

TELEGRAPHIC NEWS.

OTTAWA, Jan. 6.
General Rosser, Chief Engineer of the Pacific Railway, is perfecting arrangements for the survey of next season.
The Earl of Dunmore has purchased 50,000 acres of land in the Province of Quebec, at \$3 per acre. This land has been purchased for colonization purposes.
Letters have arrived from the Governor General and from the Princess Louise, expressing in the highest terms the satisfaction with which Mr. O'Brien's pictures of Quebec, painted for the Queen, have been received. One, the view from the King's Bastion, is at Windsor Castle, while the other, the view of the city from Point Lévis, has been taken by Her Majesty to Osborne.

The Board of Education of Manitoba has, in consequence of the rise in the valuation of land throughout the Province, appointed a commission to enquire what school lands have reached the maximum value and to report and to prepare for the consideration of the Board an address to the Dominion Government, to be presented through the Local Government in relation to the sale of such lands.

Major Rogers will again assume the management of the Rocky Mountain survey, and four parties will leave early in April to continue the exploration of last year. Three of the parties will operate from the west side of the Rockies and the other from the east side. The objective point of the survey being Kicking Horse Pass. Four additional parties will operate between the present terminus of location at Moose Jaw Creek to Fort Colquhoun. Gen. Rosser will leave next month on a trip to the Rockies, in the course of which he will map out the work for the respective parties for the season. Everything indicates the vigorous prosecution of the location, surveys and construction for the current year.

LONDON, Jan. 6.
In a sculling match to-day between Goodwin and Flynn, for £50 a side over the Thames championship course, Goodwin won by six lengths.

John Bright and Joseph Chamberlain, members of the Cabinet, speaking at Birmingham, insisted that the revision of Parliamentary procedure must precede all other business on the resumption of the session.

The Marquis of Lorne sails for Canada on Wednesday.

The Emperor of Russia has pardoned the Polish Bishops exiled in 1864.

Salesmanlike Manner.

The possession of tact, and an apt perception of the wants of a buyer, by the salesman, no matter what the wares he is offering, is an absolute essential to his success. More especially is this true of the retail salesman. A careless, supercilious or negligent manager, will often affect a customer so that, no matter how low the price of the goods may be or how well they suit, (he or she) will depart without purchasing, for the single and simple reason that the salesman did not know his business or did not courteously perform his duty. Even gruff, abrupt quickness would be better than this; for this sometimes conveys the impression that the goods are the cheapest, or the best that can be got, and therefore do not demand from him any effort other than the take-them-or-leave-them style.

All of our readers have seen this sort of salesman: a supercilious creature with waxed moustache and supercilious air, and an altogether lardy, ain't I, admirable being, bearing about him. To the well-dressed and wealthy looking he is super-polite and smirkingly obsequious and deferential to all the whims and caprices of the young, fair and gaily-attired portion of his customers. With what an authoritative importance he orders the junior salesman around "Jim, get those tomatoes for Mr. Fitzblank, and be sure that they are of the A. No. 1 stock. Be quick and lively now," and he turns to his customer with the air of one awaiting approbation for his victorious performance of her demands. As this sort of being generally proves very unreliable in his statements and representations—giving, indeed, little thought to them his time being engrossed in perfecting his ability to "m-sh" (as the vulgar bath it)—his popularity wanes, instead of waxes, and fails to secure to him the promotion which his self-conceit, and impudence lead him to believe his due.

In striking contrast to him is the modest, manly, pains-taking and obliging salesman, who recognises that his field of labor is not only the selling of goods, but the selling them in such a manner as will ensure the confidence and reliance of the customer on his word. He does not fuss nor bow, nor bend in abject humility before her ladyship; he is affable, polite, courteous, tall, and serene and sates receive the same treatment from him. His innate sense of truth and justice directs his actions; he does not intend to cheat and will not deceive his customers, therefore he can not resort to the superficial tricks and finesses that his colleagues deem so essential. His word is his bond, and his employer, if he is observant, finds at the end of the year that modesty has effected more than vanity, and that it pays better to secure the future trade by truth than to effect present sales by deceit.—*New York Comment, Bulletin*

Removed.

MRS. W. W. IRVING begs to notify her friends and the public generally that she has opened her Fall and Winter Class for Painting and Drawing in all their different branches.
For terms, etc., apply at her Studio—residence of Mr. Phipps, South Side of King Square.
Jan 29 82

SWALLOWS OIL



THE GREAT GERMAN REMEDY

RHEUMATISM,
Neuralgia, Sciatica, Lumbago, Backache, Soreness of the Chest, Gout, Quinsy, Sore Throat, Swellings and Sprains, Burns and Scalds, General Bodily Pains,
Tooth, Ear and Headache, Frosted Feet and Ears, and all other Pains and Aches.

No Preparation on earth equals Swallows Oil as a safe, sure, simple and cheap External Remedy. A trial entails but the comparatively trifling outlay of 50 Cents, and every one suffering with pain can have cheap and positive proof of its claims.
Directions in Eleven Languages.
SOLD BY ALL DRUGGISTS AND DEALERS IN MEDICINE.
A. VOGELER & CO.,
Baltimore, Md., U. S. A.

Molasses and Sugar

JUSU RECEIVED, ex NATALIE, from Bartadoes, —
20 bbls. Bartadoes Bright Grocery Sugar
40 puns. Bartadoes Molasses, prime articles.
Will be sold cheap from Warehouse on wharf.

GEO. COOMBS,
Ch'town, Dec. 9, '81—41 Water Street.

MORE LIGHT!

THE Charlottetown Gas Light Company have imported some of "BRAY'S PATENT" which they will supply and fit on Gas Burners, etc., at a moderate cost to consumers.
These Burners are reported to be the best Flat Flame Burner yet produced, and will give a far greater amount of light than any other Burner with the same consumption of Gas.
Dr. Wallace, F. R. S. E., F. C. S., Gas Examiner to the City of Glasgow, in a lecture delivered by him, calculated that £100,000 (\$250,000) a year are thrown away in Glasgow by the use of imperfect fittings. On the subject of Gas Burners he says: "Another and as I think a better Burner is that called Bray's register, and it is I consider these the best union Burners attainable at moderate cost. I have selected them for a series of experiments."

The Report of the Committee of the British Association of Science to enquire as to the best means for the development of light from Coal Gas of different qualities—comprising Dr. William Wallace, Professor Dittmar, and Mr. Thomas Wills, F. C. S., F. I. C. E., showed that Bray's Burner yielded the great amount of light of all the two or three scores of Burners reported upon which included all the Burners of repute in the market.
In a pamphlet upon Light and Heat, published by R. B. Tater, A. M., he says: "The cost of Gas as compared with other illuminants is much more economical when rightly used, than many suppose. From experiments made for this purpose, the following results have been obtained. They were made by burning samples of Devoe's Brilliant Oil and ordinary Oils, and testing their illuminating power. It was found that Coal Gas costing one cent at \$3 per thousand feet, gave a light equal to 13 candles, while Devoe's Brilliant Oil consuming 27.4 grams costing half a cent, gave a light equal to 9 candles."
"A good Argand or Johnson's Burner, the Burner used in the last experiment, will therefore give the light of 2 ordinary Oil Burners in direct comparison, at no greater expense in the case of the finer and safer grades of Oil. Lights, however, on the authority of scientists, are not to be compared in direct proportion, but in proportion to the squares of their powers, and such a comparison with the case of the use of Gas, its cleanliness, freedom from odor and dangers, renders its use desirable wherever it can be introduced."

As the above experiments were made with Gas at \$3 per 1000 feet, and not consumed through Bray's Burners, it will readily be seen how much more economical it is to consume Gas instead of Oil, when its price is only \$2.63 per 1000 feet as now charged here when consumed, more especially through Bray's Burners.
Messrs. Goodwin & Co., of Philadelphia, the well-known manufacturers of Scientific instruments for testing the illuminating power of Coal Gas, etc., say in their Circular to Gas Companies: "In presenting the Bray's Standard Patent Silt Union Burners and Lamps, for which we are the sole Agents in the United States, to the attention of the public, we are convinced that 'we are filling a want long felt.' They further add: 'The yield of light from these Burners is 12 to 20 per cent greater per cubic foot of Gas consumed than that from any flat flame Burner hitherto introduced.'"
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LOOK YOU HERE.
STOVEPIPE. STOVEPIPE.
THE subscriber is now making an assortment of
Stovepipe and Tinware.
Best quality, which he is selling cheap for Cash. Tinware and Stovepipe, all kinds, made to order. Special prices to wholesale dealers. Orders for fitting up Stoves promptly and carefully attended to.
Orders solicited. Shop opposite Dr. Jenkins's residence, Queen Street.
R. RODD,
Practical Tinsmith.
Charlottetown, Sept. 30, '81—3m

THIS IS A GRAND TIME TO PURCHASE ALL KINDS OF GOODS FOR THE SEASON,

—AT THE—
LONDON HOUSE,

as we are offering special inducements to **CASH BUYERS,** and can meet the wants and means of all in **Town and Country.**

WE HAVE AN IMMENSE STOCK OF **DRESS GOODS,**

Special Values, at 9, 10, 12, 16, 20 and 25 cents per yard.

BLACK & MOURNING GOODS, ALL PRICES.

A large lot of Ladies' Felt, Cloth and Knitted Skirts, from 50 cts. up.

Ladies' Sacques and Fur Lined Circulars.

A lot of Colored Table Cloths, many of them at Half Price, to clear.

Wool Tweeds for Men's and Boy's wear, at 50 cents per yard, up.

Mantle and Ulster Cloths, double width, 50 cts. per yd. up.

Grey Union Flannels for 16 cents, up.

All Wool Flannels, in all prices.

A LARGE STOCK OF

Ladies' Wool Squares.

Bales of Buffalo and Wolf Robes.

Coon and Buffalo Coats.

Waterproof Tweed and Rubber Coats,

JUST OPENED.

A VERY LARGE STOCK OF OVERCOATS & ULSTERS,

\$5.00 UP.

Reefing Jackets, \$3 up.

A GOOD LINE OF BOYS' CLOTHING,

SUITS FROM \$1.50 UP.

Boys' Ulsters and Storm Coats.

Men's Winey and Flannel Shirts 50 cents up.

Men's Woolen UNDERCLOTHING and CARDIGAN JACKETS.

A Good Selection of Ladies' and Men's Fur Caps.

A VALUABLE STOCK OF BLANKETS,

IN WHITE AND GREY.

BACHELORS' QUILTS, \$1.10 UP.

HORSE RUGS, \$1.25 UP.

Excellent Value in Grey and White Cottons, Ticking, and all Staple Goods.

—:—

A FULL LINE OF GROCERIES

Superior Teas, in Chests, Half-chests and Boxes.

—:—

Our House has long been popular for the quality of its Goods and the Cheap rate at which it has supplied its customers, and with greatly increased facilities for trade, we intend that its reputation in this respect shall be fully sustained in time to come.

GEO. DAVIES & CO.

Charlottetown, Nov. 21, 1881

MORTGAGE SALE.

TO be sold by PUBLIC AUCTION, at the Court House, in Charlottetown, on TUESDAY, the tenth day of January next, 1882, at the Court House, in Charlottetown, at the hour of twelve o'clock, noon,—

ALL that tract, piece and parcel of land, with hereditaments and premises situate, lying and being on Lot or Township Number Fifty-four in King's County, in Prince Edward Island, bounded as follows, that is to say, commencing at a stake in the south side of a road leading from Cardigan Ferry, at the eastern boundary of a tract of land in possession of John and Donald Steele; and running thence south along said boundary to the rear line of Farms fronting on said Cardigan River; thence easterly on said rear line a distance sufficient to include sixty-five acres, or one-half of the rear line; thence north to said road; thence along the same south-westerly to the place of beginning containing sixty-five acres of Land, a little more or less. Also, all that other tract, piece or parcel of land situate, lying and being on Lot Fifty-four aforesaid, commencing on the northern shore of Cardigan River at the western boundary of land in the occupation of Roderick Steele, and on the eastern boundary by land in the occupation of Allan Campbell, having a front of five and one-half chains and extending north by parallel lines, so as to contain fifty acres of land, a little more or less, together with all rights, members and appurtenances thereto belonging.

The above is made under a Power of Sale contained in a Mortgage dated the sixteenth day of September, 1879, made between Patrick Fynn and Mary Ellen his wife of the one part, and Edward Jarvis Hodgson and Neil McLeod, of the other part.
For further particulars apply at the office of Hodgson & McLeod, Solicitors, Charlottetown. Dated this twenty-second day of December, A. D. 1881.

EDWARD J. HODGSON,
NEIL McLEOD, Mortgagee

[de 22 th m till sale]

Canadian Pacific Railway.

Emory's Bar to Port Moody.

NOTICE TO CONTRACTORS.

Tender for Work in British Columbia

SEALED TENDERS will be received by the undersigned up to noon on WEDNESDAY, the 1st day of February next, in a lump sum, for the construction of that portion of the road between Port Moody and the West-end of Contract 60, near Emory's Bar, a distance of about 85 miles.

Specifications, conditions of contract and forms of tender may be obtained on application at the Canadian Pacific Railway Office in New Westminster, and at the Chief Engineer's Office at Ottawa, after 1st January next, at which time plans and profiles will be open for inspection at the latter office.

This timely notice is given with a view to giving Contractors an opportunity of visiting and examining the ground during the fine season and before the winter sets in.

Mr. Marcus Smith, who is in charge at the office at New Westminster, is instructed to give contractors all the information in his power.
No tender will be entertained unless on one of the printed forms, addressed to F. Braun, Esq., Secretary Department of Railways and Canals, and marked "Tender for C. P. R."

F. BRAUN, Secretary
Dept. of Railways and Canals, }
Ottawa, Oct. 24, 1881. } oc 31 121 saw

FISH MARKET, Grafton Street.

RECEIVED TO DAY, per sch "Hudson," from Boston,—

250 brls choice Family Flour,
150 " " Cornmeal,
50 boxes Raisins,
40 brls Kerosene Oil,
15 brls Cranberries (Cape Cod),
10 brls Bunker Hill Pickles, in bulk,
And a large stock of Groceries to arrive in a few days.

—:—

In addition to the present large stock of Fish: 50 barrels Labrador Herring, 200 boxes Sealed Herring, Barrels Salmon, Trout, Cod Sounds, Finnan Haddies, etc., for sale at lowest cash prices, at the Fish Market, Grafton St.

J. H. MYRICK,
Ch'town, Nov. 1, 1881. eod

TO LET.

THE BRICK HOUSE adjoining the residence of Mr. ARCHD KENNEDY, Water Street; also the premises adjoining, lately occupied by the "Examiner Printing Co.," Apply to the owner.

JOHN INGS,
Ch'town, Sept. 7, 1881

Herring. Herring.

100 bbls. Extra Fat No. 1, equal to Yarmouth Bloaters
100 quintals Codfish,
100 do. Hake,
12 casks Cod Oil,
300 Mackerel Barrels (good stock),
1,000 bushels Fishing Salt.
On hand, a full supply of Cotton Duck, Bolt Rope, Hemp and Manila Cordage, Lines and Twines, Paints and Oils.

DAVID SMALL,
Queen's Wharf, Sept. 10, 1881.

Bank of P. E. Island.

BANK OF P. E. ISLAND NOTES taken at their face in exchange for Dry Goods, at the London House.
GEO. DAVIES & CO.
Dec. 7, '81.

BANK OF P. E. ISLAND.

BANK OF P. E. ISLAND NOTES taken at their face for Goods or in payment of Bills, at
BOREHAM'S BOOT STORE,
Nov. 29—41

Vennor's Predictions!

Big Storms Anticipated!

Stovepipe. Stovepipe.

If you want your STOVES attended to, leave your orders with C. F. HARRIS, I guarantee

Promptness and a Boss Job,
C. F. HARRIS,
Upper Queen Street,
oct 28, '81]

DAVIDS' COMBINED

WRITING & COPYING FLUID,

AND

CHEMICAL WRITING FLUID,

Are the Best Inks manufactured.

TRY THEM.

FOR SALE BY ALL STATIONERS,

WHOLESALE.

BUCKLEY & ALLEN,

HALIFAX, N. S.

1882.

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ILLUSTRATED.

"Always varied, always good, always improving."
—CHARLES FRANCIS ADAMS, JR.

Harper's Magazine, the most popular illustrated periodical in the world, begins its sixty-fourth volume with the December Number. It represents what is best in American literature and art; and its marked success in England—where it has already a circulation larger than that of any English magazine of the same class—has brought into its service the most eminent writers and artists of Great Britain. The forthcoming volumes for 1882 will in every respect surpass their predecessors.

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HARPER'S WEEKLY..... 4 00
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The THREE above publications..... 10 00
Any TWO above named..... 7 00
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HARPER'S MAGAZINE..... 5 00
HARPER'S YOUNG PEOPLE..... 5 00
HARPER'S FRANKLIN SQUARE LIBRARY,
One Year (62 Numbers)..... 10 00
Postage Free to all subscribers in the United States or Canada.

The volumes of the "Magazine" begin with the Numbers for June and December of each year. When no time is specified, it will be understood that the subscriber wishes to begin with the current Number.

A complete set of "Harper's Magazine," comprising 63 Volumes, in neat cloth binding, will be sent by express, freight at expense of purchaser, on receipt of \$2.25 per volume. Single volumes, by mail, post-paid, \$3.00. Cloth cases, for binding, 50 cents, by mail, post-paid.

Index to "Harper's Magazine," Alphabetical, Analytical, and Classified, for Volumes 1 to 60, inclusive, from June, 1850, to June, 1880, one vol., 8vo, Cloth, \$4.00. Remittances should be made by Post-Office Money Order or Draft, to avoid chance of loss.

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Harper's Weekly stands at the head of American illustrated weekly journals. By its important position in politics, its admirable illustrations, its carefully chosen serials, short stories, sketches, and poems, contributed by the foremost artists and authors of the day, it carries instruction and entertainment to thousands of American homes.

It will always be the aim of the publishers to make Harper's Weekly the most popular and attractive family newspaper in the world.

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The last Twelve Annual Volumes of HARPER'S WEEKLY in neat cloth binding, will be sent by mail, postage paid or by express, free of expense (provided the freight does not exceed one dollar per volume), for \$7.00 each.

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BY ALL DEALERS THROUGHOUT THE WORLD.

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We continue to act as Solicitors for Patents Caveats, Trade Marks, Copyrights, etc., for the United States, Canada, Cuba, England, France, Germany, etc. We have had thirty-five years experience.

Patents obtained through us are noticed in the SCIENTIFIC AMERICAN. This large and splendid illustrated weekly paper, \$3.20 a year, shows the Progress of Science, is very interesting, and has an enormous circulation. Address MUNN & CO., Patent Solicitors, Publishers of SCIENTIFIC AMERICAN, 37 Park Row, New York. Hand-book about Patents sent free. [de 13

Benj. F. Grafton, STORY P. LADD,
HALBERT E. PAINE,
Late Commissioner of Patents.

PATENTS!

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Attorneys-at-Law and Solicitors of American and Foreign Patents.

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