f business taken over during
five-year period ending 31st
siness than the whole amount
ended December, 1911, facts
oration has firmly established
remains in the hands of the
as at the end of our financial
e greater portion of which is
fore, remains with us for an

n be confidently accepted that
nd largely increasing business
of service is maintained at a
e main purpose of the Corpor-
the services of the Corpora-
experienced trustee, with an
harges are at all times subject
cient guarantee of the capable

roperties has fallen off greatly
erved from the statement of
t invested in mortgages as at
ese securities during the year
led the new loans negotiated

ans negotiated and repayments
he extent of this falling off:—

ents

	Repayments in Ontario and Northwest.
west.	$2,473,631.64
	2,521,924.50
	2,627,315.04

se results are mainly attribut-
at falling off in the number of
nber of men who have gone
g operations and the bountiful
obtained by farmers for their
to largely reduce the amount

erved that our investments in
s have been increased to the
ch a few years ago would have
ortgage loans, the result being
disturbance, if any, in their
se two classes of securities now
pared with $30,058,392.13 in

fairly well maintained during
of the difficulty in obtaining
een a tendency towards some
m the viewpoint of our clients,
vestment of their funds they
ecurity, and in this connection
know that the average rate of
stments is 6.27%.
rd to the investment of funds
confine its investments, except
vince. I am sure this policy
atisfactory rates which are at
the investment and the more
rather than seek higher rates
y payable yearly, and where a
to be carried over, not to say
are being enacted from time

t and income on investments
ears on any of the $6,770,828.25
and 98.34% has been received
16, including arrears brought
sted in Ontario Mortgages and
in Western mortgages.
operations amount to the sum
's paid-up Capital and Reserve
12, the amount carried forward
1915 Dominion War Tax, leaves
s for distribution. Out of this
id four quarterly dividends at
nting to $150,000, carried to
d Office Premises $25,000; pre-
le in 1917, $12,000, and contri-
ous purposes, leaving a balance
and Loss account of $98,557.06.
apital Reserve Fund and undi-
amount to $3,448,557.00.
r of the Corporation's earnings
Commissions and Compensation
there are also the profits from
the interest received from the
and from other sources of the
eived by way of compensation
f Estates, Trusts and Agencies.
nt of income which appear in
compared with the sum of
vident to the Shareholders and
mpensation awarded us, having
s entrusted to the Corporation.
Liabilities Statement which has
sets under the care of the Cor-
an increase during the year of
s Statement that of the Assets
3,356,900.50 are represented by
balance, $41,335,418.10, are the
held in conformity with trust
which the Corporation derives its

will require to be given by your
offices in Toronto, in order to
ments, made necessary by the
he Corporation. The property
the present building has been

feel, with General Managers of
have already expressed them-
upon all Canadians the import-
e end that we shall be able to
ves upon us in connection with
any other nations, are engaged.
treasure to meet the demands
es and the various Patriotic and
ound to impose still greater de-
as Canada has benefited in a
no matter to what extent these
e that they are fully met.
the way in which they have
the requirements of the Mother
ed themselves as a nation. They
he possibilities of this wonderful
a half than could perhaps have
conditions. Our achievements
s to reflect to our advantage in
we must look forward to meet
the readjustment of labor con-
sed advent of female labor, and
retofore been paid to the wage-

tters should be kept continually
rselves unprepared to meet the
y following the declaration of

rs of the staff have been released
number of those who have left
se—Gavin Ince Langmuir, Law-
e laid down their lives for their

my appreciation of and thanks
the members of the staff at the
n have discharged their duties

second by Mr. E. T. Malone, and
be and are hereby appointed
R. Brock, Hamilton Cassels, K.C.,
D., Hon. Senator W. C. Edwards,
C.M.G., LL.D., Arthur C. Hardy,
Leonard, Thomas Long, J. Bruce
G., W. D. Matthews, Hon. Peter
dmund Osler, M.P., Featherston
Edmund Walker, C.V.O., LL.D.,

tors the following officers were
K.C., D.C.L.; Vice-Presidents,
General the Hon. Sir John M.

THE
ARD BANK
CANADA
FICE - TORONTO

us earnings in our
rtment earn inter-
rate. 236

C. Boddy, Manager
PARTMENT.

SIDE TALKS

By RUTH CAMERON

WHEN A LIE HELPS.

Overstatement is the greatest foe of any cause.

Just as the church member who is as mean and grasping and generally un Christian on weekdays as the is pious on Sundays, does the church more harm than many disbelievers, so an overstatement within the ranks of moral training does the cause more harm than many statements on the other side.

The particular overstatement against which I am getting my guns trained is this;

"A lie or a piece of sharp dealing never helped a man get on in business."

A man who gives talks on conduct made that statement to a group of young people.

To my mind that as it stands, it is an overstatement.

What Every Business Man Knows.

No business man or woman can blink the fact that there are times when a lie or a piece of unfair dealing would help him get on.

Take a clerk for instance. A customer is looking at a garment. She is the kind of customer who always wants a bargain. "Is this marked down?" she asks.

The clerk knows that if she says "No," the customer will pass on. She soothes her conscience by the thought that women who are always expecting bargains deserve to get taken in and says "Oh, yes." She makes the sale and that lie helped her to do it.

Things like that happen every day in business.

Then They Will Distrust All His Statements

Those young people are going to find it out. And then they are going to distrust other perfectly good teachings because of that overstatement.

The truth is that a lie does often help temporarily. And sometimes a good long temporarily, too.

But sooner or later you are bound to get found out. And then what?

Why even when you do speak the truth you won't get credit for it. One found out lie punctures your reputation for truth telling with the person who finds it out.

How the Foundation is Built

On the other hand every time you make a hard sacrifice of temporary advantage to be square you are putting a stone into the best kind of foundation for the best kind of success.

Incidentally you are also giving yourself a right to respect yourself. I haven't said anything about that because I wanted to fight the devil with fire—the desire for success. But when you get old enough to begin to realize that the material things aren't the realities of life you'll get a glimpse of how tremendously much that right may mean.

And here's hoping you have it.

KING RUFFLEFEATHER.

Once upon a time an elf who was always in mischief, heard somewhere off in the fairy forest a queer drumming sound which he liked so well that he crept closer and closer. And what do you suppose he saw? Standing on a dead log was a bird with ruffled neck-feathers, flapping its wings so fast that it made the elf dizzy.

"Ho, ho!" thought the elf. A fine drummer! He's just what I need. I'll kidnap him and then I'll get a band of elves together and make a fife drum corps!"

So the elf put forth his hand, seized the drummer and whisked him out of sight in no time.

Now, that bird's name was King Ruffelefeather and he was king of the grouse. If Mr. Elf had known that I think he'd have been more careful, but, paying no heed at all to what the bird was saying, he raced off through the woods to a sheltered glade where the elves are always playing.

"Who knows how to make a fife?" he cried. "Who knows? Who knows?"

"Make it of a reed along the river," said an elf.

"Let everybody make himself a fife," cried the elf who'd kidnapped King Ruffelefeather "and we'll have a merry time of it, making up a fife and drum corps. I have the best drummer in the fairy forest."

Now, King Ruffelefeather, if the elves had troubled to notice, was acting mighty queer. He just didn't say another word. He waited, looking pretty mad and wise. He didn't even try to escape. Dear me, it does seem to me that those elves should have noticed and taken warning. But they didn't. They just chained King Ruffelefeather to a tree and made their fifes, and pretty soon, when they were ready to drill, they told King Ruffelefeather to drum. Now, the very fact that King Ruffelefeather began to drum right away was in itself suspicious, say I, but the foolish elves were having too good a time to think of that.

"Dr-r-r-r-r-r-rm! d-r-r-r-r-r-rm!" went the King's wings, and not an elf there knew that that was the way he always summoned his mate. Off somewhere in the forest Queen Ruffelefeather heard it.

"Hum!" she said, listening. "He's drumming a signal. He's in trouble.

And, do you know, she gathered an army of grouse together and they flew toward the noise of the drumming, and when they found King Ruffelefeather they flew at the elves, beat their wings in the faces of the enemy and put them to flight. There were so many of them that the elves were frightened half to death.

And, myself, I don't believe that elf will ever kidnap a king again.

Tomorrow—The Peacock Chariot.

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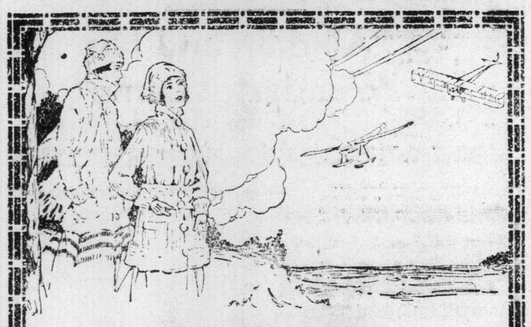

LUX

To give sweater coats a new lease of life

Now that sweater coats are getting more expensive, it is more than ever desirable that you wash yours with LUX. Of all things a sweater coat, which is seen so much, must be kept soft, fluffy, fleecy and "new" in appearance. You can keep yours that way and wash it again and again if you do this:

Pour boiling water over LUX flakes—pure essence of soap—allowing 3 or 4 tablespoonfuls for every gallon of water you use. Whip into a creamy lather—a few seconds is needed. Then put in the garment and stir it about. Let it soak until cool enough for your hands to squeeze the water out of the coat—the dirt just runs away. Rinse in two or three relays of tepid water, and hang to dry.

Very simple. Anyone can do it—just a few minutes' work and you get a result that the most expert French cleaner might well envy.

LUX won't shrink woollens. Won't hurt any fabric or color that pure water can safely touch.

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Lever Brothers Limited
Toronto 21

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Valuable Suggestions or the Handy Homemaker—Order Any Pattern Through the Courier. Be Sure to State Size.

MISS' AND SMALL WOMAN'S DRESS.

By Anabel Worthington.

Recent developments in the fashion world are well expressed in this model—one especially designed for misses and small women.

Rarely, if ever before, has there been such a variety of collars for the adornment of the one piece frock, and in this instance it is apparent that the collar is bound to be the leading feature. The plain waist can well afford to be on simple lines with such an attractive neck finish, and the cuffs in matching material are worthy of attention.

The skirt is a three-gore model, gathered where the waist joins, and right here it is noticeable that the season is partial to girdles of self or separate material, that go twice around, drape at front, tie in a knot and then take a downward path. The pleasing pocket novelty is a tasseled affair that adds to the charm of the frock.

Broadcloth, velveteen, satin or serviceable serge or like fabric, with bengaline, satin or broadcloth to trim, will give an admirable dress. You could not buy such a combination of style features in a dress—making it is easy and economical.

The dress pattern No. 8,137 cuts in sizes 14-20 years. To make in size 16 requires 4⅞ yards of 36 inch goods; ⅝ of a yard of 36 inch contrasting. To obtain the pattern send 10 cents to the office of this publication.

THE MODERN JAIL

We've made our jail so snug and warm, impervious to cold and storm, that Richard Roe is glad to dwell all winter in his cozy cell. We've cleaned the walls and scrubbed the floors, and whitewashed ceilings, bars and doors, till sanitation cranks declare there are no harmful microbes there. The jail's inspected now and then by uplift dames and faddish men, who anaylze the forks and spoons and push their noses in the prunes. The parsons there distribute tracts, and scientists take useful facts; we all take books and magazines, and floral wreaths and kindred greens, and try to make the village jug more cheerful still, and still more snug. And from the window Richard Roe looks out upon the drifting snow, and sees the poor unlucky jays, who have not drawn their sixty days, by weary efforts strive to earn some grub to eat, some coal to burn. "How foolish are the sons of toil, who sweat to make the kettle boil, since luxury like this they'd know, if they were vags," sighs Richard Roe.

COLD STORAGE AND THE H. C. OF L.

Committee on High Cost of Living Continues Its Investigations

DAIRY PRODUCTS

Are Not Stored up in This City, It is Stated

Despite the small number of its members in attendance, the committee on the high cost of living at its meeting last night delved into the cold storage business as conducted in this city, receiving testimony from Mr. Wm. C. Edwards, assistant manager of the Brantford Cold Storage Company and Mr. C. Snider, secretary treasurer of the same concern. The witnesses dispelled any belief that the company was in the habit of storing up eggs in large quantities and of holding them for sale when the price advanced, pointing out that they had been out of eggs for some days past while they had had no butter since the autumn and enough cheese only to fill the immediate requirements of their customers.

The practise of the company was to lay in their supply of eggs during the summer months, and to make contracts with merchants and dealers, selling when the market price reached the contract price. This year such became the case in September last, and it was pointed out that by holding their eggs until the present time the company could have made much greater profit, as the present price was in excess of that prevailing five months ago.

The prices of eggs both wholesale and retail were quoted by the witnesses as having advanced about six cents per dozen; butter in the same time, seven cents per pound. It was not the opinion of the speakers that retail merchants were making excessive profits from their purchases of last fall, but on the contrary they were giving their customers the benefit of their early buying. The members of the company could offer no suggestions tending toward the elimination of excess profits in the cold storage business. The exportation had been exceptionally great this year. The witnesses stated that there was no combination of such concerns to advance the prices of their products, and they did not hold their goods in the hope of obtaining high prices. Owing to the great output of eggs and other such staples from Canada, there was little or no storing up of goods as prevailed in the United States. To the knowledge of the witnesses present, no speculation in produce was engaged in.

The question of the reply sent to the city clerk of London regarding the action being taken by Brantford in regard to the high cost of living had been investigated, and results were submitted to show that the communication addressed to the city council of this city in this regard had not yet been replied to, but that City Clerk Baker had received from this city a purely personal reply to his query, which had inadverdently found its way into the papers, without consent or knowledge of Mr. Baker. The information desired by the latter will be supplied to him by the corresponding secretary of the committee.

Those present were Messrs. G. A. Ward, chairman; Geo. Keen, A. G. Brown and H. H. Powell.

A Warning—to feel tired before exertion is not laziness—it's a sign that the system lacks vitality, and needs the tonic effect of Hood's Sarsaparilla. Sufferers should not delay. Get rid of that tired feeling by beginning to take Hood's Sarsaparilla today.

BEAUTIFUL HAIR, THICK, WAVY, FREE FROM DANDRUFF

Immediate?—Yes! Certain? — that's the joy of it. Your hair becomes light, wavy, fluffy, abundant, and appears as soft, lustrous and beautiful as a young girl's after an aplication of Danderine. Also try this—moisten a cloth with a little Danderine and carefully draw it through your hair, taking one small strand at a time. This will cleanse the hair of dust, dirt or excessive oil, and in just a few minutes you have doubled, the beauty of your hair. A delightful surprise awaits those whose hair has been neglected or is scraggy, faded, dry, brittle or thin. Besides beautifying the hair, Danderine dissolves every particle of dandruff; cleanses, purifies and invigorates the scalp, forever stopping itching and falling hair, but what will please you most will be, after a few week's use, when you see new hair,—fine and downy at first—yes—but really new hair, growing, all over the scalp.

Danderine is to the hair what fresh showers of rain and sunshine are to vegetation. It goes right to the roots, invigorates and strengthens them. Its exhilirating and life-producing properties cause the hair to grow long, strong and beautiful.

You can surely have pretty, charming, lustrous hair, and lots of it, if you will just get a 25-cent bottle of Knowlton's Danderine from any drug store or toilet counter, and try it as directed.

SUNDAY SCHOOL.

Lesson VI.—First Quarter, For Feb. 11, 1917.

THE INTERNATIONAL SERIES.

Text of the Lesson, John iv, 1-29. Memory Verses, 13, 14—Golden Text, I Tim. i, 15—Commentary Prepared by Rev. D. M. Stearns.

In every lesson we must see Him with whom alone we have to do, the Creator and upholder of all things, the only Saviour of sinners, the only Judge of all mankind, the searcher of all hearts, from whom nothing can be hidden. Last week we saw Him dealing with a very religious man who stood high in the esteem of his fellows, but now we see Him dealing with an immoral, low down woman whom perhaps no one held in esteem, and yet her soul was precious in His sight, and He saved her and used her to save others.

The "must needs go through Samaria" of verse 4 probably had special reference to her and the need of her soul. The reference to Joseph and the well in verses 5 and 6 takes us back to Gen. xlix. 22-26, where Joseph is called a fruitful bough by a well whose branches run over the wall. In the same passage the true Joseph, Israel's Messiah, is spoken of as the shepherd, the stone of Israel, who was separate from His brethren. In our lesson His branches are seen running over the wall to reach this Samaritan outcast. See His humanity in His weariness as He sat on the well, for He was a real man, often weary, hungry, thirsty, lonely, and His words are heart words, from His heart to ours, "Come unto me all ye that labor and are heavy laden, and I will give you rest" (Matt. xi. 28). He knew how to reach every heart, and He took such a very different method with this soul from that which He pursued with Nicodemus.

Note the time of day, the sixth hour (verse 6), for since John reckoned time as we do, Roman time, it was either 6 a. m. or 6 p. m., as we saw in a previous lesson. Instead of telling her her need, as He did to Nicodemus, He began the conversation by asking her to supply His need (verse 7), making Himself dependent upon her for physical refreshing. In the conversation which followed our Lord spoke seven times, and the woman replied six times. Deeper and deeper He revealed her life to herself, that life of which she probably thought no one knew, and as the consciousness of her guilt grew upon her He increased the revelation of Himself to her soul until He finally told her plainly that it was the Messiah who was talking with her (verses 25, 26). What an unheard of time it was as He laid bare to her the sinful life she was leading, told her how it might all be blotted out and she become a well of living water to others!

The great change came. She had seen and received Him, and, leaving her water pot, she went away into the city to invite the men to come and see the Messiah, who had told her all that ever she did (verses 27-30).

Many believed because of the testimony of the woman, and many more believed because of His own word, which they heard for themselves (verses 39-42), and they said, "We know that this is indeed the Christ, the Saviour of the world." So they obtained life in Him, for to that end this gospel was written (John xx, 31). In His conversation with the woman He first asked her for a drink of water. Then He offered to give her living water, which would be in her a well of water springing up into everlasting life (verses 7, 10, 14). At first she was as ignorant of spiritual truths as was Nicodemus, and she thought that He spoke only of water from Jacob's well. Then when He began to lay bare her sin she attempted to avoid the issue, as many do today, by saying something like this: "I do not belong to your company." He laid everything low in her by speaking of God the Father as a Spirit and desiring true worshipers who would worship Him in Spirit and in truth; by saying that salvation is of the Jews and He was their Messiah (verses 21-26).

We cannot but think of His saying to Israel in the long ago that He was the fountain of living waters, but they had forsaken Him for waters out of their own cisterns (Jer. ii, 13). They had ceased to draw water with joy out of the wells of salvation (Isa. xii, 3). When the disciples came to Him with meat which they had gone into the city to buy His reply to them was, "I have meat to eat that ye know not of; my meat is to do the will of Him that sent me and to finish His work" (verses 8, 31-34). But the disciples thought that He meant such meat as they had brought, as the woman thought that He meant water from Jacob's well and Nicodemus thought that He meant another natural birth. Can we wonder that He said: "How shall ye believe if I tell you of heavenly things?" "How is it that ye do not understand?" (John iii. 12; Matt. xvi. 11.) We seem just as slow to understand His saying about fields white already to harvest, and reapers receiving wages and gathering fruit into life eternal, and sowers and reapers rejoicing together (verses 35-38). Believers seem to think that so many things are worthy of their attention, whereas there is nothing really worth while but to know Him and help others to know Him and to be as diligent in winning souls as He was.

In a raid by the Hamilton police over 1,000 bottles of liquor were seized.

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