

THE CHARLOTTETOWN GUARDIAN

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MONDAY, NOVEMBER 23, 1925

A PROSPEROUS PROVINCE

That this province is prosperous no one can doubt who drives through the country or who at this season of the year visits our shipping points. We produce on an average, when prices are normal, a ten million dollar crop every year on our farms. Added to this is the revenue from our fox business which runs into several millions yearly and the product of our fisheries supplement the whole by a very considerable sum. Yet we have our vacant farms, relatively not many it is true, but a great deal too many for a country whose every acre is productive. There are several vacant farms here on any one of which a good living could be made and the returns from which would add very materially to the total revenue and wealth of the province. These vacant farms could no doubt be bought at a reasonable price and the poorest of them, by the new and improved method of farming, particularly of potato culture, could be made to produce a sufficient return to pay for the original outlay in two or three years. Of course there is always the uncertainty of a market. This year the failure of the potato crop in the United States and in some parts of central Canada afforded a unique opportunity for our potato growers and gave them a price for their crop which made the business more than ordinarily profitable. This cannot be expected to result every year but there has rarely been a year in which a good crop and profitable prices could not be obtained from any well conducted farm. The big problem for this province is to procure occupants for these vacant farms. We have room for many thousands more people than we have at present and the energies of our people should be directed not only to procure immigrants of a desirable kind but to retain our own sons and daughters who have been brought up on farms and who understand our methods of farming and marketing. We may shut out the mail order houses, we may preach better methods of farming but our great problem is to retain our population. In this lies our prospects for improvement and real betterment.

OUR TRADE

It is encouraging to find that our people generally throughout the Province are taking such a lively interest in the mail order question. Not only our merchants, who might be accused of having an axe to grind, but our farmers, the citizens of our towns and villages, our fishermen, all who are trying to make an honest living and to make Prince Edward Island a good place to live in, are quite convinced that if we are to prosper we must, as far as possible, spend our money at home. If it is true—and from statistics carefully gathered from different sources, there is no reason to doubt it—we are sending from five to eight million dollars a year to outside mail order houses, and if we continue it, we shall in a very short time have starved our merchants and traders out of business and out of the Province. Many have already gone and the Province is the poorer for their going, but we are not yet down and out, and if we become sufficiently patriotic to spend these alienated millions at home we shall find employment at home for the thousands of our young men and women who are every year going abroad to earn a livelihood.

SOLDIER LEGISLATORS.

Mr. MacPhee, recently nominated as the Conservative candidate for whole need not a physician.

Notes By The Way

Queen Alexandra dead! The sad tidings has swiftly followed the report of her illness which was causing deep sorrow and anxiety throughout the British Empire. Next to Queen Victoria of illustrious fame and happy memory, she had been revered and beloved by the British people as a model of all royal virtues. Like Queen Victoria in her day it might be truly said of Alexandra that "a thousand claims to reverence closed in her as Mother, Wife and Queen." In every relation of life she had exemplified those qualities that adorn the highest station.

Queen Alexandra had already lived to a good old age, nearing the end of her 81st year. Like Victoria the Good it was her sad fortune to be left a widow when King Edward died in May, 1910, more than 15 years ago. He had then passed the age of 68 and they had been married 47 happy and eventful years. It is a far call back to 1863 when Edward, Heir Apparent and Prince of Wales, and the Princess Alexandra of Denmark were united in marriage. Never was a warmer welcome given to a royal bride than was extended by the British people to Alexandra.

The feelings of the nation were jubilantly expressed at that time in Tennyson's spirited and happy lines:

Sea-King's daughter from over the sea, Alexandra! Saxon and Norman and Dane are we But all of us Danes in our welcome to thee.

Welcome her, thunders of foot and of fleet! Welcome her, thundering cheer of the street! Welcome her, all things youthful and sweet, Scatter the blossoms under her feet!

The sea-king's daughter, as happy as fair, Blissful bride of a blissful heir, Bride of the heir of the king of the sea— O joy to the people and joy to the throne, Come to us, love us and make us your own!

For Saxon or Dane or Norman we, Tenton or Celt, or whatever we be We are each all Dane in our welcome of thee, Alexandra!

Elderly readers will remember the terrible illness of the Prince of Wales in 1871. His life was almost despaired of but he recovered. In the Church of St. Mary of Magdalene at Sandringham is a beautiful letter given by the Princess Alexandra as a thank offering for his recovery and bearing this inscription: To the glory of God, A thank offering for His mercy, 14 December, 1871. Alexandra.

"When I was in trouble, I called upon the Lord and He heard me."

A seat won by eight votes on a recount by Spotton, Conservative in North Huron, makes the present standing of parties 118 Conservatives, 100 Liberals, 23 Progressives, 2 Labor, 1 Independent and one seat vacant. When Parliament meets on December 10, as is now expected a Liberal or Progressive will be elected to the Speaker's chair. That will make the utmost voting strength of the combined Liberal and Progressive parties in the House, supposing they are all present exactly 122. The combined voting strength of the Conservatives, Labor and Independent would be 121.

With Mackenzie King now defeated and discredited as a leader in his own party, can the full quota of 100 Liberals be counted upon to support the King Government? Some of them believe in the policy of protection. Also there are over 15 of the 23 Progressive members elect who were strenuously opposed and their colleagues were defeated in other ridings by Liberals. Can these members be counted upon all to give a solid support to the King Government? It would be contrary to human nature and almost a miracle if they did so.

Progressives will naturally vote in such a way as will best secure popular favor and help to secure their re-election when the House is again dissolved in the near future. Many of them must see that to give another vote to keep the King Government in power would be pretty sure to lead to their own defeat at the polls. There will be great searchings of heart among these gentlemen before they decide how they shall vote on a want of confidence motion.

That Body of Yours

By James W. Burton, M.D. A THOUGHT ON SLEEP.

A prominent business man consulted a physician because of his inability to sleep. He would awake about four or five o'clock in the morning and find it impossible to get off to sleep again. He was very much worried about it. The physician learned that his patient motored to his office arriving at nine each morning, sat at his desk till one o'clock, had lunch and a smoke and a short doze at the club till two-thirty, returned to his office till five o'clock, and then was motored home. Perhaps once during the week, and Saturday afternoon, he got in nine hours of sleep. Considering the amount of work you do, you are getting all the sleep you need, so I'd forget all about it. If you would walk home each evening you would not playing golf, I believe you would sleep two or three hours longer.

The physician's advice was followed, and the patient not only slept the night through after the walking and golf, but even when he omitted this exercise found that he was sleeping well.

What's the explanation? The exercise tired him, and the extra rest was necessary, but also because the physician had removed an "irritation" from his mind—that is the irritation of feeling that the loss of sleep was a very serious matter.

You know that if you hear an unusual noise, have a pain anywhere in the body, have any disquieting thoughts, that it is almost impossible for you to get to sleep.

And really, as I once said before, a sleep of a few hours for most of us, is all we need, because we are practically resins our bodies all day long.

Lying down with all parts of the body partly bent, takes the tension off all the muscles, and with the tension off, the brain itself relaxes, and sleep comes on.

It is, of course, sometimes a difficult matter to thrust care or worries aside, but this relaxed position with deep breathing, will as someone has humorously remarked "put a lot of sleep out of a job."

Daily Selections FOR Guardian Readers

November 23, 1925. PEACE WITH ALL MEN:—Follow peace with all men, and holiness, without which no man shall see the Lord. Hebrews 12: 14. PRAYER:—We would, O Lord, by Thy grace, exercise ourselves to live as far as possible in peace with all men.

FROM FLANDERS FIELDS TO CALVARY'S HILL. There walks in Flanders Fields at dawn, The Saviour gentle 'mid sleepers wan, As one who met and conquered death; And hope undying in His word, For He Who speaks is King and Lord Of Flanders Fields.

The Lord and King of Flanders Fields, Who holds the key of life and death, Keeps by His power and ever shines Those who in yielding up their breath Trust in His Name, rest in His Word, Redeemer, He, and living Lord, In Flanders Fields.

The crimson flush of Flanders Fields Tells of the blood of sacrifice, From Calvary's Hill it blessing yields, And for all sin it doth suffice, In cleansing power it stands alone, The death that doth indeed atone On Calvary's Hill.

—W. J. Armitage.

Your birthday

NOVEMBER 23.—You are too impetuous, but your brain-power is excellent. Don't be stubborn; listen to both sides of a question. When love comes, cherish it, and never give way to distrust and anger.

Your birth-stone is the topaz, which means fidelity.

Your flower is the chrysanthemum.

Your lucky color is grey.

Coolidge Pledges 'Hands Off' Policy

NEW YORK, Nov. 22.—President Coolidge tonight held out a promise to business that it need fear no interference from his administration so long as it confines itself to legitimate activities. Addressing one thousand New York business executives at the 157th annual banquet of the State Chamber of Commerce he emphasized "the desirability of the largest possible independence between government and business."

Repeatedly during his address the President was applauded, his audience giving approval to his appeal for United States adherence to the World Court. "I can think of no more assuring action," said Mr. Coolidge, "than the declaration of America that it wholeheartedly join with others in the support of the tribunal for the administration of international justice which they have created."

The Public Forum

This column is open for the discussion by correspondents of questions of interest. The Charlottetown Guardian does not necessarily endorse the opinions of correspondents.

BUYING AT HOME.

Sir,—During the past few days there have been appearing in your paper several letters on the above question.

I will deal very briefly with the individual signing himself under the name of "Economy" and will simply say that the statements made are absolutely false. I will leave "Economy" hiding behind the fence throwing bricks at the whole community, while I deal further with this matter. If there is a knot-hole in the fence, he or she might sneak along and "listen in."

With regard to a letter written by Mr. Hughes, he at least, is man enough to write over his own signature, but some of his statements are altogether in error. Supposing we take Mr. Hughes' advice as stated, in the last paragraph of his letter, and buy all our goods from the mail order houses, what will happen? You will eliminate all the retail houses on Prince Edward Island, and this fact would also eliminate the wholesale concerns; would very much reduce insurance employment on our railway; there would not be much need of custom houses, and there would be no newspapers for Mr. Hughes to air his views in. The employees of all these institutions mentioned, and there are a large number, consume a considerable portion of the products grown on the farm, and whatever portion of such products are consumed here, there is no freight to be paid for shipping same out of the Province.

Supposing on the other hand, the merchant buys an article from the manufacturer, costing say \$1.00, and he marks it at \$1.25. This mark up of 25c does not all belong to the merchant. Part of it goes for freight which helps to keep the wheels of our Railway moving; part of it goes to the newspapers, the telegraph, telephone, insurance contributions to charitable institutions, etc., etc.

For town and country, taxes to the local Government, to keep up our roads, to pay for light, coal, rent, and a large portion to the employees of the store all of which are in the interest of the community and if the merchant has five cents on the average left out of the twenty five cents, he is lucky.

The local merchants are not looking for charity, all they want is a fair deal. If their prices are right, and in most cases they are, then I think it is in your interest and mine to patronise our home stores. Come along Mr. Hughes the next time you are in the city visit the dry goods, hardware, grocery and other stores and compare prices and values. If you do so I feel confident that you will buy at home.

I am Sir, etc., GEORGE D. DeBLOIS.

"BUY AT HOME."

Sir,—Some one writing under an assumed name and signing himself, "Economy" in your paper of Nov. 19th, makes the astounding statement that by patronizing mail order houses they can save at least from 20 to 25 per cent. on their purchases. Anyone who is at all familiar with catalogue prices and methods knows that this is absolutely incorrect. It is the aim of every periodical of this kind to set out a few snaps at reduced prices in a way to distract from other lines not so well known. It is also a well known fact that the average buyer will purchase his goods as cheaply at home as in any part of the Dominion. He also makes a statement that the merchants themselves send away for their goods, this is absolutely true, if the consumer could buy direct from the manufacturer; as the merchant is the one who sends away for the goods, it is not possible for the consumer to buy from, for instance if it were at all possible to distribute the merchandise and eliminate the mail order houses and the retailers which are one in the chain of distribution, and that the consumer could buy direct from the manufacturer at the same price as the merchants do, his argument would then have some weight.

All through the ages many other methods of retailing have been tried and have failed in almost every instance. Mail order houses are retailers in the same sense as are our own local merchants. Do not get away with the idea that when you are sending to mail order houses that you are buying your merchandise at the same price as the merchants can buy, our merchants have access to the same factories as the mail order houses both at home and abroad, and are keen buyers who are always on the alert to get the closest possible prices. He claims that by sending our money away that the country would be better off, the opposite is the case, for instance when you send your money away to mail order houses the province has the goods and the mail order houses have the money and by buying at home we have the goods, and the money is here in circulation in our own province.

One Mr. Hughes who claims to be well informed in business methods has enlightened the public on matters of retailing, no doubt he is well qualified. He states that to his own recollection he knows of some men who started in business here forty years ago and boasts today of having dry goods, hardware and warehouses, etc., to the amount of \$80,000. After all there is nothing wonderful about this, is there? Some merchants

Fitting Round Pegs Into Round Holes

Condensed from The American Magazine, (Dec. '24.)

John Monk Saunders.

Do you know that the psychologists are analyzing human beings as a chemist analyzes an unknown substance? You can present yourself at any one of the 50 testing stations over the country for a test which will tell how you rate mentally with millions of other people. You can determine in a two-hour test whether you have any talent for music, or drawing. And if you think you have a "head for mathematics" the psychologists will verify or deny that.

The purpose of it all is to help you find the work you want to do and are most fitted to do. The psychologists aim to make a contribution to human happiness. A misfit can't be content until he finds a job that suits him.

There is a small fee attached to these tests, but the earnings from these stations are turned over to a body of scientists, and devoted to the advancement of science. The testing stations are branches of the Psychological Corporation formed two years ago and headed by Dr. J. McKen Cattell, the "father" of psychological tests and one of the most famous psychologists in the world.

He was recently elected president of the American Association for the Advancement of Science. Dr. James R. Angell, president of Yale, William McDougall, of Harvard, Walter Dill Scott, president of Northwestern, and Edward L. Thorndike, of Columbia, are among the brilliant scholars who became directors in the corporation.

"The stock of the corporation is held by about 170 psychologists active in the work," explained Dr. Cattell, "yet none of the stockholders."

(Continued on Page 5)

make a success and many have failed. Some farmers succeed while others do not meet with the same measure of success.

If Mr. Hughes will refer to some financial statistics, he would find that out of every hundred who embark on a commercial enterprise that 95 are doomed to failure, which only goes to show that the profits in business have not been excessive, for instance one of the mail order houses of which Mr. Hughes refers to boasts that last year their net profits were nine millions of dollars. An impression might be created that these mail order houses are philanthropists and in business purely in the interests of the public.

I would like to know who it is that helped them to pile up this huge surplus on one year's business? I venture the assertion that the percentage of profit made by the average mail order houses is larger than that made by any local retailer.

He also mentions the vacant farms in the province, it is a well known fact that when a man sends his money away he is building some foreign enterprise and giving employment to citizens not of our own province, consequently our boys and our girls instead of obtaining positions at home are compelled to follow the money he is lily sending abroad.

Capt. Read of the Car ferry has a letter in the Guardian Nov. 21st and makes the following statement, that if he could not afford to sell their customers cheaper on account of a big turnover. Capt. Read is as well posted on the costs of turnover in a real business as I would be in guiding the car ferry in a storm in the Straits. For Capt. Read's information and others I may state that several years ago one of the largest publishers in the United States of America sent out a questionnaire to every retail distributor of merchandise in the United States asking them to furnish costs of doing business, detailed as follows, such items as rents, advertising, postage, repairs, telephones, wages, interest, miscellaneous, etc. The result reveals the fact that large concerns doing business up in the millions that it cost them 10 per cent. more in overhead costs than does to a concern doing a moderate turnover of \$150,000 a year.

The trouble is that too many of those even in business are not sufficiently posted on matters of this kind, I will gladly show them to the general Captain or any other person who would like to see them.

Let us try to build up our province by trying to build up the farm and endeavoring to give an honest deal, instead of knocking them, support them, keep your money at home, every dollar spent in the Province means a better wealthier, happier, and a more contented people.

Let us boost this the biggest little Province in the Dominion wherein if a man is willing to work, and apply advanced and scientific methods both to business and farming can make as easy a living for himself and his family here as anywhere else on this continent. Come friends Hughes, Read and others let us boost not knock, let us endeavor to co-operate with each other and create a spirit of public confidence, a spirit that is needed if we are to develop as we ought. 95 per cent. of the merchants of this Province are farmer's sons who are all deeply interested in the development of our Province.

I am, Sir, etc., J. S. JENKINS, M. D.

51 Grafton St., Charlottetown.



THE TWILIGHT HOUR

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"The Island Minstrel"

Some of The Poetical Writings of John LePage, Formerly Third Master of The Central Academy.

Historicus.

In 1867 the 2nd vol. of Mr. LePage's poetical writings was published, and was received and read with much pleasure by the people of that day. We couple the poetical writings with part of his introductory with the view of showing the felicity of his style of writing in prose, which as the reader will see, was of a high order.

The same can be said of other productions in prose in his work. The title which Mr. LePage chose for himself was not considered too high-sounding, nor indeed can it be so regarded even yet. He was "The Island Minstrel" then and can be so regarded still. Our Province has not yet produced one more gifted.

Mr. LePage was a native of the Island and was ever ready with his voice and pen to sing the praises of its sons and daughters, streams and fields. His was not a gloomy style of writing. He was a born optimist and had an intense love for his Island home. This he manifested whenever a favorable occasion offered. So far as we can see he was a liberal minded gentleman and shed his light on the achievements of Islanders without distinction to class or creed. With this hurried comment we revert to the introductory to Vol. 2 viz:

TO THE PUBLIC. In presenting the present little volume for the favorable consideration of the public the writer respectfully tenders his thanks to his numerous patrons for the many instances of kind attention by which he has already been favored.

Many of the pieces in this collection have appeared before, having been struck off in sheets when they were written. Verses composed upon some of the principal events which have transpired in this island and elsewhere since the appearance of the first volume of the Island Minstrel in 1860, are now brought together in a more compact form, and presented to the reading public as samples of home-made verse; and which—flatters himself—if not so fine as some of the imported articles in the rhyming department may nevertheless be considered passable as genuine specimens of Island production.

Hoping that the readers of these pages will be as indulgent as their good nature under the circumstances above detailed will permit, the Author, not without some hope of success, again

"Launches his unpretending rhyme Upon the current of the times— Where Fortune's winds capricious play And hopes are founded every day."

Whether they shall sink or swim must be left to the decision of a discriminating public whose humble servant he professes to be.

JOHN LEPAGE.

In addition to the above quotation in prose the Island Minstrel wrote in masterly style several explanations, introductions, foot-notes in prose which would do credit to any author. But what fascinates us most is his fervent love of Prince Edward Island and his fond hope that her sons would exert themselves to make her prosperous and famous. For this we can never forget him or lose an opportunity of doing honor to his memory.

Mr. LePage wrote many tributes to acts of heroism and attuned his harp to those of P. E. Island with even greater fervor than to the others, as witness his eulogy on the "Shooting at Sussex Vale" where Island boys won all the laurels from Nova Scotia and New Brunswick.

It will be noted that Mr. LePage did not class himself as a poet, but quite a number of his contributions attest that if his verse misadventured being touched with the divine afflatus some of them narrowly escaped that elevation, as can be readily seen in his Night Visit to Parnassus, Spring's Holiday.

Fate of Sir John Franklin and others. At the outset we intended to quote in full his address to P. E. Island, but can only do so partially in this sketch, trusting that the many Islanders who have copies of his work will turn to their libraries for a perusal of vol. 2 at least. It contains rich comment on current local events which are lacking in historical interest. For the present we can only quote the first verse of his

ADDRESS TO PRINCE EDWARD ISLAND. "Prince Edward Isle! fit subject for the lays Of sweeter minstrel; how shall I aspire— As best I may—to celebrate thy praise; Whose praise might well employ the noblest lyre. Land of my birth! I feel the patriot's glow; To thee I'm bound by nature's ties; To thee I feel my warmest wish must flow, 'Till power to wish with human frailty dies. For nearest to my thought while thought remains, Must be thy flowing streams, thy Woods and fertile plains.

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