

There's No Limit To its good points in Infusing Qualities.

"SALADA"

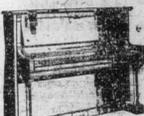
Is a Revelation in Tea Goodness

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Mason & Risch Pianos are built to sell at as low a price as they CAN be sold, direct from Factory to Home, but they are NOT built to meet price competition from ANY source, and it is because they are made to render life-time service and NOT to meet price competition that they have won the reputation of being Canada's First and Foremost Piano, "The Best Piano Built."

We shall be glad to welcome you at our store and make plain to you the reasonable conditions at which we will sell you the very instrument you want.



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Mark Twain of Canada

In the days when interesting people came to Canada to find it freshly interesting there was a man who revealed the spirit of the land to them. He was George Ham of the C.P.R. He has put a major pond of the United States out of business. Why go on a weary transport to Winnipeg and on through the delights of the Rockies in all the comfort of a sump to a coach? Great persons beseech him to call them by their first names. He has loaned matches to kings and potentates and autographed photographs of his features for admiring authoresses of best sellers. There did once seem to be a time when the truly great would venture to come to Canada without first ascertaining whether George Ham could receive them. He is said to have got so "red up" with dukes and royal bodies that he did not mind, for a change, signing untitled personalities of international fame. Many men whose signatures command imperious power, would no more think of forgetting to send him their Christmas cards than they would dream of neglecting a royal command. He is so very much personae grata with all kinds of people in Who's Who, when he arrives in London the court circular has to be enlarged to publish the invitations issued in his honor. Now he has achieved the signal honor of an unpaid-for mention in the exclusive Morning Post. It feels relieved to know that even if the League of Nations be jeopardized, the official entertainer of the C.P.R. is keeping his health and reveling in his high spirits. This bright though aristocratic London paper says George Ham is the Mark Twain of Canada. It claims his jests are beyond computation. He will yet go down to fame as having originated one joke. He has been as generous with his humor as he has been a profitable acquaintance for professional jokesters. As he never has patented any of his inimitable quips he often laughs at them when he hears them on the stage, until he realizes that they were of his own making. You may have heard of the Cincinnati millionaire he took to Muskoka. While there a plutocrat was attacked by brigands from Toronto. The chief brigand later complained to the police that in the encounter his watch and chain had been stolen. It should be added that George Ham was not out with his Cincinnati charge when the watch and chain were stolen. Thousands of persons who have enjoyed seeing Canada have testified to how much their enjoyment was due to his timely wit and indefatigable attention. They have paid tribute to the courtesies he knows so well how to extend in behalf of his railway. But perhaps one of the best tributes ever paid this incomparable humorist came from the railway files, was a copy of verses by Mr. Nell Munro, the Scottish author. He sang how George Ham had "freighted laughter for thousands miles," when acting as uncle, aunt, brother, father and grandfather to a party of British scribes. They think in Britain that not to have known George Ham of the C.P.R. is to display ignorance of the Empire's history. —Winnipeg Telegram.

MR. GEORGE HAM.

ZARA RULED BY VENICE.

Winged Lion of Saint Mark Caps Gate In The Town Wall.

Zara, where Gabriele d'Annunzio is reported to have landed, and its location relative to Fiume, already occupied by the soldier-poet, is described in a U. S. Geographic Society bulletin, based on a communication from Kenneth McKenzie, follows: "Starting from Fiume, one sails down the channel called Quarnero, leaving Istria and the Gulf of Guadaro to the right. The Island of Arbe, about half way to Zara, has an obelisk with a twelfth-century tower. Coming from Trieste one skirts the western shore of Istria, stopping perhaps at Rovigno and Pola. This stay of an hour enables one to get a hurried glimpse of the great amphitheatre and other Roman remains of Pola, under Austrian rule an important naval station and strongly fortified. The language here is chiefly Italian. Istria would well repay the time devoted to a trip of several days; but we pass on, stopping at one or two of the islands, to Zara, the most northerly town of importance in Dalmatia.

"Zara is noted all over the world for its mariner. Aside from this, however, the town has many attractions to offer. On landing from the steamer in the land-locked harbor, we find ourselves in front of a gate in the town wall. Over the gate is the winged lion of Saint Mark, often met with here and elsewhere in Dalmatia, and a symbol of the former dominion of the Republic of Venice. Passing through the gate, we enter the narrow paved streets of a typical Italian city, such as we may meet in Italy to have been two or three centuries ago, except that the hotels are more comfortable. There are many, medieval churches in the town, interesting architecturally, and containing works of art. The cathedral in particular, a majestic Romanesque church, is richly adorned outside with many arcades of little columns and inside with marbles and paintings. It is in the best Italian style of the middle ages. Its campanile is a landmark.

"Wandering among the narrow streets, we come upon several open squares and market-places, where in the morning scores of peasants may be seen in the brilliant-colored costumes. There are Roman remains, too—columns and statues. Leaving Zara, the steamer comes out of the harbor, encloses the point of land on which the city stands, and skirts low-lying shores, passing among innumerable islands. All at once a narrow opening appears; we go through it, and find ourselves in the spacious harbor of Sebenico, with the town rising from the water to a fort crowning the hill."

Loyal to British Crown.

There are a number of diminutive water-surrounded monarchies on the coast of Scotland. They each have their kings, but are subject to the British crown. One of them is the Isle of Bute, in the Firth of Clyde, which is owned by the Marquis of Bute.

The kingdom contains only fifty square miles, but has a population of 11,000 people. There are six lakes within the island, the largest being Loch Fad, which is about a quarter of a mile wide and about nine times that in length. The famous old home of the marquis dates from the year 1608.

Bute is another of these kingdoms in the same firth. The Marquess of Graham rules over its 5,000 inhabitants. It is nineteen miles long and ten miles broad. It was on this island that Robert Bruce is said to have hidden in a cave for some time and there planned one of his expeditions to recover the crown. The ruins of a castle, once the home of one of Scotland's kings, is on the island.

St. John Burrell rules over the island of Rhith, which is one vast game preserve. Nearly all this island is deep forest and moorland, and all of it is mountainous. Only 300 acres are tillable, and there are 160 inhabitants. The island provides deer and other game for the nobility.

The largest of these island groups is doubtless Lewis island, one of the outer Hebridean group, off the coast of Scotland. It covers an area of nearly 700 square miles and boasts a population of 37,000 people. It has splendid lochs, where splendid fishing is to be had, and red deer still roam over the moors and forest land.

This land has a stirring history, for the people have always been fighters and have many times defeated the royal troops.—Answers.

Solved Labor Problem.

The Malays and Bataks of Sumatra have solved their labor problem in a unique way. An important part of their food is the coconut, and they also form an important part of their commerce. They have trained monkeys to pick nuts, in which they show great dexterity. Carl D. La Rue of Sumatra writes to Science saying that trained coconut-picking monkeys sell at from \$8 to \$20, according to their skill. He adds that they are very savage, and will inflict a serious bite whenever they get a chance.

Mirrors.

In the early part of the sixteenth century mirrors first became articles of household furniture and decoration. Previous to that time they were small circular plaques of polished metal fixed in a shallow circular box covered with a lid.

Norway Extracting Salt from Ocean. Experiments in Norway with a view to extracting salt from ocean water by means of electric power have been successful, and two salt factories will be started for this purpose in the near future.

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Higher Railway Rates Necessary, Says E. W. Beatty

Wage Increases on Canadian Roads More Than Interest on Whole War Debt

ADDRESS AT WINNIPEG

Railway Situation in Canada Without Parallel in Any Place in the World, He Says.

Winnipeg.—Addressing the Canadian Club at a luncheon at the Royal Alexandra on the subject, "The New Railway Situation," E. W. Beatty, K.C., president of the Canadian Pacific Railway Company, gave a plain intimation of a coming increase in rates.

Mr. Beatty said: "Since I had the pleasure of visiting Western Canada in May last, a very important change in the transportation situation has taken place through the sudden consummation of a plan for the acquisition of the Grand Trunk and Grand Trunk Pacific railways. This is a view to their incorporation into the system of the National Railways. In the course of when the legal and other formalities have been fulfilled, this consolidation will take place and the test of the possibility of successful administration of a vast system of railway under the aegis of the Government will be made. It is probably the most ambitious and comprehensive task which any Government or any people has taken upon themselves, except temporarily in an emergency. It may be a ten-year period of years and the results may be expensive, but under honest management with independent and non-political administration, and above all with accurate information supplied to the public as to the result of these operations, the people of this country will be able to determine for themselves whether that result is better than the present one. I make no comment on the wisdom or otherwise of this further extension of Government ownership of railway representatives, but the matter has been settled by the representatives of the people. I am sorry, however, that a little more time and information were not given both to the people themselves and their parliamentary representatives, before the decision was taken to represent the view and desire of the vast majority of the people of this country, especially the business communities, who have a particular stake in the railway situation and a particular knowledge of what constitutes efficient railway service. The decision to consolidate has been administered by a board selected by the Government with experienced railway operators and executives in immediate charge of the property, with Parliament as the final authority, and control of the financial support to be given, and the Government of the day with full responsibility for the expenditure of the monies voted for such purposes. The result of this means that the railway situation in Canada is now completely changed, and the country must depend for its transportation facilities, upon the National Railways or the Canadian Pacific, because with pre-arranged mileage under the control of the Government, it is not likely that much capital would be attracted to new railway enterprises for the reasons which such investments might bring. Therefore, I think it may be fairly stated that such additional construction as takes place within the next few years will depend upon the willingness of the National Railways and the Canadian Pacific to meet these needs and their financial ability to meet them.

"This is a situation which is without parallel in any place in the world where a government-owned and operated railway and a privately-owned and operated railway, not greatly different in the matter of mileage, both with, of course, adequate credit, have in their hands the almost exclusive right to remedy transportation deficiencies in the places throughout Canada. It is true, I think, that this will provoke a highly competitive condition. How will this competition will be affected upon its honest and its fairness. If political methods are to be introduced into the competition, and facilities provided in accordance with political expediency or if political rewards allow the extent of the support or otherwise which is granted by shippers to the National Railways, then I should say the competition would be unfair and unequal.

"During the course of the year, the railway companies of Canada had to meet a great many problems, due to the emergency which prevailed, which were unusual and of great importance and which required new methods to secure their being dealt with competently. For that purpose the Canadian Railway War Board was constituted and through it the efforts of all railways were coordinated to meet the extraordinary demands through the movement of the Canadian Railway War Board. It was well and efficiently done; was so well done, in fact, that not one hour's demurrage was caused by Atlantic shipping by delays on Canadian railways. I have recently re-

ceived a letter from Sir Joseph Maclear, British Minister of Shipping, in which he points to the fact as a conspicuous example of the effective way in which the work of the Canadian railways was performed. "Since the war, there has been considerable railway association in Canada, whose executive comprises the presidents of the principal railways in Canada, and in the organization of which is contained various committees from the operating, financial and traffic officers of the companies, who are constituted to act jointly, when joint action would be in furtherance of the traffic interests of the people or of the railways. Mr. Hanna and myself sit on the executive committee, and I am very hopeful that with the experience he has gained, he will be able to give his aid and support to a railway man and not a politician.

"I have known Mr. Hanna for a great many years, and my appreciation of his public qualities and financial ability as disclosed in the numerous exacting and difficult positions he has been called upon to fill is greatly increased. He has been trained in his earlier years in the service of the Canadian Pacific and has always, both personally and officially, retained a very sincere affection for his country. His company has not detracted from my appreciation of him.

"Mr. Hanna and I have a great many problems in common and others which are individual because peculiar to the different systems of railway operation in which we are respectively involved. Occasionally it may be necessary in public utterance to differ on certain particulars, or the interests which we represent, but I recognize that these differences will be few and far between, because I can imagine nothing of which I differ more than of the importance of the railway situation in Canada. Mr. Hanna's opinion of the Canadian Pacific and myself, in the matter of the public ownership of the railway, is a few weeks ago in Toronto, and with his characteristic Scotch pluck, whatever that means, said that the trouble with me was that I did not see the advantage of public ownership, but that I would hope for its success, and that notwithstanding the fact that the Canadian Pacific had occupied a very unique and strong position within the Empire in a few months' time it would be number two instead of number one, and that was where the shoe was pinching. As I say, Mr. Hanna intended this to be a humorous remark, but his humor is sometimes hard to understand, and his audience, a most intelligent Toronto audience, misunderstood him and applauded his property of the fact of another railway system, bigger and better than the Canadian Pacific.

"I imagine that Mr. Hanna and myself could sit down today and discuss the railway situation incidentally to that we could, I think, agree without much discussion as to which was number one and which was number two, of a similar nature without hesitation or reservation, because I know what a wise and experienced man Mr. Hanna is. I can say with equal confidence, I think, that five years from now Mr. Hanna and I will discuss the question with equal frankness and agree between ourselves as to which was number one and which was number two. Of course, it would be the same as now, but that would not be necessary to enable him to reach a correct conclusion.

A CHEERFUL PROPHET.

Mr. Hanna has recently adopted the role of prophet for the National Railways. He is a cheerful prophet, and he paints a glowing picture of the future of the railways under his charge. This is as it should be, and he is wise in making it as attractive as possible. He has recently taken his pencil in hand and sketched out the joint mileage of the Canadian Northern, Intercolonial, Transcontinental, Grand Trunk and Grand Trunk Pacific railways in Canada and the United States; he has likewise added the number of miles and cars of all descriptions, of freight carried on all systems and has concluded the National Railways are, or will be, the greatest railway system in the world. It is not difficult to see why he is so cheerful. Up to the present they are less, although the mileage is greater, but I do say that the test of the best or worst railway is not necessarily determined by mileage and "biggest" and "biggest" are not necessarily synonymous terms. Companies must stand or fall on the character of the service they render, and if one railway's service is consistently better than another's, if its officers are more efficient, its service more expeditious and its business transactions with the public more satisfactory, it is the railway which will be rightly regarded as the best, whether its mileage be somewhat more or somewhat less than its rivals'. The National Railways and ourselves are contented with conditions of operating which are almost without precedent, and which, with the largest measure of support we can both receive, still render these main-

How By-law For Street Resurfacing Was Carried

The streets so paved were becoming impassable. The City Council brought a \$81,000 Re-Surfacing By-law before the tax payers at a special election. There was considerable agitation connected with such an expenditure on the part of those whose property was not in the immediate vicinity, especially since this amount of money would come from the general funds of the city. After the full preliminary work of a committee formed for

such purpose, a novel propaganda scheme was adopted when small stickers were placed on all milk bottles delivered to Sarnia homes, morning after morning. These ran in series carrying different legends directly to the homes of the majority of the voters. Unusual newspaper publicity was given to this stunt throwing some mystery on what would appear on the milk bottle next day. Everyon in Sarnia was watch-

ing the milk bottles. The same legends appeared in different forms on the windshields of automobiles and when election day came members of the motor club were on hand at each booth to bring in voters over the roughest roads they could find. This physchology was overwhelming and when the votes were counted the by-laws carried several times over.

Business was dull on the Toronto and Montreal Exchanges, and prices

of Canada, but one of the most potent. Its problems are the problem of Canada; it has a grave interest in the economic and industrial future of Canada. I can imagine nothing which concerns Canada's progress that does not concern directly, or indirectly, the Canadian Pacific. It is, therefore, proper in its own interests and that of the shareholders, that its officers should have an interest in its commercial and trade problems, and further the solution of them to the best of their ability.

"There is always in the minds of some people a mystery in the existence and operation of any large corporation, whether Government owned or privately owned. It is supposed to conceal within the walls of its offices machinery for many things not necessarily connected with its enterprise. Nothing could be further from the facts. Being public utilities, they are open to more criticism than other institutions. Their affairs are more public, and their officers better and more widely known. They are easier to understand though they are huge in size, and their ramifications are greater. Since 1904 the railways of Canada have been required to justify every rate, act and practice which affected the public or the public interest. Can this be said of any other enterprise?"

"SANE OPTIMISM NEEDED." "The problem of increased costs of production in the railway companies in common position with other citizens of Canada. The cure for it is greater production and trade expansion, hard work and thrift. Some people seem to lose sight of the very fundamentals on which the prosperity of this country has been heretofore based. The foundation of our economic stability rests upon our possessions, work and the rewards which come from it. We have no more right to expect to receive high wages and high compensation unless we can give adequate return in service, than we have a right to expect to appropriate and keep what does not belong to us. The necessity is placed upon one end of the country to be different and it cannot be predicted too often, because unless it is practiced this country will not enjoy its share of the world's property, and will not be able to meet the needs of the disintegrating conditions which have resulted from the economical upheaval of the last five years. Heads of financial interests see it, and advise economy of all kinds. Individuals are practicing it. Governments, federal, provincial and municipal must also see it, and practice it, or else hard times will succeed our present one of prosperity. It has always seemed to me that hard times do succeed any era of great spending or extravagance, and it is a serious commentary on the common sense and sanity of people that it is necessary for the realization of these consequences to be obtained by experience instead of by a careful appreciation of the trend of events and by modification and prudent anticipation and prevention of the natural consequences of extravagance and imprudence. I am an optimist; I do not see how anyone could be anything else so far as Canada is concerned, with its natural wealth and the virility of its people, but with great optimism comes equally great discretion, and the fact that a man or a nation is full of hope and confidence does not mean that he should disregard the warnings of the times, or with his eyes on his own future fail to observe the economical pitfalls immediately in front of them."

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"In conclusion I would seriously urge upon you all the paramount necessity of quiet sane consideration of Canada's economic problems as they develop. It is, I think, conceded that most of the errors made in past years have been due to a too ready acquiescence in ill-considered policies and a serious desire by the people as a whole to the correctness or otherwise of the conclusions reached. I am, I think, quite within the mark in saying that our principal railway and economic mistakes have been due to the lack of keen appreciation in those whose concurrence permitted the adoption of these policies. There is no time in the history of this country when the views of extremists should prevail as little as now. The difficulties which confront us are not insurmountable if the solution of them are given the proper and sane consideration which is indispensable to a correct conclusion. Appeals to prejudice and tradition are fruitless. Permanent good, given the proper recognition of the diversity of economic necessities which inevitably exists in a country the size of Canada, and a serious and single desire to meet the needs of all the interests of the country as a whole, and I would have every confidence that our errors would be reduced to a minimum and the economic straits of the country increased beyond the possibility of serious setback."

A CITIZEN OF A COUNTRY.

There is little in the world that is so old-time aloofness with which railway companies dealt with the public. The Canadian Pacific is a citizen of Canada, not the

citizen of a country, not the

citizens extraordinarily difficult. We both appreciate that the people is a jealous and exacting mistress, but we also know that the public is a generous and persistent friend, and his confidence is seldom lost. It is, therefore, proper in its own interests and that of the shareholders, that its officers should have an interest in its commercial and trade problems, and further the solution of them to the best of their ability.

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"SANE OPTIMISM NEEDED." "The problem of increased costs of production in the railway companies in common position with other citizens of Canada. The cure for it is greater production and trade expansion, hard work and thrift. Some people seem to lose sight of the very fundamentals on which the prosperity of this country has been heretofore based. The foundation of our economic stability rests upon our possessions, work and the rewards which come from it. We have no more right to expect to receive high wages and high compensation unless we can give adequate return in service, than we have a right to expect to appropriate and keep what does not belong to us. The necessity is placed upon one end of the country to be different and it cannot be predicted too often, because unless it is practiced this country will not enjoy its share of the world's property, and will not be able to meet the needs of the disintegrating conditions which have resulted from the economical upheaval of the last five years. Heads of financial interests see it, and advise economy of all kinds. Individuals are practicing it. Governments, federal, provincial and municipal must also see it, and practice it, or else hard times will succeed our present one of prosperity. It has always seemed to me that hard times do succeed any era of great spending or extravagance, and it is a serious commentary on the common sense and sanity of people that it is necessary for the realization of these consequences to be obtained by experience instead of by a careful appreciation of the trend of events and by modification and prudent anticipation and prevention of the natural consequences of extravagance and imprudence. I am an optimist; I do not see how anyone could be anything else so far as Canada is concerned, with its natural wealth and the virility of its people, but with great optimism comes equally great discretion, and the fact that a man or a nation is full of hope and confidence does not mean that he should disregard the warnings of the times, or with his eyes on his own future fail to observe the economical pitfalls immediately in front of them."

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