

LORD BYNG'S POST MOST DIFFICULT ONE

New Commissioner Of Metropolitan Police Has To Please Government, Police And Large Force Under His Command.

LONDON, July 26.—Viscount Byng, when he assumed the position of Commissioner of Metropolitan Police, certainly did not take himself into a bed of roses. The Commission is one of the most arduous and one of the most responsible offices in the whole administrative system of Britain. It is remarkable too, how many Commissioners have retired virtually under compulsion, although in not a single instance has there been the slightest suggestion against their personal integrity. When he takes up duty a few months hence Lord Byng will enter Scotland Yard as a man when, for various reasons, the reputation of the Metropolitan Police Force among the public, if not exactly under a cloud, is not regarded with that serene complacency which for many years was the almost general feeling held by the people of London at large.

Declares Railway Will Be Ready

The following telegram from Mr. H. C. Crowell, publicity representative of the Canadian National Railway, was received yesterday by The Guardian:—

ANGLO RUSTICO. The July meeting of the Women's Institute met at the home of Mrs. Granville Buntin. Ten members and five visitors were present. Ice-cream and lunch will be served on field day at the home of Mr. John Clark. Next meeting will be held at the home of Mrs. Albert Craswell.

EAST BIDEFORD. The July meeting of the East Bideford Institute met at the home of Mrs. A. G. McKinnon. It was decided to send fruit to a sick member. A motion

EYESIGHT EXAMINATION Fitting and supplying Glasses, etc. H. J. MABON OPTOMETRIST Monique, P. E. I. Office Connected With Drugstore.

CENTRAL BUSINESS COLLEGE Summerside Opens Sept. 4th. LOWEST RATES — LATEST METHODS — EXCELLENT TRAINING — "The demand for its graduates is its best recommendation." E. BLANCHE MacLEAN, Principal Box 716, Summerside.

Western Guardian

OATS FOR SALE.—Limited quantity white feed oats for sale at \$1.00 per bushel, bags included. J. B. Millman, Kensington. 6725-7-27-81.

LIVE POULTRY WANTED.—We are now buying live poultry daily except Saturday, paying highest market prices. J. B. Millman, Kensington. 6751-7-28-smw91.

UNITED CHURCH OF CANADA, Kensington, August 5th, Rev. J. R. Saint, D. D. Minister: 9:45 a. m.—Sunday School; 11 a. m.—More Jesus trials of Life; 7:30 p. m.—"Drifting"—A sermon for young people; 3 p. m. First United Church Summerfield. A cordial welcome to all.

FOR SALE.—In the Town of Kensington, property of the late Mrs. Elizabeth Malone, consisting of dwelling house, barn and lot, size 100 ft. by 250 feet. If not sold on or before August 9th, it will then be sold by Public Auction on that date at 2 p. m. Apply to Louis O'Connor, Executor, Clinton, or J. F. Profit, Kensington. 6760-7-28-31-3-6

TRYON-ALBANY.—We expect to arrive in a few days 1500 bags: Flour, Bran, Shorts, Rolled Oats, Oatmeal, Feed Oats, Feed Wheat, Cracked Corn, Cornmeal and will sell at best possible price wholesale and retail, off cars, out of warehouse or delivered by truck. Have also arranged to handle Coal and orders are now coming in fast. Please order yours early, can give better satisfaction to those who do. J. F. Lord, North Tryon. 6798-7-31-21

PERSONALS

Miss Katherine Gillis, Ottawa, arrived in Charlottetown on the S. S. Rosalind, and is spending her holidays at her old home in Alberton.

Miss Viola Johnston, R. N., of Chicago, is spending her holidays with her parents Dr. and Mrs. J. A. Johnston, Tignish.

Internally and Externally it is good.—The crowning property of Dr. Thomas' Electric Oil is that it can be used internally for many complaints as well as externally. For sore throat, croup, whooping cough, pains in the chest, cold and many kindred ailments it has qualities that are unsurpassed. A bottle of it costs little and there is no loss in always having it at hand.

Eastern Guardian

SPECIAL DISCOUNT OF 20% on all our Dry Goods and Clothing, August 2 to 4th. J. W. Murdoch & Co., Montague. 6793-7-31-21.

SOME EXTRA SPECIALS.—Ladies' Silk Hose, regular up to \$2.50. Sale price 70c. August 2nd, 3rd and 4th. J. W. Murdoch, Montague. 7-31-21.

ONE LINE of Men's Suits, regular \$25.00. Sale price \$14.00. Boy's Suits up to \$10.00. Sale price \$5.50. August 2nd, 3rd and 4th. J. W. Murdoch & Co. 7-31-21.

NOW IS THE TIME to stock up on Dry Goods. 80c buys \$1.00. August 2nd, 3rd and 4th. J. W. Murdoch & Co. 7-31-21.

EASTERN AGENT.—Mr. J. W. Murdoch is Guardian Agent in Montague and will be pleased to receive news items, advertising, new and renewal subscriptions.

PLAY IN 4 ACTS with specialties and social. St. Columba Dramatic Club, St. Columba's Hall, Friday evening, Aug. 3rd. Curtain rises at 8 o'clock sharp. 6826-8-1-wf.

carried to have window sashes measured and ordered. It was also decided to have paint brought to finish interior of school. Next meeting will be held at the home of Mrs. John Arsenault.

BELLEVUE. Institute met at the home of Mrs. Jack MacLeod. Discussions on correspondence took place. Committees were heard from and the meeting adjourned. Next meeting will be held at the home of Mrs. M. C. MacPherson's.

KELVIN GROVE. Miss Bertha Walker entertained the Institute for the July meeting. Seventeen members and one visitor were present. A report from the Play Committee was given and the sum of \$112.39 was passed over to the Institute. The school committee reported that a dictionary, blinds, sink and wash basin, and two cupboards were bought for the school. Next meeting will be held at the home of Mrs. J. W. Thompson.

Pyorhea As a preventive it destroys germs -helps to keep gums firm- Ask your dentist about Absorbine J! THE ANTISEPTIC LINIMENT At all Druggists \$1.25

HARTSVILLE SCHOOL The semi-annual examination of Hartsville School was held in the schoolroom on Friday, June 29th with a large attendance of rate-payers and visitors present. The pupils were examined in their various grades by their teacher Miss Dorothy Mutart and showed by their ready answers that they had been carefully taught during the past year. Mr. Col. Allan MacLeod was chairman and a short programme was carried out by the pupils.

Public School Certificates were awarded to Annie Nicholson and Katie MacLeod. Prizes were awarded to the following pupils for general proficiency in their various grades:—

Grade X.—Donald Nicholson. Grade IX.—Evelyn MacKenzie. Grade VIII.—Marnie Nicholson. Grade VII.—Mary MacKenzie. Grade VI.—Margaret MacLeod. Grade V.—Joseph Murray. Grade IV.—John MacLeod and Kenneth MacKenzie (equal). Grade I.—Lloyd Nicholson and Alexander MacLeod.

Prize for attendance awarded to Margaret and John MacLeod. Complimentary certificates were made by several of the rate payers and visitors present complimenting the teacher on the splendid work done during the past year.

The pupils and visitors were then treated with home-made candy by the teacher.

An address was then read to the teacher by Miss Annie Nicholson, a creative spirit working to a group he wanted with a well filled purse. The following is the address:— Dear Teacher,— Having learned with regret of your intended departure from our midst, we, your pupils wish to show our appreciation of what you have done for us in discharging your duties as teacher of our school.

We know the painstaking care you took in performing those duties, and that your every effort was for our welfare. If we at times thoughtlessly acted as if unappreciating your efforts, we wish you to overlook it, and that wherever you go you will always keep a tender spot in your heart for us, may your future life be happy and bright, and may all your undertakings be crowned with success.

As a small token of our esteem please accept this small gift which we wish you would look not to its value, but with the spirit with which it is given.

Signed on behalf of the pupils of Hartsville School. The meeting closed with the singing of the National Anthem.

Livestock Market (Canadian Press) MONTREAL, July 31.—There were 299 cattle, 301 calves, 670 hogs and 326 sheep and lambs on the two markets today.

Bulls were a shade weaker, selling from \$5.50 to \$6.50 with the bulk at \$6.00. All other kinds of stock were steady to strong.

Calves sold from \$6.00 to \$7.00 for grassers and from \$11.00 to \$12.00 for good weans.

Lambs were from \$13.00 to \$14.50 with a few small lots picked out up to \$15.00 or better.

Hogs were strong. Sales were made from \$13.00 to \$13.50, with the bulk going at \$13.40 and \$13.00. Sows were from \$8.50 to \$9.50, with choice young sows higher. One lot of three sows averaging 300 pounds was weighed up at \$11.00.

The Art Of Persuasion

Condensed from Psychology Magazine (June, '28) Harry A. Overstreet (As reported by Hazel Rose Hailey)

Whether or not we wish to influence others, we do so. We cannot avoid it. The American citizen of 1928 cannot be a hermit. Some of our influencing is done in a good way. I do not mean that the influence is for good or bad, but that the method itself is good or bad.

What is a bad way to influence others? Any way is bad which produces what I call a devitalized response. The teacher who regards her pupils as so many little pitchers, sitting before her, into which it is her duty to pour a stream of learning, who harangues a helpless audience. The employer who says to his employees "You do this and so" and cares only that his orders are carried out. The foreman who shouts at his men, and who, because they cringe and step faster while under his eye, regards himself as a master of men.

And we all know the high-pressure salesman who practically black-jacks you into accepting his product, and thinks himself a great little go-getter.

Every one of these methods is wrong, because the effect it produces is bad—devitalized.

How much of what the teacher pours into the ears of the child stays with him in life? He may be able to repeat it back to him at the time, but in a few days it is forgotten. The truth never reached the child at all. How much effect has the speaker, sending a torrent of words over the glassy-eyed audience? Because they do not rise up and extinguish him by dropping a heavy object upon his head as he spouts, is it any sign that they are absorbing his wisdom?

What, then, is the right way? There are five principles of persuasion, and the first and most important is: you must tie up what you want with what the other fellow wants. Only in that way will you ever get a vitalized response. Only in that way will your influence have any life, any force.

If you can convince the other man that what you want is what is what he himself wants, you have him sold. After that he himself will help you rather than oppose you. And that is the secret of all influence upon the behaviour of human beings.

Take it in the school. We all know that the old type of school is coming into disrepute. The new type of school recognizes the fact that teacher and pupil must create together, that pouring out knowledge is useless. In Brussels, in the famous Decroly school, I saw this well illustrated. They had little money for equipment, and when the school needed laboratory tables, the pupils made them. The school needed blackboards; the children erected them. The botany and biology classes needed specimens; the children themselves brought them in. Where could a more perfect example of this creative spirit working to a group be found? If a child finds a thing out for himself, he wants to remember it; if it is pounded into him, he doesn't, and there lies the secret.

Frederick Taylor, the industrial engineer worked out this same principle in a plant at Midvale, Pennsylvania. He wanted the men to get more work done. So he tried to find a common interest, to tie up what he wanted with what they wanted. He said to them, "See here, what you want is less work, shorter hours and to be less tired at the end of the day. Isn't that it?" They agreed that it was.

With their aid, he worked out a different arrangement of the work by which every operation, however small—if it were only lifting a pile of pig iron—was made more easily accomplished with the least effort. It took intensive study, but the men were willingly eager to find short-cuts. The result was what he had hoped for—the actual output was increased, hours of labor were fewer and the men themselves in a fresh condition at the end of the day.

The second principle is more difficult. You have got to like human beings. That you must understand and sympathize with the teacher who is teaching just to make a living, who regards all children as brats and has no sympathy with them. The salesman who builds up an honest liking between himself and his customers is the one who retains them longest.

The customer soon detects it if he is regarded as just another prospect. He will not buy unless he understands people. We all want recognition. That is, in many cases, the making of criminals. If the boy cannot get himself recognized in a good way, he will do it in a bad way. Often it is not his fault. He comes, let us say, of a poor family. He is badly in need of glasses, which gains him a reputation for stupidity. He is conscious of his dirty, ragged clothes and realizes that he can never shine among the clean, well-dressed children of the better element. He puts on a "devil-may-care" attitude. He

As the Investor Looks at Lubrication I've always made it a rule to take personal care of every investment I make. I've got a good many hundred dollars tied up in personal transportation... The most important single factor in caring for that investment is lubrication... I don't shop around. I pick the finest oil my money can command, and stick to it summer and winter... Loilol motor oil is my choice. It is refined from 100% Pennsylvania—which oil experts are unanimous in naming the highest grade oil in the world. LOILOIL LOYAL MOTOR OIL Canadian Independent Oil Ltd. East Saint John, N.B. Allan G. McAvity, President. Tune in on Loyal Hour of Music every Wednesday at 10 P. M., Station CFBO, Saint John (336 meters).

develops a flair for comedy. He keeps the class in an uproar of mirth by "showing off." Soon he has a reputation as a "bad boy" and a dillard. From such small beginnings he may branch out into vandalism, theft, leadership of a "rowdy gang." You have the making of a criminal.

Fourth, you must believe in what you are doing. The child, the audience, is quick to detect insincerity. Unless you are firmly convinced of the importance and enjoyableness of the subject you are teaching, of the right of the cause you defend, of the goods you are selling or of the business you are building up, you cannot hope to convince anybody. You cannot teach a child Latin, for instance, unless you passionately believe in the worth of such learning yourself.

Fifth, give up the old idea that we are so many bottles to be filled. We are active, dynamic human mechanisms who should be finding out things for ourselves. All work should be interesting. There should be no teacher standing before a roomful of children with pointer and precept. There should be no speaker on a platform addressing a roomful of people. Rather, the leader should present the problem and lead others to present their ideas. This can be absolutely the finest process in the field of human thought—the inter-creation of ideas, wherein mind brushes mind, memory is stirred, experience is tapped, thinking is induced, ideas are created, brought forth under your very eyes. The most successful leader in any line of effort brings out this creative response in people.

When our oldest boy was small we had several beautiful vases, wedding presents, which stood about the house. How to persuade Ned to keep "hands off" was a considerable problem which we solved in this way: "Ned mustn't touch the vases, but Ned may smell the vases."

This privilege he exercised with great assiduity, and really developed remarkable ability in this direction. He was so occupied with smelling

INTER-EMPIRE FILM PREFERENCES URGED

LONDON, July 26.—The Times correspondent at Canberra, Australia, says: Probably no more searching investigation has ever been made in the Commonwealth than that recently conducted by a Royal Commission appointed by the Federal Ministry to inquire into conditions in the moving picture industry of Australia. The report of this Commission, presented to the House of Representatives, recently, shows that no phase of the film industry as it concerns Australia has been left untouched, and in the opinion of the Ministry the decisions of the Commission were so commendable that, subject to constitutional limitations and discussion with the State Governments, they have been adopted at least in principle in their entirety.

During the enquiry much mention was made of the "stranglehold" which the United States film industry has acquired on the Commonwealth market. These allegations, the Commission finds, were not substantiated, but the latest available figures show that the imports of American film last year amounted to 24,000,000 feet, while exports from Australia amounted to only 64,795 feet. The quantity of film imported from Britain was 1,904,190 feet. The Commission expresses regret that the exhibition of British films in Australia has not met with general success.

Recently, screened British films however, have shown a decided improvement in quality and technique; such improvement, if maintained,

the vases that he forgot the injustice of being forced not to touch them. He had caught the idea of helping the rest of us to keep the house a beautiful and fragrant place to live in.

will overcome any antagonism on the part of Australian audiences. Statements that British films are boycotted by the trade have been definitely refuted and are without any justification, says the report.

Of the pictures screened in Australia, 93 per cent. are from foreign countries, and at least 90 per cent. from America. These films are of a high standard, and the Australian public will continue to demand the same high standard. For this reason and because of the limited offering of Australian films, an Australian quota could not be recommended. The Commission considers that an Empire quota would most readily meet the demand. There would have to be a standard of quality.

The Commission recommends that in the first place the Commonwealth authorities should endeavor to make reciprocal tariff and quota arrangements with other parts of the Empire. It suggests a quota of 5 per cent. of Empire films for the first year, 10 per cent. for the second year, and 15 per cent. for the third. As a further incentive to create a strong Empire industry, the Commission recommends that the tariff on foreign films should be increased from 1 1/2 to 2 1/2, the British Tariff remaining unchanged at "free." An amendment to the tariff schedule in this sense has been submitted to the House of Representatives.

Remarkable anomalies in the existing censorship provisions, were discovered. The creation of a board of three censors, including a woman, is suggested, and has been adopted by the Ministry. Its headquarters will be in Sydney. An Appeals Board to deal with appeals from decisions by the censors will be established.

Bringing Up Father. MAGGIE: DO YOU REMEMBER MARY RYAN? WELL, SHE TOLD JERRY HICKEY—NOW THAT YOU'RE RICH—YOU'RE STUCK UP AN' EVEN IN THE OLDEN DAYS YOU NEVER COULD COOK CORNED BEEF AN' CABBAGE. SHE SAID BY NOW YOU PROBABLY COULDN'T COOK AT ALL. WELL—I'LL SHOW HER—YOU PHONE THEM AND I'LL GIVE THEM A REAL DISH OF CORNED BEEF AND CABBAGE. IT'S ALL READY—DEAR—AND EVEN IF I DO SAY SO MYSELF—I'VE DONE MYSELF PROUD. AN' THERE'S THE BELL THEY'RE JUST IN TIME. RATS—WHY DIDN'T YOU WAIT UNTIL I ATE BEFORE YOU WOKE ME UP. —By George McManus