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day in business.

THE CHARLOTTETOWN GUARDIAN

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IMPORTANT ADDRESS AT MEETING OF RETAILERS ASSN.

Mr. Norman B. Douglass Shows Position of The Retail Merchants Association and Urges Increased Membership

A special meeting of the Retail Merchants Association was held in the Great War Veterans Room last evening for the purpose of meeting Mr. Norman B. Douglass, Secretary and General Manager of the Association. Mr. G. W. Robertson presided and the meeting was addressed by Mr. Douglass as follows:

Mr. Chairman and gentlemen:— It is a great pleasure for me to have the privilege of addressing you on the work of an Association which has as high ideals as could be found in any organization of its kind, but that which may be my pleasure may be your pain, for while it is an honor to have this opportunity, I must tell you that I am not a public speaker and may not be able to deliver the address which you may be expecting, nevertheless in the time allotted to me I will try to give you some idea why this Association was formed, what it has accomplished and why it should be continued, after which with the Chairman's permission we will throw the meeting open for a short time to discuss questions or other matters which you may have in mind or may arise out of my address. If there is anything which comes to your attention, I wish you would be good enough to make a notation of the same, and, if possible at the end of my address if you have any questions to ask I will do my best to answer them.

To deal with each problem which has confronted the Association since its inception, or to take up in detail all the questions of interest relating to the retail trade which have been dealt with would be impossible not only on account of the importance of some of these matters and their effect upon and relationship to other branches of the retail trade, but also because the Association has been organized to take care of the interests of the class of people which they represent, but also the tremendous amount of work connected therewith. Any action taken by any class of individuals today is closely watched by every other class to see that their rights and liberties are not interfered with. It will only be possible at this meeting to deal with this work in a general way trying at the same time to give you sufficient details to make the generally as specific as possible.

Mr. Douglass traced the formation and growth of the Association as follows: In the early times the classes had their leaders. These were later supplemented by advisers, and by a process of development our present system of government has been evolved whereby the will of the people is carried out in trade and commerce and society generally groups of individuals whose efforts either directly or indirectly reflect upon the progress of the defending group. These groups today are known as organizations or associations, unions or combines, in which people represented by the group hope to find legitimate collective protection of their mutual interests. It was with this idea in mind that the Retail Merchants Association of Canada originated over twenty nine years ago in the City of Toronto, first known as a representation of men banded together to protect their mutual interests in the Jewellery Business. Much credit must be given to Mr. Trower who had the foresight to realize that as the Jewellers should be organized, so all other lines of trade should have representation not only in Toronto but in Ontario, thence to Quebec, then to the Western Provinces and finally in the Maritimes, until today you have an organization of retail merchants stretching from coast to coast with mutual interests who are joining themselves together for self-protection of these interests; with ideals and principles, not selfish, not overbearing, not obnoxious, not spiteful, but rather to live and let live, asking only for a legitimate margin of profit for the service rendered to society in the distribution of goods. I might just read for your consideration and approval the Ethics of this Association which, as I said before, are very ideal, but can be accomplished by exercising the proper spirit and taking the correct attitude in the interest of better merchandising.

The Association has been built up on the principle of self-government in conformity with the principles of our Canadian and Provincial Governments. A Dominion office was organized to take care of matters pertaining to the retail trade which affected the whole of Canada and to formulate a general policy for the Association. The Provincial offices were established to take care of Provincial matters and to come in closer touch with the individual and personal requirements of the retailer. Trade sections were organized to deal more specifically with the needs and requirements of special lines of merchandising.

Surely the original idea that man was made for the world has been greatly changed. We certainly now feel that everything was made for man and we take this stand as we go out to overcome even the greatest obstacles of nature. There is one thing sure that The Retail Merchants Association of Canada was organized for man, namely, the retail merchants, and not yet retailers for the Association. This is shown from the objects of the Association as embodied in the Constitution.

Now that we realize why the Association was formed let us proceed to examine our second point. "What has the Association accomplished or what has it done for the Retail Merchants of Canada for which it stands?"

It would not be possible to deal with all the problems which have come to the attention of the Dominion Office, let alone the matters which have been taken care of by the Provincial Offices, under such an extensive system of Association work, but I will try to tell you briefly of some of the specific things which have been done.

At various Conventions it was considered that false advertising was not in the interests of better merchandising. No good business man would resort to this practice to carry on his trade, yet some men of lower principle decided that it was possible to increase the volume of their business and the profits by this means because they probably did not intend to do business permanently in the locality in which they were advertising. Purchasers were disappointed at the quality of the goods which they bought, and when in time the feeling became general and the business started to fall away, the false advertiser would move away to practice his art elsewhere on others of the unsuspecting public who are always looking for what appear to be bargains. In the meantime, the man who has been asking a legitimate price for his goods is supporting the community by his contributions to society which he makes not only in money but in service, payment of taxes, permanent employment of help, etc., has been considerably injured by the decreased volume of business with the same operating expenses. Not only does this kind of advertising injure the legitimate retailer and injure the consumer, but it is against the principles of right thinking people and against the moral of right and wrong, besides indirectly educating the consumer to believe that all business is conducted on the same principle. We opposed this means of trading to fool the public because it was not in the interests of the trade, and were successful in getting the Government to make it a criminal offence to misrepresent goods. We have been seeking amendments to strengthen the Act and hope ultimately to have a permanent officer appointed to see that it is properly administered.

In the matter of the high cost of living we were successful in obtaining the appointment of a Commission to take evidence regarding this question in order that the public might know that this could not be charged to the retail merchant. This Commission published their report which definitely showed the public that merchants were not obtaining more than a legiti-

FOR HANTS, N. S.



HON. EDGAR N. RHODES

Amherst, N. S., former Speaker of the House of Commons and President of the British American Nickel Corporation, has been nominated to contest the constituency of Hants in the forthcoming election in Nova Scotia.

Ex-Judge Will Edit For a Day

CAMDEN, N. J., May 5.—While the police reporters take a 24-hour vacation tomorrow, former Judge John B. Kates will be editor for a day of the Camden Courier.

This unique experiment is the outgrowth of a recent attack on the modern newspaper because it "played up" sensational crime news and failed to give "due prominence to the more constructive phases of life."

I would like to be editor of a paper for just one day," he said. And the management of the Courier immediately offered him the chance and he accepted.

mate margin of profit and that goods could not be sold for less at the time. A Board of Commerce was appointed, and although we requested that retailers should be appointed thereon, the Government did not accede to our request. Soon we found that this Board composed of men who knew little or nothing of the retail business, were unwilling to fix a price at which goods were to be sold. So obviously this became after the investigation and report of the High Cost of Living Commission that in conjunction with the Canadian Manufacturers Association, we issued an injunction against the Board and a test case was carried to the Privy Council of England, who confirmed the attitude which we had taken that the Board had no right to fix prices, with the result that the Act creating the Board was repealed and the Board discontinued.

At one time a turnover tax was proposed and while we realise our responsibility to pay taxes to offset the cost of maintaining public utilities and paying off the public liabilities nevertheless we have always opposed what appeared to us to be a fair taxation upon any class. The man who did a big business on a small margin of profit would be paying considerably more than the man who did a small volume on a larger margin, and this tax could not be properly passed on to the consumer which it rightfully should be, as the merchant is not in business for his health or to pay taxes alone. The greater burden of this tax would be borne by the community, not the merchant himself. Surely he is paying his share and more already. We were successful in getting an abandonment of this idea.

Smuggling is very accessible along the Canadian Border. We have opposed this method of bringing goods into Canada, not only on account of the fact that it is unfair to the merchants who have to sell their goods on which duty has been paid in competition with merchants who are selling goods which have been smuggled into the country, but it is against law and order. The Government have from time to time increased the vigilance required to be maintained to watch this illegal trading in goods and have made large seizures which reduced by the value of the contraband goods seized at least the amount which would otherwise have been placed on the market in competition with goods brought legally. While hundreds of thousands of dollars worth of goods may be coming into Canada illegally, yet you may be sure that many more hundreds of thousands are kept out as a result of the efforts of the increased number of inspectors, etc., appointed as a result of our representations and requests.

An amendment was secured to the Criminal Code making officers of corporations responsible for their results of the census far transcend interest of the deliberations, either of the Ocean Rate Committees, which assemble half an hour later or the House of Commons, which is important western debate.

(Continued on Page 3)

WILL SEEK TO SWEEP LIQUOR ARMADA OFF THE ATLANTIC SEABOARD

Twenty-One Boats of U. S. Coast Guard "Armed To the Teeth" On Way to Run Row—Expect To Make Clean-up By June 1st.

(Canadian Press) NEW YORK, May 5.—Twenty-one boats of the United States Coast Guard "armed to the teeth" were to be taken in the way of an offensive which will seek to sweep the liquor armada off the Atlantic seaboard by June 1. Six of the dry navy's speediest cutters led the force. Behind them were smaller craft, converted submarine chasers and patrol boats, all liberally sprinkled with guns and most of them capable of high speed. Secretary marked the departure. It was not known what steps were to be taken in the way of termination, but it was understood that one of the plans would be to post one or more boats of the augmented fleet towards every ship off the coast every hour, thus making it impossible for shore boats to take off cargoes or bring out provisions and water.

NEW BRUNSWICK EXPORTER TALKS ON POTATO MATTERS

Mr. O. R. Estey Tells Of Conditions in New Brunswick—Farmers There have Large Stocks Potatoes on Hand—Present Price Will not be Available In Future.

The Steamship Greta sailed last evening for Havana, Cuba, with a cargo of potatoes from the Potato Growers Association. The potatoes were shipped by the Southgate Import and Export Company and Messrs. G. C. Thompson and O. R. Estey looked after the shipping. Mr. Estey is a prominent potato dealer of Woodstock, New Brunswick and has been in the Export business for a number of years. Interviewed by a Guardian representative last evening Mr. Estey stated that in all his experience he has never seen potato prices so bad as they are at present in New Brunswick and also in Prince Edward Island. Speaking of New Brunswick, Mr. Estey said that they had the largest export trade for several years but still there was a tremendous quantity of potatoes still on hand in the Province. From what he had learned since coming to the Island the farmers of this Province are to be congratulated in having obtained such good prices as they did. In New Brunswick the prices obtained for the tubers were the lowest ever known. There are several sections in New Brunswick with the crop untouched as yet and he expects that a considerable portion of this will have to be dumped as the farmers will not stop their work on the land to ship potatoes when the price is so low that they will not stand even a chance to get expenses. Affairs in the State of Maine are in practically the same condition. In Maine there has been a great potato crop and while the farmers there have not been in the Export game very much they did ship some potatoes on consignment and the results occasioned a very heavy loss. As an instance he stated that one cargo was shipped on consignment, a certain price was asked and held out for but the shippers were forced to sell and the price obtained did not even make up the expenses.

The market has been overcrowded during the last three months, not only in Havana but in the other ports as well and the Upper Canada market has been so low that there has been no inducement to ship. About a month and a half ago prices advanced in N. B. to 30 cents, 1.00 and even to \$1.10 but before any benefit from this reached the shippers it dropped again to a new low level.

Speaking of the Plant prospects for this coming year Mr. Estey said that it looked as though the plant

PROGRESSIVE PARTY SPLITS IN VOTE ON THE BUDGET

(Special to the Guardian) OTTAWA, Ont., May 5.—The prospect of a real political crisis has diverted the attention of legislators from the business before the House and Committee. It has been announced that the Progressive Party will hold a caucus this afternoon at two o'clock. Such an announcement under ordinary circumstances would be regarded as a routine matter, but in the present case the results of the caucus far transcend interest of the deliberations, either of the Ocean Rate Committees, which assemble half an hour later or the House of Commons, which is important western debate.

Church Union Vote

(Canadian Press) TORONTO, May 5.—The last summary issued by the Church Union Bureau of Information reports 1,588 Presbyterian churches and preaching places have voted for concurrence in Church Union and 620 against.

REPRESENTATIVE



HON. DR. FORBES GODFREY

Minister of Health and Labor for the Province of Ontario, will be one of the four Canadian representatives at the seventh annual session of the International Labor Conference which opens at Geneva, Switzerland, on May 19th.

Cars Kill More Than Big War

NEW YORK, May 5.—Automobiles killed 19,000 persons and injured 450,000 on the highways of the United States in 1924. Of the dead, 5,700 were children. The victims of automobile accidents numbered nearly twice as many as were killed and wounded in the American army during the war. It is pointed out by the National Bureau of Casualty and Surety Underwriters which has made these figures public. The daily average of motor casualties was 52 killed and 1,180 injured.

Section of Grain Act Ultra Vires

(Special to the Guardian) OTTAWA, May 5.—In a judgment which is believed to affect the licensing and controlling functions of the Board of Grain Commissioners the Supreme Court of Canada today declared sub section 7 of section 95 of the Canada Grain Act ultra vires of the Canadian Parliament. The sub section provides that stock must be taken annually of averages in public terminal elevators and that all averages in excess of one quarter of one percent must be sold and the proceeds paid to the Grain Board.

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Maritime fresh winds, fair and warm.
Toronto, Cloudy 58-66
Montreal, Fair 56-64
Quebec, Cloudy 54-62
Charlottetown, Cloudy 54-62
Halifax, Cloudy 64-34
Saint John, rain 50-40
Boston, clear 68-52
New York, Clear 68-50
High tide this morning at 9.01 a.m. tonight at 9.58.
Sun set this evening at 7.15 and rises tomorrow morning at 4.38.
Full moon Friday, May 8th, 9.19 a.m.
Summer tide eighteen minutes later than Charlottetown.

PREMIER KING FORCED TO ADMIT ALLEGED SURPLUS WAS DEFICIT

During Debate on Budget Rt.-Hon. Arthur Meighen Mercilessly Exposed Manner In Which Acting Finance Minister Arrived at his Alleged Surplus—Premier King Admits Mr. Meighen Was Right

The following extract from the Hanzard report of pp 2732-2734 the proceedings of parliament on April 30, shows how Finance Minister Robb converted a huge deficit into a surplus, and records Premier King's admission as to the correctness of Mr. Meighen's presentation.

HANZARD

Mr. MEIGHEN: I will in a moment, I did not take it into consideration in the discussion last year for this reason: the Acting Minister of Finance stated that the guarantees were for the purposes of capital investments; he mentioned no refunding.

Now I come to this year. If I were to ask hon. members of the House what the result this year is, I fancy if there was any agreement between two it would be on the part of the hon. members opposite, most of those who have spoken; they would say we have a surplus this year of \$1,823,000. Another would say: Well, if we take in the interest from Roumania and Greece (that is not paid, we would have a surplus of \$5,823,000. Now, let us pause to inquire: Is that \$1,823,000 arrived at the way the \$35,000,000 was arrived at the year before? Will any hon. member suggest it is? That is what hon. members are claiming as the surplus for this year.

Mr. MARLER: No.
Mr. MEIGHEN: I know the member for St. Lawrence-St. George (Mr. Marler) did not; but what a significant silence on the part of everyone else! Not at all, the Acting Minister of Finance last year knew that if he made up his accounts and presented the total of both the way his predecessor had done he would have been compelled to show a deficit of 36 1/2 million. If he had done that this year he would have had to show a bigger deficit still. But he said to himself: If I make up my accounts and join the two together the way I did last year I shall be in the hole far worse than the 36 1/2 million of last year—and he was determined that no newspaper would get a headline announcing a deficit. So what did he do? He not only put to one side the guarantees as he had done the previous year, whether for refunding or anything else, but he took the cash loans that he had made and put them to one side too. Mr. MARLER: Not at all.
Mr. MEIGHEN: Without a question.

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Mr. MARLER: No one claimed it did.
Mr. MEIGHEN: I am not saying he claimed it did. The point is this: The year before, the \$35,000,000 did take account of the cash advances for the National Railways. Why the difference? The difference was just in order to get a headline surplus instead of a headline deficit. Not content with leaving out the guarantees as was done last year; with leaving out the cash advances as was not done last year, he thought that would not be quite enough, so he quietly took the Quebec Harbour Commission moneys and put them all aside, too, giving as his excuse that that commission was not paying interest. Then he took the merchant marine advance, \$900,000, and set that to one side, too; and by the time he got all these four things to one side he had \$1,823,000 of a surplus. Now, the surplus took into account all ordinary expenditure. It took into account more; it took into account all capital expenditure and all special expenditure, but it left out these other things, everyone of which but one was included last year.

Now, I endeavoured to set the hon. member for St. Lawrence-St. George right when he was speaking. He claimed then—he will not now, for he has looked into it—that the \$1,823,000 was merely the excess of revenue over ordinary expenditure. It was not; it was revenue over ordinary capital and special capital expenditure, but it was cash advanced to the railway, cash advanced to the merchant marine, \$600,000 of the Quebec Harbour Commission, and all the guarantees.

Mr. MAACKENZIE KING: I will admit what my right hon. friend says, but I will add that it is precisely what the Acting Minister of Finance said.

This was followed by a half page of interruptions until the Speaker intervened and Mr. Meighen resumed.

Mr. MEIGHEN: When the Prime Minister admits I am right, I should not have thought any of his followers would question the accuracy of my statement.

Return To Gold
Standard Passed
Its Third Reading
(Special to the Guardian)
LONDON, May 5.—The Bill providing for a return to the gold standard by Great Britain passed its third reading in the House of Commons today without a division.

Regarding 4.4
Beer in Ontario
OTTAWA, May 5.—Premier Ferguson will make several announcements regarding the 4.4 beer amendment at the banquet which the Conservatives of eastern Ontario are tendering to Mr. Meighen and the Premier of Ontario on Wednesday night. Mr. Ferguson will also talk on the effect of the recent Redistribution Bill.

Moroccan Situation Well In Hand

RABAT, FRENCH MOROCCO, May 5.—The situation arising from the invasion of the French zone of Morocco by Abdelkrim's Rifian tribesmen which was at one time most serious is now considered well in hand, due to punishment inflicted upon the invaders by French forces.

Announcements, Coming Events, Meetings, Etc.

**Grahams road, Dance and Ice Cream Social in Grahams Road Hall Thursday, May 7th. 870-6-21

**Reserve Saturday, May 23rd, for Mission Band sale of home cooking and sewing in Baptist Sunday School room. 11.

**The Annual Meeting of the Ladies Aid of the P. E. I. Hospital will be held Wednesday, May 13th. 872.

**The concert which was to have taken place in Wheatley River Hall last night, and postponed, will be held tonight, May 6th. 26-587 5 11.

**Come to the concert and pie social to be held in Borden Union Hall Friday, May 8th. Special outside talent. Doors open at 8 o'clock. Concert starts at 8.30. 846 5 8 31

**The Borden Dramatic Club will present their play The Old Dairy Homestead in Kellys Cross Hall, May 7th followed by a dance. If not fine, the first fine night following. 851

**All the rate payers of New Glasgow school district are requested to meet Thursday evening, May 7th at the school house to discuss Restricted Area.—C. A. Stevenson. 857

**Rev. E. A. Westmoreland will lecture in Mill View Orange Hall on May 7th, beginning at 8 o'clock. Lecture will be supplemented with a high class musical program. Ladies please bring baskets. Admission 25 cents. If stormy Thursday night, come Friday at same hour. 80-5-4MGI.

**Positive sign of spring and summer, Brent's refreshment bungalow at Victoria Park, stocked and ready for action. Pure chocolate, bars and penny goods, Morris Peerless drinks, Hungryford Smith's famous fruit syrups, soft drinks, cigars and cigarettes, fruit in season. Also famous Perfection Ice leaves out cash advanced to the Cream. 758-5-1-61

Condensed Specials

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