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Many people have discovered that 2 in 1 Shoe Polishes are good for other things than for shining shoes. For example:—

- 2 in 1 BLACK—Good for polishing motor cars; refinishing suit cases, kodaks, black gloves, rubbers, hats, etc.
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- 2 in 1 TAN PASTE—Good for polishing furniture, hardwood floors, etc.

For the Best List of New Uses for 2 in 1, We are Awarding Cash Prizes as Follows:

1st award	\$500.00—for the most acceptable list	20 Prizes of	\$15.00—for the next twenty
2nd "	300.00—for next best list	50 "	5.00—for the next fifty
3rd "	200.00—for third best list	50 "	2.00—for the next fifty
10 Prizes of	25.00—for the next ten	100 "	1.00—for the next 100 lists

Try to find new uses for any of the 2 in 1 Shoe Polishes, either black, tan, oxblood, or brown paste, white cake or white liquid, black or tan combination.

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Write on one side of paper only. List uses according to colors. Awards will be made according to decision of special committee, and payment made on or before October 1st, 1922. All lists submitted to become our property. Address:

Prize Editor,

F. F. DALLEY COMPANY OF CANADA LIMITED,
HAMILTON, CANADA.

RAILWAY RATES AND IMMIGRATION DISCUSSED AT C.P.R. ANNUAL

President E. W. Beatty Deals With Important Matters Affecting All Canada In Address To Company's Shareholders



E. W. BEATTY,
President C.P.R.

In my opinion, Canada cannot afford to be without a definite and forward immigration policy much longer. While it is urged that depression both in agriculture and in general industry with consequent unemployment during the past winter is a reason why active immigration measures should not be taken, it must not be forgotten that there are types of immigrants that can be readily obtained and brought to Canada without the possibility of adding to the burdens of the country. The immigration of young people of British stock can be accomplished without affecting in any material degree the existing situation respecting unemployment. The immigration of domestic servants in substantial numbers may reasonably be encouraged and the immigration of agriculturalists from Northern Europe, Great Britain and the United States who can only be secured in limited numbers should be actively prosecuted. In addition, the Government would, I think, be well warranted in framing a policy designed to permit more general immigration of carefully selected types from countries, the people of which have heretofore come to this country and succeeded under Canadian conditions. It must not be forgotten that Canada's opportunities deserve widespread recognition and even if adequate machinery is now begun to be set up, it will not be until 1923 that the results of the Government's activities will be felt. Unless we feel that the conditions in this country will not be improved for some considerable time to come it would appear that the preliminary steps to obtain immigrants in substantial numbers should be taken without further delay. The Canadian Pacific for many years has been the most active colonization agency in Canada. Settlers to the number of 54,000 have been placed upon its lands alone and the cost of the company's activities in land selling, irrigation and colonization since its incorporation has been extremely large, amounting in the aggregate to approximately \$68,000,000, an amount in excess of the total expenditure of the Dominion Government for immigration during that period.

As forecasted in the address at the last annual meeting, reductions took place during the year in both rates of wages and in freight and passenger rates; the former which became effective July 16th last was equivalent to a reduction of 9.03 per cent on then existing payrolls of the company. The demand for further freight rate reductions is still persistent throughout Canada and to the existing scale of rates is attributed much of the present slackness in business. It is, in my opinion, an entirely erroneous impression that the existing freight rates are the cause rather than the result of the present economic conditions, the most important of which from a transportation standpoint is the present scale of wages and working conditions which the railways were compelled by Government authority to accept during the war. It is the view of your directors and it has been their view for some time that the scaling downwards of freight rates should be begun with reductions on basic commodities, especially in those industries which have felt the general depression most acutely. Notwithstanding

the willingness of the companies to make sacrifices in their revenues in the hope that a lower scale of rates on basic commodities would give an impetus to business activity, they have been precluded from agreeing on a definite policy because of the approaching expiration on 7th July next of the provisions of the Railway Act allowing the Railway Commission to make rates irrespective of agreements, statutory or other. In 1897 an agreement was made between this company and the Government and confirmed by Parliament whereby in consideration of the receipt by the company of a subsidy of \$3,500,000 in aid of the construction of a railway to the Crow's Nest and Southern British Columbia reductions in rate on certain named commodities shipped from Eastern Canada to points in the West and on grain to Fort William were exacted with the obvious intent of assisting the colonization of the Prairie Provinces. The so-called Crow's Nest rates on the commodities specified are from 19 per cent to 49 per cent lower than the rates at present being charged. The intention of Parliament at that time undoubtedly was to create special rates which the company would be entitled to collect and which would be legal though not bearing a fair relation to other rates. At that time the Canadian Pacific operated about 7,300 miles of railway but in a desire to give equality of rates to territories contiguous to those mentioned in the statute though not supplied with railway facilities at the time the statute was passed, the company extended the application of rates to the lines subsequently constructed or acquired so that in 1918 the application of the rates had been extended to 13,772 miles of railway. During the period subsequent to 1897 many thousands of additional miles of railway were constructed by other companies now included in the National Railway System. The rates effective on this company's lines were naturally put into effect on the lines of these railways so that it is safe to say that the so-called Crow's Nest rates were in practice applied to five times the mileage in operation at the time the agreement was made. The Crow's Nest scale of rates if applied literally would bring about an inequality of treatment between different parts of Western Canada which must, of necessity, favor some districts against others which now enjoy relatively equal rates. The Government desire to have the facts considered by a special committee of Parliament with particular reference to the operating costs of the railways and to the result of the application of the Crow's Nest scale upon the revenues of the National Railways and of other railways. The situation has been twice reviewed by the late Government, once in 1918 when the rates were suspended by Order-in-Council under the War Measures Act because of the inability of the companies (in view of the heavy costs of operation) otherwise to carry on successfully and to perform the transportation services so peculiarly essential at that time; and again in 1919 when power to deal with the rates irrespective of the provisions of special agreements was conferred upon the Railway Commission. In both instances the view of the Government apparently was that Parliament, in establishing the Crow's Nest rates had not in contemplation the extraordinary and abnormal conditions under which the operations of the railways have been carried on in recent years or the inequalities and discriminations which might be created under the scale of rates then imposed. While considerable progress has been made in reducing expenses, there still exists a serious increase above pre-war costs and the wage scales of 1921 are higher by percentage ranging from 33 per cent to 355 per cent than those existing in 1906 and 1909, and the cost of principal commodities, including fuel and rails is also substantially higher; the in-

crease in the case of rails being 92.32 per cent and fuel 177 1/2 per cent. The operating ratio of the company in 1897 was 57.16 per cent, while for the year 1921 it was 82.28 per cent. The situation is one which should have frank recognition. The matter is in the hands of Parliament which alone can deal with it because of statutory restrictions.

I regard the stability of railway rates in Canada (even if re-adjustments downwards are bound to continue until normal operating conditions are reached) as being of the greatest possible importance to all Canadian railways. For the past four years the extraordinary conditions which prevailed have compelled drastic economies and the conserving of the resources of the companies wherever possible. It has prevented the increasing of facilities and improvements in maintenance and the construction of new lines because no company would be justified in spending freely for these purposes in the absence of adequate revenues. The large railway systems of Canada are, of course, the chief purchasers of material and supplies and to the extent to which their purchases for any purpose, including new construction, are prevented, the uncertainty of financial return upon the money invested a return to prosperity is retarded.

I had been hopeful that the present year would see a resumption of at least normal activity in maintenance and construction works, the necessity for which always prevails on a system the size of the Canadian Pacific. Apparently, however, we have not reached the period at which we can say that "large expenditures are warranted, especially in view of the freight rate situation." The steps preliminary to the re-adjustment of wage scales and working conditions are proceeding both in the United States and in Canada. The procedure being followed is that required by the agreements with the labor unions and by the laws of the United States and Canada. An early decision is hoped for in respect of some of the matters in dispute but the proceedings are, of necessity, protracted, and decisions are not, therefore, reached speedily.

Gross earnings on all Canadian roads still show substantial decreases under those of the corresponding period of 1921. Crop conditions, however, so far as they can be judged at this date, are very favorable and there is a returning spirit of optimism and activity which should grow in volume if the agricultural prospects are realized. The company's taxation is not unreasonably increasing from year to year, approximately \$70,000,000 having accrued in Federal taxes during the last five and a half years.

As indicated in the Annual Report, the finances of the company are in splendid condition and the credit of the company has been well maintained and is extremely high, and it is, I think, of national importance that it should be so maintained. While there are some serious and difficult problems yet to be solved, the general sentiment of the country shows a distinct improvement over that prevailing at the end of last year and the beginning of 1921. I am very hopeful that the importance of the transportation agencies of Canada being permitted to undertake their full share in the country's advancement will receive due recognition and if it does I am convinced that the return to normal conditions will be greatly accelerated. Your company will, as always, endeavor to perform its part with the purpose of advancing the expansion of the country agriculturally and industrially. Few institutions are so linked up with the prosperity of Canada as the Canadian Pacific and its ability to maintain a high credit has in a large measure contributed to the support received by other Canadian enterprises. Its program should be kept before the public with that of the country itself.

FRETTING NAUGHT BUT FOLLY

But Many Sermons on the Subject Have Failed to Convince People of Its Uselessness.

In that doleful, delightful book, "The Education of Henry Adams," occurs a phrase, "the folly of fret," which is better than the usual expression, "the uselessness of worry."

Many sermons have been preached, many lectures delivered, many medical opinions pronounced, many household homilies uttered, on that theme.

The trend of applied science in our century is toward the reduction of friction and the elimination of waste. And a big part of friction and of waste is worry.

We worry about the human machine. We imagine that all sorts of dreadful things are about to happen to us. Our thoughts ought to be on our work—and they are diverted by our worries. We worry about losing a position in business or our standing in society. There would be less excuse for anxiety if we would spend the energy consumed in trying to do our work still better, trying to serve more satisfactorily the community we live in, striving to discharge the various and delicate offices of friendship with increased tact and perception and sympathetic selflessness.

Worry is quite another matter from a proper carelessness, that weighs a proposition and looks all round its object ere acceptance.

A man who investigates before he buys, who considers alternatives and who asks questions before deciding, who makes no leap in the dark, is not open to the reproach of one whose "folly of fret" merely leads him in frantic circles, like a tethered donkey. All his fuss and clamor issue in nothing but an ecstasy of motion and emotion.

Man power is too precious to be thrown away in these strydoms that are the pantomime of futility. Give us more of the calm, big men who plan and then proceed.

They seem to have time. They do not operate in a flutter and a fever resembling the hen yard or the stock pen. They make up their minds and preserve their equanimity. Seeing them so cool and controlled, those who do everything in a panic or a paroxysm try their best to excite them by telling them the house is burning down or the world is coming to an end.

But these quiet and capable ones are not deceived. They know that it is not for man to say when his own life or his own work shall end. In trust and peace they continue on their way—avoiding "the folly of fret" that victimizes and weakens other men.—Philadelphia Public Ledger.

Relics of an Extinct Race.

Relics of an extinct Indian race are being uncovered on the Santa Ynez river by a road construction gang under the direction of Ranger R. Forsythe of the Santa Barbara national forest. The discovery is at a point two miles upstream from the foot of the grade of the San Marcos road on the other side of the mountain.

One such relic brought in to Forest Supervisor Thomas B. Sloan's office was a matter of much speculation. It appears to be a piece of black soapstone in the shape of a cylinder about 1 1/2 inches in diameter and four inches long, with a half-inch hole the length of it. The relic is highly polished, and when first excavated was said to be of a softness that permitted scarring its surface. Exposure to the air evidently had hardened it, however, in a few hours.

Forsythe said two other relics similar to this one have been uncovered, and one of the bones of the forearm of a man also has been found.—Santa Barbara Press.

Some Exceptions.

Among the witnesses called in a trial in a southern court was an old dandy.

"Do you swear that what you tell shall be the truth, the whole truth and nothing but the truth?" intoned the clerk.

"Well, sah," returned the witness, shifting uneasily, "dis lawyer gemun kin make it a powful lot easier on hisself an' relieve me of a mighty big strain of he'll leave out anything about gin an' chickens. 'Ceding to dose, Ah guess Ah kin stick to de truth."—The American Legion Weekly.

No Joke.

Ex-Chancellor Day of Syracuse university, bawling the high price of books, clothes and what-not, said at a dinner:

"Will this thing never end? I heard a story the other day. A charitable lady on a seashore boardwalk dropped a nickel in a beggar's hat. But the beggar returned the nickel to her, saying in not unkindly tones:

"Excuse me, lady; I don't want to hurt your feelin's, but I'll have to return this here nickel back to you. If we take less than a dime we lose our union card."

Mansfield Uses Phonographs.

Appreciation of music is taught in the schools of Mansfield, Ohio, with the help of phonograph records. In the seven schools of the town there are 37 phonographs. The machines were paid for by the pupils' music club, which includes 600 boys and girls. Each school has a complete library of records and the phonographs and records represent an investment of more than \$5,000. A special text book in music appreciation guides the teachers in this work, and the music supervisor of the town schools considers the teaching successful.

He Walked Into The Restaurant

Sat down, and gave his order. The soup was slow in coming so he started nibbling the bread.

It happened to be Robinson's Butter-Nut Bread. So he kept on eating it. Soon when the soup came he sent for another order of Robinson's Butter-Nut Bread.

And when he had eaten it he was so well satisfied he skipped the meat. And wasn't hungry till he went home for supper. And he brought home a loaf of Robinson's Butter-Nut Bread so he wasn't hungry long.

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