

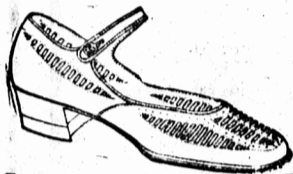


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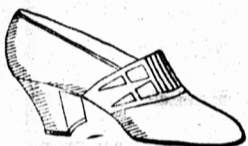
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**THE CHARLOTTETOWN GUARDIAN**

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TUESDAY, JUNE 23, 1925

**THE THREE ESSENTIALS**

In every calling, whether of hand or brain, there are three essentials to success. These are, ability to produce, ability to sell and ability to buy. No one alone of these three can lead to success. We may produce the best that farm or factory, brain or hand can bring forth but if we cannot sell to advantage or buy judiciously, our product will yield us no profit.

Every successful farmer in this province, and there are many of them, is successful because he is a good producer, a careful buyer and a good salesman. Our unsuccessful are what they are because they lack one or two or all three of these qualifications.

What do we mean by careful buying? Certainly not a penurious begging for discounts, certainly not haggling over the price asked for an article. It simply means that we should know something of the value of those things which we need to buy. If we need the article, if the price demanded represents the legitimate value which the seller puts upon it, we buy it to the mutual advantage of ourselves and of the seller. If we do not need it, it is poor business to buy it at any price.

The successful salesman is the man who has saleable goods, that is, he studies the markets and has an idea of what is saleable and what is not. During the winter, when arrangements are being made for the next spring's seeding, a study of the conditions and preparations being made in those countries which influence the prices of his products, will give the farmer at least an approximate idea of what to specialize in and he will govern his seeding and his other preparations accordingly. If the market is far away he will convert his bulky raw products into a compact finished product and so reduce the cost of hauling and transportation. Usually, particularly at a distance from the market centres the most effective as well as the cheapest transportation for hay, oats, roots, &c., is to have them walk off in the bodies of fattened cattle. The farmer who keeps an eye on the market will know how to solve this problem.

Ability to produce, means making every acre produce to the utmost limit and of the best quality and the farmer who can accomplish this and is a good salesman and a prudent buyer cannot but make a success of his calling.

What is true of farming is true of every other calling. The mechanic must produce the best, must know how to buy and how to sell. The brainworker, be he a doctor, a lawyer, a preacher, a writer, must be able to produce the goods that people look to him for. He must buy his profession with hard, honest, faithful work and the quality of his work will determine whether he is a good salesman or not.

**THE SOLDIERS' MONUMENT**

A committee of the City Council has been formed to make the necessary preparations for the unveiling of the Soldiers' Monument during Old Home Week. This ceremony, should be, no doubt will be, the most important event since the Great War. It is hoped that as many returned men as possible from all over the province, will be induced to attend. The erection of the monument was for various reasons, delayed and now that it has been completed and is about to be formally unveiled, the most should be made of the occasion. The monument is for all time to come; it will forever commemorate the part our province played in the greater war in history, and will be a continuing memorial to those who gave their lives for the freedom of the world.

It is to be regretted that the visit of General Haig to Canada does not synchronize with the date set for the unveiling as no doubt

he would have accepted an invitation to be present. Possibly on his return from Western Canada he might be induced to pay the island a visit as it is understood he has accepted an invitation to Halifax and Moncton. For the ceremony of unveiling, however the committee will no doubt be able to secure, here or elsewhere, some distinguished soldier to give the oration. In any case, whatever arrangements are made we trust the whole city whose monument it is, and the whole province whose part in the war it commemorates, will get behind the committee and make the unveiling ceremony the great event it deserves to be.

**EDITORIAL NOTES**

Our citizens will have a warm welcome for the delegates of the Union of Municipalities of the province of Quebec who are to arrive tomorrow evening by the S. S. Richelieu.

A. F. and A. M. will be the outstanding initials tomorrow when the members of the oldest craft in the world will assemble in Charlottetown to celebrate the semi-centennial of the Grand Lodge of Prince Edward Island.

The Yacht race in the harbor Saturday, like the charge of the Light Brigade, "was magnificent but it wasn't war." The wind was too light and the boats did not finish. So anybody has the best boat yet. These Saturday races, whether they finish or not, make the harbor a picture that everyone likes to watch, and there is always an interested audience along the shore front. Keep it up boys! There will be a wind some day.

The proverbial uncertainty of horse races and elections precludes any prediction as to what Nova Scotia will do to itself next Thursday. We know which party should win if Nova Scotia is true to itself but we know also that much money, not all of it Nova Scotia's, has been poured into the province by the federal and the provincial government to make the worse appear the better, and money counts.

On Wednesday and Thursday when the city will be filled with visitors from our sister provinces we trust there shall be a generous display of bunting. This will help to beautify the city and to show that we are still part of the British Empire and of the Dominion. We are far too economical in the use of the flag. Let every flag be flown tomorrow and let us get into the habit.

The House of Commons is not likely to acquiesce in the Senate amendments to the Home Bank bill. If the amendment is agreed to Mr. Murdock will not get his \$4,000 back and Mr. Murdock naturally will not like that. It has never yet been explained why the depositors should get even the proportion agreed to by the Senate and no Liberal newspaper has attempted to justify the steal of \$5,450,000 proposed by the House, while some of them have openly opposed it.

"A certain man" went down from Ottawa to Cape Breton to settle the trouble between the British Empire Steel Corporation and the miners and, incidentally, to help the Armstrong government. He went back without doing either. The trouble was that he was not a "certain man." He at first refused to go, declaring it was the business of the provincial, not the federal government's. He afterwards changed his mind and went. Evidently he changed it also when he got to Cape Breton and he has probably changed it since he went back. The truth appears to be that Mr. Murdock has too much on his little mind.

**Notes By The Way**

After three month's delay Hon. James Murdock decided to try and settle the Cape Breton strike. He is Minister of Labor and supposed to have some interest in the welfare of working men. In Cape Breton thousands of miners were idle and many families in want, for whom subscriptions were being solicited in every province of Canada. Mr. Murdock did not move. Rioting, looting and destruction of property took place and troops were sent to restore order before Mr. Murdock moved.

After all this disorder, suffering and loss of property and life had continued for twelve weeks the great man appeared upon the scene, met the leaders of the employing company and the strikers and advised them to be good. He did not settle the strike but he returned to Ottawa while the going was good and on the way he expressed the hope that a settlement will be reached within ten days. He promptly fixed the date for settlement after the provincial election which takes place on Thursday next. A few other things may be settled by that time!

The King Government, very desirous to get Parliament off its hands, hoped to close the session on Friday or Saturday last. When this report was sent out from Ottawa early last week we ventured the guess that this week would see the session continued, as is now the fact. Already the Government has abandoned its principal measures, including the Petersen contract, the alternative vote bill, the return of natural resources to the Prairie Provinces, the bringing of Alberta coal to Ontario and so on.

The Australian trade treaty is suspended, the iniquitous Home Bank Bill is threatened in the Senate and will not be passed unless the grant is cut down and the terms altered. Meantime Boards of Trade east and west are protesting against the proposed outrage. Such a slaughter and maiming of Government bills and projects was never known before and while half the members have gone home the session drags on and the final date of prorogation is about as uncertain as it was a week ago.

The Government has pensioned Mr. Fielding after flouting and rejecting his promise of a stable tariff. The country would have saved great losses and misfortunes had the Little Man in Grey retained his powers! He would never have consented to the ruinous tariff, tinkering and faked surplus bunkum which acting Minister Robb has foisted upon the country. Fielding and Gouin were the brains of the Government while they remained in it. Since their absence from the Cabinet blundering incapacity, extravagance and waste have been rampant there.

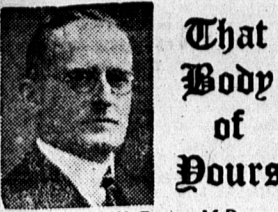
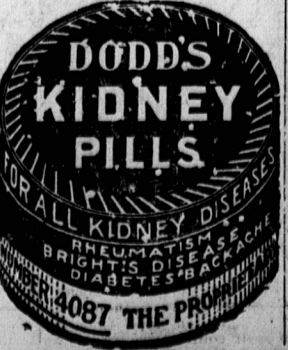
Providence smiles upon the country, sending sunshine and showers for the growing crops. Business men, merchants, captains of

(Continued on Page 5)

**Character Reading**

**Large-Brained People**

It must be remembered that every part of the body is related harmoniously to the other parts. For instance, just as a tall tree possesses long, waving branches, so long-headed people have long bodies, long heads, long limbs, long everything. Now men and women with good, big heads sometimes stand out conspicuously from the rest of their fellows or they may not, but one thing which is fairly certain is, that those who have fairly large heads generally live to a ripe old age, much more so than a man or woman with a small head. The explanation for this state of things is that as the brain is the seat and source of life, the more space there is in the case which contains it, the more chance there is of its continuance. A person with a large heart naturally has a better system of blood circulation than one with a smaller organ, and the principle is the same with the head for the bigger the supply of blood and nerve force that the brain possesses, the better driving force there is for the entire body.



By James W. Barton, M.D.  
TUB OR SHOWER

I am often asked about bathing, about the advantages of the tub-bath over the shower, and vice versa.

Now there can be no question but that the morning shower, with the feet in the warm water, half minute of warm water, half minute of cool water, and a few seconds of the real cold water, would be the ideal method of getting the proper reaction and cleansing from your bath.

This business of standing under a cool shower the first thing in the morning is quite all right for about one person in four. They react to it, and it is of great benefit. The other three however cannot afford to lose that much animal heat so early in the morning, and the "reaction" they get is really a shock which causes depression or tiredness before noon.

As to the tub-bath, if you have had a hard exciting day mentally, to lie in a tub of hot water for a number of minutes will so calm the nerves that sleep is usually just a matter of seconds after you get to bed. If you have had a hard day physically nothing helps to hurry the fatigue products along like a few minutes' repose in a hot tub-bath. Now why does the shower not fit in so well here? Because your body is in the erect position, with heart and lungs working at a fair pace, instead of in a leisurely manner, as when lying down.

Further, the amount of hot water necessary to get the soothing effect, for the nerves, and the removal of wastes from the muscles, would run into many gallons more, than that used by a tub bath.

I know that where a number use the same bath tub and where it is not always left in a real sanitary condition, your sense of cleanliness and the eternal fitness of things, may receive a shock, as you contemplate a tub-bath. Fortunately the fine porcelain tubs now installed, are very easily kept in an inviting condition.

And so as you think of baths just figure out what suits you best. The quick morning shower is a splendid habit, taken as suggested above. For that tired out, and yet excited condition, the hot-tub still has it over the shower because, of the complete relaxation obtained from the lying down position.

I'll admit that people go to sleep and are drowned in the bath-tub. They couldn't do that under the shower. This proves my point about the relaxation obtained from the tub-bath.

**Daily Selections  
FOR  
Guardian Readers**

June 23, 1925

**THE PRINCE OF PEACE:**—Unto us a child is born, unto us a son is given; and the government shall be upon his shoulder; and his name shall be called Wonderful, Counsellor, The mighty God, The everlasting Father, The PRINCE OF PEACE. Isaiah 9: 6.

**PRAYER:**—Our Father, we thank Thee for the Prince of Peace Our Lord and Saviour, Jesus Christ.

**WHAT DOES IT MATTER**

Wealth and glory, and place and power—  
What are they worth to me or you?  
For the lease of life runs out in an hour,  
And death stands ready to claim his due,  
Sounding honors or heaps of gold—  
What are they all when all is told?  
A pain or a pleasure, a smile or a tear—  
What does it matter which we claim?  
For we step from the grade into the bie.

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NO OLD STOCK. ALL NEW GOODS. TOP VALUES. BOTTOM PRICES.

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Distributors for

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PRODUCTS COMPANY OF CANADA, LIMITED, Belleville, Ontario.

And a careless world goes on the same  
Hours of gladness, or hours of sorrow—  
What does it matter to us tomorrow?

Troth of love, or vow of friend—  
Tender caresses or cruel sneers—  
What do they matter to us in the end?

For the brief day dies, and the long night nears  
Passionate kisses, or tears of gall—  
The grave will open and cover them all.

Homeless vagrant, or honored guest—  
Poor and humble, or rich and great—  
All are racked with the world's unrest—

All must meet with the common fate  
Life from childhood till we are old—  
What is it all when all is told?

**For Young People**

The Great-West Life issue special policies for children, which enable prudent fathers to set their boys and girls on the path of thrift and foresight.

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