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The wisest man is the one who sees furthest ahead, who buys now what people are going to want later. These are the successful ones. The few buy things when they are cheap. The many wait until they are dear.

We are offering the Stock of the above Company and will gladly give full details on application.
Write now while you are thinking about it.

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WHAT RECIPROCITY MEANS TO MARITIME PROVINCES

Prince Edward Island Dealer in Farm Products Gives a Common Sense Talk on the Subject--Great Opportunity for the Farmers to better their Conditions--Some Figures that Tell the Story

At the Liberal Convention in Queens County, P. E. I., Mr. Nelson Rattenbury, President of the Queen's County Liberal Association occupied the chair, and delivered a lengthy address dealing in the main with the Reciprocity agreement. Mr. Rattenbury is an enthusiastic advocate of Reciprocity, his long business experience making him fully aware of its great benefits to the country at large. For many years he has been engaged in handling farm products, and has a wide experience of markets. Anything he says on the subject should have great weight with the farmers.

He said that the Americans evidently want the products of our farmers as they have swept off the duties from potatoes, oats, barley, hay, straw, cheese, butter, cream, horses, lambs and poultry. All the above the Island farmers have in abundance for sale and for much of which the present market is small and insufficient. They can run into the great American market absolutely free.

Mr. Rattenbury pointed out that P. E. I., dairy exports to the States had increased during the past year from eight hundred thousand dollars to two million dollars. He said that the Reciprocity agreement opened to the Island farmers for cream, butter milk and cheese alone a market of ten million consumers in and around Boston and New York. If we had Reciprocity today we would ship butter to the States at a profit of a dollar per tub and on a basis of twenty-six cents per pound. It is the opinion of the Montreal butter merchants that prices in the New York markets will rise to thirty cents in the coming winter.

WHAT IT MEANS IN HAY

The Agricultural Department estimates the Island hay crop at six hundred thousand tons valued at four million eight hundred thousand dollars for the year 1910. If Reciprocity had been in force, the value would at least have been seven million dollars.

"What did our farmers get out of last year's hay crop?" said Mr. Rattenbury. Very little indeed. From that crop they could have sold one hundred thousand tons. We had no market for this hay. Twenty thousand tons will swamp our available markets. The hay was sold pressed at eight dollars a ton and when the pressing and the labor was taken into account that price could not net the farmer a profit.

Mr. Rattenbury contended that the limit of the production of American hay had been reached and that they want our hay. No. 1 Timothy was sold in New York at the close of last week at twenty-nine to thirty dollars a ton and No. 2 at twenty-five to twenty-six dollars. Much of our hay would grade No. 1. But if we put in grade two and the business relations with New York were opened up the farmer who gets today nine dollars on the market for press hay would then get eighteen dollars for No. 2. Mr. Rattenbury then discussed at some length the effect of Reciprocity on the potato market. He said:

"Before our farmers opened their cellars last spring, the shortage of potatoes at some points in the Provinces was acute. Potatoes are moved in heated cars on the Mainland and a few cars were brought through. The cost was excessive. As soon as our potatoes were marketed, the outside movement practically ceased in the Provinces.

And what are the facts about potatoes? Why first we are world famous for the quality of our Potatoes as well as for the extraordinary yield under good conditions per acre. The census of 1881 gives our production at 7,000,000 bushels. In 1901, at 5,000,000 bushels. For 11 years 1881 to 1891, we shipped to the United States 7,000,000 of bushels in one year 1888 we shipped 1,200,000. And I wish to call your attention to this fact because it shows that reciprocity means greatly more to us than to the other Provinces of the Dominion that against our 7,000,000 of bushels all Canada excluding the Island only shipped nineteen million bushels or 5 bushels per head against our 70 bushels per head of population. The duty against us at that time was 15c per bushel. Then the McKinley Tariff 1890 came in force and advanced the rate to 25c per bushel. What followed. Why Gentlemen! something followed that will surprise you and

indicates the extraordinary vitality of the Prince Edward Island potato business. The first year of McKinley Tariff.

1891 we sent to the States 1,029,507 bushels.

1892 we sent to the States 85,820 bushels.

1893 we sent to the States 628,854 bushels.

1894 we sent to the States 300,243 bushels.

1895 we sent to the States 378,096 bushels.

1896 we sent to the States 125,269 bushels.

1897 we sent to the States 150,912 bushels.

1898 we sent to the States 358,113 bushels.

Total--3,146,614 bushels.

Or an average yearly shipment of 400,000 bushels. The value entered at the Customs House here was \$875,000 or in round figures the average price paid to our farmers was 25c. per bushel. Dealers then paid our farmers during these years 25c. per bushel for potatoes, shipped them to the United States and paid the American Government 25c. per bushel and sold in Boston and New York at a profit.

\$100,000 A YEAR MORE

Now if the agreement had been in force during these years the 25 cents per bushel paid the American Government might as well have been paid our farmers, with what results that you would be in pocket \$100,000 yearly or \$800,000 during the eight years we are considering. But if under a 25c. tariff we shipped 400,000 bushels yearly and under a 15c. tariff 700,000 bushels yearly what we will do under absolutely free trade to us only and all other countries paying 25c. per bushel as now. Under old conditions we shipped a million in 1886, 1888 and 1891. Surely under new conditions we can count on a million bushels yearly into the farmers' pockets. This item alone on a basis of 15,000 farmers in the Province should bring \$150 into each farmers pocket each year.

"I have no time to more than mention horses on which \$30 each is taken off, on lambs on which 75c. each is taken off, and of which you sent 22,000 to the States last year. The poultry, oats, eggs, fish and other items which make up the free list, will all work out in actual shipment results such as we note in the shipments of hay, potatoes and dairy products. I see a time of great prosperity for this Province under the agreement. Much has been said of late about boys leaving the farms. Some blame the schools, other theories are advanced. Boys will not work for nothing and find their own tools and the reason boys left the farm years ago holds good today. An American farm lad who sees hay going out at \$25 per ton you could not drive from the farm, but an Island boy who sees his time wasted on \$8.00 hay you cannot hold at all."

BLOOMFIELD NOTES

Bloomfield Ridge, Aug. 25--Mr. Walter A. Calhoun has been laid up for a month with a felon on his thumb. Dr. Sterling is in attendance.

Misses Agnes McLellan and Annie R. McRae visited Fredericton during the past week.

Mr. and Mrs. Harold Simonds are visiting his parents Mr. and Mrs. Smith.

Mr. Raymond McDonald of Campbell Settlement left by the I. C. R. this week enroute to Boston, Mass. Mr. McDonald's friends while they will regret his departure will wish him success in his new home.

A pleasant house warming and dance was held on Friday evening at the home of Mr. and Mrs. Alex R. Norrad, Mr. and Mrs. Norrad received many valuable presents.

BLJOU TODAY.

The Trapper's Daughter; this interesting drama shows the true nature of the North American Indian and the conditions that exist in Alaska. The best Vitagraph shown in this city. The lucky numbers were 159 and 343. Two more numbers drawn at 8.30 tonight.

HOUSE-BOAT TO-LET

Houseboat to rent for the balance of the season or for any part of it. For use in the vicinity of Fredericton. Contains sleeping accommodation for six persons. For terms apply to B. C. FOSTER or GEORGE A. INCH.

ZAM-BUK CURES SUNBURN

Neglect of a sunburn on face, arm or neck often leads to the after growth of skin which is freckled or coarse; and this particularly distressing to ladies. Timely application of Zam-Buk Soap will prevent this. Zam-Buk is a herbal balm, which soothes and cools the burned skin, and assists nature to replace the damaged tissue with soft, velvety skin. Zam-Buk Soap is especially made for tender skins.

Zam-Buk is also good for stings, scratches, heat sores, blisters on hands or feet, and all skin injuries. Applied to these it quickly stops the smarting, and ensures quick healing. As it is free from animal fat, and mineral coloring matter, it is particularly suited to the delicate skin of babies suffering from heat rashes, chafed places, etc. Sold everywhere by druggists and store-keepers. Zam-Buk 50c. box. Zam-Buk Soap 25c. tablet, or box of 3 for 70c.

BURTT'S CORNER

Burtt's Corner, Aug. 22--At Burtt's Corner after a lingering illness Mrs. George Howland passed peacefully away at the residence of her son W. H. Lawrence. She deceased was in her 86th year. She had lived to see the fifth generation. In this life the Baptist Church lost a valued member and friend being an active member for sixty years. Her aged husband, two sisters, two brothers and one son survive her. Her two sisters are Mrs. Jemima Brackitt of Bangor, Me., and Mrs. Rebecca Jones of Burtt's Corner, her brothers are Benjamin Burtt of Millville and Israel Burtt of Burtt's Corner. The funeral service was conducted by Rev. L. A. Fenwick of Keewick. Interment was made at Burtt's Corner. Gone but not forgotten.

Mr. and Mrs. W. R. Lawrence and son of Somerville, Mass., who have been spending the summer with B. Lawrence, returned by auto last week. They enjoyed the embracing New Brunswick air and would locate here if a suitable residence could be had.

Rev. Mr. Cooke, pastor of the Baptist church has been ill for the last few weeks. The community is sorry to hear that he intends leaving in a short time for Nova Scotia. All join in wishing him a speedy recovery.

Misses Effie Flewelling and Elissa Sheppard have returned from a few months stay in St. Stephen.

Mr. and Mrs. Theodore Jules, of Woodstock are visiting her sister Mrs. Wm. Jewett.

Mrs. Wm. Pugh has returned from Lawrence, Mass., having spent the summer pleasantly with her daughter, Mrs. Lowling.

Mr. and Mrs. J. M. McKenize, of Lowell, Mass., enjoyed a pleasant summer on the Keewick with Mr. John Pugh, her father.

Miss Majorie Macdonald is spending a few days with Miss Myrtle Lawrence and friends. Miss Macdonald expects to teach at Minto, Sunday Co. She taught the last year at Burtt's Corner and it is heard that with regret that she has severed her connection with this school. We wish her every success in her work. All are glad to hear her only brother, Allan of Vancouver, is slowly recovering after his serious illness. It is hoped that he will be able to leave the hospital in a few days.

Burtt's Corner is on the building list this year. J. H. Wilson is erecting a new house on Main Street.

Mr. Fenwick Thompson of Fredericton spent his holidays with Beverly Lawrence.

Miss Pearl Palmer of Millville has been visiting her friend Miss Lawrence.

Miss Dora Macdonald of St. Mary's spent the week end with relatives.

The Baptist Church intends having their picnic on Thursday, Aug. 30.

The schools will open Monday with Miss Burden and Miss Pickard as teachers.

Mr. and Mrs. Hedley Sloat of Aroostook are visiting Mr. and Mrs. J. W. Jones.

Frank White of A. Murray & Co., Fredericton, spent the week end here.

Mrs. Oliver and son, Harvey, are visiting Mr. and Mrs. Alonzo Jones.

CANADIAN PACIFIC

Farm Laborers Excursion

THE DATE **AUG. 25**

Rates From Fredericton

Going, - - - \$12.00

Returning, - - - \$18.00

Further particulars on application to local agent.

W. B. Howard, D. P. A., C. P. R., St. John, N. B.

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- - OF THE - -

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Upwards of Three Hundred Ladies' Tailored and Fancy Waists, manufacturer's Samples at practically give away prices.

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When you see them you won't stop at buying one, you'll have more. **Come as Early as you can**

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The Best Place to Buy Raincoats.

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FIGURING ON HEAT

for many new customers this season. Many for whom we have installed STEAM HOT WATER AND WARM AIR HEATING APPARATUS have been well enough pleased with the quality of our work to highly recommend us to their friends. Still have time to give attention to more orders, and would like to submit estimates to those who want good work at moderate prices.

D. J. SHEA, HEATING AND PLUMBING

Exhibition Opens September 16th

We Have COTS FOR SALE and TO HIRE. We have STEEL FRAME COUCH BEDS, a couch or cosy corner in the day-time, a comfortable double bed at night. We have the latest Line of IRON BEDS in the city. We have Low-Priced BUREAUS in the various finishes, Golden Oak, Surface Oak, Mahogany, White Enamel. We have WASHSTANDS and COMMODOES.

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What We Give in Exchange White Cotton, 5 to 15c per yd; Gingham, 8 to 15c per yd; Muslins, 6 to 20c per yd; Dress Goods 25 to 75c per yd; Towelling, 8 to 15c per yd; For Ladies, Shirt Waists, Linen Dress Suits, \$5.50; Wrappers, \$1.00 to \$1.35; Elastic belts, 23 to 50c; Collars, Combs, Corsets, Underwear, Skirts, Kid Gloves, Cashmere Hose, Cotton Hose in Black, Pink, White, Green, Blue, Tan; Millinery, Flowers, Ribbons. For Men and Boys, Overalls, Pants, Cashmere Sox, Cotton Sox, Collars, Ties, Hewson Tweeds, 50 to 85c per yd;

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