

Canadian Business Men And Others Should Visit East And West And Study Conditions

A recent issue of the Canadian Manufacturer contains an article which is of particular interest to every Canadian business man. The easterner who has not seen the west and the westerner who has not seen the east are working under a severe handicap.

That the Montreal business men are keenly aware of this fact is indicated in the recent tour of the Montreal Board of Trade to the west, who had, as their guests a number of British industrial men, members of Parliament and financiers. Knowledge is power, and the soundest knowledge is that which is obtained directly by oneself on the ground, heard with one's own ears and seen with one's own eyes.

It is an extraordinary thing—nevertheless a fact—that there are in the east generally many prominent business men who, year after year, do business with the west, yet who have never personally visited it. They make frequent trips to Europe and to the United States, but when it comes to personally visiting the western section of their own country, they "pass it" up in favor of some other trip. The United States slogan "See American First" might well be adapted to "See Canada First" by those business men who can, if they will, see more of their own country. The article referred to is as follows:

If you would build up a national business, you should know Canada; you should understand the difference in the viewpoints of the westerner, from that of the man in Ontario, the man in Quebec and the man in the Maritime Provinces.

To understand men one should be familiar with the conditions under which they do business. To do this, one must visit the city or town where they do business and get close enough to see in what ways conditions are different in one locality from another.

We all know that the needs of a customer in a manufacturing city like Windsor are very far different to the needs of a prairie city like Saskatoon. But to thoroughly understand, and to be in a position to answer any demand in these places, the business man should visit those places and study each one in relation to the product he manufactures.

For instance, how many business men in Canada know what towns are affected by drought in a certain district in the west? How many know what towns should be affected by a great increase in demand for Canadian paper and pulp?

One cannot know his market too intimately; and, as everyone in business in Canada knows, the distances here are great indeed and the diversity of interests entail serious study to be fully understood.

Apart from the purely business aspect of the matter, however, Canada offers to the tourist a wealth of places worth seeing:

The beauties of the Pacific coast cities and their parks, the Rockies, the Okanagan and other B.C. valleys; the prairies at harvest time, or for that matter, at a time when the crop is in; the drives around Winnipeg; the Great Lakes; the Muskoka Lakes; the Algonquin Park; the pastoral scenery of Ontario; Niagara Falls, whirpool and rapids; the Niagara fruit district; the Rideau; the Thousand Islands; the drives around Toronto, Ottawa and Montreal; the Parliament Buildings and the view from Parliament Hill; the St. Lawrence and Saguenay River trips; old Quebec; the hunting and fishing grounds of New Brunswick; the seafaring life along the shores of the Maritime Provinces; pastoral Prince Edward Island; the apple valleys of Nova Scotia; the harbors and beauty spots of St. John and Halifax—and these are only high spots that come readily to mind.

Travel in itself is worth while. The business man should be, and generally is, a good mixer. On this train or boat the good mixer soon meets men and women worth knowing. The consequence is a mental rejuvenation, or brushing up, that is good for any man.

One thing is sure, the man who starts out to see Canada is going to come home an enthusiastic believer in his own country and an optimist as to the future of his own business.

Homesteader Holds Record

Man of 83 Years Just Completed Homestead Duties in Saskatchewan

Holding the unique record of taking up a homestead on the western prairies at the age of 80, of carrying out all the required development work unaided, and of getting title to the land at \$8, Hugh A. Sharon visited Regina recently. For half a century Mr. Sharon labored in Ontario at the time of Confederation and before. Then when he reached the age of 80, the wanderlust seized him and he came to Saskatchewan where he filed on a homestead.

To squeeze metal plates together and close a rivet on them a pressure of between 150 and 200 tons is required.

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W. N. U. 1446

Memorial to War Hero

Father of Captain Ball Erects and Endows Eight Homes in England

Eight homes erected in memory of the late Captain Albert Ball, V.C., D.S.O., M.C., by his father, Alderman Albert Ball, were opened at Nottingham by Lieutenant-Colonel Leslie Wilson, M.P. The following message was read from the King:

"It is fitting that the homes should bear the name of one destined to live pre-eminent among the sons of Nottingham, who, in the great war, as in the days of Charles I., gave their all for King and country."

The homes will be occupied by the mothers or widows of men who fell in the war, and one of the first tenants will be a woman who has lost three sons. Alderman Ball, in addition to giving the houses, has endowed them, and the tenants will receive free coal and light. The capital value of the gift exceeds £20,000.

Champion Swimmers From Inland Towns

Very Few Live in Coast Towns or Villages

It is a rather strange fact that of the multitude who from time to time undertake to swim the English Channel, very few, if any, are dwellers in coast towns or villages. One would have thought that amongst the men who dwell by the sea and earn their living on the sea, the champion swimmers would be found, but the real fact is that all the swimming champions come from the inland towns. A large percentage of the fishermen cannot swim at all; they never bother to learn because of a centuries-old prejudice. They argue that if they could swim it would only prolong their death agony if they were wrecked miles away from land or the help of other boats.

Substitute For Gasoline
"Springbok" Motor Spirit Is Name of New Invention

The prickly pear may force down the price of gasoline and prevent the "growth" of many stick dividend "melons" by the big oil companies. In far away South Africa, the Department of Commerce has found that a gasoline substitute made from prickly pear juice mixed with other chemicals, has shown remarkable results. It is known as "springbok" motor spirit.

It can be retailed for half the price of gasoline, has averaged 22.6 miles for a six cylinder car and unlike gasoline, starts easily in cold weather.

The substitute was invented by A. C. Devilliers, an attorney, and a company has been formed to manufacture it. The formula is kept a closely guarded secret.

A Costly Comma
Substituted For Hyphen and U.S. Lost Two Million Dollars

There is a story that the insertion of a comma once cost the United States Government the sum of \$2,000,000. About forty years ago the United States Congress, in drafting the Tariff Bill, enumerated in one section the articles to be admitted on the free list. Amongst these were "all foreign fruit-plants." The copying clerk, in his superior wisdom, omitted the hyphen, and inserted a comma after "fruit," so that the clause read "all foreign fruit, plants, etc." The mistake could not be rectified for about a year, and during this time all oranges, lemons, bananas, grapes and other foreign fruits were admitted free of duty, with a loss to the Government of at least \$2,000,000 for that year.

Thankoffering For Hospitals
English Nobleman's Gift for People Who Cannot Pay

Lord Barnby, of Blyth Hall, Nottingham, head of Francis Willey and Co., Ltd., wool merchants, of Bradford, England, who has returned to business following an operation, has forwarded to the Lord Mayor of Bradford a cheque for £5,000 for division as follows: Bradford Royal Infirmary, £2,000; Bradford Eye and Ear Hospital and Bradford Children's Hospital, £1,000 each. He wrote that he fully realized that many who might need a similar operation had not sufficient money to pay for it, and he hoped his thankoffering would result in the alleviation of suffering in Bradford.

Women Entering Professions
McGill University's first woman dental student has been enrolled in the person of Miss Florence Johnston, of Montreal. In 1911, the first woman student was admitted to the study of law at the university, and at the present time there are four girls taking the medical course.

There is \$50,000 worth of sheet brass on the sunken Lusitania.

There are today 250,000 professional begging letter-writers in England.

Crabs change their shells annually.

The Everywoman's Fund

A Plea for Help to Raise Funds for Assisting Tuberculosis Women

The Everywoman's Fund for caring for one year for fifty tubercular women in Saskatchewan, is being organized as rapidly as possible. Already though the provincially organized women have scarcely got their plans laid for letting all the women of the province know of the need for funds for tubercular work, two Regina clubs have announced their intention of assisting Everywoman's Fund. The ladies-aid of the Metropolitan Church, and the Women's Labor League are the two societies who have most promptly come to the aid of the victims of the white plague.

The need for all the help that can be given by the women of the province in helping fight tuberculosis may be guessed at from a single clause in the report of the Royal Commission on Tuberculosis which made its investigation a few months ago:

The present accommodation for the treatment of tuberculars at the Saskatchewan Sanatorium is entirely inadequate to accommodate those sufferers requiring treatment in the province. On November 15th, 1921, at a time when the Sanatorium was full to capacity and a large waiting list outstanding, a questionnaire sent to the physicians of the province revealed the fact that 1,625 patients were receiving treatment in their homes.

The Anti-Tuberculosis League is hoping that another provincial sanatorium may shortly be built at Saskatoon, and one in the neighborhood of Regina. But Saskatchewan people are asked to support the work individually as well as through the Government. For this reason the Provincial Council of Women has begun the Everywoman's Fund. Gifts for it may be sent direct to the Sanatorium, Port Qu'Appelle, or to Mrs. Fred W. Bates, 3068 Angus Street, Regina. Acknowledgment will be made at once.

MOTHER!

Clean Child's Bowels with "California Fig Syrup"



Even a sick child loves the "fruity" taste of "California Fig Syrup." If the little tongue is coated, or if your child is listless, cross, feverish, full of cold, or has colic, give a teaspoonful to cleanse the liver and bowels. In a few hours you can see for yourself how thoroughly it works all the constipation poison, sour bile and waste out of the bowels, and you have a well, playful child again.

Millions of mothers keep "California Fig Syrup" handy. They know a teaspoonful today saves a sick child tomorrow. Ask your druggist for genuine "California Fig Syrup" which has directions for babies and children of all ages printed on bottle. Mother! You must say "California" or you may get an imitation fig syrup.

Give your local merchants a chance. Buy at home.

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WESTERN EDITORS



A. H. Mersidge, Editor and Proprietor of The Free Press, Wetaskiwin, Alberta.

For Control Of Radio

Western Telephone Officials Recommend Licensing System

Seeking control of radio telephony, executives of the western provinces government telephone systems will recommend, through the Ministers of Telephones to their respective legislatures, the transfer of authority from the Federal to Provincial Government of the enforcement of the Radio Telegraph Act dealing with radio telephony.

The recommendations of the Manitoba, Saskatchewan and Alberta Government telephone systems are identical and the recommendations ask for authority to be vested in the Minister of Telephones for the issues of licensing for transmitting or receiving stations for radio telephony. States would be licensed by the Provincial Governments and 50 per cent of the license fee would go to the Dominion Government.

Restrictions of the forwarding of commercial messages by broadcasting stations and that no commercial licenses be granted except under charter issued by the Provincial government concerned, is favored by the executives of the three government telephone services.

Primitive Post Office

Vessels on India Route Buried Letters Under Stones

In the earlier portion of the 19th century when the vessels of the East India Company called at Capetown, Table Bay and other places on their way to India, the officers of the vessels buried letters and despatches under peculiarly shaped flat stones which had the vessel's name engraved on them. These stones were eagerly sought for by homeward bound craft, whose passengers were anxious for news of those stirring days, and it is interesting to note that one of these stones, with the date and name of the ship still legible, is preserved in the vestibule of the present Capetown Post Office.

Deferred Loan

Spender—You couldn't let me have ten dollars till next week, could you?
Lender—No, not until then, any way.—Judge.

Germany Developing Production of Silk

Aiming to Defy Competition in Markets of World

A vigorous attempt is to be made to make Germany one of the greatest silk-producing countries of the world. It was Frederick the Great who first tried to develop silk production in the Fatherland, and the hundreds of mulberry trees which he imported and planted are still living today. The effort, however, failed, and it was not till halfway through the late war that it was revived.

In 1916 a group of German women started a movement to encourage silk growing as work especially fitted for disabled soldiers. A "Women's Silk-growing Club" was formed and large numbers of mulberry trees were imported and planted in various parts of the country.

The club was soon able to hold an exhibition of all German silk—sufficient for 58 ladies' dresses. The movement flourished for a time and it was found that German cocoons were much bigger than those of other countries because the climate does not, in general, fluctuate so much.

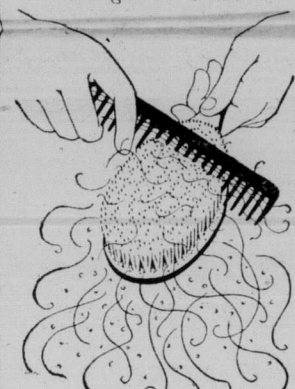
It was eventually found very difficult to keep the effort going, but experts have now taken the matter up out of economic motives. The scarcity of raw material is a serious business for the country, and in their search for new sources of supply the experts have discovered that it would not be difficult to make Germany one of the most important silk-producing countries in the world.

So special societies have been formed to take over and carry on the work of the "Women's Silk-growing Club," and they are hopeful of early and important results which will lead the way to the freeing of the German silk industry from the necessity of importing raw material. It is hoped that large quantities of all German silk will be on the market early next year.

The big dye firms are interested in the venture, and it is believed that co-operation with the dye interests will lead to the production of beautiful silks which will defy competition in the markets of the world.

DON'T LOSE ANOTHER HAIR

35c "Danderine" Saves Your Hair—Ends Dandruff! Delightful Tonic



Don't lose another hair! Don't tolerate destructive dandruff. A little Danderine now will save your hair; thicken and strengthen it; double its beauty.

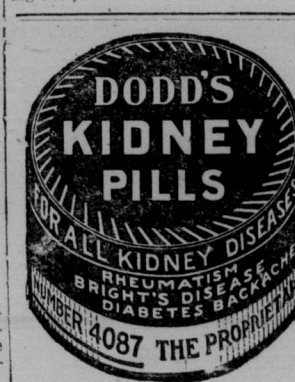
Falling hair never stops by itself! Dandruff multiplies until it forms a crusty scale, destroying the hair roots and all, resulting in baldness. Your druggist will tell you that "Danderine" is the largest selling hair saver in the world because it corrects and tones scalp, allaying hair of men and women every time. Use one bottle of Danderine, then if you find a single falling hair or a particle of dandruff, you can have your money back.

Can Turks Be Trusted?

Promises Must Be Kept Before World Is Convinced

Hamid Bey's statement that all populations of Turkey will be the objects of governmental care and affection, whether Moslem, Christian or Jew, will be submitted to test before the world will accept it as true. The Turk has said the same thing many times before and remained the unchanged Turk. The west may in some respects modify the capitulations, but it is not yet ready to turn those of its people who may happen to be in Turkey over to the unrestricted jurisdiction of the Turk.—New York Herald.

On the basis of 18 hours' operation a day, automobiles killed two persons in the United States every hour in 1921, a total of more than 12,500 during the year.



Gradual Transformation Is Taking Place On The Prairies As Result Of Tree Planting

The Scrap Book

Should Make a Place for Itself in Every Home

Scrap-books seem to have gone out of fashion, along with the family photograph album, autograph books, what-nots and hooked rugs, and several other domestic institutions without which our grandmothers would have regarded their establishments as but imperfectly appointed. Of them all scrap-books have the greatest claim on continued recognition. They fill a need which nothing else can fill quite so well. They place the individual in possession of a cumulative encyclopedia of information which appeals especially to him or her, which can be kept strictly up to date with a minimum of labor and expense.

The modern newspaper and weekly and monthly periodicals are necessarily made up to appeal to the widest possible circle of readers. They contain much that appeals to the public generally and much that appeals to certain classes or groups of readers. The mass of reading matter that appears in the daily press is of merely ephemeral interest and consequently not worth preserving. There is a great deal, however, which is well worth saving. The same thing applies to the contents of other periodicals. A scrap-book enables the reader to preserve in convenient and accessible form what is worth keeping, while discarding the rest of the paper or magazine. Whether it is the father of the house collecting articles on politics or sports, or the mother pasting up recipes which she has tried and found worth while or preserving hints on health which she may require to apply to her children in a sudden emergency, a scrap-book will soon make a place for itself in the home which those who have acquired the scrap-book habit will be loath to deny it.—Regina Leader.

Photographing Motor Sounds

Developed Film Shows Sound Vibrations in Line of Light

Sound photographs and a sound camera were produced as scientific witnesses for the first time in police court records before the magistrates at Bromley, England.

The case was one of wide importance for it involved an attempt on the part of the Associated Gas and Electricity Company to obtain official recognition of a "sound standard" on which the noise of motor-engines can be judged.

Stanley Pound Vine, a young man living at Newham, was summoned by the Metropolitan Police for riding a two-stroke motor-cycle with an inefficient silencer at Keston Common.

The camera which reproduced actual sound—named the audiometer by its inventor, Dr. A. M. Low—was produced in court, and laid across the witness box.

Sound entering the open end of the audiometer strikes against a sensitive diaphragm to which is attached a small mirror. Light from an electric lamp is focussed on the mirror, and is reflected back to a moving photographic film wound through the closed end of the camera. The diaphragm vibrates to all sound. As the mirror moves, the sounds, and the vibrations move the light it reflects and the oscillations are recorded by the film. Thus the greater the sound, the greater the movement of the mirror and the greater the movement of light on the film. The film when developed gives a perfectly clear photograph in a line of light of the sound variations.

Such photographs of the noises made by the motor-cycle ridden by Mr. Vine were handed to the Bench with the noise photographs of other motor-cycles for comparative purposes.

It came out in police evidence that the police who are detailed on special motor duty go through a course of intensive training at Scotland Yard before they become road noise sleuths. They are taught all about motor engine silencers, and are sent out armed with steel skewers with which to test if exhaust boxes have any baffle plates.

The magistrates, after a retirement, decided that Mr. Vine's motor-cycle was unduly explosive, and they imposed a fine of ten shillings.

Extinct

The scholars in the fifth form of a grammar school in the Midlands were asked recently to draw a map of the British Isles for their homework. And, when the maps were handed in, the master was surprised to find that one boy had only drawn a map of England, Wales and Scotland.

"I told you to draw the British Isles," he thundered, as the lad stood before him, "not Great Britain."

"Please, sir," came the reply, "the British Isles are extinct. Ireland's a Free State, and there's only Great Britain left."

Canadian Banks

At the end of August the number of Canadian chartered banks reached a total of 4,725 of which 4,530 were in Canada, 43 in Newfoundland, and 153 elsewhere.

A pessimist doesn't enjoy life unless he doesn't.

The Canadian prairies, from the exceeding volume no less than the high quality of their agricultural product, have achieved such world renown that the question of the fertility of the soil, climate and other factors entering into profitable farming are beyond questionable possession. There are sometimes contemplating settlers, however, who, whilst realizing the peculiar advantages farming on prairie land has from certain points of view, entertain definite objections to living upon vast, sweeping, unbroken plains, horizon-bound, treeless, devoid of shade or shelter. These objections would be justified did the Canadian prairies present such a bare, unattractive aspect, but such is no longer the case.

When the great trek to the Canadian west was first well under way, the Canadian Government proved to its own entire satisfaction that, for whatever reason few trees were found to be naturally growing on the prairie lands, it was not to be accounted for by the inability of these lands to produce and support substantial forest growth. Being satisfied to this extent, in the interest of better and more economic farming, in the fostering of more attractive living conditions, and the promotion of a spirit of content and an appreciation of the beautiful in the farming population, it inaugurated a campaign of tree-planting, at no expense to the farmer, save his initial labor in planting and subsequent care.

The establishment of a 480-acre nursery by the Government at Indian Head was closely followed by a similar establishment by the Canadian Pacific Railway at Wolsely in the same province, which organization also took extensive distribution. About five thousand farmers per year, in the three provinces, who have made application, have been satisfied. The principal varieties of trees sent out have been Russian poplar, willow and caragana, species to which the prairie soil and climate are especially adapted. In the past twenty-one years, the Canadian Government has distributed 60,418,000 seedlings and cuttings, or about 3,000,000 annually.

In the time which has elapsed since the initial work was done, the Canadian prairies have undergone a gradual transformation. Beautiful green groves of thriving trees surround many prairie farm homes, imparting shade in summer, giving shelter in winter to farm stock, having an ameliorating influence upon the living conditions within the homes, and furnishing additional touches of beauty to the landscape. Their economic value must not be underestimated. It is figured that the Government's work has resulted in the establishment of 40,000 shelter belts on the prairies which are valued by their farm owners at from \$500 to \$5,000 each, with an average value of about \$1,000.

Greeks Destroyed Orchards

Only two ships got out of Smyrna with cargoes of this year's figs for America. The fire on the water front left nothing except the cinders of the packed figs that were ready for shipment, and the Greeks are reported to have taken this action in order to prevent them from falling into the hands of the Turks.

A. D. Page, Smallest Man, Dies

Arthur D. Page, known as the smallest man in the world, is dead at his home in Doraville, N.Y. Page was 44 years old and was 32 inches high. He had traveled in all parts of this country and Europe with theatrical troupes and circus organizations. He is survived by a sister and several cousins, all of normal stature.

COUGHS AND COLDS

often tenacious, are a drain upon the vital forces.

SCOTT'S EMULSION

strengthens the whole system and helps drive out the pre-disposing cause.

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