

The Skin Suffers

The first blustering winds of fall laden with irritating dust play havoc with tender skins. Beside the discomfort, permanent injury to the complexion may result unless a pure HEALING LOTION is used.

The Skin Recovers

There is nothing equal to our CARNATION CREAM for repairing injury to the skin. It QUICKLY RELIEVES all inflammation, softens and heals and restores the complexion to its original freshness. Price 25 cents

SOLD ONLY BY
J. G. Jamison
DRUGGIST

New Fall Jewellery

We are showing the choicest in jewellery for fall wear. Dainty bar pins, ear drops & pendants in platinum finish & also in gold & gold filled. Mesh bags & various other new & pretty things.

G.H. Taylor
Jeweler.

NEW KING GEORGE HOTEL

Wm. MONBOURQUETTE, Mgr.
Private Baths, Running Water and Long Distance Telephones in all rooms.
Large Bright, Comfortable Rooms.
BUSINESS UNEXCELLED
SYDNEY, N. S.

Popular velveteens and corduroys in the leading colors at Patons.
10-14MTL

Gifts that Last

To get forks, knives, spoons and fancy pieces of quality and beauty ask for

1847 ROGERS BROS.

This brand is known as "Silver Plate that Wears"

To buy this ware to get the most service and satisfaction and the heaviest silver plate. Sold by over 60 years.

Known by Leading Dealers

No 3

In this space during 13 consecutive weeks will appear an "ad" of one of the 13 Retail Stores that specialize in

Cameron's Home-Made Bread

For the coming week we write

(No 3) Crabbe's Grocery

Corner Weymouth & Euston Sts.
A comparatively new business but owing to the fact that competition has never been allowed to get within close range, the store enjoys the large patronage both town and country—a clean bright store presided over by a genial, obliging proprietor—telephone connection—ask for one or two of Cameron's delicious Home-made loaves when placing an order groceries.

Guns That Kill Every Time

Let us equip you for your shooting trip. If you do not go out properly prepared you cannot secure best results so you should call in and inspect our large stock of supplies.

We have a splendid line of shot guns, single and double barrel, hammer and hammerless styles, each a superior article and splendid values at the prices marked.

Our line is Dominion ammunition, Dupont and U. M. C. shells is used by leading shots all over the world.

Call in and secure your equipment today.

Fennell & Chandler
Victoria Row

THE CHARLOTTETOWN GUARDIAN
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TUESDAY, OCTOBER 15, 1912.

FARMER'S LETTER.

Regarding Mr. Clark's idea, as expressed in a letter in this issue, namely that if farmers were to start running their farms on business principles they would have their eyes opened to the actual cost of production and would make a demand for higher prices, many things might be said.

In the first place the farmer certainly should know the cost of producing everything raised on his farm and we believe that our most progressive farmers do know it, many of them very minutely, most of them approximately. That the cost of production is excessive and out of proportion to the prices received will be disproved by the fact that the great majority of our farmers, whether they have taken the trouble to find out the cost of production or not, are making money. Their profits therefore must be fairly satisfactory.

It is difficult for a farmer to know definitely just what profit he is making. This difficulty will be appreciated when we recall the experience of a western farmer who, with his boys, was hoeing corn. When asked why he was growing corn, he replied "to raise pigs." Why do you want to raise pigs?" "To buy more land." "What will you do with more land?" "Raise more corn." "What will you do with more corn?" "Raise more pigs." "And what with more pigs?" "Buy more land." "He was in an eternal round, raising corn to feed pigs, to feed more land, to raise more corn, to feed more pigs, to buy more land, &c., ad infinitum. He couldn't tell what it cost to produce the corn or the pigs but he knew that by keeping at it he could buy more land. And this is the position the great majority of our farmers are in today. It would be much more satisfactory, however, if a correct and systematic account were kept and, as nearly as possible, the cost of production ascertained. Farmers who do this systematically have told us that the balance to the good at the end of the year is generally a liberal one and in very many cases is either invested in more land or saved down in the bank until an opportunity turns up to buy more land.

Another matter in connection with business principles. Generally speaking, merchants, manufacturers and other business men open and close their places of business at certain hours, usually seven in the morning and six in the evening. The farmers do not. They begin work, often at four o'clock in the morning and continue it during busy seasons until ten at night, and later. There was a time when the merchants of Charlottetown

and other places throughout the province opened up about daylight and kept open till ten, eleven and even twelve at night. They found that this did not pay and they shortened their hours, not immediately, to the ten hour system, but gradually. In addition to this they have since added a half holiday weekly, during the summer months and they find the shorter hours, and the occasional holiday pay. Many of our farmer friends consistently believe they would be ruined if they adopted a ten hour system. We believe they would not, that on the contrary, it would eliminate much of the unnecessary drudgery which makes farming so distasteful to the boys and girls on the farm who under present conditions know no end to their toil except the two dark ends at the opening and the close of the day. Definite working hours and systematic business methods cannot possibly hinder or injure any business. There are times of stress and stringency in every line of business where it is necessary to pass over the time limit, and there is not a merchant or business man in Charlottetown or elsewhere who has not been in his office or at his work very much earlier and very much later than the specified hours of business. And their employees, at such times, will give extra help cheerfully. This would doubtless occur also in the experience of the farmer but the thing to avoid is the constant, never ending grind that has turned so many of our boys from the farm in disgust.

We are asked why young men, educated and skilled in business matters do not take to farming. Many reasons might be given, among them, these: Young men after finishing their education usually have not enough money to buy a farm, they must work for their living. Even if they preferred farming to a mercantile or an industrial life the wages offered and the hours demanded on the farm as compared with those in the store or factory will settle the matter.

Much more might be said on the business side of the question. Look at the manufacturers for example. The manufacturers of Canada have their Manufacturer's Association. They are affiliated with those of Great Britain and the United States and in close touch with those of Germany and Japan. In annual or more frequent convention they set their prices on raw material and manufactured product, set their hours of labor and even dictate to governments and transportation companies. If the farmers were to unite in this way—what would be the result?

Try Solace At Our Expense Money Back

Rheumatism, Neuralgia or Headache the Solace Falls to Kneel

SOLACE REMEDY is a recent medical discovery of three German Scientists that neutralizes Uric Acid and Purifies the weakest blood.

It is guaranteed under the Pure Food and Drug Law to be absolutely free of opiates or harmful drugs of any description.

SOLACE is pure specific in tablet form and has been proven beyond question to be the surest and quickest remedy for Uric Acid troubles known to medical science, no matter how long standing. It troubles Uric Acid and purifies the blood. Uric Acid is the cause of Gout, Rheumatism, Neuralgia, Headache, etc. Agents and have over two thousand voluntary testimonial letters which have been received from grateful people. SOLACE has restored to health people who have been afflicted with Rheumatism, Neuralgia, Headache and BRUISES sent upon request.

R. Lee Morris, president of the First National Bank of Ohio, Texas, wrote as follows:

"I want you to send a box of Solace to my father in Memphis, Tenn., for which I enclose \$1. This remedy has been used by some friends of mine here and I only hope it will benefit my father as it has them, (signed) R. L. Morris."

Put up in 25c, 50c, and \$1.00 boxes.

IT'S MIGHTY PINK TO KNEEL AND YOU'LL SOON BE BOBBY TAKING SOLACE. No Special Treatment Schemes or Fees. Uric Acid is the cause of all these troubles. Write today for the free box, etc. DRISK C. G. SOLACE REMEDY CO., Battle Creek, Mich.

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Everybody interested in the welfare of the province should be present at the educational meeting of the Central Farmers Institute, this evening in Prince of Wales College Hall. Premier Mathison will occupy the chair and a number of prominent speakers will take part in the meeting. Subjects will be discussed with a view to the betterment of educational conditions in the province and in which all are interested. It is hoped the meeting will be as large and as representative as its importance merits.

Much inconvenience is occasioned in Charlottetown by the closing of all the banks at noon on Saturday. On

If you will only phone your orders during the disagreeable fall weather in the shortest time possible without exposing yourself to the elements. We have a splendid delivery service and all phone orders receive the same careful attention as do personal calls. Ask your doctor to phone his prescriptions. The McKinnon Drug Co., Corner Gt. George and Kent Sts. 10-14MTL

A Few Cents a Day Will Protect Your Property

A few cents a day—the price of a couple of postage stamps—will give you thorough protection for your property and insure you against all possible chance of loss through fire and take all worry away from you.

We represent the strongest fire insurance companies on the continent—the policies are extremely liberal, strong and binding—you are sure of a policy that will suit your particular needs exactly.

Call in today and talk over the matter. You don't need to insure—we just want to show you how you are losing money and running grave dangers of letting your property stand uninsured.

W. K. Rogers Co., Ltd
84 Gt. George Street.

KOOTENAY STEEL RANGE

is easily controlled. That's why it is such a marvelous fuel-saver and so popular with thrifty housewives.

McClary's

Saturday evening the majority of employees and laborers receive their weekly pay—almost invariably in cheques. These cheques are presented in the stores at with the result, usually, that cash is paid out almost to the vanishing point and "making change" becomes almost an impossibility, always a great inconvenience. The time has arrived when provision should be made for this condition, and it is probably up to the banks to make the provision. At least one bank should be open on Saturday until eight o'clock in the evening.

LETTER FROM W. R. CLARK.

Sir,—You have taken the trouble to criticize some of the views set forth in my letter, which you kindly gave space to in your paper, at the same time admitting that editors are among the theorists that know very little about the practical difficulties of farming. You state that the reason why farming is so unprofitable is because of the farmers' slipshod business methods. I am ready to admit that the majority of farmers are rather lax in their business methods.

But it is by virtue of this very fault that the prices of farm products are as low as they are today. If farmers were to start to run their farms on business principles and find out what it costs to produce their farm products and what a small profit they are making on them at present prices, it certainly would be an eye opener to them, and the price of farm products would not be governed by supply and demand but by the farmer's demand for a profit which would compare favorably with profits in other lines of business. After that level would be attained supply and demand would regulate the slight rise and fall that is always taking place.

When I see working men in the city working at such an easy rate, and such short hours compared with how the average farmer works, I must conclude that there are large profits as well as business principles concerned in the employment of that labor. A point in my letter that you did not take up, was Why do not some of the young men from the city take up farming? Surely some of these young men who are familiar with business principles would see the possibilities in farming that you point out. "The proof of the pudding is the eating thereof." And I have never seen a man, yet, who talked learnedly of business farming, that was willing to test his theory by actual practice. Even the students of the Agricultural Colleges, who are taught business and scientific farming and who would see the possibilities in that sort of farming, if anyone could, show their lack of faith in it by the majority of them taving up some other occupation.

You take exception to my claim that living conditions in the country are not as good as they are in the city, although in the first part of your article you state that men in other occupations enjoy more of the comforts of life than the farmers.

Stubborn coughs indicate some chronic inflammation of the air passages. It may become chronic because the system, unaided is unable to throw it off. The aid needed to affect a cure is Jamieson's White Pine and Tar. There is no other remedy so wholly reliable for the cure of new or old coughs. 25 cents. J. G. Jamieson, Druggist. 10-4MTL

WHAT MRS. S. SAYS.

"Words are useless to express the wonderful magic of White Swan Yeast. Bread? Why we have never had such luxury on our table before." Sold in packages of 5 cakes for 5c. Free sample sent by White Swan Spices & Cereals, Limited, Toronto, Ont.

How are we to reconcile the two statements. Then you point out that there are a large number of poor people in the city. These people are poor either because they spend their money foolishly or they cannot obtain work or they won't work. We do not compare the farmer with this class, it is the average citizen that is under consideration.

Country schools versus city schools. That the great majority of successful city men came from country schools, does not prove the best country schools are equal to the city schools; it does prove that we have good stuff in the country that appreciates the value of a good education if they can get it. Those men got very little education in their country schools, they might have done still better if they had got more. The fact you have pointed out that farmers do not use business methods, to as large an extent as they should, in farming proves that they did not have the educational advantages that they should have had.

Supply and demand certainly regulate the price of goods. But the cost of production is the first consideration. The manufacturer and the merchant both know what his goods cost him and demands a profit that will pay him. The farmer on the other hand because of the lack of those business methods, has never realized what it costs him to produce his product. (Continued on page four.)

CASCARETS CLEANSE LIVER AND BOWELS

No headache, bad taste, so stomach or coated tongue by morning

It is more necessary that you keep your Bowels, Liver and Stomach clean, pure and fresh than it is to keep the sewers and drainage of a large city free from obstruction.

Are you keeping clean inside with Cascarets—or merely forcing a passage-way every few days with salts, cathartic pills or castor oil? This is important.

Cascarets immediately cleanse and regulate the stomach, remove the sour, undigested and fermenting food and foul gases; take the excess bile from the liver and carry out of the system the constipated waste matter and poison in the intestines and bowels.

No odds how badly and upset you feel, a Cascaret tonight will straighten you out by morning. They work while you sleep. A 10-cent box from your druggist will keep your head clear stomach sweet and your liver and bowels regular for months. Don't forget the children—their little insides need a good gentle cleansing, too.

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Girls! Girls! Surely Try This!

Doubles Beauty Of Your Hair

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

Immediate?—Yes! Certain!—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 Danderine hair cleanse. Just try this—moisten a cloth with a little Danderine 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 Danderine 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 Danderine, 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 Danderine from any drug-store or toilet counter and just try it.

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HALIFAX Comfortable, homelike surroundings High Class Service and Cuisine.

CANADA **E. L. MACDONALD.** Manager.

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NO REASONABLE MAN goes without protection against loss from the destruction of his property, DID IT EVER OCCUR TO YOU that your time has as distinct a value as your property, or that your life may be the property of your family?

THIS PROTECTION IS A DUTY you owe yourself and those who may be dependent upon you. If you are not fully insured, let us attend to this important matter for you at once.

Delays Are Dangerous

Our life, Accident and Health policies are the most liberal Contracts issued. We also transact Marine, Fire, Liability and all other Branches of Insurance. You will find our rates the lowest consistent with absolute security.

Hyndman & Co. Ltd.
Charlottetown, Managers, P. E. I.

"55 Million Sold Last Year."

Always in Good Taste — Taste Good Always.

Fine cut from "Ole Virginny"—vintage crops from Turkey—the choicest leaves of the tobacco—rich, brown and full of flavor—careful studied cigarette making—these are the elements that unite to make Tuckett's Cigarettes such a corking good smoke. Mild and mellow. Pure and alluringly fragrant as a tobacco field in bloom. Inhale their delicious aromatic smoke: taste their rich, natural flavor—experience the enjoyment of smoking a cigarette that's pleasurable from tip to tip.

Tuckett's Club Virginias
Half a century of experience, of knowledge and skill in tobacco making—this, and this only could produce their exquisite flavor and naturally fine delicate aroma.
Fifteen Cents For Ten

Tuckett's Special Turkish
When you dine, include a package of Tuckett's Special Turkish Cigarettes with your order for coffee. Their full-bodied flavor and fine fragrance make an occasion of the most ordinary meal.
Fifteen Cents For Ten

Tuckett's T & B
A rare blend of Virginian and Turkish tobaccos. You forget the price in the delightful discovery of surpassing quality and the keen enjoyment of a thoroughly satisfying smoke.
Ten Cents For Ten

Your dealer sells them and has for years.

Tuckett's Cigarettes