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are very reasonable.

## WALLACE \& O'BRIEN Phone 4469

New Beer Industry Established
to Supply Western Trade
A new business enterprise in Win
nipeg is The British Beer Brewerie nipeg is The British Beer Brewerie
Limited, which was incorporated abou Limited, which was incorporated about
four months ago in Manitoba for the purpose of acquiring the sole right o purchase and use in the provinces
Manitoba, Saskatchewan and Albert of Hobson's concentrate for a period o forty years. Hobson's concentrate i manufactured in London from the very best English malt and hops by a new and improved process. From the concentrate it is claimed that a much purer
and more wholesome ale, stout and and more wholesome ale, stout, an
lager beer can be otbained than has bee lager beer can be otbained than has been
possible under the old process. Thi claim is supported by the fact that th
concentrate is shipped concentrate is shipped in sealed can when first made, whereas the large quantity of malt used in this country and which is imported from Germany
deteriorates with shipping, with the deteriorates with shipping, with the
result that it is claimed to be impossibl to procure a good, wholesome, pure bee claimed in support that Hobson's pro cess renders the concentrate free from substance. In the old process of the extracting of hops, large quantities of this acid were also extracted from the hop leaf, and went into the finished
product. This it has long been the aim of brewers to avert. the company has but recently begu the manuacture of ale and stout in
temporary premises on Nena street, near William avenue. As soon as
spring permits they will huild suitable brewery and equip it with thoroughly up-to-date machinery. The site has
not been finally arranged for but will not been finally arranged for but will
likely be on Portage avenue in the neighborhood of Langside or Sherbrook streets. The company have a charte
capitalizing them at $\$ 50,000$. In ad dition to the manufacture of ale, stou and lager beer from Hobson's concentrate, the company have also take powers in their charter to put up an
sell all kinds of aerated carry on the business of malsters, brew ers and bottlers. The officers of the company are as follows: President
J. E. Playford; vice-president, H. W.
A. A. Johnson; secretary, R. J. Bush A.
treasurer, J. J. Hartin. The provisional directors are: H. W. Johnson, J. E. Playford, and R. J. Bush; solici tors, Munro \& West.
company of thirty milliore is a similar ing in India. There are also breweri in Nova Scotia, British Columbia, Lon-
don, Ceylon, South Africa, Australia, don, Ceylon, South Africa, Australia
Egypt and Malta. The brands manuEgypt and Malta. The brands manu
factured by the company at the presen time are bitter ale, Burton ale and the Winnipeg company cakes is th they can supply these favorite drinks to English people and guarantee $t$ them the same flavor which they have
been accustomed to in the old and this at ordinary prices.

## A neat retort

## certain statement

"Though this is a firm contradiction he said, "I want it to be a pleasant and polite one. It is not necessary, when men tell falsehoods, to call them liar and club them over the head. Their more graceful ways.
more graceful way
"For instance:
"In a small town in Indiana a group of drummers were assembled. They sat in the reading room of the country
hotel. On the flimsy botel hotel. On the flimsy hotel paper they
had finished writing to their firms with had finished writing to their firms with
the lumpy ink and the rusted pen the lumpy ink and the rusted pens
which the hotel management provided which the hotel management provided,
and now, with newspaper reading and and now, with newspaper reading and
desultory talk, they whiled away the desultory talk,
tedious evening.
"A young drummer in a red tie took the cigarette from his mouth and said "'Well, my day's sales here reache
$\$ 5,000$. Not bad for a small town, "An elderly drummer looked up from his newspaper and said quietly:
"' Not bad at all. It is wonderfu what one can sometimes do in these litte places. On my last trip here my say your sales did.,
"The young man reddened.
"، 'This isn't a lying competition,'
said gruffly.
"'Oh, excuse me,' said the other
I thought it was.' ' said the other.

## DEFINITION

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page.

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