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PARLIAMENT MEETS

FEBRUARY 1st.

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CO-OPERATION OF FARMERS.

An Address Delivered Before the Farmers and Dairymen's Association by Mr. W. L. Cotton.

SELF-INTEREST lies at the bottom of commerce. We, each of us—except perhaps a few editors and politicians—think and scheme and work and buy and sell, primarily for the betterment of our own individual conditions. Number One is not only the first, it is the most important figure in our calculations. We like to see our neighbors thrive, we like to know that the country at large is prosperous and wealthy. But we each try to get ahead of all, and are content to let the devil take the hindmost. This is the law of business in these latter days.

But every observant person must see that in all organized and civilized communities the success of each individual is to a large extent conditional upon the success and prosperity of others. In the commercial body as in the spiritual body and the body corporate, the suffering of one member affects the other members—sometimes all the other members; and in like manner the prosperity of all counteracts to some extent upon the individual who is striving to be prosperous. If the community in which a man lives is in a backward state it is hard for him to "get ahead;" if it is in a forward state, he goes forward the more easily.

It may be urged that the success of each individual will secure general prosperity just as surely as the total abstinence of each individual will prevent drunkenness, and that it is only necessary for each individual to strive in his own way to promote his own selfish ends, to bring about those conditions of general prosperity in which individual success may best be promoted. In this argument there is certainly a great deal of truth. Self-interest has been the motive, and independent individual action has been the habit, of the British people and the people of the United States to a greater extent, perhaps, than those of any other nation; and they are the wealthiest, individually and nationally, and they have produced those conditions in which lies the success of the individual, striving to promote his own selfish ends, is the most rapid and the most sure.

Yet I think it will be admitted that if the principle of co-operation, instead of that of competition, had found free course in these great nations, the success of the individual and of the whole population would have been even more pronounced than it is. But whatever doubt there may be as to the value of the principle of co-operation applied to these extensive communities, there can be no doubt concerning its value in the comparatively small community of farmers comprehended within the limits of little Prince Edward Island.

In one sense, co-operation is essential to every form of legitimate commerce. The producer of an article disposes of it for his own benefit; the buyer pays his money and takes the article for his own benefit. There is co-operation from different points of interest, and the interest of both parties is promoted. So in all honest dealings between man and man, community and community, nation and nation. Commerce is co-operation and commerce is mutually advantageous; purely selfish though the motive is on the part of each individual engaged in it. There are, however, circumstances in which, self-interest can only be promoted by the association and co-operation of a number of persons. These circumstances were found in the dairy industry of this province. Several cheese factories were established here, years ago, before the principle of co-operation was properly applied. They failed,—the dairy interest of Prince Edward Island could never have been made what it is if it were not for the co-operation of a number of its progressive farmers in a business-like way. We have to thank Professor Robertson, in whose brain the idea was conceived, and we have to thank Mr. Dillon, by whose honest and efficient and persistent effort the idea was practically worked out and our farmers taught how to co-operate in respect to the production of milk and the manufacture and sale of butter and cheese.

Now, my idea, the idea that I wish to bring before the Farmers and Dairymen's Association for consideration and discussion, is that the principle of co-operation, successfully applied in the production and sale of butter and cheese, may be also successfully applied in other lines of action within which farmers have heretofore been accustomed to operate independently. Essentials to all successful co-operation are efficiency and honesty of management. Those who co-operate must, if they are to succeed, feel and know that their productions, as a whole, will be of such a superior quality that they will sell at good prices on the market, and they must feel and know that the results of their co-operation, the profits of their just enterprise and action, will be promptly received by each and all of them in due proportion. But given reasonable guarantees for such efficient and honest management, it seems to me that our farmers might, with profit to themselves individually and advantageously to the country at large, extend the principle of co-operation into several additional departments of farm production.

Take for example the breeding and sale of sheep and lambs. There is in the great cities of the Eastern States and the smaller towns of the neighboring provinces a growing demand for lamb and mutton, and we have high lands in this province, distant from the sea manure and bog mud that is used to fertilize the land in other sections of the country—upon which sheep and lambs may be produced in perfection. Suppose the farmers of these districts were to agree to co-operate in the rearing and sale of sheep and lambs—and the destruction of dogs—suppose they were to meet

and decide upon the particular kind of sheep, preferred by the majority, were to obtain a few males suitable for their purpose, and were to carry on the work regularly and systematically throughout a series of years, am I wrong in concluding that the results of such co-operation would certainly be the gradual improvement of the fertility of their farms, the gradual improvement and enlargement of their flocks, and, eventually an annually recurring hot competition among dealers for the purchase of their lambs and sheep on sale, the receipt of the highest prices obtainable in the market, and additional prosperity on the part of each individual farmer co-operating.

As to the *modus operandi*, it seems to me that the organization and incorporation of joint stock companies would be unnecessary. A farmers' club in any district might appoint a committee to take the matter in hand, with some energetic and responsible man of business in whom they have confidence to conduct the necessary correspondence, make sales by weight in the best markets, distribute the returns according to the number of pounds supplied by each member and submit a full and clear statement of the whole transaction at the end of the year. I have no doubt that if it were known to the dealers that lambs and sheep of a uniformly good quality could, year after year, be obtained at one place in sufficient numbers to make one shipment at one time, there would be a material increase of the price paid per pound for the animals. Say that a hundred farmers in a neighborhood were prepared to sell a thousand first-class sheep or lambs for shipment without loss to the dealer, is it not reasonable to conclude that a half-cent or perhaps a cent per pound more would be offered and paid for them than if the dealer had, as at present, to go up and down the country seeking out and selecting two or three here or there, of various degrees of quality, and afterwards gather them together to be driven or carried by rail to Summerside or Charlottetown or other seaport? I think so. A cent a pound on a hundred pound lamb would be one dollar, and on a thousand lambs a thousand dollars, quite a round sum to be added to a farmers' club receipts on account of the sale of sheep and lambs, even after a fair per centage were paid to defray the cost of management.

Then there are those interesting animals, the pigs, about which we have lately had a great deal of talk. Would it not be possible for our farmers to so co-operate together in respect to the breeding and feeding of pigs, that a better and more uniform article of pork would be produced here than that which is at present placed upon our markets; and in respect to their sale, that the competition of dealers would be excited in the effort to obtain them, rather than our farmers should be compelled to take whatever small price per pound the city dealer might choose to offer? Suppose a hundred farmers, more or less, in a community should agree to co-operate for the production of the best quality of Yorkshire, Tamworth, O. I. C. or other breed of improved hogs, is it not probable that their co-operation in a reasonable and business-like way would result beneficially to one and all, that the quality of the pork they produced would be of the best and the price considerably higher than that paid for the ordinary kinds? I think so. The regrettable estrangement that at present prevails between our farmers and our pork factory must, ere long, give place to amicable relations, and both parties be constrained to act reasonably—each in his own respective interest. In this connection, I may without giving an opinion concerning the merits of the dispute, express my great regret that more use is not made of the Charlottetown pork factory. It is to be noted that even during the past fall and the present winter the prices paid at the factory were considerably better for the farmer than those which were paid on the street for dead carcasses. The factory price for live hogs ranged from 3 1/2 to 4 1/2 cents, the average being about 4; the price paid for dead carcasses bought in the market, ranged chiefly from 4 1/2 to 4 3/4 cents, a few going as high as 5 cents, but the average being 4 1/2 or 4 3/4. Now there is from a cent to a cent and a quarter difference in the value of the pig alive and dead. That is to say, four cents per pound for a live pig is equal to 5c. or 5 1/2c. per pound for the pig when dead. So that the price paid at the factory this year has been at least half a cent per pound better for the farmer than the price paid in the market, and even half a cent per pound, \$5 per thousand, is worth having is indeed a big thing

DR. A. W. CHASE'S REMEDIES.

Dr. Chase's Kidney-Liver Pills, for diseases of the Kidneys, Liver, Bladder and Bowels. One pill a dose; 25c. a box.

Dr. Chase's Catarrh Cure, for Cold in the Head, Catarrh, Discharge in the Throat, and Hay Fever. 25c. a box, blower free.

Dr. Chase's Ointment for Eczema, Salt Rheum, Piles and all itching skin diseases. 50 cents a box.

Dr. Chase's Nerve Food, for exhausted, worn-out nerves and thin, watery, diseased blood. 50c. a large box.

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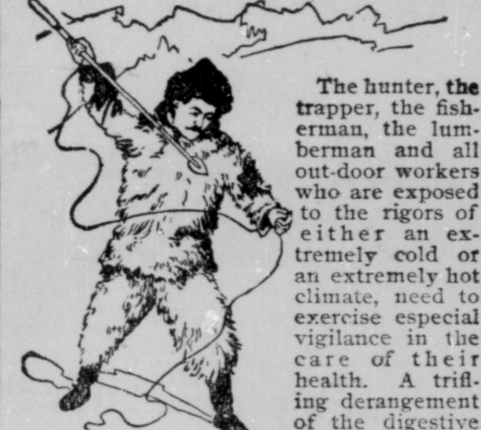
for this province as a whole. If this result has been obtained in the existing conditions of non-confidence on both sides, is it not likely that if the co-operative principle were applied to pig rearing, and confidence restored, farmers able to supply pigs of the highest quality by the car load, would obtain an advantage of more than half a cent—perhaps a cent or upwards of a cent per pound—by the sale of live hogs instead of dead ones. In any case it seems to me that farmers will command higher prices as a result of co-operation in the production of hogs of higher quality than they do now when everyone breeds and feeds and sells hogs independently of every other one.

In the same way the co-operative principle might, in my opinion, be successfully applied to the production of fowl and eggs, of which Mr. Gilbert spoke to you this evening. I have frequently heard complaints, on the part of dealers, concerning the unequal quality of the eggs brought to market in Charlottetown,—some are large, some are small, some white, some brown, and frequently all mixed up, so that the buyer is compelled to pay a lower price than he would be glad to pay if the quality of the eggs were good and equal. As to fowl there must, of necessity, be co-operation if it should be decided to make shipments to Great Britain according to the plan that has been outlined by Professor Robertson. Its extension to the rearing of horses and cattle of the better kinds, would of course be dependent largely upon the possession of means of transport to the great markets of the Mother Country. But if these animals, well bred and in high condition, were available here in sufficient quantities, the steps to take them to market would in ordinary times soon come to our ports.

These ideas and suggestions are submitted to you, Mr. President and gentlemen, in the hope that you may consider and perhaps discuss them and that they may eventuate in a small advance toward that happy condition in which our farmers will obtain remunerative prices for what they have to sell and that glorious time, to which the poet Tennyson looked forward—

"When each man finds his own in all men's good;
And all men work in noble brotherhood."

I feel sure that if the principle of co-operation, so successfully applied to the production of butter and cheese, were extended as I have suggested, it would inure to the advantage of each individual farmer engaged in it and promote the prosperity and wealth of the people of this province.



The hunter, the trapper, the fisherman, the lumberman and all out-door workers who are exposed to the rigors of either an extremely cold or an extremely hot climate, need to exercise special vigilance in the care of their health. A trifling derangement of the digestive organs may result in the improper nourishment of the system, a slight cold may lead to consumption, or exposure in a warm climate may result in a persistent attack of malaria and liver complaint.

Malaria, liver troubles and consumption are fully treated in Dr. Pierce's Common Sense Medical Adviser, a free paper-covered copy of which may be had by sending 21 one-cent stamps, to cover cost of mailing only, to the World's Dispensary Medical Association, Buffalo, N. Y. These diseases are cured by Dr. Pierce's Golden Medical Discovery. It cures 98 per cent. of all cases of consumption. It makes the appetite hearty, the digestion perfect, the liver active and the blood pure. It does not make flabby fat, but solid, muscular flesh, nerve force and vital energy. All medicine dealers sell it.

"In the year of 1892 I came home from a hard day's ride, attending my official business as an officer of my county, in which capacity I have acted eight years," writes Mr. R. D. Hill, of Zanto, Louisa Co., Va. "I had a chill that night that was the commencement of Malarial Fever. I called in the doctor, but did not get any relief. I called a second doctor, but still got no relief. A third doctor said I had liver disease, and treated me for that; but did me no good. I then commenced taking Dr. Pierce's Golden Medical Discovery, in connection with 'Pleasant Pellets.' I took three bottles and it did me much good. I had been very restless, could not sleep at night and had no appetite. I had not been able to do anything for eighteen months. I do not think I could possibly have lived if it had not been for the 'Golden Medical Discovery.' I think it is a capital medicine for the liver. I can now do as good a day's work as any man. I recommend it to all who are suffering from liver complaint."

Only One More Month

Our celery will only hold out about one month. Some of the wise ones are ordering a quantity to be kept in reserve for them. (We have held on to the best for the last (the famous English Red Celery.) In this respect we resemble children who keep the most dainty part of their lunch to the last and at the rate it is going the time will soon come when there will not even be a last. The moral to the above is quite plain: no need to read between the lines it is enjoy it while it lasts.

We also have Hubbard Squash, Cape Cod and Island Cranberries, Spanish & Canadian onions, Brussels sprouts, red & white cabbage, carrots, beets, parsnips, turnips, beans, peas, parsley, etc. Lettuce and mushroom in a few days at Gays Stalls Market.

J. J. GAY & SON,

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is good, but good times and low prices is better. We sell these goods at 33 to 50 per cent discount for cash only.

Ladies' winter jackets 1-3 off.

Ladies' fur coats 1-2 off.

Ladies' fur muffs 1-3 off.

Ladies' sacque cloths 1-3 to 1-2 off.

Sheeting Remnants 28c for 16c.

Print, (English) remnants 14c for 8c.

Men's caps for winter 1-3 off.

Men's underclothing 1-3 off.

Fur robes 1-3 off.

Men's ulsters 1-3 off.

Men's overcoats 1-3 off.

Boy's ulsters 1-3 off.

Boy's reefers 1-3 off.

Children's ulsters 1-3 off

You may have seen those goods elsewhere—but if you remember the price was higher. We recommend these goods as safely as we would recommend an English gold coin.

Prowse Bros