Martel's Female Pills, at your druggist.

GIRLS! GIRLS! SURELY TRY THIS! DOUBLES BEAUTY OF YOUR HAIR

All you need is a 25 cent bottle of "Dandeline"—Hair gels lustrous, fluffy and abundant at once.

Immediately?—Yes! Certainly?—That's the joy of it. Your hair becomes light, wavy, fluffy, abundant and appears as soft, lustrous and beautiful as a young girl's after a Dandeline hair cleanse. Just try this—moisten a cloth with a little Dandeline and carefully draw it through your hair, taking one small strand at a time. This will cleanse the hair of dust, dirt or excessive oil and in just a few moments you have doubled the beauty of your hair.

A delightful surprise awaits, particularly those who have been careless, whose hair has been neglected or is scraggy, faded, dry, brittle or thin. Besides beautifying the hair, Dandeline dissolves every particle of dandruff; cleanses, purifies and invigorates the scalp, forever stopping itching and falling hair, but what will please you most will be after a few weeks' use of Dandeline, when you will actually see new hair—fine and downy at first—yes!—but really new hair growing all over the scalp. If you care for pretty, soft hair, and lots of it, surely get a 25 cent bottle of Knowlton's Dandeline from any drug store or toilet counter and just try it.

A Canada Life Policy is the First Step to Success

The young man who has had the foresight to insure with the Canada Life is marked for promotion by the "boss." He knows that this chap has an issue beyond the ordinary.

The man who has his life protected is free from all care and worry of the future and can thus devote his best time and money in doing good and making good.

Call and see what a few cents will do for you in a Canada Life Policy.

W. K. Rogers
Mgr. P. E. I. Branch

"Pretty ties—ties for all occasions—ties of all colors—ties for 25c ties for 35c ties for 50c ties for 75c and ties for \$1.00. This is the store to tie to when you want ties. Moore & McLeod 1-28M31.

"Man who wants to have comfortable feet look well to the sock they wear. Penman sock and Jaeger sock are seamless and unshrinkable—Hercules are well fitting and wonderfully durable. Black, tan—and fancy shades 50c per pair. Moore & McLeod 1-28M31.

"Just upend up another lot of warm hand knit socks for men—mostly mixed greys, 25c, 28c, 30c per pair. Moore & McLeod 1-28M31.

"A great assortment of the prettiest new Anderson Gingham hats just came in a day or two ago—very smart patterns—permanently washable 15c per yard. Come in and look them over Moore & McLeod 1-28M31.

"Brown's this afternoon, first sale starts at 2 o'clock sharp. Balance of stock of clothing, hats, caps and general furnishings clearing out at your own price. Everything goes—no reserve. R. Bearsto, Auctioneer. 1-28M11.

"At Brown's tonight the big Auction Sale starts at 7 o'clock sharp. A few dollars will go a long way for you can buy \$3.25 hats for 25c, and less and Saturday suits sold for as low as \$1 each. Remember the hour, 7 o'clock sharp. H. H. Brown's, 158 Queen St., R. Bearsto, Auctioneer. 1-28M11.

"Would you give 25c. for a \$3.50 hat? That is the price that some of our hats are selling at in these big Auction Sales. Two sales today, one at 2 o'clock and the other at 7 p. m. Brown's, 158 Queen St., R. Bearsto, Auctioneer. 1-28M11.

"Carter's big Remnant Sale of Wall Paper is now on. A big range of Pretty Patterns to select from. All going at exactly half price. Come early. Snaps for early buyers. Carter & Co., Ltd. 1-28M11.

NO INTENTION TO DISTURB BUSINESS.

WASHINGTON, Jan. 24.—Chairman Underwood of the House of committee on Ways and Means announced emphatically at the tariff hearing today that there was no intention of cutting the rates of duty so low along competitive lines, as to ruin the business of the country. He took exception to intimations he attributed to Republican members that the Democratic majority of the committee purposed to "make rates that would disturb business prosperity."

"I deny that there is any such intention," he said, following remarks of representatives Payne, Republican member of the committee.

The committee, which heard the testimony of many manufacturers and importers on the tariff, was not disposed to question the competitive character and luxury classification of many of the laces, embroideries, and other articles in the schedule. Mr. Underwood took occasion to agree as to some of them that their competitive status seemed to have been sustained, which is in favor of approximately the same rates on many items.

DECLARED "MOVIES" KEEP STUDENTS FROM THE DRINK.

ITHACA, N. Y., January 23.—That there has been a great decrease in drinking by Cornell students is the declaration of Theodore Twenten, professor of Cornell university.

"The moving pictures have been a big factor in bringing this result about," Mr. Twenten says. "The undergraduates are coming to realize that they do not come to the university for a good time alone. They recognize that an undergraduate in an intoxicated condition is a disgrace to the university."

"Moving picture shows are partially the cause of this. When an undergraduate goes downtown for the evening he will generally take in one or two of the 'movies,' thus spending the time that he might have spent in a saloon. The saloons are almost empty during the show."

"The Three R's"

as applied to

"CAMERONS"

Cameron's Home-Made Bread

(Name on every loaf)

Rich —in Nutrient

Right —in Quality

Rare —in its perfect sweetness

When you telephone, send the children or go yourself to the Grocer—ask for Cameron's Home-Made Bread

MEETS HIS FATHER WITH AN AIRSHIP.

JACKSONVILLE, Fla., Jan. 24.—When A. E. Benedict of New York arrived on a visit to his son at St. Augustine he was surprised to find at the station a hydro aeroplane, with Ray E. Benedict in the seat ready to take him to North Beach. Mr. Benedict loaded his valises on the machine, took a seat and the machine sailed away.

BROWN'S, Two Sales Today, First at 2 p. m., Second at 7 p. m. R. Bearsto, Auctioneer.