

### The Best Part of Dinner



is the exhilarating, digestive-helping café noir. Particularly true, when the Coffee used is

#### SEAL BRAND COFFEE

—the fragrant, satisfying, upland-grown Coffee, rich, mellow, nourishing, blended and roasted. In 1/2, 1 and 2-lb. Tins, hermetically sealed. Whole, ground, or FINE-ground (for Tricolours or the ordinary percolators).

"Perfect Coffee—Perfectly Made" free on request. WRITE us for it.

CHASE & SANBORN MONTREAL

### THE CHARLOTTETOWN GUARDIAN

Morning Daily (founded 1887) \$4.00 per year (delivered) in advance; \$3.00 per year (mailed, in advance, in Canada, and \$5.50 for U. S. A.)

J. A. A. Bartlett, President. J. R. Burnett, Editor and Publisher  
D. K. Currie, Associate Editor.

TUESDAY, FEBRUARY 17, 1920.

#### SOME PECULIARITIES.

A moving picture concern is advertising for a manager at a salary of \$25,000 a year. A number of base ball experts receive even higher salaries than this while a slugger who can knock out a prize fighter, or get knocked out by one, receives a yet greater amount than this for an exhibition that lasts only a few minutes.

Recently one of the ablest financiers in Canada, who had spent several years of valuable time as Finance Minister, and successfully steered Canada through a period of financial stress which might easily, under less efficient management, have cost the country untold millions, was obliged to resign his position because he regarded it unfair to himself to work strenuously for \$7,000 when less arduous positions were open to him at a salary ranging anywhere from \$30,000 to \$50,000.

Other instances might be given in which well trained and well educated men receive salaries that are mere bagatelles to that paid for services that are not only unproductive but often extravagant and wasteful or worse.

If a Canadian government were to pay a man like, say Sir Thomas White, to manage its financial affairs a salary comparable to that paid, say, an expert baseball or hockey player, or a Charlie Chaplin, a countrywide howl would be set up that would wreck the government. Yet a \$50,000 salary for a man of Sir Thomas White's ability would be an infinitely more economical transaction than the engagement of a mere politician at the regular salary of \$7,000.

An important point in this connection is that the expert, in whatever calling he may be found, whether in high finance or in high kicking on the campus or on the stage, is worth the salary his services will command. If the financier cannot get his salary from the government he can get it elsewhere and the government and the country are the losers. If a baseball, hockey club or moving picture firm refuses to pay the price then their rival will do so. The expert gets his price, and the concern that pays the price gets the benefit of the expert service.

A feature that is not creditable to the stage of civilization at which we have arrived is the fact that we are more ready to pay our dollars to the expert who amuses us than we are to the expert whose efforts might raise us to a higher moral or intellectual level. We are ready to pay extravagantly for amusement and self indulgence. The expert in this may be a fool or a rogue; it matters nothing so long as he tickles the particular vanity to which we are addicted. As for the others, the experts on better things, well, in our twentieth century mood, we know a little more than they do; the smallest politician among us can criticize the Finance Minister or the Minister of the Gospel and we are able to look after ourselves. Curious, is it not?

#### ANOMALIES OF EXCHANGE.

T. B. Macauley, president of the Sun Life Assurance Company, says that everybody who buys from the Mother Country instead of from the United States at the present time performs a patriotic service, for he helps to improve the value of sterling exchange, and avoids increasing premium on American exchange. The heavy premium on New York funds and the huge discount on sterling funds are, he says, the natural and inevitable result of our purchasing chiefly from the United States, while selling chiefly to Britain.

Mr. Macauley points out that a Canadian merchant who spends \$10,000 is now able to purchase goods in Britain to the value of \$13,900, while in the United States the value of his purchase would only be \$8,333. On the one hand he is penalized by nearly \$1,700, and on the other encouraged by \$3,900. The difference in favor of buying in the Mother Country is \$5,600, or fifty-six per cent.

Mr. Macauley points out that the Canadian Customs Department figures that the pound is still worth \$4.86, and the American dollar worth no more than the Canadian dollar, and that as a consequence when it computes Customs duties it wipes out the tariff preference given the Mother Country, and establishes a Customs preference on American goods over those imported from the Mother Country. To obviate this he says the Customs Department should be ordered to compute sterling at its actual value, and to permit Customs due on invoices from the United States to be paid by drafts on New York, and not by Canadian funds.

As regards the exchange problem in its general aspect, Mr. Macauley says the solution lies in consolidation of the Empire, so that every part shall be developed to its capacity to supply the raw materials, foodstuffs, and other needs of the other parts, and then all the parts, by trading together, will make the Empire and all its members prosperous, populous and commercially independent.

#### EDITORIAL NOTES.

Probably the most effective way by the way, are Canadians. Their to overcome the adverse rate of exchange has been adopted by some Canadian dollar at its face value. It is a small discount for trade and theatrical managers, some of whom,

## FROM Music's Imitation TO Music's Re-Creation



IN 1877 Thomas A. Edison presented the world with a machine that imitated music. It was the original phonograph—still imitated by other manufacturers. THIS small picture is from an actual phonograph taken in July, 1919. It shows Leola Lucey, the musical comedy star, making the EDISON "Official Test" of one of her recordings. She stood beside the NEW EDISON and began to sing her song. Suddenly she stopped and the NEW EDISON sang the song alone. There was no difference between her voice and its RE-CREATION. The recording was passed as an "Official" EDISON RE-CREATION.

### THE NEW EDISON

"THE PHONOGRAPH WITH A SOUL."

What a tribute to Mr. Edison's genius that he should have invented the first crude machine and then perfected the final triumphant instrument. To develop the imitation of music into the Re-Creation of music took him nearly 40 years. Experiments alone on the New Edison cost him three million dollars. Yet the models of the NEW EDISON which you see in our store are within reach of every pocketbook. Hear the NEW EDISON RE-CREATE all the natural beauty of Music at our store. Also hear it in your own home. Call and talk it over.

## A. E. TOOMBS

HOME OF THE NEW EDISON.

#### Daily Selections Guardian Readers

Furnished by W. S. Louson

#### IT'S A COLD, HARD WORLD

Your hair was brown and your eyes were blue  
And oh! you were fair to see,  
But my love was vain, for a girl like you  
Was not for a lad like me.  
I knew that my dreams were hopeless, dear,  
And life seemed dead and dumb,  
For you were the child of a bank cashier  
And I was a plumber's son.

I saw you first when I came to mend  
A leak in your kitchen range,  
And I felt my fluttering pulse ascend  
To a pitch that was new and strange.

I saw you passing my father's shop  
In a wonderful new Spring hat,  
And I thought my hammering heart would stop  
And it almost did—at that.

But caste is a hard and cruel thing  
And only too well I knew  
That the doors of the banker would  
To a plumber swing.

I hid my love in my breaking heart  
While my hair grew gray and thin,  
And the ways we took led far apart  
As I dreamed of what might have been.

And though today I might make you mine—  
For single we both remain—  
The same impassable social line  
Still stretches between us twain.  
For all of my moneyed friends  
You'd sneer  
And whisper, "That isn't done!"  
If the child of a common bank cashier  
Were to marry a plumber's son.

## TO HELP YOU GET ACQUAINTED WITH THE VALUES OF THE TOGGERY

We paid our share of Chevrolet Automobile which will be presented to the one who guesses the nearest to the number of Barleys in a 15 oz. bottle which has been filled by the accountant of the Bank of Nova Scotia.

### Conditions of Contest

Every dollar spent here entitles you to one guess and we are going to try our level best to have the car won from this store.

You will get a receipt for your purchase here, mark your name and guess on it then deposit in a box that will be provided for the purpose we will keep an account of your guesses then send over to Guardian Office for conformation.

## GEO. L. PROWSE

Shoe Values that are Worth While for Men at

### Goff Bros Ltd.

Mens Mahogany calf side blucher with heavy leather slip and fibre sole and rubber heel \$6.60

and everything else in boots, shoes and rubbers for men, women and children from 25c to \$18.50.

Mens Mahogany calf side blucher on a stylish last. Goodyear welt \$6.75

Mens Black Box Kip Bluches on a nice last and a good wearer. \$4.50

Mens Mahogany bal pointed toe. Acme sole. Goodyear welt. \$6.50

Mens Black Calf Blucher leather lined good-year welt, Dry foot sole with double shank. This seasons best offer. \$10.00

## BREAD

"Kent Mills" Flour, makes the finest bread.

"Kent Mills" Flour, makes the most delicious pastry.

"Kent Mills" Flour, has been a prime Maritime Provinces house-keepers for over thirty years.

## PASTRY

CANADA FLOUR MILLS CO., Limited, Chatham, Ontario  
H. FLOWERS & SON, - Maritime Representatives, - Halifax

The refinement and delicacy of the flavor of

### MORSE'S ORANGE PEKOE

makes it especially acceptable to the palate of the sick or convalescent.

His first cup of Tea—MORSE'S

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to inform yourself of the innumerable advantages of Life Insurance. It is probable that you do not know for how small a sum you may, under the Policies of The Great-West Life Assurance Company, place your family beyond the necessity of appealing to the sympathy of others, should the unexpected happen.

Make these enquiries as a matter of business, not sentiment. It is sometimes necessary to remember that while some wives not only fail to urge Insurance upon their husbands, but actively discourage such provision—there is yet to be found the WIDOW who fails to appreciate the advantage of Life Insurance.

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Branch Office Charlottetown

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Managers P. E. I.

### FRED'K HUTH & CO.

Established 1809

12 Tokenhouse Yard

LONDON ENGLAND

## FUR AUCTIONS

Winter Sale Commencing Feb. 2, 1920

Spring Sale Commencing April 26, 1920

Warehouse—

64 Park Street, Southwark, London

HENRY BENNET,

Agent

1123 Broadway

New York

For particulars apply to

E. H. RAYNER,

Summerside,

P. E. Island

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