

THE Charlottetown Guardian

Advertising Phone 132-3
Subscription Phone 132-2
News and Edit. Day Phone 133
News and Edit. Night Phone 132 & 133

Head Office at Charlottetown Branch Office at Summerside, Alberton, Souris and Montague.
London Office, Marconi House, Strand, W. C.

President A. A. Bartlett
Managing Editor J. R. Burnett

TUESDAY, FEBRUARY 23, 1915.

A TRADITION DESTROYED

In New York City the "Up-town Movement" commenced about fifteen years ago. The impulse Northward seized upon many a business house; and it influenced, with special strength, the big retail merchants.

One merchant was asked by a friend why he had run away from Fourteenth street, the old shopping centre. He replied: "For the same reason that the Union soldier ran away at the battle of Bull Run—those who did not are there yet."

While this "Up-town Movement" was at its height, John Wanamaker decided to start a store in New York. He didn't select a location up toward Fourteenth street—he went down to Eighth street, and took over the old Stewart store, which was earning very large deficits at the time.

But the Philadelphia merchant had not blundered—not very badly. He at once took his place as the leading advertiser of New York, and what had been a deserted place of business soon became one of the busiest stores on earth.

Eighty street and Broadway became one of the shopping centres of New York.

Newspaper advertising—probably the fullest and best newspaper advertising ever given in the store—destroyed the tradition, reclaimed a whole business section from dullness, and has made it necessary for Wanamaker to double his store-capacity.

A store, advertised as effectively as is this store in question, would prosper IN ANY PART OF THE CITY.

The merchant who feels that he is handicapped in his location should know by heart this plain story of Wanamaker and his New York store; and learn that LOCATION is but one of the things to be considered in the making of a great enterprise—and that the right kind and AMOUNT of newspaper advertising will make ANY LOCATION whatever seem to be the best one in the city.

AUSTRALIA'S NEW TARIFF

The new Australian tariff increases the preference given to goods of British manufacture, that is, goods manufactured in the United Kingdom. South Africa gets a small preference. No preference is given to Canadian goods.

The Sydney correspondent of the London Economist says "to some extent the preference in favor of British goods is illusory," for "it is usually accompanied by a stiff duty on the British article." The Legislature has said in effect: "We shall encourage our own people to make the goods if they can, and, if they cannot, then we shall take British goods in preference to those of foreigners and get in some revenue in the process."

The truth is Australia is now pretty strongly protectionist. Years ago, before Federation, New South Wales had a low tariff and the Cobden Club asserted and no doubt believed that she was in consequence altogether outstripping Victoria, which had a tolerably high one. The present is the fourth tariff since Federation. The first was distinctly protective, the second more so, the third still further raised the duties, while giving a preference to British wares; the fourth just adopted imposes heavier duties on some articles than those heretofore levied, but is also so framed as to be a revenue-getter. At this moment Australia is in sore need of additional revenue. Times are hard, the last crop was short, the States have been spending money with both hands, the Commonwealth or Federal Government has been almost equally extravagant, and no more loans can be obtained in England except for war purposes, or unless the Treasury officials in London and the committee recently appointed by Mr. Lloyd George to assist them can be persuaded that they are called for by very special circumstances. The new tariff does not add to the iron and steel duties, but the Government intends to continue the duties. Critics not too friendly to the powerful Labor party in Australia say the tariff-makers had a keen eye to the welfare of the workman. He is a great tea-drinker, but no tax is put on it for revenue purposes.

So far as can be ascertained no one in authority was asked the reason why Canada did not receive a preference. Sir George Foster was well received there, and, needless to say, stated our case in admirable fashion. One explanation is that the Australians and New Zealanders seem to think we have not been generous enough in subsidizing steamship lines from Vancouver, and are not disposed to encourage the importation of their butter, meats and wines to Canada; but this is not official.

HIRED MAN'S VIEW

In a recent issue we referred to the "unemployment problem," remarking, on the authority of a Toronto exchange, that of two hundred men looking for work and accepting charity because they could find no work, not one would accept the offer of a farmer who had come into the city in search of farm labourers.

In a later issue of the same exchange we find a letter from a "Formerly Hired Man," giving "the real reason why men refuse to work for farmers." We quote a few extracts to show the view from the other side:—

"What does working for a farmer mean? It means selling oneself soul and body to a man for money. This is the usual routine on farms of 100 acres or more throughout this district, and I hear the same from all over Ontario:—Rise, summer and winter, 5 a.m.—Feeding stock and milking till 7.30. Rush in to breakfast, swallow it and out again by 7.40. Clean out stables, husk corn on the cold barn floor, then feed stock, rush into dinner and out again. Time, any time from 12 to 1, but hardly more than 15 minutes in the house. Work at something or other; often called from one job to another till 5.30. Milk cows. In to supper, out again to feed stock and do chores till 7.30 or 8 o'clock. Never a word of thanks. Saturdays the same. Sundays start the same. About 11.15 go to the house, out again before dinner to feed the stock. Milking again at 4.30, so that the farmer can go to church, leaving the hired man home to look after things. When can a man get into town to meet anyone? Probably the boss goes down on Saturday afternoons, staying till nearly 6 o'clock. He starts directly after dinner with chop, waits at mill, then hitches his horse and spends three hours in talk. Comes back too busy to change his clothes till after supper. Hired man milking and angry because he wanted to get some new underclothes that night, but being Saturday gets done later than usual. Arrives in town about 9.30. Home about 12. Loses sleep, but cannot make up for it unless for an hour after dinner on Sunday. If the farmers would only let their men off on Saturdays at 6 o'clock sharp and one Sunday in the month and pay them, say, three dollars a week, life on a farm would be much more endurable."

Failure, however, did not modify the purpose which the Kaiser had in view, but only his methods. For a time German diplomacy sought to efface the memory of the ill-fated Kruger telegram in England and to regain the confidence of the British Government. An opportunity soon arose. Italian entanglements in Abyssinia had by the best judgment of the Kaiser who then appeared on behalf of his Italian ally for British assistance to relieve, by an Anglo-Egyptian advance into the Sudan, the pressure upon the Italians, who were scarcely less hard pushed by the Derivatives than by the British. More over, as the Kaiser well knew, a British advance into the Sudan was almost certain to aggregate the tension between Great Britain and France. Just when Lord Kitchener reconquered Khartoum, Colonel Merchaud's force was up the Nile at Fashoda, having marched right across from French West Africa. For a moment the danger of a rupture between France and Great Britain seemed imminent, and once more the Emperor William waited eagerly for the conflict. But would have had the better judgment. French and British statesmen asserted itself and brought about an honourable compromise, to the Kaiser's intense disappointment.

Then, within the next twelve months, came our South African war, without which German policy oscillated between the wish to increase our difficulties and to exploit them in order to secure by hook or by crook a place for herself in the South African sun, and the desire to place Great Britain under obligations which would lead us to his diplomatic chariot-wheels. At one moment the Emperor would give demonstrative proofs of his friendship, for us, and profess to have rejected definite proposals from France and Russia for joint diplomatic intervention against us. At another moment, he would openly stimulate anti-British feeling in Germany and bitterly deplore the absence of a powerful German fleet, which would have enabled him to give adequate support to German interests in South Africa. Eventually he refused to allow Kruger to come to Berlin and extended a royal welcome to Lord Roberts.

It is a curious page of history, which has yet to be written. That he himself was the first to suggest in St. Petersburg and in Paris the expediency of joint diplomatic attempts to stop the German and Russian advance in Central Asia. But when the determination with which England prosecuted the war, in spite of many reverses and disappointments, has given fresh power to the resources and vitality of the British Empire, and his own diplomatic intrigues to mobilize his Powers against us had failed, he suddenly boxed the compass and made a bolder bid than he had ever done before—a definite rapprochement between the two countries, for much more than a rapprochement.

In October 1901 informal conversations were initiated in Berlin for a treaty of alliance by which Great Britain and Germany would have guaranteed to each other all their existing possessions throughout the world, except in one continent—Asia. There Germany had no intention of placing her sword at England's disposal against Russia. But, as she at the same time suggested, there was another Power whose sword England could not doubt command on reasonable terms, namely, Japan. One of the most singular features of this proposal was Germany's insistence that the provisions of this alliance should extend to the American continent, though neither in South nor in North America had Germany herself any possessions to be safeguarded. The peculiar insistence of Germany on this point was, it was urged, a proof of her singular disinterestedness. But as disinterestedness is not one of the marked characteristics of German Realpolitik, the snare was laid in vain. It was too obviously an attempt to commit us to unlimited liabilities which would have some day compelled us to toe the line in a German campaign against the Monroe doctrine and thus fatally embroiled us with the United States. Even as regards Europe, a treaty by which we were to guarantee the integrity of the German Empire, including Alsace-Lorraine, would have converted French distrust and jealousy into mortal enmity. The wooing throughout was entirely on the German side; and, after listening to what

One of the French war correspondents, despairing of getting any real news, endeavoured to get by with an article describing the headquarters of one of the Russian grand dukes. He wrote, among other things: "And over the desk in his highness's tent is a large photograph of Marie la Jambé, the beautiful dancer." Before this article could appear, however, the censor changed that sentence to: "And over the desk in his highness's tent is a large map of the theatre of war."

NOTES

Stores that do not advertise depend wholly upon the patronage of women who do not read the "ads," and who do not, therefore, KNOW VALUES.

One of the French war correspondents, despairing of getting any real news, endeavoured to get by with an article describing the headquarters of one of the Russian grand dukes. He wrote, among other things: "And over the desk in his highness's tent is a large photograph of Marie la Jambé, the beautiful dancer." Before this article could appear, however, the censor changed that sentence to: "And over the desk in his highness's tent is a large map of the theatre of war."

Poulteney Bigelow's warnings to his fellow-Americans, following that of Rudyard Kipling, to the effect that, should Germany win the present war, they will have to reckon with her next, is the more significant as coming from the man who, for many years, was the favourite "pal" of that now much execrated monarch, Kaiser Wilhelm II. The future sovereign and the young democrat, whose father was one of the most distinguished Ambassadors in America's diplomatic history, met at Bonn University, whence Bigelow went after being graduated from Yale and there struck up a friendship which lasted until a comparatively recent date, when something that Bigelow said, or wrote, put up the War Lord's easily erected back. Two of Poulteney Bigelow's nephews are joining our arms—a very practical way of showing that, in their opinion, we have our quarrel just.

The Patriot questions the accuracy of the remarks we attributed to Sir Wilfrid Laurier on the Naval Volunteer Scheme. They are absolutely correct. Sir Wilfrid has a dangerous facility in the qualification of his so-called patriotic utterances. For instance, in the much quoted sentiment about Britain and Canada being at war, he added a qualification which deprived it of merit. His statement reads: "When England is at war we are at war; but it does not follow that because we are at war, we are actually in the conflict." Does it not? Well, Canada has proved that Sir Wilfrid's reservation is, to say the least of it, singularly unpopular. When Britain is at war we are in the conflict—except on the sea, and that of course is entirely the fault of Sir Wilfrid. Notwithstanding that the Niobe and Rainbow are in commission they are not in the conflict and could not possibly be because they are antiquated and unreliable, only fit to potter about in peaceful waters.

That one trouble never comes alone has been well exemplified in the case of the much-talked-of steamer Dacia. The steamer, one of the interned German ships, was purchased by a German American, named Breitung, and loaded with cotton for Germany. Great Britain intimated that as soon as the Dacia would put to sea she would be taken charge of by British warships and escorted to a British port. As a result the Dacia is still in a United States port with her valuable cargo still on board. The wealthy Mr. Breitung has a pretty daughter, also an automobile or two and also a chauffeur. Now, from time immemorial, there has been a sort of affinity between some chauffeurs and some pretty daughters, and Miss Breitung and this chauffeur, whose name is Max Frederick Kleist—called Max for short—developed the affinity in the course of a number of joy rides, and the inevitable happened, they eloped. Then, as also frequently happens, the inevitable again happened, Juliet and Max had a quarrel and she went home to her mother. Max felt hurt over this arrangement. He blamed the mother-in-law for influencing his wife in her desertion and he sued his mother-in-law and his father-in-law jointly for alienation of his wife's affection. He placed the value of the affection at \$250,000 and the case is now before the courts.

THE ORIGINS OF THE PRESENT WAR

(BY SIR VALENTINE CHIRLOF, FOREIGN EDITOR OF THE LONDON TIMES)

Failure, however, did not modify the purpose which the Kaiser had in view, but only his methods. For a time German diplomacy sought to efface the memory of the ill-fated Kruger telegram in England and to regain the confidence of the British Government. An opportunity soon arose. Italian entanglements in Abyssinia had by the best judgment of the Kaiser who then appeared on behalf of his Italian ally for British assistance to relieve, by an Anglo-Egyptian advance into the Sudan, the pressure upon the Italians, who were scarcely less hard pushed by the Derivatives than by the British. More over, as the Kaiser well knew, a British advance into the Sudan was almost certain to aggregate the tension between Great Britain and France. Just when Lord Kitchener reconquered Khartoum, Colonel Merchaud's force was up the Nile at Fashoda, having marched right across from French West Africa. For a moment the danger of a rupture between France and Great Britain seemed imminent, and once more the Emperor William waited eagerly for the conflict. But would have had the better judgment. French and British statesmen asserted itself and brought about an honourable compromise, to the Kaiser's intense disappointment.

Then, within the next twelve months, came our South African war, without which German policy oscillated between the wish to increase our difficulties and to exploit them in order to secure by hook or by crook a place for herself in the South African sun, and the desire to place Great Britain under obligations which would lead us to his diplomatic chariot-wheels. At one moment the Emperor would give demonstrative proofs of his friendship, for us, and profess to have rejected definite proposals from France and Russia for joint diplomatic intervention against us. At another moment, he would openly stimulate anti-British feeling in Germany and bitterly deplore the absence of a powerful German fleet, which would have enabled him to give adequate support to German interests in South Africa. Eventually he refused to allow Kruger to come to Berlin and extended a royal welcome to Lord Roberts.

It is a curious page of history, which has yet to be written. That he himself was the first to suggest in St. Petersburg and in Paris the expediency of joint diplomatic attempts to stop the German and Russian advance in Central Asia. But when the determination with which England prosecuted the war, in spite of many reverses and disappointments, has given fresh power to the resources and vitality of the British Empire, and his own diplomatic intrigues to mobilize his Powers against us had failed, he suddenly boxed the compass and made a bolder bid than he had ever done before—a definite rapprochement between the two countries, for much more than a rapprochement.

In October 1901 informal conversations were initiated in Berlin for a treaty of alliance by which Great Britain and Germany would have guaranteed to each other all their existing possessions throughout the world, except in one continent—Asia. There Germany had no intention of placing her sword at England's disposal against Russia. But, as she at the same time suggested, there was another Power whose sword England could not doubt command on reasonable terms, namely, Japan. One of the most singular features of this proposal was Germany's insistence that the provisions of this alliance should extend to the American continent, though neither in South nor in North America had Germany herself any possessions to be safeguarded. The peculiar insistence of Germany on this point was, it was urged, a proof of her singular disinterestedness. But as disinterestedness is not one of the marked characteristics of German Realpolitik, the snare was laid in vain. It was too obviously an attempt to commit us to unlimited liabilities which would have some day compelled us to toe the line in a German campaign against the Monroe doctrine and thus fatally embroiled us with the United States. Even as regards Europe, a treaty by which we were to guarantee the integrity of the German Empire, including Alsace-Lorraine, would have converted French distrust and jealousy into mortal enmity. The wooing throughout was entirely on the German side; and, after listening to what

Germany had to say, Great Britain very soon indicated that conversation on such lines was not to her taste. I am not, I think, guilty of any indiscretion in lifting a corner of the veil from this hitherto secret chapter of Anglo-German relations, now that the war has released me from any obligations towards my German informants. For I owe primarily my knowledge of what passed to the then German Chancellor, Prince Bulow, and to the German Foreign Office. When Germany was opening up these conversations, Baron von Holstein wrote to me suggesting that I should pay a visit to Berlin, in the course of which he hoped to remove some of the misconceptions under which "The Times" evidently laboured as to Germany's attitude towards England. During my ten days' stay in the German capital, I spent many hours in the Wilhelmstrasse, studying diplomatic documents, but before me as 'extremely confidential' of which I need say no more than that I am now satisfied they had been deliberately and grossly garbled for my better edification. At the time, they unquestionably made upon me a very great impression, and when I was invited to call upon Prince Bulow, more disposed to listen with much more interest to any suggestions for a better understanding between Germany and Great Britain. It was in the course of this conversation, which lasted over two hours, that the German Chancellor expounded to me his desire to see Anglo-German relations placed on a footing of stable friendship by a treaty of general alliance for purposes of mutual defence on the lines above set forth. The fundamental objections to some of the conditions desired by Germany occurred to me at once, but I am free to admit that I am now more than ever anxious to see Anglo-German relations placed on a footing of stable friendship by a treaty of general alliance for purposes of mutual defence on the lines above set forth. The fundamental objections to some of the conditions desired by Germany occurred to me at once, but I am free to admit that I am now more than ever anxious to see Anglo-German relations placed on a footing of stable friendship by a treaty of general alliance for purposes of mutual defence on the lines above set forth.

(To be continued.)

HALIFAX MAN IS NAMED IN DESPATCHES.

LONDON, Feb. 20.—Amongst those mentioned in Sir John French's despatches for gallant and distinguished conduct in the field is Lieut.-Col. J. E. Duffus, Eighth Brigade Royal Field Artillery, a native of Halifax, who graduated from Kingston. The following officers attached to Gen. French's headquarters staff are included in Wednesday's despatches: Col. Nanton, graduate of Kingston, who served with the Midland Battalion, Canadian Militia, in the rising in the north-west territories in 1885; Colonel Price, formerly field officer, Canadian Militia; and Captain H. S. Rogers, a Kingston graduate. Major Cory, D. S. O., attached to the General Headquarters staff, who graduated from Kingston; and Mayor J. S. Davidson, D. S. O., formerly of Montreal Heavy Brigade, and now on the General Headquarters Staff are also mentioned.

MONTREAL SOLDIERS FIRED ON.

MONTREAL, Feb. 20.—Early this morning soldiers who occupy a house on the rue de la Montreuil, as barracks, were startled by several reports of a rifle. They ran to the street in an effort to discover what was wrong. Lieutenant Bagot, of No. 6 police station, who lives in the vicinity, ran from his home in his shirt sleeves and met the riflemen from the barracks trying to locate the hidden marksman. There was no more shots fired after the soldiers got to the street and a hasty investigation showed that whoever fired the shots did so with the evident intention of killing some one in the barracks. Bullet marks were found in the walls of the house, and a hurried call was sent out to the police. There were four soldiers in the place at the time. The whole matter remains shrouded in mystery, the police report.

HALLAMS WEEKLY MARKET REPORT

HIDES, SKINS, WOOL, JUNK Toronto, Feb. 17th, 1915. BEEFHIDES are firm for good stock, and are being marketed freely. City Butcher Hides flat 17 to 18c. per lb. Country Hides, flat, cured, 18 to 19c. per lb. Part cured, 17 to 18c. per lb. CALFSKINS are steady with rather light receipts. City skins green, flat, 18c. Country, cured, 18 1/2 to 19 1/2. Part cured, 17c. according to condition and take off. Deacons or Bob Calf 80c. to \$1.20 each. HORSEHIDES are quiet and in good supply. City take off \$4.50 to \$4.75. Country take off No. 1, \$4.00 to \$4.50. No. 2, \$2.50 to \$3.50. SHEEPSKINS are active and coming to market in fair quantities. City Sheepskins \$1.25 to \$2.00 each. Country Sheepskins 60c. to \$1.75. WOOL market is unchanged, manufacturers buying to fill orders. Washed combing fleece (coarse) 28 to 32c. Washed clothing fleece (fine) 30 to 35c. Washed rejections, (burry, chaff, etc.) 23 to 26c. Unwashed fleece combing (coarse) 20 to 22c. Unwashed fleece clothing (fine) 23 to 24c. TALLOW market is steady, the better grades in best demand. City rendered solid in barrels, 6 to 6 1/2. Country stock, solid in barrels, No. 1, 6 to 6 1/2. No. 2, 5 1/2 to 6c. Cake No. 1, 6 1/2 to 7c. No. 2, 5 1/2 to 6c. HORSE HAIR is coming to market in good supply, prices unchanged. Farmer pedlar stock 45 to 50c. per lb. OLD RUBBERS, JUNK, etc., are unchanged and in fair supply. Rubber Boots & shoes, according to trim 5 1/2 to 6c. Auto tires 4 to 5c. Bicycle tires 2 to 4c. Lead, heavy 2 1/2 to 4c. Tea Lead 2 1/2 to 3 1/2c. Brass, heavy 10c. Light 6 to 7c. Copper, heavy 11 to 12c. Light 10 to 10 1/2c. Zinc, 2 1/2 to 4c.

DAILY SELECTIONS FOR READERS OF THE GUARDIAN

Furnished by W. G. Louso

MOTHER AND SON.

There is an endearing tenderness in the love of a mother to a son, that transcends all other affections of the heart. It is neither to be cooled by selfishness nor daunted by danger, nor weakened by worthlessness, nor stifled by gratitude. She will sacrifice every comfort to his convenience; she will surrender every pleasure to his enjoyment; she will glory in his fame, and exult in his prosperity; and if adversity overtake him, he will be the dearer to her by misfortune; and if disgrace settle upon his name, she will still love and cherish him; and if all the world beside cast him off, she will be all the world to him.

God keep you safe, my love, All through the night; Rest close in His encircled arms Until the light. My heart is with you, as I kneel to pray. Good night! God keep you in His care always. —Mary Higman.

We Have Everything That is New and Nice in Dainty Perfumes
We have by far the largest and most beautiful display of dainty perfumes to be seen anywhere. All the largest and most popular perfumes the world over have each contributed their very best products, so that they might be honestly represented in our magnificent showing.
No matter what quantity or quality you wish, what odor you prefer, or what price you wish to pay for your perfume, you will find it here from 25c to \$3.00 per ounce.

The Two Macs The Dependable Drugstore
149 Great George Street

Have You Seen the New Spring Goods
They are the first messengers of Spring—and such dainty beautiful messengers has Spring chosen for her hand-maidens—Voiles and Crepes and novelty materials. Always the Voiles are lovely, but this season there's about them a grace and charm that has never been theirs before! Included among the wash fabrics are aristocratic Crepe du Chenes and Roman stripes that you would think had strayed in from the Silk Department by mistake. You'd never dream they belonged to the Wash Goods family, but they do! The printed Voiles, light ground with dainty floral pattern, come at 40c yd. The printed Crepe du Chenes, very effective made of cotton and silk, are in yell w, pink and white grounds with pretty floral designs. There's a light Roman stripe material that looks like silk, but costs less because it isn't. 42c a yd. White Piques Cotton Corduroy in White, Tan and Checks. Irish Poplin 27 and 36 inches wide, white and black. Sampson Galateas Brown, Blue and Red stripes. Drills 36 inches, fine quality. Indian Head Suiting also New Cloths in Black and White. Blue and White and Sky and White. Crums' Print Cottons 36 inches wide 14c. Percal and Print Cotton 37 inches wide 14c. Skirting Oxford, Drill and Gingham. Art Sateens a large range in good colors and patterns. Colored Sateens at 16c a yard. Ratines plain and checks. Send for samples.
Phone 9-6 PATONS Victoria Row

The Perfection Oil Heater
There is no other heater that will make a cold, dreary room, warm and comfortable quicker or at a smaller cost than the Perfection Oil Heater. This heater has a cold handle that permits it to be carried from room to room. It is smokeless, odorless and safe—one filling will burn nine hours. The Perfection is the best and most economical heater on the market—get one.
Fennell & Chandler Victoria Row

REDDIN BROS.
Victoria Row Druggists
Our Dispensary Dept. has proved itself UP-TO DATE.
Our patronage is the RESULT.
Up-to-date Service.
Fair Prices.
Personal Service.
REDDIN BROS.
Phone 86