

CLASSIFIED ADVERTISEMENTS

One insertion... Two insertions... Three insertions... Four insertions... Five insertions... Six insertions... Seven insertions... Eight insertions...

Miscellaneous

JOHN A. McDONALD, LAND SURVEYOR, HERMANVILLE, 2337 7th Street, Phone 383.

GET YOUR PRINTING DONE AT THE Guardian Central Job Printing, Phone 383.

CARDING MILL AT WOODVILLE Mills, opened every Friday all season. Prices reduced from 8 to 6 cents. John Fitzpatrick & Sons, 3307 7th St.

Male Help Wanted

WANTED—MAN TO WORK ON farm, Apply J. W. McKinnon, Earncliffe, 3349 7th St.

RANCH MEN WANTED—A couple of experienced ranch men wanted to go to United States. In applying state exact experience. Apply to J. W. McKinnon, Earncliffe, 3349 7th St.

Female Help Wanted

WANTED—HOUSEKEEPER, good cook, only two in family. Applications sent to the Office, 3395 7th St.

Lost

LOST AT THE HEALTH MEETING in Strand Theatre a gentleman's walking case with initials engraved on handle. Finder please leave at Guardian Office, 31

LOST—BETWEEN STANLEY

Bridge and Clifton the last week of June an old fashioned brooch, valued as a keepsake—Finder please leave at Dr. Fleming's—Reward, Stanley Bridge.

Teachers Wanted

WANTED—TEACHER, SECOND CLASS for Forest Hill School, district No. 19. Supplement \$100.00. Apply to A. B. MacDonald, 3360 7th St.

TEACHER WANTED—THIRD class teacher wanted (male preferred) for Cable Head, West district No. 19. Supplement \$50.00. Apply to Duncan McLaren, 3433 7th St.

TEACHER WANTED FOR POINT (Prim School, Supplement \$120.00) Fall and spring vacation, D. N. Murchison, 3389 7th St.

WANTED—FIRST OR SECOND class teacher for Rennie Road School No. 111. Supplement \$125. See Mr. Wm. Bernard, Jr., Hunter River, 3427 7th St.

WANTED—TEACHER FOR BALTIC School, District No. 99. Supplement \$100.00. Apply to J. W. McKinnon, 3308 7th St.

WANTED—SECOND CLASS Teacher for Albion Cross School, Supplement \$75.00. A. D. Matheson, Sec'y, St. Peter's R. 2, 3184 7th St.

FIRST CLASS TEACHER WANTED for Victoria School, District No. 60. Supplement voted \$200.00. (Male preferred.) Apply in person if possible to E. Boswell, Sec'y, Trustees, 3008 8 1/2 St.

TEACHER WANTED FOR HUNTER River School, 218, Supplement \$150. male preferred. Apply to W. E. Whitlock School Secretary, 3258 7th St.

TORONTO, July 10.—In a plain oak casket covered with black broadcloth the body of the late P. H. Dewar, one of Canada's most brilliant lawyers and an outstanding engineer in the world of politics was borne to the grave in Necropolis Cemetery this afternoon. Premiers, senators, parliament members, judges, men of prominence in business and professional life, representatives of political organizations followed the funeral procession. Premier W. L. Mackenzie King came from Ottawa for the funeral and Premier G. H. Ferguson of Ontario, a political opponent but a personal friend was also present.

QUEEN HOTEL

This popular Hotel has been completely renovated and furnished throughout and offers very comfortable accommodations to the traveling public. The table is especially good and the public are courteously cared for. Rates \$3.00 a day. BRUCE J. TAYLOR, Manager.

Charlottetown Hotel Co., Ltd.

QUEEN HOTEL. Mr. and Mrs. R. C. McLean, Souris; Miss Hazel Sterns, Souris; Miss Annie Sterns, Souris; Dr. R. D. MacLaughlin, St. Peter's; James MacLaughlin, St. Peter's; James Walsh, St. Peter's; Clarence Walsh, St. Peter's; E. D. MacKinnon, Souris; C. H. Stearns, Souris; H. H. Acorn, Souris; J. B. Gaudet, Miscouche; B. G. MacFarlane, Sackville; F. V. McQuinn, Port Hawkesbury; F. E. Pugh, Port Hawkesbury.

For Sale

FOR SALE—O. K. POWER potato sprayer. For information apply N. care of Guardian, 3370 7th St.

FOR SALE, MY FARM CONTAINING 59 acres of good land with crop, good buildings, well fenced well watered. Terms easy. Alex. Henry, Baltic, Lot 13.

FOR SALE—A NEWLY FRESHENED cow, (6 years old). Apply Simon Cavanagh, New Haven, 3431 7th St.

FOR SALE OR RENT—FARM: Nine rooms furnished. All implements as required for farming. 120 acres land, very good hay crop. At St. Lawrence Gulf. Apply to Box 62, Sturgeon, P. E. I., Canada. 3061-6, 27, P. I.

FOR SALE—ONE O. K. ROW Power Sprayer, Used only one season. Priced \$65.00. Gavins, Emerald, 3359 7th St.

FOR SALE SCHR. "MYRTLE Mac" 22 tons register, powered with 20 H.P. Imperial engine in good order. Immediate delivery. Apply at St. Lawrence Gulf, Charlottetown or B. Compton & Co., Belle River. 3401 7th St.

HARDWOOD FLOORING, AIR and heat dried, well milled and graded. All waste cut off and ends squared to fit. Good lengths at close prices.—B. Compton & Co., Belle River. 3402 7th St.

To Let

TO LET—APARTMENT WITH conveniences. Rent moderate. Apply 111 Spring Park Road, 3341 7th St.

Wanted

BLUE POTATOES WANTED. J. Stewart, Charlottetown. Phone 564-L.

AN OPENING ANNOUNCEMENT

Having taken over the management of the Davy's Hotel here I am now in a position to offer the travelling public first class accommodations at reasonable rates. The hotel has just been thoroughly cleaned and refurnished throughout and the dining room service is equal to the best in the city. I respectfully solicit a share of the public patronage.

I might also add that the Brunswick recently managed by me in Kensington is being well conducted under the present management and I bespeak for my successor as generous a share of patronage as was accorded me.

MRS. JAMES LYNDSE

Delightful Band Concert Last Night

Another splendid program of band music was given last night in Queen Square Gardens by the L. of C. Band and furnished a delightful entertainment for the crowds thronging the square. The agreeable coöperation of the evening added greatly to the enjoyment of the occasion.

The program rendered was as follows: Oh Canada, March—"Progress", Spanish Waltz—"Albion", March—"Extremes", March—"Amorita", March—"Dallia", Introducing Annie Laurie, Scotch Waltz—"Edinburgh" (by request).

Selection—"Best Loved Irish Melodies", March—"Yankee Skipper", March—"Monitor", God save the King.

Death Calls a Leader of New Brunswick Bar

(Canadian Press) ST. JOHN, N. B., July 10.—The death of Manning George Teed, K. C., D. C. L., occurred suddenly this morning between 8 and 9 o'clock at his residence, 119 Hazen Street. In his death St. John loses one of its most prominent citizens and the New Brunswick bar one of its foremost members. Although he had been ill for about a month with heart trouble, which caused cancellation of his intended trip to Europe to attend an international bar convention, death came rather unexpectedly, after a severe attack this morning. As news of Mr. Teed's passing became known about the city, there were many expressions of surprise and shock and of sympathy for the bereaved members of his family.

BIRTHS

WATTS—At York, July 7 to Mr. and Mrs. John S. Watts, a son.

DEATH

BAGNALL—On July 10th at his home in New Glasgow, Richard E. Bagnall. Funeral Saturday at 2 o'clock.

HINTS TO BUSINESS MEN

A 50c ticket for Wednesday's races paid with all purchases of 50c at Proves Bros Ltd., 2337 7th St., Leod Ltd., Patons Ltd., and S. A. McDonalds. Help the Charlottetown Driving Club to pack the Grand Stand by making purchases. Offer good until Wednesday noon.

I wonder if we recall the resolutions we made in January 1924? It seems this last year, more than ever, that promises with some people are like pie crust—easily broken. About every organization in January 1924 firmly resolved to make this year better than 1923 and one of the chief reasons why many firms have failed to keep these promises they made to themselves is because they have sold themselves on the idea that it cannot be done.

Business these next few months is going to be better than during the past few months if we do not use better business methods, if we do not eliminate the idea that there is no money in our district, and if we people are not in a buying mood. Step into your bank today and find out their daily clearances. Step into the post office or express company and find out how much money is being sent out of town today. You'll find that there is just as much business tapping at your door today as there ever was. But are you doing as much to get that business as you should be in keeping with business conditions today?

There are thousands and thousands of men and women employed today, from coast to coast, by firms selling direct to the consumer. They are taking the trade right from under the eyes of the retail merchants in their immediate vicinity, and taking it from where their biggest business. Still retailers and clerks do not wake up—they have a market up with Monday, Tuesday is dull, Wednesday about the same, Thursday no better, Friday some trade, and Saturday they are busy.

What is to prevent a store employing say four clerks from sending two or three clerks out to visit families in their immediate district, putting in full working hours, doing this Tuesdays, Wednesdays and Thursdays? The retailer in having his clerks call upon the people at their homes will have a better chance of winning the unknown customer who is waiting at these homes selling merchandise.

People in a merchant's district don't know what kind of firms sell there. They don't know whether they are reputable or not, but they do know the local merchant, his store, and his stock. They know they can depend on the right kind of merchandise at his store because he is a citizen in the district that same as they are, and certainly he would not defraud them by selling inferior merchandise at hold up prices the same as many of these flyby night concerns are doing.

There is not a wholesale house or manufacturer in existence who will not give you specials for leaders that will enable you to combat the prices and values that the bell ringers are offering to the retail trade.

Some merchants will say, "My clerks will not do that—they have too much pride." Clerks of that caliber must eliminate their pride if they're going to retain their positions—in fact, no man should have any pride until he is a millionaire, and when he's a millionaire he doesn't need to have any pride, because a millionaire in overalls is regarded just as highly as he is when he wears a dress suit.

Every clerk employed should be thoroughly solid on his job—he should have faith in his employer, in the stock, the store, the values given to such an extent that he would be glad and willing to go out and tell his neighbors about it.

I suggested this plan to a merchant one day a short time ago, and his reply was, "It's a good plan alright, but it won't work in my territory." That's one of the chief obstacles that a lot of retailers place before themselves. They get the idea that their trade is different, their town is different, and from the way they talk, you might think they were doing business in a small island thousands of miles from civilization.

As a matter of fact, if you look at the situation right square in the face it simmers down to the point that the trade in Podunk is about the same as the trade in New York City. People everywhere are about the same, they think the same things, and act about alike. Whether your trade is made up of city folks or of farmers, it doesn't make any difference. Good merchandise offered at attractive prices will be a business getter—particularly when that merchandise is demonstrated to them right in their own homes, where there will be nothing much to distract their attention. The farming population is made up of kindly genial men and women, who will be glad to have a visit from a merchant or a merchant's representative introducing his merchandise.

There is hardly a merchant in business today who has not got an automobile, and he certainly can afford to spend some time each week out in the country with each of his clerks, supplying merchandise to the people in the outlying districts. A shoe dealer, for example, ten fifteen or twenty years ago,

FREE TICKET

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Retain the friendship of old customers by all means, and good efficient work in canvassing is a splendid way of accomplishing it. A well trained efficient salesman or saleswoman can be an invaluable missionary on behalf of your store out among the trade.

If the trade is slow in coming to your store, bring your store to the trade. If merchants will follow out this plan and "kick" up with some good, hard hitting advertising they will have no need to complain about poor business. Business in any line is about what you make it, whether it be a retail store, a bank, or a brokerage business.

But, to the merchant who is bogged with the idea that business is so bad that no effort can make it better will have to get rid of this idea as his first move for betterment.

There's nothing in the present business situation that is waiting for such an attitude, yet, for some reason or other, a great many business men seem to expect that we should enter into another period resembling war prosperity. But, regardless of that sort of reasoning, or rather lack of reasoning, there has been nothing at any time to indicate that money will ever roll up hill again.

Many business men appear to have an idea that they should get rich over night—that's an idea that still persists, handed down to us from the golden age. We inferior merchandise at hold up prices the same as many of these flyby night concerns are doing.

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(Continued from Page 1) was unwilling to discuss the report made officially to him by Captain and two officers of the rum runner. Captain Ferrene when interviewed regarding every single one of the blood curdling details enumerated yesterday. He reiterated that the steamer had been boarded by thirty pirates who had overcome the officers and crew and kept them imprisoned on scanty fare for upwards of ten days while they plundered the vessel. Cases of liquor into small boats.

HALIFAX, July 10.—James Fraser, representative of the owners gave out a statement this morning to the effect that the value of stolen liquor was about \$500,000 and the list consisted of 33,200 cases including brandy, whiskey, champagnes and French wines. The pirates, according to a statement came aboard the Mulhouse on June 24th from a speed boat named "The Navy." The seized steamer was placed on board the following craft, the schooner Patara, Clarke Corkum, M. M. Gardner, Quacco Queen and Marie Conrod, all thought to be of Nova Scotia registry. The steamer is not stated to be on the register. The schooner Marie Nassau and the schooner Tessie Aubrey's place of registry is not stated. The statement said it was not decided as yet whether an investigation would be made by the Halifax police or the French consul or at St. Pierre in the French Admiralty Court.

ago is no assurance that it is equally effective today. A great many merchants confuse business principles with business methods—they are altogether two different things. There are a certain number of principles in doing business that remain the same, regardless of time, place or conditions, but the methods of doing business are constantly changing, and we've got to change with them if we're going to keep abreast of the times. I have often seen the effects of conservatism brought to the point where it is mere inaction. There are businesses being conducted today that were founded by men who have been dead these twenty-five or fifty years. If these same men were living today they probably would be the quickest to change their methods to suit new times, whereas their successors hold to them as if they were something sacred. This again is simply confusing methods with principles.

One merchant met my suggestion out among the trade with the statement that they'd been established for sixty years and had no business situation that was waiting for such an attitude, yet, for some reason or other, a great many business men seem to expect that we should enter into another period resembling war prosperity. But, regardless of that sort of reasoning, or rather lack of reasoning, there has been nothing at any time to indicate that money will ever roll up hill again.

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SUPREME COURT

The Supreme Court opened at 10 o'clock yesterday morning when the trial of Fred Kenny for breaking into the Chief Justice, delivered his charge to the jury in the Gay case. In opening he said: We have now reached the final stage in this trial. It now remains for me to instruct you upon the Law, to assist you in arriving at a verdict.

It is for you to judge the facts. The jury shall be absolute judges of the facts. The law you have to keep in mind relating to this case is plain. His Lordship reviewed the manner in which the charge was made; the magistrate sent the case to the Grand Jury and they after hearing the evidence for the Crown left the case to you to be tried. Breaking, entering and stealing is a large offence. Breaking into a box ranch is on the same level as shop-breaking. If you find a verdict of guilty you might convict for simple theft, not the larger charge of breaking entering and stealing. The first question you have to decide is whether the boxes were stolen—did you let me know they were not stolen you need go no further. The case stops there. You must consider how many people could give evidence. These boxes were stolen during the breed season. Mr. Jenkins' evidence was that he was the only one who was at the ranch. I am not going into detail regarding this evidence. The review of evidence by counsel for the defence and the crown was exhaustive and complete.

The next question you must decide is were the boxes found in the possession of the prisoner the stolen boxes. If you cannot so find you need go no further. His Lordship reviewed the evidence touching on this question and stressed the evidence of Mr. Robert Stewart, who swore that his mother fox recognized her young. You must weigh that evidence carefully. If you determine these are the boxes that were stolen from the Jenkins Ranch, but you have not stepped further to go.

It very often happens a person is in possession of goods that were stolen. And in explaining the law His Lordship stated when stolen property is found on a party the burden is on that party to give an explanation as to how the goods came into his possession.

The evidence in this case is circumstantial, no one has sworn they saw the boxes stolen. But remember this, when circumstantial evidence is relied on to convict a person there must be no gap in the chain. No difference how long the chain of circumstances may be, the absence of a link changes the verdict.

His Lordship called the attention of the jury to the strange circumstances that they would have to deal with. Those boxes disappeared between Saturday night and Sunday morning. About the same time the prisoner found boxes at Mermaid. He tells the story of a telephone conversation between himself and Miss McEachern. The defence endeavored to bring out what that conversation was and was not allowed. His Lordship explained the Rule of Evidence as to the reason why this evidence was not allowed.

However, the outcome of that telephone conversation was the meeting of Gay and Miss McEachern at Solomon Mutch's, at six o'clock on Sunday morning. The way was wide open for an explanation, but it was not given. You will have to deal with the question, was the purpose in going there.

Having gone through the case carefully and bound by the jury man's oath, use your best intelligence. If you have a reasonable doubt the prisoner is entitled to that doubt.

A reasonable doubt is not a mere guess. It means if you have applied your faculties with the best application you can give them, you have a doubt based on reason and conscience—in such a case the prisoner is entitled to that doubt.

There is no harder service than the service of a jurymen. He must free his mind from all reports and considerations of everything except what is brought out in court on oath.

I think you are now prepared to

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Loosen Stopper

When the glass stopper of a perfume bottle sticks, pour a little glycerin about the neck for the stopper and let it stand for while after which it may be easily removed.

MRS. JAMES DUNCAN.

At Dundas, July 2nd there passed away, after two weeks illness, Annie, the beloved wife of James Duncan. Mrs. Duncan was born in 1858, in New Perth, the daughter of the late John Kameen, a native of the Isle of Man, and his wife Catherine McIntyre of St. Peter's Bay. She was married to James Duncan in Ontario in 1884 and with him visited his birth place, Dufftown, Banffshire, Scotland and various parts of England, Ireland and the Isle of Man. After three years residence in Scotland they returned with their infant child to Canada, settling on a farm near Dundas, P. E. I., where she spent the remainder of her exemplary life. By craft and industry they made themselves a comfortable home where were reared the seven children with whom God blessed them. This good Master had the happiness of seeing all those children grow up to be worthy and useful men and women.

When it became evident that her days were numbered her sons and daughters in the United States were notified and hastened by autos to bid farewell to their affectionate mother. All were present at her funeral which took place on July 4th and was largely attended. She was interred in the Dundas Cemetery, The Rev. Mr. Lockhart

KEEPING WELL—An NR Tablet

(a vegetable product) taken at night will help keep you well, by toning and strengthening your digestion and elimination.



Chips off the Old Block. No Juniors—Little Nibs. One-third the regular dose. Made of the same ingredients, then candy coated. For children and adults. SOLD BY YOUR DRUGGIST.

Buy AT BEER AND WEEKS AND SAVE MONEY. If unable to call—write for samples and prices. "Madera" hand-made linens—centres, scarves, traycloths, luncheon sets, etc.,—all at half price. Brown's "Shamrock" linen tablecloths and Napkins — A lovely assortment to select from—selling at 25 p.c. off. Beer & Weeks. ODD NAPKINS. Clearing at half price. Beer & Weeks. Turkish Towels—of the better grade—clearing at exactly half price. Beer & Weeks. TOWELS, Towelling, Curtains, Comforts, Bedspreeds, Pillow Cotton, Sheetting, Blankets. Prepare for the big rush next week. Clearing at cost. Beer & Weeks. TENTS. Best make, walf side. Tents made of heavy duck, all complete with poles and pegs—Size 9x7 with 2 ft wall \$13.75; size 8x10, with 2 ft. wall, \$15.00; size 10x12 with 2 ft. wall \$20.00; size 12x14, with 3 ft. wall, 22.00. This is your chance to buy at factory cost. Beer & Weeks. PENNANTS. "Charlottetown," "P. E. Island," "Black Fox" and other designs for souvenirs. Just received and clearing at cost. Beer & Weeks. HANDKERCHIEFS. Special display on centre counter. All prices. Reduced to cost and less. Beer & Weeks. PATENT AND VARNISH at cost. Best "Sherwin Williams" and "Benj. Moore's" ready mixed paint. S. W. Paint \$4.25 gal. Benj. Moore's \$3.50. White Lead 15c lb. Putty 5c lb. Now is your chance.