THE CHARLOTTETOWN GUARDIAN

Morning Daily (founded 1887). $4.00 per year (Delivered) in advance; $3.00 per year (Mailed) in advance in Canada, and $3.50 for U. S. A.
Head Office at Charlottetown, Branch Office at Summerside, Alberton Souris and Montague.

President—Major A. A. Bartlett

Editor and Publisher: J. R. Burnett. Associate Editor D. K. Currie

FRIDAY, JANUARY 17th, 1919

DEVELOPING INDUSTRIES

The discussion preliminary to the organization of an Industrial Promotion Committee, reported in yesterday's Guardian, brought out many points which deserve to be emphasized. One of these was the need of encouraging new industries. A story was told of the establishment here a few years ago of an industry which grew from a capital of less than a thousand dollars to an output last year of $40,000, a trade that has outgrown the province and is now successfully competing with old established industries in the neighboring provinces. This modest business developed quietly by sheer pluck and the production of honest goods which simply conquered the market. It is destined to make still greater strides in the future for it is now firmly established, is making good money and is determined to succeed. How much larger it might have been by now, had it met with some encouragement at first, we cannot know but there can be no doubt that its growth would have been more rapid in the sunshine of the good will and encouragement of those in a position to handle its product but who, perhaps through want of faith, preferred to deal with outside houses.

Home industries, of whatever kind they may be, need the influence of home help, home encouragement, home patronage.

Our industries are not many. Apart from those that cater to the local trade we have but few that draw their patronage from outside the province. We manufacture steam and gasoline engines which have proved their merit and are known practically all over the world. It is the duty of every person in the province to boost them, to buy them in preference to any other make, to shout for them wherever possible at home or abroad.

We have a broom factory that has grown from a small beginning to a thriving business that supplies not only our own province but has a large trade in our sister provinces. These also we should boom in preference to any other make. Our merchants by stocking up with them and our people by asking for them would add an impetus to this business that in a very short time would double its present output, employ many more hands and be a revenue producer for the city as well as for its owner.

We need to boost home trade, home products, home manufactures; we need to interest ourselves in seeing to it that all home products are of such a quality as will compel patronage and when we find them so boost them for all they are worth.

OUR NOISES

We are supposed to have learned much from the war, much from our manner of conducting it, much from the causes which led to it and much from what we have won by it. Looking back over the whole turmoil and excitement and crime the thing after all that looms biggest is the littleness of human effort.

For four and a half years all that the accumulated scientific discoveries of sixty centuries, all that human ingenuity trained to the minute could muster has been utilized by the most highly educated nations in the world for the sole purpose of killing each other; yet a little epidemic of influenza, coming silently, no one knew whence killed more people in six months than were killed during our four and a half years of war.

When the nations were locked in a life and death struggle that shook the half of two continents we looked upon it as the most colossal tragedy in human history; yet greater tragedies have at intervals swept silently over continents and cities and communities since time began.

We have built towers of Babel to the heavens and they have fallen about our ears like houses of cards and we did not even know where the destructive forces came from. We have built universities and laboratories for the study of human diseases, have learned the intricacies and the functions of the human body and crowned ourselves with titles to prove the extent of our knowledge; yet a breeze of wind brings a mysterious something that our knowledge had never touched and we die.

After all we are a poor lot. We have been impressed by our own noises and our own efforts. We have made a noise in Europe that shook the earth and yet in the final analysis, the warring factions which have been momentarily disturbed and distracted will settle back to sanity and progress not at the dictation of our noises but impelled by the silent forces that are mysteriously shaping human destiny.

Your Problems Solved

BY REV. T.S.LINSCOTT,D.D

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Dr. Linscott, in this column will help you solve your heart problems religious, natural, social, financial, and every other anxious care that perplexes you. If a personal answer is required, enclose a five cent stamp. No names will be published; if you perfer, sign your initials only, or use a pseudonym.

AUTHORITY ON ADVERTISING: "One who would like to know" asks "who made you an authority on advertising?" I make no claim to authority, although I have been in charge of a business for many years, which is kept up by advertising; we spend thousands of dollars annually to keep our business before the public. I am a student of advertising and know a little about it. I am therefore able to help business men on this most vital subject. If we were to quit advertising we should have to close up shop, and the same is true of most business houses.

"ANXIOUS TO PREACH:" asks me "how he should know whether it is his duty to preach?" It is the duty of every Christain to make known the gospel, to preach it privately, and publicly if he has the ability and the opportunity. This the universal claim which God makes of all Christains. Whether you should devote yourself exclusively to preaching is a matter which you can only settle with God. Even though there is not much money in the ministry it has a facination which is akin to pride, so beware!

UNREASONABLE QUESTIONS: "Miss Jennie D." writes as follows:—"How long am I going to stay in the place that I am in? Am I going to get married and what is the fellow's name? Does he love me? What year am I going to get married in? Am I going to do well? Is my brother coming home? Is my brother going to get married? Will I have a home of my own? Tell me what he works at? I have the above letter published as a sample of many similar unreasonable requests which I receive. I am not a mind reader, nor a fortune teller, nor a prophet, nor a faker of any kind. The nature of the problem which I promise to attempt to solve are indicated at the head of this column. If Miss Jennie D. will comit her life to Devine guidance and will become a young woman of prayer and faith she will receive rest to her soul about the matters which she has mentioned and all other matters.

"QUITTERS" SUCEED NO BETTER.—In classified advertising than in other lines of effort. The "try-it-once" man sometimes wins, of course—but, often failing, he ascribes the fault to the method used. If he wants to sell real estate, and one insertion of a classsified ad does not do the work he decides that classified advertising does not pay. The persistent man keeps at it and wins.

HOW THE DIFFERENT NATIONS WILL BE REPRESENTED

PARIS Jan. 16.—Brazil has been given three representatives at the peace conference; Belgium, Serbia, Greece, Poland, Czecho Slavia, Rumania and China, were assigned two representatives each; Portugal and the states which merely broke off diplomatic relations with Germany were given one delegate each. Brazil owes her treatment to her historic position as a former Empire and her population of more than twenty millions which worked against placing her secondary to nations much less peopled.

Premier Arsenault Deals With Important Questions

Continued from page one

There is likely to be a tide of immigration this way from the Old Country as the result of the advertising given this country by our boys "over there." Our duty is to see that openings are made for these men.

Rev. Dr. Gauthier said he had the honor to be one of the charter members of the "Parliament of Farmers" —the "Canadian Farm Products." He said there had been much talk of co-operation and he had tried to preach that gospel from every platform. Our basic industry is agriculture and the motto for today of farmers should be a better product and more product. Referring to the question of Education he said it was a lamentable fact that hundreds of teachers are going West. The best women of our island are leaving us and here we are wanting our soldiers to stay here. There was something not right about this. Dr. Gauthier said there was just one way to solve the education problem in this Province and that way was for the Government to put on a direct educational tax and to see that this money is spent on education. (Applause.) There, you see, said Dr. Gauthier, turning to the Premier, the members of the "Parliament of Farmers" comprising the most intellectual body of men on this Island approve that idea, they're willing to pay! (Cries of Hear, Hear!) Dr. Gauthier said there was no use waiting for Government supplements and deprecated the granting of permits to little girls who he said should be in school themselves. The speaker emphasised the need of every islander being a booster. Let us co operate, said he, to make this, the finest Province in Canada, a better place than ever it was for our boys to live in. Are they, he asked, going to enjoy the fruit of their victory Are we going to deny them the justice they fought and bled for? The home fires must be kept still burning. We must be a united people,do away with some species of Kaiserism existing among us. It matters not what blood we have in our veins as long as it is good red blood. Old time differences of nationalities and even creed must not stand in our way. Let the glad hand of fellowship be freely extended among us.

Mayor Wright on behalf of the citizens heartily welcome the farmers to the city. From his standpoint, he said, a city could not exist without agricultural support, and the success of the agriculturists depends largely on the demand from the city for the farmers' products. He referred to the movement inaugurated for the starting of new industries and impressed the fact that any such started by the city residents promotes the rural interests as well and needs the backing of the farmers. Instead of putting their money in the savings bank he urged them to invest it in such industries or institutions as will make it possible for our boys to remain at home instead of going abroad to build up other places. To be patriotic in a right sense he thought that the towns in their own territory should not be passed in preference to the big trusts abroad known as the mail order houses.

Mr. J. W. Mitchell of the Dairy Division, Ottawa was the last speaker and spoke at some length on Agricultural education and dairying. He said that P. E. Island is known far and wide as the Garden of the Gulf, but more recently it had been called "the Denmark of Canada," and he used this as a sort of text. He said many things could be learned from Denmark, the conditions between that country and this Province being largely similar.

Denmark, he said, has an area seven times that of P. E. Island but their land is not nearly so good. Their population is considerably more than that of the three Maritime Provinces and their three main exports were the same as ours, butter, bacon and eggs. Education and co-operation was the keynote of the Danes' success. Though the Huns had filched their two best provinces, Schleswig and Holstein years ago it did not daunt them—it was after that they did their best work. Their butter which had been notoriously bad is now the best in the world. They had established a great dairy school at Copenhagen and one of the first things done was to improve their butter. They sent experts to Britain to find out the market conditions and this was one very important factor in their success. Then they started scoring contests. To know how to grade was very important. This had built up our Egg trade and if we work on the same lines in dairying as in the Egg trade success will follow. He thought that a large central creamery in this Province should prove very advantageous.

The final meeting of the Egg and Poultry Association was held yesterday morning. It was a splendid meeting and enthusiasm ran high over the great success attending the year's operations and votes of thanks and appreciation were handed out in profusion to all concerned with that success.

There was considerable discussion on a resolution with regard to the collateral and the relation of the old organization to the new one,—the Canadian Form Products.

It was moved by Malcolm D. McDonald, seconded by Edward Bulpit that the collateral this year be placed year be in proportion to the amoun of business done last year by each Circle, the new members being asked to give a collateral of $30 each.

An amendment moved by Rev. J. J. McDonald, seconded by W. Neil, that the collateral this year be placed at $30 per member, was passed, the other motion being defeated.

On motion of M. J. Kelly, seconded by John Myers, it was decided to appoint an organizing committee to assist the management in organizing local branches. The selection of that committee was left to the management.

On motion of C. B. Clay, seconded by D. Wallace Clay, it was resolve that freight rates be equalized.

Owing to the laws of their church Catholic clergymen are debarred from acting as directors of any mercantile concern. Accordingly, Rev. Dr. Gauthier, P. D. Arsenault and Rev. J. J. McDonald requested that they should be allowed to retire from the directorate. They declared that they would be ready to assist in any co operative movement, and give any advice where required.

An animated discussion took place on the following resoluaion moved by Gauthier, seconded by Percy Tredewick, and supported by Edgar Geddings, Rev. J. C. Martin and others. RESOLVED:—That this Association places itself on record as deploring deeply the present crisis in the condition of our schools, owing to the despicably small salaries paid to our teachers, and that as a remedy they approve strongly of an educational tax to be levied directly on the people by the Provincial Government, said tax to be sufficient to raise the present salaries of our teachers, to what they should be, namely, a living wage.

FURTHER RESOLVED:—That we ask the Opposition to concur and co-operate with the Government in anything they may do in this direction."

On motion of M. J. Riley, seconded by George Myers, a resolution was passed requesting the Federal Government to remove as soon as possible the handicap under which the farmers have labored with regard to railway transportation, and ask to have the gauge widened at the earliest possible moment and a sufficient number of cars provided to handle the increased production.

Officers were elected as follows:—
President — John E. Sinclair, M.P.
1st Vice — E. Bulpit, Roseneath.
2nd Vice — B. R. Brown, York.
3rd Vice — Horace Wright, Bedeque.
4th Vice—J. B. Millman, Long River.
Directors — (Queen's County) John E. Sinclair, M. P., J. B. Millman B. R. Brown, David McDonald.
Prince County— Horace Wright, J. D. McLellan, Jos. M. Aucoin.
King's County — Edgar Bulpit, Preston Campbell, Percy LeLacheur.

At the previous afternoon's session Mr. George Lightizer, the Business Manager submitted his report which showed a profit of $36,000 on the work of the year.

On motion of Mr. Albert Schurman of Bedeque, seconded by Mr. J. Bradford Millman of Long River it was decided that in the future copes of the financial statement, be sent to each Circle before the annual meeting.

Rev. Dr. Gauthier spoke of the remarkable growth of the Association and of its merging into the larger organization of the Canadian Farm Products. Egg circles will henceforth be but one branch of the business, it was stated that there are 400 members now on the roll. This should increase to 4,000. He stated that the new organization, the Canadian Farm Products, which is an improvement over the great co-operative systems of Denmark, will be a model for the rest of Canada. The Association, he said, had taken over the Farmers Co-operative store in Charlottetown. The improvement in quality of products was one of the great results of co-operation.

Rev. Dr. Monaghan spoke of the need of educating the less enthusiastic members of the Egg Circles to the benefit of co-operation. Keeping back a little of the money due for eggs each month, until the end of the year is being resented by the poorer members. Some system should be devised whereby the rich man can finance the poor man.

Mr. Theodore Ross spoke of what was proposed by the farmers of the Bedeque District along the lines of co-operation. They were prepared for instance to give a substantial order for feeds.

Major Linkletter referred to complaints of patrons about back pay.

Mr. Kerr said that irregular payments largely depend on the management of the circles, and he said that in one district where a leeway of two weeks was allowed between collection and payment, there had been no compliants.

Mr. Peter Brodie said that the price paid for eggs handled through the circles compared more than favorably with that paid by the stores.

Mr. W. H. Hogan, Hope River, emphasized the need of using the press more than now to educate the farmers as to benefits of co-operation. There should be more advertising space taken in the newspapers.

Daily Selections For Guardian Readers

Furnished by W. S. Louson

ONE DAY AT A TIME.

"As thy day so shall thy strength be." If only we could learn to live one day at a time; how much happier and more eficient we should be.

Any of us can carry the cares of just one day. But when to the burden of today we wilfully add the loads of those two awful eternities—Yesterday and Tomorrow — like Christain in "Pilgrim's Progress" we run with great difficulty. The experiences of a day are usually tolerable.

As for the bundle containing remorse for the happenings of yesterday and the dread of what may befall to-morrow, we should follow the example of Christain, loose it from our shoulders and leave it at the mouth of the sepulchre.

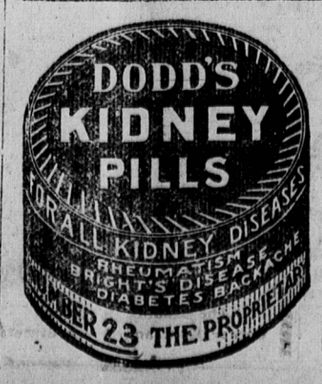
I expect to pass through this world but once.

Any good thing therefore that I can do or any kindness I can show to any human being, let me do it now.

Let me not neglect or defer it, for I shall not pass this way again.

We are all travellers that throng 'a thorny road together,
And if some pilgrim not so strong
As I, but footsore, do me wrong,
I'll make excuse—the way is long,
And stormy is the weather.

—Fitz Hugh Ludlow.



REGISTERED SEED GRAIN

Sir:—An amendment was made to the regulations of the Canadian Seed Growers' Association at the last annual meeting at Ottawa, August 1918, whereby it is permissible to register the immediate progeny of first or second generation registered seed, no matter by whom grown, providing the growing crop has been inspected properly and the seed harvested is up to the standards of purity, germination and quality set by the Association. There may also be registered under similar conditions, the immediate progeny of registered seed produced by recoginized experts located at Experimental Stations or elsewhere.

This change in the regulations should be a decided encouragement to many farmers to secure sufficient first or second generation registered seed to sow one or two of their best fields; and if the crop comes through alright they will be in a position to secure a decided premium for any seed they may sell.

The advantages of sowing registered seed briefly are:—It is more reliable as regards purity, ability to produce a strong vigorous growth, and freedom from weed seeds; registered seed on the average will produce from three to five bushels more per acre than ordinary unselected seed of the same variety; crops from registered seed ripen more evenly than do those from unselected seed; and grain harvested from first or second generation registered seed may in turn be registered providing it is up to standard

The climatic conditions we have in this Province are very favorable for the production of oats of high quality and strong vitality, and it is seldom that we have an off year. A small number of men here have been engaged in the production of registered Banner oats and have had a ready outlet at good prices for all the seed they could produce. The change in the degulations regarding the registration of seed referred to above makes it possible for more farmers to take up the work and materially increase their profits. Those intending to do this should secure their supply of first or second generation seed early as the amount of this class of seed available in the Province is limited.

I am Sir etc.
J. L. Tennant,
Agricultural Representative.
Summerside.

PRE-INVENTORY

Sale of China

In order to reduce our stock of China before stock-taking we are offering a special discount of

20 p. c. off all our China

This includes not only our complete assortment of fancy pieces but also our stock patterns of LIMOGES AYNSLEY, CROWN DERBY, and NIPPON CHINA.

This sale will only continue for the balance of the present month.

W. W. WELLNER

Danger ever lurks in Man's pathway, and while one may be unusually careful, we cannot always prevent accidents.

It is not only worth while, it is common sense necessity to protect yourself, family, salary, and bank account against the possibility of loss through accident and sickness, especially Spanish Influenza.

Our new "ALL RED" Policy is the most attractive form of Health and Accident Insurance written—up-to-date and a leader in every respect.

Full particulars furnished without charge. Write, call or phone today—tomorrow may be too late.

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HYNDMAN & CO. LIMITED

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3450-1-15Mwf2i.

JUST RECEIVED

Ladies Stylish Brown Rubbers also Black Cloth Gaiters and Leggings for Ladies an Children.

DON'T OVERLOOK THIS

We have a nice lot of Felt Slippers.
Ladies 90c. Misses and Childrens 69c.

GOFF BROS LIMITED
THE FAMILY BOOT AND SHOE STORE.