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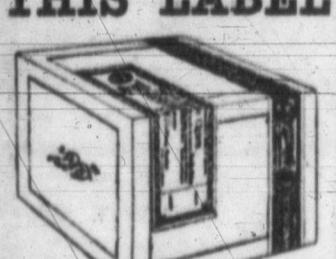
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**White Label Brand**

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NEW OVENS**

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they will be, without doubt,

The Leaders in the Manufacture  
of the Staff of Life.

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UNION LABEL OR ALL GARMENTS

1134 Queen Street W., Toronto.

**UNION LABEL PRIZE ESSAYS.**

FIRST PRIZE ESSAY.

By Walter Macarthur.

The power of the union label is proved by its progress. The union label signs for the application in industrial life of those rules which every good citizen applies in individual life—cleanliness, morality, honesty, charity toward woman, and care for the young.

Originating in 1874, in the white label of the San Francisco cigarmakers, followed in 1875 by the red label of the same craft at St. Louis, and permanently established in 1880, the convention of the Cigarmakers' International Union, by the adoption of "the other color of the flag"—the familiar blue label of to-day—the union label has become the emblem and guarantee of fair labor to three empires, the United States, Great Britain and Australia.

During less than 25 years the national organization has expanded from a single industry to 100,000 members in 150 crafts, in North America, whose products enter into almost every article of household and personal use.

The union label derives its power from the fact that it is based upon the first law of nature, the law that "a nation seeks the line of least resistance."

Started in cigar-making, the union label's power lies in its accomplishment by peaceful means, with absolute certainty and at little cost, that which the strike and boycott seek to accomplish always at great cost and sacrifice, and often without apparent results.

The workers who strike in protest against their wrongs may be defeated, but the public protest registered in the demand for the union label is invincible.

The union label enlists and arms in labor's cause those elements which determine the issue of every cause in civil and society, namely, the women and children.

Industries of woman, and the interests of man, are conjointly in the union label. Both stand for cleanliness, morality, the care of the young, the sanctity of the home; both stand against strife and force. The union label makes woman the strongest, as she is the greatest of God's creatures.

The mistress of the household represents the "purchasing power." She can not go on strike, but she can elevate the necessity of striking by demanding the union label.

With the "purchasing power" in her pocket and the union label in her heart, woman reigns with the olive branch, she is mistress of the situation.

To the woman of the trade unionist household the union label affords a guarantee that the wages earned under union conditions are expended upon union products and for the maintenance of union conditions, to return with interest in improved conditions for all.

By demanding the union label, the wife of the trade unionist becomes truly the helper of the breadwinner, her powerful influence being thus extended from the home to the workshop, from which she is otherwise totally excluded.

The child who demands the union label wieldy more influence has the man or woman who strikes. The striker's place may be filled, but there is no substitute for the union label.

The union label transforms the women and children of the working class into towers of strength. Without it they are often elements of weakness in the struggle for bread.

The union label is the undisputed sign of practical cooperation between employer and employee. The demand for the union label completes the relationship necessary to the most effective practice of co-operation by making the purchaser also a partner in the business.

The union label unites all interests that lie in the improvement of industrial conditions through the abolition of the sweatshop, tenement house, unsanitary factory, convict labor, Chinese labor, night labor and child labor. Each of these evils has its antidote in the union label.

Each circle formed in the interest of a particular reform expands toward the others, until all meet and merge in one great body, constituting a purchasing power quickened by conscience, directed by intelligence, and concentrated with unerring precision.

The union label, symbolizing as it does the conditions which the union itself is established to secure and maintain, is proof that these conditions obtain in the making of the article upon which it appears. Firm names, brands, trademarks and other devices, which products are advertised, may lose their originality through changes in the fortunes of those who own them. The union label, being owned by the union, and subject exclusively to its control, represents the same thing always, namely, fair wages and hours, clean workshops and good workmanship.

The union label stands always for the facts of to-day, never for a tradition of yesterday.

The union label stands primarily for union industry. As such it is an indispensable complement of "Home Industry," or other sub-biobeth of business, in the mind of the purchaser who holds principle above local pride. The union label is, indeed, the only guarantee that the products of any industry are fit to enter decent and cleanly homes.

The distinguishing characteristic of the union label is its assurance against deception. When an article ceases to be union-made, it ceases to bear the union label.

In a word, the union label is a weapon with which the trade union arms the fair employer and disarms the unfair employer.

The use of the Union Label to the

Trade Union.

It disarms opposition and conquerors prejudice.

It commands the respect and protection of the courts and state.

It is invulnerable to the injunction, the lockout and the blacklist.

It supersedes the boycott by concentrating the purchasing power upon union products.

It facilitates organization by increasing the demand for the products of organized workers.

It constitutes recognition of the union by making certain the recognition of union products.

It protects the trade union against attack by constituting the purchase the real employer.

It makes the strike unnecessary by insuring compliance with union conditions an advantage in business.

It is the most economic agency of trade union work, as well as being little trouble to the unions.

It is a powerful instrument of the economic interest and common duty of all trade opinions in aid toward each other and a certain guide in the discharge of that duty.

It is a weapon that profits the employer equally with the employee, but only so long as both aim at the same object. It can never be turned against the employee, because it is the latter's exclusive property to be given or withdrawn at pleasure.

Uses to the Employer.

It is the best medium of advertising.

It guarantees full return on the outlay in the form of increased business.

It exists in unions, their members and friends to the interest of the employer.

It insures stability in business, because its principles it stands for are sound, enduring and unchanged.

It saves time and talk in making it self-start.

It gives the purchaser

significance in the article—the merit of good, clean workmanship—as well as the prestige of fair play in the treatment of employees.

Uses to the Public.

It is essentially an emblem of peace, but in suggestion of practice.

It educates, organizes, and directs the public, making the purchaser the intelligent ally instead of the indifferent follower.

It directs and concentrates purchasing power against the evils peculiar to the existence of the evils common to many industries.

It tells how Mr. Carnegie gets the money that he spends so freely. It tells how he got five times as much for his steel business as was worth. It tells how he and the other trust magnates compel the public to pay dividends on hundreds of millions of bogus capital.

Read it, and you will get as much information on the trust question as you had read a dozen books.

"Andrew Carnegie has obtained a goodly heritage by only one Trust; and for him it is only natural to advocate it. He has acquired forever an income for himself, his administrators and executors of nearly \$16,000,000 a year, being a party to bleeding the steel industry of this country.

"This is more than four times the income of the King of England and all the royal family, and whatever vicissitudes may come to the King of England to make his income precarious, Andrew Carnegie cannot be endangered so long as the United States has a steel industry.

"There were sundry doubtful contingencies, such as the exhaustion of the iron ore of this country and the resulting collapse of this country's steel industry.

Andrew Carnegie did not forget these. He arranged that the contract should accrue to him and his future heirs and lay aside so much money every year as a redemption fund, so that he could acquire the principal in gold dollars or English gold sovereigns, in a certain number of years, before the steel industry is a thing of the past, or in any other event.

"The excessive amount paid to Andrew Carnegie for only 60 per cent. of the Carnegie Company's steel plants will be seen when we make comparison of values.

"According to the United States census of 1900, the entire capital invested in 1890 was \$260,000,000, and some of this was debentures and charged as actual money. The entire steel output of that year was \$804,034,918. It was produced in 669 establishments, with 227,057 workers.

"In that year double the weight or quantity of steel was delivered for a number of articles, tripling the value thereof. And, therefore, double the capital was required in 1890 to produce a dollar's worth of steel. The total capital required or employed to produce a dollar's worth of steel in 1899 was 73% cents.

"But in comparison with the quantity of steel delivered for a dollar in 1892 this amount ought to be cut in two, and the capital to produce a dollar's worth of steel in 1892 should be only 57 cents.

"In 1902 the Steel Trust delivered steel products at doubled prices, amounting to \$560,000,000. Therefore, the actual capital of the Steel Trust ought to be only \$267,000,000, based upon the real and fictitious capital existing in this country's steel industry in 1892.

"In view of this being the proper amount of capital for the Steel Trust, the payment to Andrew Carnegie ought not to have exceeded \$60,000,000. Then the American people would have been better off by paying for their own libraries, and in a better frame of mind for using them.

"Andrew Carnegie's correspondence shows that he knew that the makers of the Steel Trust were not handling their own money or their own property, and that, with their feeble steel plants, loaded with mortgage bonds and bogus capital, they were in Queen street, and never would get out, unless the Carnegie competition could be suppressed. Then he demanded and obtained double the money for which he was anxious in the previous April.

"In this manner, how natural, that millionaires are grown like mushrooms, collaterally, with magnates more costly than any known emperor, and that at the same time the millions of people who work are so lied by the millionaires and emperors that the working-class struggle to live and their desperation of want are increasing every year!

"The charges of all the absent landlords of Ireland for their land are everywhere claimed to be the cause of the blight and suffering and the blight of trade and commerce in that country.

"All that the absent landlords ever ask for their land was less than \$10,000,000 a year; but Andrew Carnegie has arranged to take, with the certainty

It is the medium through which the public may enforce its rightful power of arbitration between employer and employee.

It is the inspiration, the guide-post, and the rallying point of the energetic and courageous women in every community. It gives us the Woman's Union League.

It is particularly adapted to the nature of that female which synthesizes the highest morality. It gives us the Woman's Union League.

It appeals not to force, but to reason, establishes confidence in place of fear; makes one ashamed; but, on the contrary, invites and encourages the people to take pride in well-being.

It is a standing declaration of the moral duty devolving upon the purchaser to inquire into the cost at which an article is produced, as well as the cost at which it is sold.

It organizes the purchasing power on lines of fair conditions of labor, and against those conditions which destroy health and morality of individuals, and endanger the well-being of the purchaser.

It is an appeal to principle, a principle that is above price; the principle that a dollar expended in the maintenance of fair labor is worth more in the end than a dollar saved at the bargain counter.

It organizes the purchasing power on lines of fair conditions of labor, and against those conditions which destroy health and morality of individuals, and endanger the well-being of the purchaser.

It is the "In His Signe Vincit" of the crusade to rescue the child from the workshop, factory and with the sweatshop and tenement house, and the millions of labor from the clutches of greed, degradation and poverty.

One of our readers has taken the trouble to send us the following interesting extract from Fleming's "Deceitful Finance."

"It tells how Mr. Carnegie gets the money that he spends so freely. It tells how he got five times as much for his steel business as was worth. It tells how he and the other trust magnates compel the public to pay dividends on hundreds of millions of bogus capital.

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