

Vol. XII. No. 13.

August 24th, 1912

Price 10 Cents.

The Canadian  
**Courier**  
THE NATIONAL WEEKLY



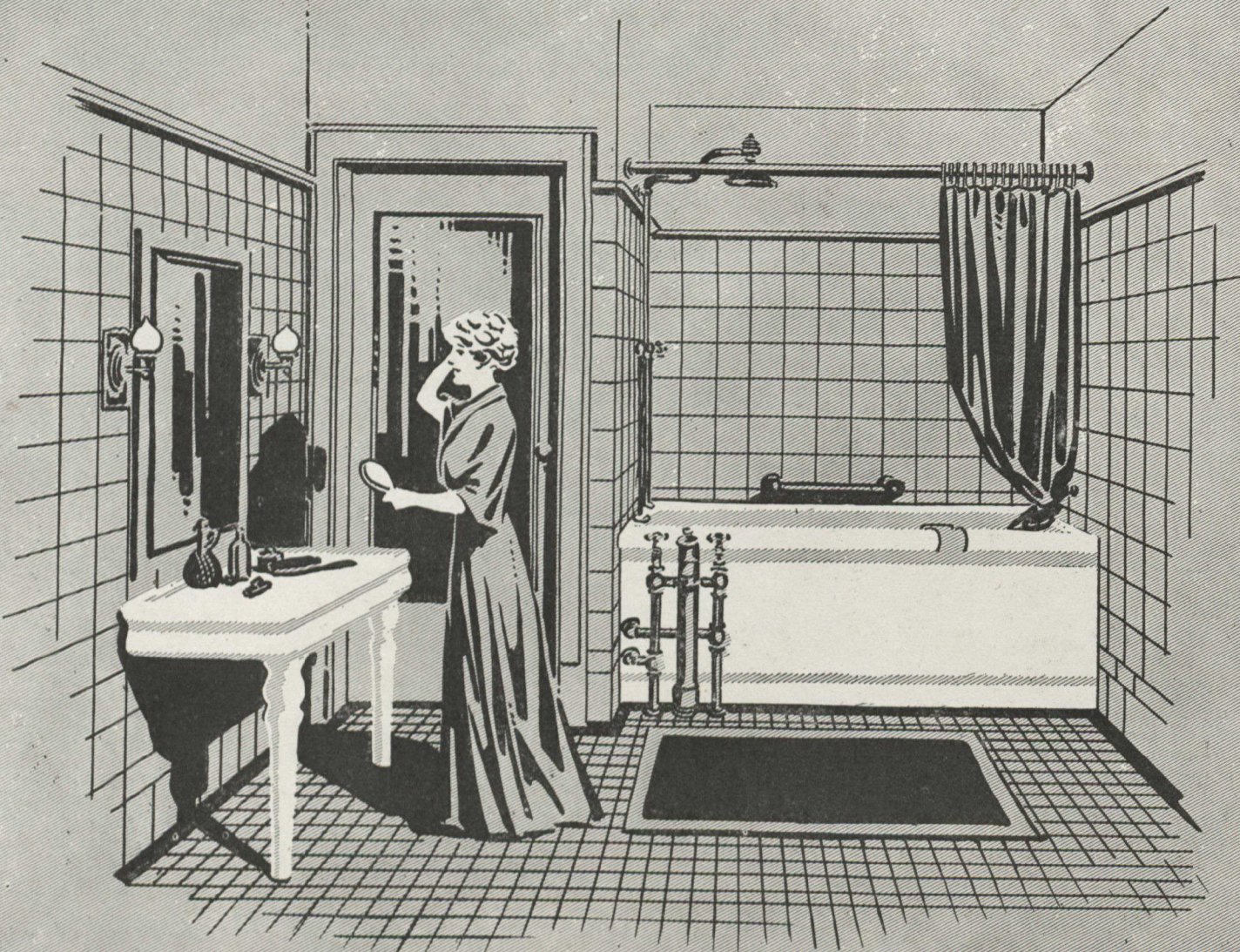
Home Products Number

EDITED BY JOHN A. COOPER

COURIER PRESS, Limited, TORONTO



THE **STANDARD** **Ideal** COMPANY LIMITED  
 PORT HOPE ONTARIO CANADA



## Standard IDEAL Ware

As a sanitary product—absolutely perfect.  
 As an artistic product—the ideal.

☐ In selecting Standard IDEAL ware as the furnishing for your bath room, you have the opportunity to give the widest scope to your sense of the artistic—and the unassailable assurance—the guarantee—that as a sanitary product it is absolutely perfect.

☐ Standard IDEAL ware is made in the largest line of designs of any Porcelain Enamelled ware made anywhere in the world—every design is a practical one—planned for a place—planned to please.

☐ It is possible that every piece of Porcelain Enamelled Bathroom furnishings could be produced at as high a quality standard as Standard IDEAL ware, but the makers are satisfied to let quality fall just far enough short of Standard IDEAL quality to permit it to make claim for itself to be the best in the world—and justly so—it has been proven by test.

☐ Standard IDEAL ware is a very high grade product of Cast Iron Porcelain Enamelled ware—a scientific combination of chemical and mechanical skill—non absorbent—impervious to moisture—will not chip, craze or crack—a snow-white perfect surface that will not permit foreign matters to cling to or disease germs to lodge or secrete themselves—it costs no more than the inferior product offered as a substitute.

☐ For sanitariness—for artistic effect—for durability—the ideal furnishing for the bathroom is Standard IDEAL ware. A handsome booklet, "Artistic Sanitation in the Home" gives many illustrations and much excellent information. WRITE FOR IT.

**The Standard Ideal Company Limited**  
 Port Hope, Ontario, Canada

BRANCH OFFICES and SHOW-ROOMS 119 King St. E., Toronto. 42-44 Beaver Hall Hill, Montreal. 76-82 Lombard St., Winnipeg









# A Finish For Every Surface

Did you ever take time to consider the importance of paints, varnishes, enamels, and other surface finishes?

Look around your own home, for instance, and you will find that the woodwork is painted, enamelled, or varnished, the floors are painted or varnished, the walls of the rooms are tinted, painted or papered, all the furniture is varnished, the bathroom is enamelled, even in the kitchen you find that some of the utensils are finished with japans or lacquers. Outside, paint has an important place, the exteriors of all buildings show paint on some part.

The reason for this is that paint and varnish materials have two great purposes. They preserve or protect, and they beautify, and that is why they enter in some form into the finishing processes of many manufacturing industries, as well as being of vast importance to the householder and property owner.

This demand for Paint Products has built up a great industry in Canada. The Sherwin-Williams Co. of Canada, Limited, is one of the largest businesses of its kind in the world, although a few years ago it was of a very modest character. The reason for this growth has been the fact that The Sherwin-Williams Co. has always made "quality"

its by-word. Its endeavour has been to make Sherwin-Williams Paints, Varnishes, Stains, Enamels and all similar products just as good as they can be made. The tremendous growth and development of Canada has given a splendid and rapidly growing market for best grade goods.

You will find merchants from end to end of the country, in every little town and hamlet as well as in the larger cities, selling and recommending Sherwin-Williams Products. They do this because they know the goods will satisfy every customer, and they find that The Sherwin-Williams Co. manufactures a paint, varnish, stain or enamel for every purpose, and so they can always satisfy any demand made by the buyer of such materials.

The Sherwin-Williams Co.'s business has grown to such large proportions that they are now able to control the source of many of their most important raw materials. This has been a great aid in the improvement and standardizing of quality, and at the same time allowing them to give the consumer the most for his money.

You will find Sherwin-Williams products used everywhere, not only by the housewife, property owner, the painter and contractor, but by the largest manufacturing concerns, and the leading railways and steamship companies.

**THE SHERWIN-WILLIAMS Co.**  
of Canada, Limited.

PAINT, VARNISH & COLOR MAKERS  
LINED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON ENG.

OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON ENG.



**Hotel Directory**

**GRAND UNION HOTEL**  
Toronto, Canada.  
Geo. A. Spear, President.  
American Plan, \$2—\$3. European Plan,  
\$1—\$1.50.

**PALMER HOUSE**  
TORONTO : CANADA  
H. V. O'Connor, Proprietor.  
Rates—\$2.00 to \$3.00.

**CALGARY, ALBERTA, CAN.**  
**Queen's Hotel** Calgary, the commercial  
metropolis of the Last  
Great West. Rates \$2.00 and \$2.50 per day.  
Free 'Bus to all trains.  
H. L. Stephens, Prop.

**HOTEL MOSSOP.**  
Toronto, Canada. F. W. Mossop, Prop.  
European Plan. Absolutely Fireproof.  
RATES:  
Rooms without bath, \$1.50 up.  
Rooms with bath, \$2.00 up.

**THE NEW FREEMAN'S HOTEL**  
(European Plan)  
One Hundred and Fifty Rooms.  
Single rooms, without bath, \$1.50 and  
\$2.00 per day; rooms with bath, \$2.00 per  
day and upwards.  
St. James and Notre Dame Sts., Montreal.

**THE NEW RUSSELL**  
Ottawa, Canada.  
250 rooms.  
American Plan, \$3.00 to \$5.00.  
European Plan, \$1.50 to \$3.50.  
\$150,000 spent upon Improvements.

**QUEEN'S HOTEL, MONTREAL**  
\$2.50 to \$4.00. American Plan.  
300 rooms.

**KING EDWARD HOTEL**  
Toronto, Canada.  
—Fireproof—  
Accommodation for 750 guests. \$1.50 up.  
American and European Plans.

**THE TECUMSEH HOTEL**  
London, Canada.  
American Plan, \$3.00 per day and up. All  
rooms with running hot and cold water, also  
telephones. Grill room open from 8 to 12  
p.m.  
Geo. H. O'Neil, Proprietor.

**LA CORONA**  
A Favorite Montreal Hotel, 453 to 465 Guy St.  
Room with use of bath, \$1.50 and \$2.  
Room with private bath, \$2, \$2.50 and \$3.  
Cafe the Best. La Corona and its service  
acknowledged Montreal's best, but the charges  
are no higher than other first-class hotels.

**Editor's Talk**

**W**E all know about Canada's great railway building and about the wonderful development of the Western wheat fields. But are we equally conscious of the fact that, population considered, Canada is the greatest manufacturing country in the world?

Perhaps that remark will take the breath of some of our readers. Let us consider it. We have eight million people and we produce every year a thousand million dollars of manufactured goods. Great Britain exports fifteen hundred million and consumes an equal amount—total, three thousand million. This is only three times the value of Canadian manufactures, while their population is nearly six times ours.

The great difference between Canada's manufacturing and that of Great Britain is that we are in the constructive stage. We absorb nearly all we produce because we are building as well as consuming. Great Britain, having passed the constructive stage, has a large surplus of manufactures for export. As Canada grows older her manufacturers must look to the export trade for future expansion.

There is a romance in the development of Canadian industries, quite equal in interest to the romance of our transcontinental railways and Number One Hard. Glance over the pictures and read the articles in this issue, and you will see our justification for issuing a **Home Products Number**.

We have done no boosting. We have tried to tell the story in pictures and words, leaving the making of conclusions to the reader. The whole story would occupy volumes; we have only a few pages to devote to it. But even the little we have done seemed to us worth while.

**Suits of Quality**

The name of Broderick needs no introduction. To the initiated, the name is a synonym for quality. You may almost tell a Broderick suit without the label, and you need travel no further than the label to be assured of the quality. They are the standard Canadian production in suits, not locally but nationally, and are worn by discriminating men from coast to coast.

Prices  
**\$22.50 to \$45.00**

Send for samples and self-measurement chart

**Brodericks**  
LIMITED  
TORONTO CANADA

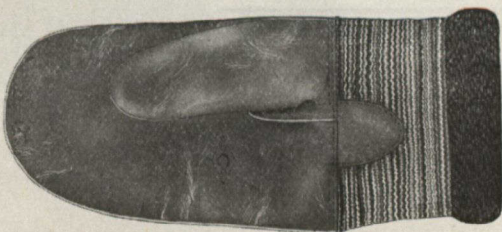
**Quality Unquestioned**

**Value Unrivalled**

That's what the merchant  
Who sells the popular



line can tell his customer when he comes in for  
**GLOVES, MITTS or GAUNTLETS**

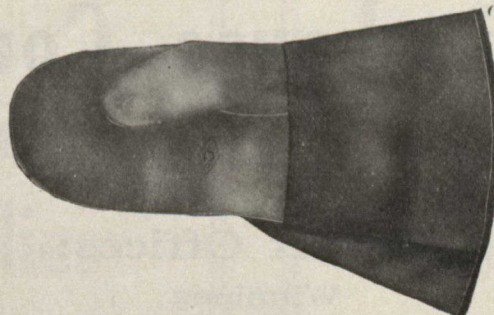


*And he knows that such a statement is backed up by worth.*



Connect with the "BIG SELLERS" for more profit.

Sold by leading jobbers only. . .



*We COULD manufacture them cheaper  
But we won't.  
We WOULD manufacture them better  
But we can't.*

**The CRAIG, COWAN COMPANY, Limited, Toronto, Ont.**

Western Office: 44 Princess St., Winnipeg. J. R. C. Struthers, Agent.



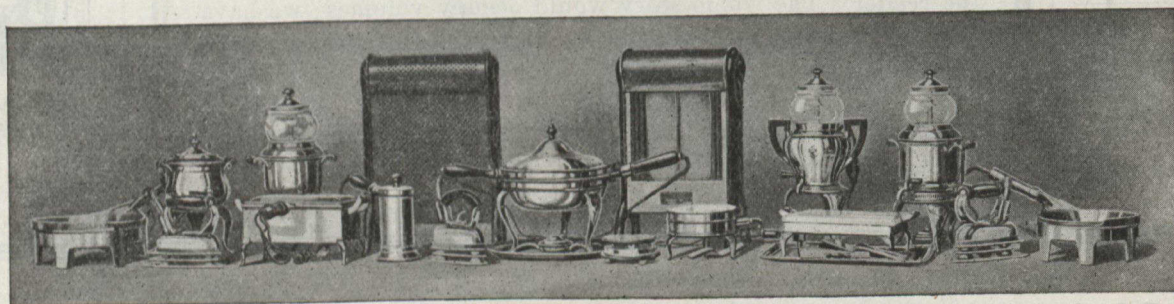
# ELECTRICITY

## IN THE

# HOUSEHOLD

---

## Heating Appliances



*Electric Irons, Electric Toaster Stoves, Disc Stoves, Frying Pans, Hot Air Radiators, Soldering Irons, Glue Pots, Tea Samovars, Coffee Percolators, Chafing Dishes, Nursery Milk Warmers, Chocolate Warmers, Dental Sterilizers, Curling Irons.*

---

## Canadian Westinghouse Company, Limited

Hamilton - - - - Ontario

District Offices:

Vancouver  
Calgary

Winnipeg  
Toronto

Montreal  
Halifax



# The Canadian Courier

A National Weekly

Published at 12 Wellington St. East, by the Courier Press, Limited

VOL. XII.

TORONTO

NO. 13

## COSGRAVE BREWS



PALE ALE  
XXX PORTER  
HALF AND HALF

Experience has perfected our products, established our standard, made our reputation and proved our guarantee.

On sale in pint and quart bottles at all hotels and dealers.

## St. John Realty

Real Estate in St. John is the best and surest investment in Canada to-day. We own and control, close in, Factory and Warehouse Sites, with Trackage; Residential Sub-divisions. If interested communicate with

Lauriston Company, Limited  
17 Pugsley Bldg., St. John, N.B.  
James Straton, President

## CONTENTS

Canada's Factories ..... Typical Scenes.

Eight pages of photographs taken specially for this issue of the "Courier," illustrating the leading industries of the country.

The Home Market ..... By T. A. Russell.

Hazards and Handicaps ..... By F. P. Megan.

Democratization of Capital ..... By W. A. Craick.

Home Market of the West ..... By Norman P. Lambert.

The Blacksmith Shop that Grew ... By Augustus Bridle.

Why the Wheels Are Whirring ... By W. A. Clarke.

News Features ..... Photographs.

The Two Velmas, Story ..... By F. S. Brown, R.C.E.

His Little Girl, Serial ..... By L. G. Moberly.

Reflections ..... By the Editor.

**YOUR KITCHEN SINK**  
Will always be free from scum, grease and grime if cleaned with

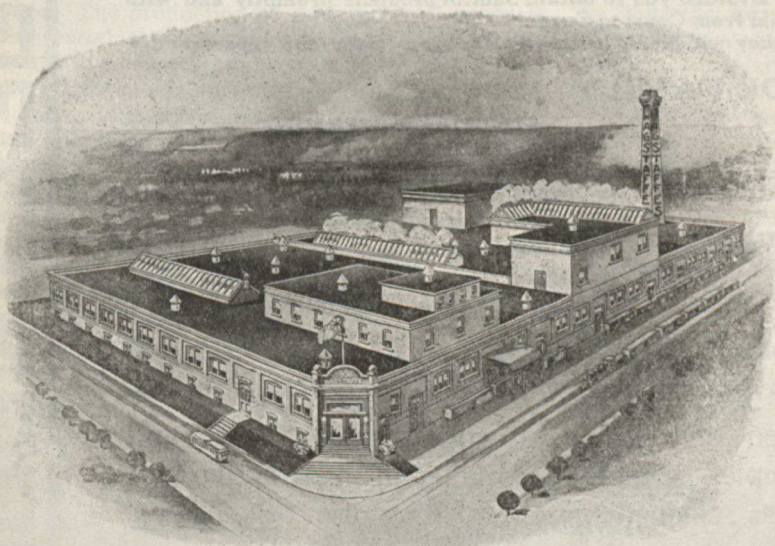
# Old Dutch Cleanser

Full directions and many uses on Large Sifter-Can. 10¢

The **CANADIAN OFFICE & SCHOOL FURNITURE CO.**  
PRESTON, ONT.

Manufacturers of High Grade Bank & Office Fixtures, School, Library & Commercial Furniture, Opera & Assembly Chairs, Interior Hardwood Finish Generally.

# WAGSTAFFE'S



THE MOST UP-TO-DATE FRUIT PRESERVING PLANT IN CANADA.

Fine Old English  
Pure Jams, Jellies  
and Marmalades

HAMILTON, ONT., CANADA.

Established 1906.

ASSESSMENT SYSTEM

## The Independent Order of Foresters

The Fraternal Insurance Society That Exists for the Home and Home Interests

The I.O.F. issues Policies from \$500 to \$5,000 which provide for

**Life Insurance**  
**Disability Benefits**  
**Old Age Benefits**

**From \$3 to \$10 per week.**

The Orphans and Fatherless Children are provided for and educated.



Members affected with incipient tuberculosis are furnished treatment at the Order's Sanitarium.

**Accumulated Funds over \$19,000,000.00**

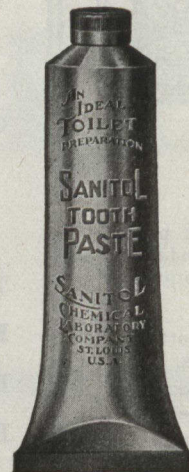
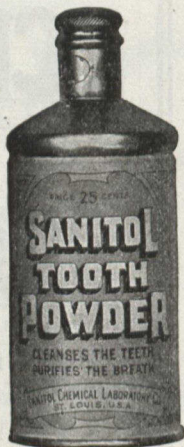
For further information, literature, rates, etc., apply to  
Elliott G. Stevenson, S.C.R., Toronto, Can.  
R. Mathison, M.A., S.S.T., Toronto, Can.



CANADIAN HOME OF

**SANITOL**

Tooth and Toilet Preparations



665 West King Street, Toronto, Ont.

**MADE IN CANADA**

You very well know what the name Sanitol means to the quality of a tooth or toilet preparation—it is an absolute assurance of purity, efficiency and superior class.

Perhaps, though, you are not aware that a fully equipped laboratory and plant are maintained in Toronto, where

# SANITOL

## TOOTH AND TOILET PREPARATIONS

are manufactured and sold by and for Canadians. Thus every opportunity is afforded you to obtain Sanitol products promptly and with no inconvenience, through the channels of the retail and wholesale trade. Sold from Coast to Coast.

Ask your druggist or the store from which you buy your toilet articles—they will gladly get them for you from the nearest distributing point.

### THIS IS THE SANITOL FAMILY

#### TOOTH

Sanitol Tooth Powder  
Sanitol Tooth Paste  
Sanitol Liquid Antiseptic  
Sanitol Tooth Brush

#### TOILET

Sanitol Pure Cold Cream  
Sanitol Toilet Talcum Powder  
Sanitol Face Powder  
Sanitol Violet-Elite Toilet Water  
Sanitol Bath Powder  
Sanitol Face Cream

#### HAIR and SHAVING PREPARATIONS

Sanitol Liquid Shampoo  
Sanitol Hair Tonic  
Sanitol Shaving Stick  
Sanitol Antiseptic Shaving Powder  
Sanitol Shaving Foam

If you have never tried Sanitol Products, let us send you

**TRIAL SIZE** of Sanitol Tooth Powder or Paste, Face Cream, Talcum Powder or Olive Oil Liquid Shampoo free on receipt of your dealer's name and address and 4c. to pay postage and packing for each sample—or any three mailed in an attractive box on receipt of 10c. in stamps. These are liberal packages sufficient for several days' use. Mention in Canadian Courier.

**DEALERS:** You will be doing yourself and your customers true service by being in a position to supply Sanitol Preparations on request. If you are out or your stock is low, order now.

## Sanitol Chemical Laboratory Company

Toronto, Ontario

*“Manufacturers in Canada of high-class tooth and toilet preparations exclusively.”*





Vol. XII.

August 24, 1912

No. 13

# Why the Wheels are Whirring

By W. A. CLARKE

**T**HAT the wheels are whirring—that manufacturing in Canada is making great progress—is abundantly evident. The most common news item tells of the enlargement of existing plants or of the creation of new ones. Towns and cities are pointing with pride to comparative figures that tell, in brief, convincing form, of progress in industry. And in each of a constantly increasing number of population centres one of the busiest men is he whose duty it is to show available factory sites to representatives of manufacturers.

In manufacturing, as in other respects, this is indeed "Canada's century." In the year which started this promising century the value of Canada's manufacturing output was \$481,053,375. The year 1905 showed a production of manufactures valued at \$706,446,578. This year's output probably has a value over the thousand-million mark.

This great increase in manufacturing is due chiefly to Canada's increase in population and the tremendous development of the country.

An increase in population means an increase in the direct demand for the products of the factories—the personal requirements of each individual add to the demand. Increased population also means increased community requirements. And the opening up and development of Canada makes a great demand upon the manufacturer.

**C**ANADA'S tremendously increased requirements in large buildings and in transportation have resulted in great growths in production of heavy lines of manufacture. The number of blast furnaces has been steadily increasing in the past decade, and they have handled an ever increasing quantity of iron ore. The production of iron and steel products has increased rapidly, although even to-day many steel rails are being brought from the United States because Canadian factories cannot meet the demand.

Factories making agricultural implements have greatly increased their production in recent years. Not long ago comparatively few waggons were being made in Canada. Trade increased till waggons were being sent from the factories by car loads; to-day they are despatched by train loads. To take one example: thirty years ago one Canadian firm, which went in for the manufacture of buggies, had an annual output of thirty of those vehicles; in

1910, in various kinds of wheeled vehicles they had an output of fifteen thousand.

Not very many years ago the Canadian manufacture of railway locomotives and cars was but a few dozen yearly; now the annual output is many thousands. In the Angus shops, at Montreal, of the C. P. R., over 5,000 hands are employed. The Canadian Car and Foundry Company, which has two plants at Montreal, and one at Amherst, N.S., has a capitalization of over \$13,000,000, and the Canadian Locomotive Co., Kingston, is capitalized at over \$5,000,000.

Cement production has increased greatly of recent years, the percentage of the Canadian product to the imported having gone up rapidly. In 1907 Canada used 3,100,000 barrels of cement, of which 2,400,000 barrels were produced in Canada. In 1911 the Canadian consumption was 6,300,000 barrels, of which the Canadian factories produced 5,600,000. There are cement factories at Owen Sound, Orangeville, Raven Lake, Atwood, Hanover, Wiarton and Durham, and several in Western Canada, in addition to what are popularly known as the merger.

**O**NE big reason for a greater whirring of the factory wheels in Canada is that "Made in Canada" is beginning to mean much. Time was when, in certain lines, the fact that goods were made in Canada lessened the chance of selling them; to-day that phrase is something to advertise proudly.

In no other department of Canadian manufacturing is the story of growth more interesting than in the various lines of things to wear. From hats to boots the story is much the same—the manufacturer has overcome the deep-rooted preference of former years for the imported article. Fifteen or twenty years ago Canadian hats could be readily told from foreign ones. But the Canadian hat manufacturer has improved his product till through merit of his goods he is getting a big share of the trade. The hat and cap factories are working to capacity, many of them are enlarging, and they are employing higher-priced men who are recognized specialists. In underwear the story is the same; from small production and difficulty in meeting foreign competition the manufacturer has advanced to a point

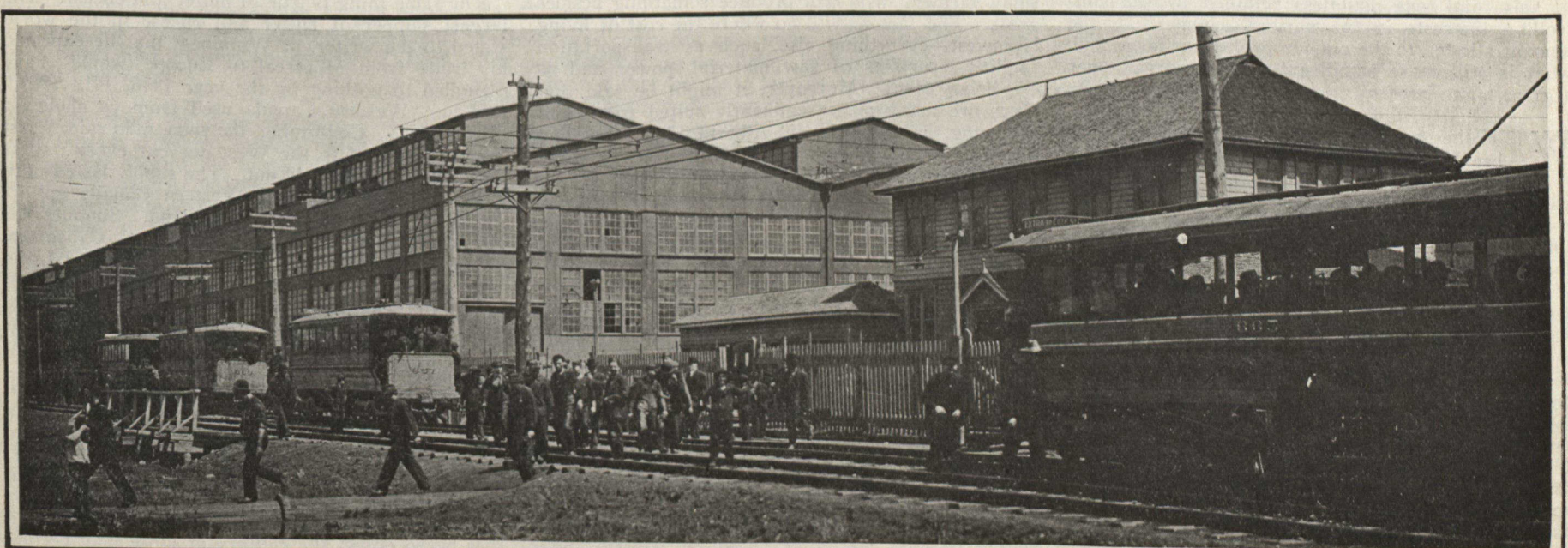
where he gets the lion's share of the trade. The Canadian manufacturer of shirts has progressed till he is getting a satisfactory proportion of the business of the home market; the shoe manufacturer has done likewise.

In dry goods, in spite of much foreign competition, the Canadian manufacturer gets probably well over fifty per cent. of the Canadian business. Especially in cotton textiles the increase in business of the Canadian manufacturer has been large.

In house furnishings there are striking growths in Canadian manufacturing to note. Two outstanding examples are carpets and enameled ware. Ten years ago very little manufacturing of carpets was done in Canada; to-day a large percentage of our carpets are manufactured in our own country. Also, ten years ago Canadian manufacture of enameled ware and sanitary appliances was practically nothing; now nearly all of the great trade in this line in Canada is taken care of by Canadian factories. The Standard Ideal Co., Port Hope, Ont., handles a very large part of the business in enameled ware.

**I**N competition with Canadian manufacturers for Canadian trade, at least 200 United States manufacturing companies are operating branch factories in Canada representing an investment of about \$250,000,000. That is an indication that, in spite of the difficulties with which he has had to contend, the Canadian manufacturer has been able to meet successfully the competition from goods shipped in from foreign countries. To get at Canadian business properly the United States manufacturer has had to open factories in Canada.

Canadian manufacturers are getting an increasing percentage of the Canadian business. There are several reasons for that. They are turning out goods that in most cases are more saleable than were the Canadian products of a few years ago. Increased population has permitted greater production. In manufacturing "nothing succeeds like success," and so greater production makes it possible to set a still faster pace. Also the greater population has given the Canadian manufacturer an opportunity to specialize, a much-needed opportunity because it is the ability to specialize that has accounted for much of the foreign manufacturer's success in getting Canadian trade.



A Typical Canadian Factory. How Transportation Companies Make it Possible for Factories to be Located at a Considerable Distance from the High-Priced Lands in Big Cities.



# Democratization of Capital

*Taking the Public into Partnership*

By W. A. CRAICK

IT is probably a safe statement to make that in no country in the world are the opportunities for the average man to share in the development of industry greater than in Canada. The pressing need for capital to enable manufacturers to keep pace with the increasing demand for their products has opened avenues for investment, which are as readily available to the man of limited means as to the wealthy. The potentialities of Canadian industry are immense, but it would seem that they can only be realized to the full by taking the public into partnership and giving all the people opportunity to participate freely in the various industrial enterprises of the day.

The industrial history of the past few years discloses a remarkable increase, not only in the number of manufacturing companies which have made their securities available to the ordinary investor, but in the number of these investors themselves. They represent all classes in the community. They are scattered from end to end of the country. Their holdings may not average high, but their investments are substantial and permanent. In short, they demonstrate the fact that Canadians as a people are becoming more and more personally interested in the industrial future of the Dominion.

A LARGE proportion of the industries of Canada originated in a humble way. They were for the most part one-man undertakings, originally financed on the savings or borrowed capital of some individual. With the growth of the country they expanded. Fresh capital was brought in, factories were enlarged and plants extended. Finally in the process of development it became absolutely necessary for the owner to take partners into his business. In some cases he was able to form a close corporation; in others the exigencies of the situation made it imperative for him to offer a substantial interest to the public. The one-man industry became thus the corporation, with its board of directors, its listed securities and its annual statement.

During 1911, according to a reputable financial authority, there were thirteen market issues of stock by new industrial corporations of this kind, totalling \$45,771,200 in value. These companies were engaged in the manufacture of a wide variety of products, from structural steel and locomotives to collars and bricks. They were nearly all old-established, privately-owned industries, which had reached a point in their career when much more extensive financing was needed to enable them to handle their business effectively. During the same year, six established industrial corporations issued capital increases amounting to over eight million dollars, while there were six mergers of existing companies, on the completion of which, new stock amounting to \$30,723,200 was offered for public subscription.

It will thus be seen that for one year, securities totalling approximately \$84,500,000 were offered to and absorbed by the people of Canada for the development of industry, not including such private issues as did not come within the cognizance of the money market. While a considerable proportion of this total was doubtless retained by the controlling interests in the various companies, the amount allotted to the outside public was large and, what is still more significant, it was spread over a great many buyers.

WITH the passage of the years the tendency has been to scatter these holdings still further. A company like the Dominion Textile Company, which was established in 1905, and which had only twenty-eight common shareholders on its books in 1906, had 323 in 1911; in the same period its preferred shareholders increased from 451 to 623; of these, eighty common shareholders and 160 preferred shareholders had only single holdings. The Sawyer-Massey Company, which had only twelve shareholders in 1906, had increased the number to about 400 in 1911. Other companies, more recently organized, do not admit of these comparisons, but their number of shareholders shows how widely their stocks are held. Canada Cement had, in 1911, 1,900 common shareholders and 2,800 preferred shareholders; Dominion Cannery had 257 common and 307 preferred; the Steel Company of Canada had 600 common and 650 preferred; the Nova Scotia Car Works, 355 common and 543 preferred; the Dominion Steel Corporation had 1,300 all told, and the Canada Car and Foundry Company, 1,700.

There are, of course, many local companies, which do not figure in these published statements—companies which have sold stock to townspeople and adjoining farmers and in the prosperity of which the locality is interested. Several cement companies have financed their operations in this way and such companies illustrate in even more striking fashion how capital is spread over the country. To estimate at all accurately the number of these companies and the amount of their capital that is held publicly, would be impossible, but it must total a large sum. As a good example take the National Portland Cement Company. This company has approximately a thousand shareholders, whose average holding is only ten shares. As a matter of fact the holdings in this company, which may be taken as a typical cement company, are individually very small and are in the hands of farmers to a considerable extent.

THE favourite method of financing industrial enterprises nowadays is to offer a certain quantity of preferred stock to the public at par or slightly under par and include a bonus of ten, fifteen, twenty-five or forty per cent. of common stock.

The rapidity with which such offerings are taken up is little short of phenomenal. The Burt stocks, Russell Motor Company stock, Maple Leaf Milling stock, Monarch Knitting stock, and Tuckett Tobacco stock, to name but a few, were all absorbed within a few hours, and so great was the demand that the companies offering the stocks were compelled to limit the amount of stock allotted to each individual.

One example will serve to illustrate this feature. The Monarch Knitting Company offered \$750,000 seven per cent. preferred stock through a Toronto financial house at 90, with a bonus of fifteen per cent. of common stock. In one day subscriptions were received from 514 people totalling \$1,239,200, or nearly double the amount available. It was necessary to reduce to twenty the number of shares allowed to any one subscriber. The result was that instead of having an industry in the hands of a few men, it is now of interest to at least 514 people, living in all parts of the country.

ANOTHER excellent indication of the way in which capital in Canadian industry is being spread over an increasing number of small holders is to be found in the recent flotation of industrial bonds. Time was, and that not so long since, when a bond was regarded as a rich man's investment; denominations were from five to ten thousand dollars, and only a person of considerable means could indulge in the luxury of purchasing them. To-day it is by no means uncommon to find portions at least of bond issues offered to the public in hundred

(Continued on page 34.)

## The Home Market of the West

By NORMAN P. LAMBERT

EXCEPTING wheat, oats, barley and flax, a shortage exists in the supplies of nearly everything produced in the middle West at the present time. That is, small food products such as meats, butter, eggs and fruits have to be imported from other countries. The reason for this condition, which seems likely to continue for years innumerable, unless peremptory measures are taken by the Provincial Governments to enforce a more normal, a slower and a more stable development of the land, is the almost fanatical desire on the part of the new settler, big and little, rich and poor alike, to "break up" virgin prairie soil. The unquenchable human desire to possess broad acres seems to be the big cause of scarcity and high prices in the general produce markets of the West, as well as in the East. The East is included because Ontario and the Maritime Provinces are fast becoming industrial areas and can hardly do more than raise enough food to feed themselves.

The towns and cities in the middle West are now asking excitedly for factories and shops, anything that will make their particular communities bigger and more public. Ten cities between Winnipeg and the mountains have pledged nearly two million dollars to be used in getting industrial plants to establish themselves in the West. It looks like wasted money so long as people continue to tolerate the absurd values for food which now prevail. The best way for those ambitious cities to induce factories to their gates is to spend a goodly portion of the two million subscribed dollars in setting up small farmers, who will produce something besides grain. The factory will go where the cost of living is lowest—everything else, such as transportation facilities, supplies of raw material, power and so on, being equal. Moreover, it might be said that there are many places eminently suited for manufacturing, particularly in Alberta, but the big obstacles in the way of industrial progress are dear food, dear clothing, and high rents.

THE casual observer, the ordinary tourist, cannot help but observe the seemingly ridiculous situation in the Western provinces, reputed to be the most fertile and productive agricultural region in the world. On the C. P. R. diner, one eats Swift's milk-fed chickens. In the butcher shops of Alberta and Saskatchewan one may find any amount of Australian lamb and mutton; and occasionally the traveller is treated to butter, which has travelled cold storage all the way from New Zealand. Seventy-five per cent. of the eggs used in the West come from the United States, and a large proportion of milk and cream. The fruit districts of British Columbia, fertile and productive as they are, do not suffice as yet to supply more than a bare taste of the supplies which are used by Alberta, Saskatchewan and Manitoba. Washington state supplies most of the early fruit, such as strawberries

and raspberries; Montana and Wisconsin send in a large supply of peaches later on, while from Eastern Canada come apples, pears, peaches, plums and grapes. The fruit trade between Eastern and Western Canada is developing, as pre-cooling plants become established throughout the East, thus enabling shippers to place the most delicate fruits on the Western market in almost perfect condition. But at present the West is supplied with the bulk of its fruit, as well as with the other enumerated articles from outside.

IS there profit for the few men in the West who do produce other things than grain? There is just as much profit as in grain-growing, and the returns are a certainty, a thing which cannot always be said about wheat. One of the biggest cattle dealers in Western Canada met the representative of a large English company of buyers last spring in Alberta with a view to establishing a bigger export trade to Liverpool. It was discovered by these two men that Alberta and British Columbia were practically consuming all the cattle raised in the former province. The P. Burns & Co., who ten years ago were buying cattle in Alberta at four and five cents a pound live weight, and sending 20,000 head a year to England, are now paying all the way from six to seven cents a pound, and are shipping 800 head a week from Calgary to the Pacific Coast. "The day of our export trade in cattle is gone," said the Alberta cattle man, "because we have a bigger thing in our market here at home."

The same thing is true of butter and cheese. The largest shipper of butter and cheese in the world stated to the writer, at Winnipeg, that he expected his trade from Montreal to Europe would have dwindled to nothing by the year 1916. "In 1909," said he, "Western Canada used from us about 25 cars a year." Continuing, the same man said, "Last year we shipped to the West one car every day as long as the supply held out. The supply lasted until December and after that Western Canada got its supply of butter from New Zealand. Supplies for other parts of Canada came from California, Oregon, and Chicago. Between December 1st and May 1st this year, nearly six million pounds of butter were imported into Canada, and during that time the price of butter in Canadian cities was the highest price in the world. And," he concluded, "the best of our butter goes to the West."

Over a million and a half people live west of Winnipeg, in Canada. The future years will see rapid increases in population and the preparations for feeding the multitude from Canadian soil are very bad. To him who undertakes to find his fortune in the Western soil, profitable returns are inevitable, but what is of greater importance, is that by so doing, the country at large may become more self-contained, stronger, and more attractive to the real home-seeker.



# The Blacksmith Shop That Grew

By AUGUSTUS BRIDLE

**A**LARGE percentage of really great industries trace back to the old blacksmith shop. In fact there are some industrial towns in Canada that owe all the horse-power they have to the cross-roads shop that stood at the corners three houses down from the saw-mill and near opposite the corner store.

One good example will serve to illustrate all the others. The Hodge Corners blacksmith shop was owned and operated by Bill Hodge, whose father was the founder of Hodge's Corners and the originator of most everything in that vicinity except the saw-mill. It was a somehow enemy of Hodge that owned the mill; but the more business the saw-mill did the more business went to Hodge's blacksmith shop across the slab bridge.

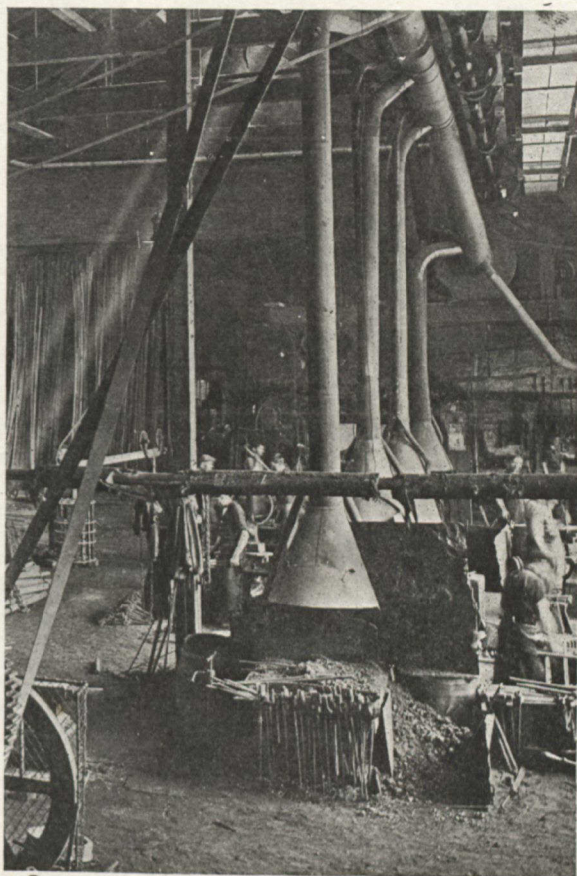
Hodge, of course, put shoes on the horses that hauled the logs. And he kept the shoes sharpened up. He had one able assistant who could wrestle as many obstreperous horses as Bill and left the boss free to look after setting the waggon-tires which was always done on the ditch boulevard in front of the shop. There were two forges, and they had all they could do. It was a bright winter morning when Bill and his man were not banging away at making horse-shoes before daylight; and there was many a night in the winter when neither Bill nor his hired man quit hammering till the last sleigh went jingling home from the store. In fact the store might shut up shop when Bill couldn't. He was the servant of all men and all horses. He not only shod horses and set waggon-tires that got wobbled off in the dry weather, but he also put shoes on the logging-sleigh runners, mended the irons on the waggons, fixed up neckyokes and put new clips and clavis on doubletrees and single-trees and sleigh-bunks; tinkered up all the old corn cultivators, sharpened plow-points and plow-cutters, mended broken scythes and cant-hooks, put new links in log-chains, jiggered up the old furrow-plows and the harrows that got their teeth pulled out or worn off by the clay lumps, improvised new parts for the four-rake reapers and all sorts of good-as-new welds for any old thing that might happen to get broken on the mower or the hay-rake or the chopping-box or the fanning-mill.

In fact Bill knew a little of everything, and could do a little of all things about nearly every plagued contraption that any farmer used on any sort of job whether in the bush or on the land. It didn't matter how bad a break it was or how thundering bad the machine needed a new casting altogether, Bill could always be relied upon to tinker the confounded thing up so that it went again and did the job that it had to do, or somebody ran short of his tax money. And Bill might get his money at next change of the moon, or when the hogs were killed, or the wheat hauled to market, or he might run a good chance of not getting it at all. He didn't often complain; but when he did his language was warm enough to white-hot a horseshoe without sticking it in the forge.

Of course even the counted well-to-do farmers in those days were pretty hard up most of the time, and they all worked as hard in the bush or on the land as Bill did in the shop. And they all reckoned Bill a good old head who never would see them stuck if staying out of bed till midnight would get the rig going again. And he surely was a handy man, this same Bill; too busy a man to gab much at the corner store or take any real diversion except chewing tobacco and having an occasional fight about things in general.

**H**OWEVER, those rough-and-tumble days are over now at Hodge Corners, which is now called Hodgeville, one of the busiest little burgs in that part of Canada. At least two members of the Canadian Manufacturers' Association live in Hodgeville. And one of them remembers well enough when Bill Hodge was the nearest thing to a manufacturer there was in that part of the world—for he is the son of Bill Hodge.

In the evolution of things at Hodge's Corners, Bill found it would be a good economy to make a few of the things that he spent so much time mending. So he hired a good, capable carpenter who was as expert in all sorts of woodcraft as Bill was in iron-work. He built a new end on the shop at the rear, which became the wood-working department, and where under the sign of Bill Hodge were made cultivators and harrows and bob-sleighs and eventually waggons and buggies. Of course none of Bill's hands were cunning enough to make waggon felloes and hubs; but everything else about a waggon except the tires and the circle on the



The Modern Blacksmith Shop.

hounds was surely made from the raw right in that shop of Bill Hodge. Bob-sleighs were easy—provided Bill could get enough of good bent oak for the runners. And there was a bending-mill a few miles down the line.

When Bill Hodge got his old blacksmith shop converted into a small carriage and waggon and implement factory—Bill was a middling old man with too much lumbago to shoe horses. But he had a very thrifty business and it was under a good fat mortgage; and his son was getting to the size and the knack so that he could run the thing on the book-keeping end, and at the same time pull a good share of the carriage and waggon trade away from the town factories.

About the time that W. Hodge and Son was painted on the sign of the shop that employed ten or twelve hands the year round, Hodgeville began to be a real manufacturing centre. A railroad

blundered in there from somewhere and of course that set everything on the jump. The old saw-mill had become a stove-mill, and a planing-mill succeeded to that. Real frame houses were beginning to go up instead of the up-and-down boards, batten-cracked ramshackles that the mill-hands used to live in. Another corner store went up on the opposite corner. A farmer from three miles out sold his farm and stuck up a grist-mill alongside the track with a red elevator where he could store wheat. He became a manufacturing miller and eligible to join the C. M. A., with his own trademark and patent brand on every sack he turned out of his roller-process mill.

**T**HEN another farmer who built barns drifted into town and started a small hardware store, when the main part of his heavy business was putting eavetroughs on houses and barns. This man also extended his business by getting hold of several agencies for plows and washing-machines and churns and cultivators—running Hodge and Son a heavy race. It was nip and tuck which of them got the hay-fork business when patent hayforks went into the barns round about Hodgeville. But the hardware man, seeing that he made a specialty of rope and all that kind of thing, got it. Hodge, however, went him one better by getting the agency for self-binders when that succeeded to the four-rake reaper that Bill used to tinker.

And by this time the community was plumb into the bicycle era. The hardware man succeeded in getting most of the bicycle business; but Hodge did the repairing.

The businesses that came to Hodgeville and the smokestacks that went up were all part and parcel of the new growing time in Canada and in the once saw-mill town getting out of the woods. The canning factory was the latest addition when the farmers found out that they could grow tomatoes and sweet corn and peas as good as any that ever went into a can. By that time Hodgeville had a Mayor and a town council; and the Mayor was Hodge junior. And about the time that Hodgeville got all cement sidewalks and a drug store and a jewellery store and a millinery shop, old Bill shuffled off the mortal coil and left the business to the son. Which so interrupted the business for a few days that the hardware man stole a march on him and got the agency for the first make of automobiles that were ever sold in Hodgeville.

Which brings us down to the year 1912 and the modern Hodgeville. But there isn't a man of any respectable knowledge about that town who doesn't remember the days when Bill Hodge in the blacksmith shop shod the horses and mended things in general, and laid the foundation for the first real live concern that ever paid wages in Hodgeville.

## Hazards and Handicaps

By F. P. MEGAN

**A**FEW years ago when Western Canada was reaching the stride which has since resulted in making every crossroads a "Greater Crossroads" a Canadian manufacturer was compelled to compete with rival English manufacturers in that field. In making delivery he discovered that he could lay his goods down in British Columbia more cheaply by shipping them to England and thence back to Western Canada, passing through Montreal on the return trip, of course, than by shipping them direct. That illustrates one of the transportation difficulties to which the manufacturer is subjected. The endless maze of railway classifications, ratings and conditions seems well nigh untraceable. A Theseus is needed to thread its interminable windings.

"It cannot cost more to move a ton of freight to Calgary than to Vancouver—six hundred miles farther on," says the shipper who is fighting for a share of the Calgary business against keen competition from an American producer.

"Water competition," replies the laconic railway man.

Unless the railway gives a certain rate to Vancouver by rail the freight will go forward by water. An entrance for ocean going vessels is not one of the advantages which Calgary now claims—though it may come later. Hence, for rail shipment to Calgary the Eastern manufacturer pays the

equivalent of the rail rate to an Eastern port, plus the ocean rate nearly around the world to Vancouver, with the local rate from Vancouver to Calgary tacked on that again. Freight rate making is a wondrous science.

With a market expanding at a super-normal rate, the problem for the manufacturer is to satisfy the present demand to the limit without having a huge idle plant on his hands for years to follow. Let us take for an example the automobile business in the United States. Here we have an entirely new product, appealing powerfully to the public. Sales came fast from the first. The tide rose until for a couple of years in spite of the feverish building of factories the demand exceeded the supply. With all the old-established manufacturers refusing orders there was an irresistible inclination to enlarge plants and build new factories. The result is that now the great majority of the people in the United States who are able to buy cars have already done so. The business is getting down to a normal demand, and many of the companies with big factories are paying overhead expenses out of all proportion to the cars produced or sold. Ability to refuse orders is essential. Essential, too, is a sane judgment as to what is a normal increase and what is a temporary flurry.

**M**ANUFACTURING second-hand furniture and house supplies may seem like a joke. It probably was not altogether a joke to the Eastern manu-



facturers who had to meet that kind of competition in the West. After the World's Fair in St. Louis the whole interior of the big twenty-five hundred guest hotel, from iron beds to window shades, was sold to a wrecking company. An inventory was made in advance and every hotel and institution from Canada to Mexico received a catalogue and price list. The orders soon accounted for the supply and the prices justified additional business. For six months after, the entire output of two United States iron bed factories, a window curtain factory, and supplies of many other sorts were distributed as second-hand—going direct from the factory to the consumer. Not a few hotels in Canada, west of the Great Lakes, were furnished with these pseudo-bargains. Did the Dumping Clause of the Customs Act render any protection?

"I CAN enlarge my plant if I am lucky enough to get building supplies," said a manufacturer of farm implements recently, "but where am I to get the skilled help to man the addition?" The problem of labour is making the cost of manufacture and its extension a difficult question in Canada. Every man with skill enough to run a lathe is employed—nay, his services are being contested for by different employers as though he were a genius. What manufacturer but would like to turn out well-made and well-finished goods! But if the men are not available to do a workmanlike job, what is to be done? There is a trade, which is carried on in Toronto in half a dozen or more shops, and with a working force running well over the hundred, yet if the foreman of one of those shops dropped out, the manager would be at sea to replace him. A successor competent to act as foreman does not exist in those hundred or more employees.

A foremanship in a brass foundry in Western Ontario fell open and a Swede had to be discovered in some American city to take up the work. In spite of the tremendous advance in so many lines the present period is characterized by incompetency. We sorely need a Trades Union leadership which will substitute for the limiting of production a satisfactory test of skill on the part of its members. The Unions have a real sphere of work in the education of their members to efficiency.

A FRIEND was looking at the exhibit of pottery in a store in Toronto recently. He passed from one ware of delicate beauty to another, which we will call Smith Pottery, delicate and beautiful, too, but not more so, he thought, than the preceding display; yet it was one hundred per cent. higher in price than the other.

"How," he asked the head of the department, "can you get people to pay twenty-five dollars for this piece when they see this other beside it of equal beauty for half the money?"

"Examine any piece of the Smith Pottery and you will see the reason," he was answered.

Every piece of Smith Pottery which leaves the factory is perfect. If the slightest blemish exists the article is destroyed. Only twenty per cent. of the pieces that are fired are ever put on sale. Smith Pottery sells at double the rate of other pottery because the purchaser knows he is getting high quality. But does the purchaser ever consider the cost of turning out goods of that grade? The necessary waste in maintaining a satisfactory quality comes into every class of manufactures and in the younger country like Canada, which is still buying its experience, the cost comes high. That should be remembered when suggestions are made for placing Canadian manufacturers on a mythical equality with those of old industrial nations.

The consumer who gets an improved sewing machine or electrical device wonders why it costs so much. He looks on the manufacturer as a robber baron; it requires little more work and material to make the new than it did to make the old article. The consumer knows nothing of the months of experimenting, the weary months when success always seemed within the reach of the inventor yet always eluded his grasp, or the money which was spent in bringing the invention to a practical conclusion, or the dozens of inventions which have been worked over and tried out unsuccessfully, for every one which has proven feasible. The gasoline engine, for instance, which now is purchased at a small price for every purpose from driving an automobile to running a churn, has ruined many a manufacturer during the experimental stage.

ALLIED to this is the heavy toll caused by changes in fashion or class. In an effort to meet the demands of his customers a carpet manufacturer equips a large plant for the manufacture of Brussels carpets. Popular fancy changes and the whole call is for Axminsters. The manufacturer has a useless plant on his hands, eating up the

profit from his other departments. The same holds good in furniture, in factory equipment, in supplies.

The development of electrical power has revolutionized the power equipment business. What of the big plants which have been supplying steam power equipment to the towns and cities of Canada for water works systems? The introduction of Hydro-Electric power has jeopardized the large investment represented by these shops. That is just one of the many chances taken by manufacturers.

Industrial investments are at the best speculative. The man who invests his capital to-day in an up-to-date plant for manufacturing steel or furniture or textiles may wake up to-morrow to find that a new machine or a new process has completely altered his industry and rendered valueless his plant. A battleship of a decade ago is due in the discard to-day. The industrial strife is no less keen or merciless than that of war. The inferior machine, the inefficient workman, the wasteful process spell disaster in letters of fire. Success depends in no small measure in knowing when to feed the scrap heap.

A Canadian brick manufacturer is at the present

time throwing out his entire plant and putting in new brick-making machinery at a cost of three hundred and fifty thousand dollars. The old plant was not worn out; it just had to give way to more modern and more economical contrivances. That manufacturer has no assurance that in one year or two years from now a new grinding machine or a new heating system will not be devised which will make his present expenditure worthless. So that in estimating the cost of production the manufacturer has to write off so much for depreciation, and he has no less certainly to lay up a reserve for improved machinery which may and likely shall become necessary long before the old equipment wears out.

The prosperity which is enjoyed by manufacturers in general during a period of expansion must be averaged up with the lean times when business is small and the overhead expenses are undiminished. Whether orders are coming in or not, interest must be paid on the money invested in building and machinery, a selling force must be maintained, sufficient workmen must be retained to fill up the organization when the turn in the tide comes.

## The Home Market—What it Means

By T. A. RUSSELL

WHILE much has been spoken and written about the home market in Canada, few of us really recognize how great a market it is. It is most important to the development of our country that we waken to the real importance of the home market, in its relation to both the manufacturer and the farmer.

What would you think of a man who tried to make one leg walk faster than the other? He would go around in a circle, and make no progress. The country which develops one side of its industrial activity faster than the other is like a man trying to make one leg walk faster than the other. Such a country would make no real development in comparison with that of which it was capable. The development of the manufacturing industry must go hand in hand and side by side with agriculture.

On the other hand, the prosperity of our agricultural classes must be kept foremost in mind, or there can be no prosperity for our manufacturers. The importance of these great branches of human activity has been recognized for centuries. Bacon said, "There be three things that make a nation great and prosperous: a fertile soil, busy workshops, and easy communication for man and goods from place to place."

IN Canada we have had in the past ten years a remarkable development in our industrial establishments, as shown by the figures for 1900 and 1910, which are as follows:

	1910.	1900.
Establishments .....	19,202	14,650
Employees .....	511,844	339,173
Capital .....	\$1,245,018,881	\$446,916,487
Salaries and wages ..	240,494,996	113,249,350
Materials .....	600,822,791	266,527,858
Products .....	1,164,695,032	481,053,375

Now, it is estimated that one worker supports on an average three persons in addition to himself. Therefore, approximately 2,050,000 people are supported in Canada by its factories. Statistics show that each person consumes on an average, \$6 worth of wheat and \$10 worth of dairy produce; therefore, the manufacturing establishments of Canada provide a home market for \$12,300,000 worth of wheat and \$20,500,000 worth of dairy produce without considering all the allied interests dependent upon, and catering to, this army of factory employees. This shows how largely the manufacturing establishments are contributing to the market for agricultural produce.

BUT have the manufacturers themselves appreciated how greatly the home market has expanded for their products? The rapidly increasing imports of almost all classes of manufactured goods into this country, and particularly in the West, show that, rapid as has been our manufacturing extension, it has not kept pace with the demand.

Every practical manufacturer knows the great difficulty of securing men and building up organizations to take care of the business that is expanding as rapidly as is the case in Canada.

It is not always easy either to secure the confidence of bankers and investors to supply the capital necessary for more rapid industrial development, but these are problems which must be faced by the

manufacturer if he is to rise to the responsibilities of the ever-growing home market in Canada.

At the present time neither manufacturer nor farmer has by any means fully responded to the call of the home market for his products. In the case of the manufacturer this is shown by the rapidly increasing imports of manufactured goods. In the case of the farmer I will illustrate it by some statistics, by home production, and exports of farm products for the year 1911.

The total value of the grain crop of 1911 was \$565,000,000, of which the three prairie provinces grew \$228,000,000, yet so powerful was the home demand that the exports of all farm produce was only \$90,000,000 of grain, and \$53,900,000 of animals and their produce. During the same period we imported \$31,500,000 of farm produce, leaving a net export of only \$114,000,000, just one-half of the value of the grain crop of the three Western provinces, and just twenty per cent. of the total production of Canada. In other words our exports of farm produce from the whole of Canada were less by \$50,000,000 than the grain production of one province alone, the Province of Ontario.

If you add animals and their produce, it will be seen that the Province of Ontario alone produced two and one-half times as much farm produce as all of Canada exported. This shows the wonderful development of the home demand.

The value of live stock sold in the Province of Ontario exceeded by \$20,000,000 all the exports of animal products from the whole of Canada, and the same province has \$194,000,000 of stock still on hand. In other words, the value of the live stock sold in Ontario alone was four times greater than the value of the exports of all of Canada.

In the case of dairy produce, Mr. J. A. Ruddick, our Canadian authority, estimates that over seventy-five per cent. of the total dairy produce of Canada is consumed at home.

BUT it has been stated frequently that the home market is of no real value, as prices are fixed by the export demand. This is not by any means always the case, as is shown by a very simple illustration. The figures I have taken are compiled from the *Globe*, of Toronto, in the review of the live stock industry of Canada. There are two classes of cattle sold on the market: heavy cattle for export, and lighter cattle, known as butchers' cattle, for home consumption. The price of export cattle on the Toronto market has grown from 4c. to 4¾c. per lb. in 1884 to 7¼c. and 7¾c. in 1912, an increase of nearly sixty per cent. During the same period the price of butchers' cattle for the home market has increased from 3c. and 3½c. per lb. in 1894 to 7c. and 7¼c. in 1912, an increase of over one hundred per cent.

One might continue the illustrations to show how manufacturers' prosperity has increased with the development of our new agricultural areas in the West, and to show how an increasingly profitable market has been created for all classes of farm produce. But enough has been recited to show how closely related these two great industries are. When such is the case should it not be possible for the representatives of these great industries to meet on common ground in discussing ways and means of the furthering and prosperity of the two together?



# Beauty and Aristocracy at a Wedding



The Marriage of English Society's Darling, Miss Marjorie Manners, to English Society's Other Darling, the Marquis of Anglesey, Took Place Recently. The Bride and Bridegroom Are Seen Leaving the Church.



Sir Joshua Reynolds, Painter of Children, Himself Seldom Employed Any Lovelier Models Than the Wedding Scene Presented in the Persons of the Bride's Little Sister, Miss Betty, and Master John Lambton, Here Pictured.



The Losers on This Occasion — or as Bromides Will Have it, "Gainers"—Were the Duke and Duchess of Rutland, the Parents of the Bride, Here Photographed Receiving the Guests.

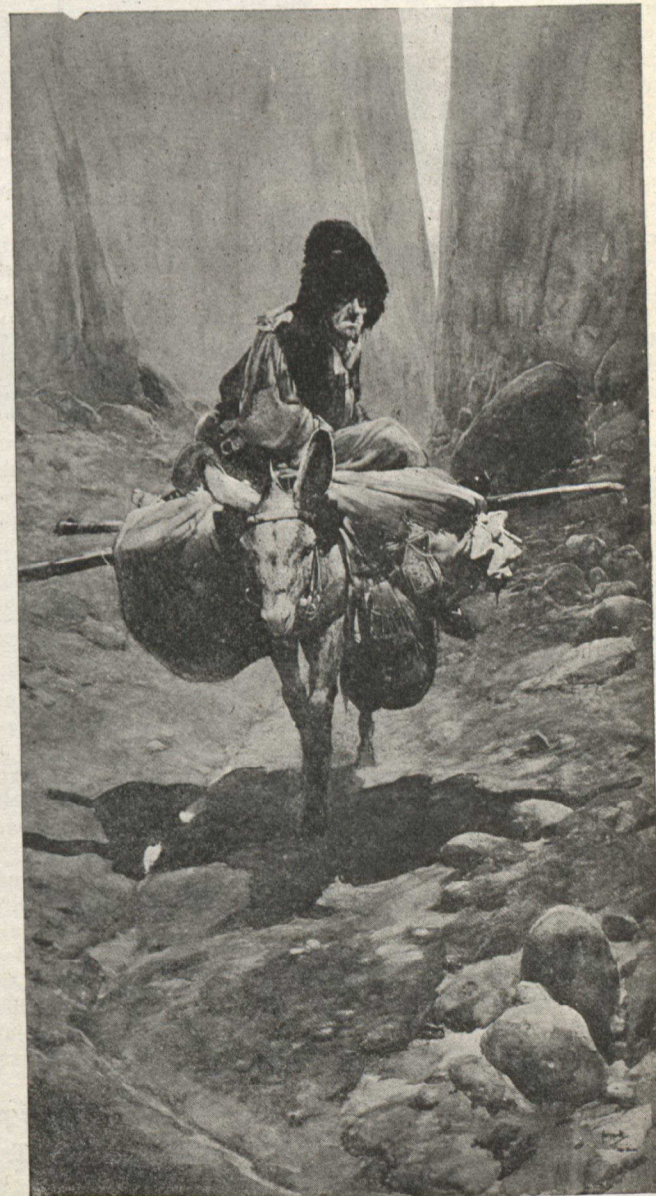
## British Loan Pictures at Toronto Exhibition



THE FORERUNNER  
By Sir John Millais, P.R.A.

BRITISH pictures at the Canadian National Exhibition for 1912 are even more numerous than in other years. The nearly a million people who visit the Exhibition will have the opportunity of seeing the following opulent list of good British canvases:

"Lingering Snows," by S. J. L. Birch; "The Orchard" and "Snow on the Cotswolde," by L. Blatherwick; "In an Old Normandy Town," by R. P. Bonington; "The Knight in the Rusty Armour," "The Queen Who Sat Betwixt Her Best," "Enid and Lissome Vivien, of Her Court," and "The Wiliest and the Worst," by Miss E. F. Brickdale; "The Workers," by A. E. Brockbank; "The Bridge," by A. Brown; "Meadow Flowers," and "Returning to the Fold," by T. A. Brown; "The Ramparts of Montreuil," by J. Charles; "Kitty," by G. Clausen; "A Chelsea Interior," by P. Connard; "Liverpool From the Mersey," by F. T. Copnall; "Littlehampton Harbour," by N. Dawson; "Haru no Yuki," by Sir A. East; "Sheepfold," by W. Estall; "The Devotee," by Sir L. Fildes; "The Village Wedding," by Sir L. Fildes; "The Childhood of Perseus," by E. R. Frampton; "Hampshire in Winter," and "A By-Way, Venice," by R. G. Goodman; "A Highland Funeral," by Sir J. Guthrie; "Matinee Afternoon: Piccadilly Circus, London," by A. Hacker; "A Bit of Venice," and "An English Cottage," by G. C. Haite; "The Dawn of Night," by F. Hall; "The Widow," and "In the Barn," "Cecile," "The Woodnymph," and "The Hawthorne Bush," by W. L. Hankey; "Good Morning," by A. S. Hartrick; "Ali Baba," by J. Hassall; "Springtime in the Woodlands," by E. A. Hornell; "Twilight, Barrow Down, Dorset," and "Tour Philip le Bel, Avignon," by S. Hughes; "A Good Drying Day" and "Sunshine on the Sea," by C. Hutchison; "Shadows," by H. Knight; "Harvest Time on the Conway River, North Wales," by J. B. Knight; "Boys Bathing," by Mrs. Laura Knight; "River Running Into Derwentwater," by B. W. Leader; "Perseus and Andromeda," by Lord Leighton; "Sunset, Amsterdam," by M. Lindner, etc.



ALI BABBA  
By John Hassall.



# REFLECTIONS

By THE EDITOR

## The Case of Mr. Churchill.

MR. WINSTON CHURCHILL, First Lord of the Admiralty, will not come to Canada on a warship. The sentiment against such a visit is much too strong to be either repressed or ignored. Canada is not anxious to have British statesmen, no matter how clever or able they may be, mix in our domestic affairs. And the navy question is a domestic affair.

Mr. Churchill may give us advice a-plenty from his office in London. He may speak as strongly as he can about emergencies, colonial contributions, and the necessities of Empire defence, but he must do his talking in the purlieu of the admiralty headquarters. He must not come to Canada to agitate.

Besides, Mr. Churchill has not yet won any great standing in this country as an individual. He has not yet convinced us that his utterances even on the navy question are to be taken very seriously. We are not quite sure that he is talking of the German menace and the loyalty of Canada more from a desire to get his estimates through the House than from any real convictions on the subject.

Moreover, any move that Canada makes in naval development should be the result of careful thought, cool judgment and solid conviction. This is too large a question to be decided to an accompaniment of booming cannons and oratorical fireworks.

\*\*\*

## Peace, Not War, Our Object.

CANADA'S interest in the naval question is one of preserving peace, not one of taking part in a war agitation. If Canada contributes Dreadnoughts and builds a Canadian navy, it will be because she hopes to help safeguard the peace of the world, rather than to add to its menace.

Canadians are all for peace. We have everything to lose and nothing to gain from a struggle between England and Germany. If Canada's action helped to precipitate a conflict, Canada would be very sorry and grievously disappointed. It is to preserve peace and enable prosperity and civilization to go hand in hand along the highway to human perfection, that Canada will take any part in navy building.

Canada is not thirsting for military or naval glory. Those of us who are advocating a Canadian navy are hopeful that it will never see a real conflict. We appoint police to keep society peaceful, not to provoke brawls and riots. So a navy which is not primarily intended to help guard the peace of the world is a sin against humanity and a menace to civilization.

\*\*\*

## Mr. Emerson as a Statesman.

HON. H. R. EMMERSON, a former member of the Laurier administration, has a wonderfully narrow view of Canadian public life. In an interview, given in Ottawa a few days ago, he said that Sir Wilfrid Laurier couldn't attend a conference on the naval question called by Premier Borden because, forsooth, "the Government would have the benefit of having the Opposition leader's views, and then act as it pleased." How clever!

It strikes me that Sir Wilfrid Laurier's views are already fairly well known. He has made many speeches in which he touched on the navy question, and he is the father of Canada's first navy Act. Mr. Borden and his colleagues are already well aware of Sir Wilfrid's views. All of these gentlemen have heard Sir Wilfrid speak several times on this subject and most of them have read the Act referred to.

The object of a conference between the leaders would be to find out if Sir Wilfrid could or could not accept any proposals which Mr. Borden may have to make. The onus lies on the Government to formulate their policy and then ask Sir Wilfrid if he could accept it. Sir Wilfrid would be getting more information from Mr. Borden than Mr. Borden would be getting from Sir Wilfrid.

But above all, Mr. Borden and Sir Wilfrid are high-minded, courteous and gentlemanly. They would not go into a conference to take advantage of each other. Mr. Emerson's suggestion that either of the leaders would act otherwise will be keenly resented by the friends of both. It had been

better for the ex-minister had he concealed his estimate of the Premier and ex-Premier.

\*\*\*

## Another Suggestion.

A FURTHER suggestion with regard to a conference on the naval question is made by the *Montreal Star* of Friday last. This is to the effect that there shall be a meeting of the Government, the Opposition leaders and a number of leading journalists, and that the purpose of such meeting shall be "the legitimate and patriotic purpose of giving them all the information possible on this vital subject before it comes up in final form for public discussion."

The *Star* points out that the British practice is

## Wonderful Progress.

ELSEWHERE in this issue many proofs are offered to show the wonderful advance in manufacturing in Canada. The census figures of 1910 were not available when some of these articles were written or they had been more enthusiastic. These figures were given out only a few days ago and show greater progress than any one anticipated.

The annual value of the products of Canadian factories was estimated to be close to a thousand million. The census of last year shows it to be well over that amount. The exact figure is \$1,164,695,032. This is an increase of 142 per cent. In other words, Canada now manufactures one and a half times as much as it did in 1900.

The amount of capital invested has increased even more, though, perhaps, part of the increase is "water." In 1900, the capital investment was less than half a million; now it is over twelve hundred million. This is an increase of 178.5 per cent.

Salaries and wages have more than doubled and now stand at \$240,000,000 annually. The employees number 511,844. The number of industrial establishments enumerated has increased from 14,650 to 19,202.

This is a record of wonderful progress. Agriculture has been going ahead by leaps and bounds, but manufacturing is keeping pace. The two combined are making Canada a veritable El Dorado. So long as these two keep step, Canadians will have every reason to maintain their unbounded confidence in the future greatness of this twentieth-century country.

for the Government to place at the disposal of the persons named the special information of which it is possessed. The British Opposition is always given confidential information touching any grave departure in foreign policy. The British journalists are kept informed in the same fashion.

It would be an innovation here, but undoubtedly a beneficial one. It would eliminate criticism based on improper or inadequate information. It would not bind any opposition leader or any opposition journalist to support the government policy, but it would give them the special facts in connection with the case and thus lessen the possibility of improper and unjust arguments. Even with this elimination, there will probably be plenty of ground for disagreement.

\*\*\*

## Will President Taft Sign?

AT first it was generally thought that President Taft would sign the Panama Canal Bill which discriminates between United States and British vessels. Later advices from Washington indicate the possibility that the President is not so sure of his course. He has been impressed by

the strong editorials which have appeared in the more influential United States papers and by the British comments, and now realizes the seriousness of the situation.

It would be a serious thing if, in the very period which marks the close of a century of peace between these two great nations, anything should happen which might lead to serious international differences. During the past twenty years especially the best men in both countries have striven to promote harmony between them and to remove all elements of discord. Cleveland's Venezuelan message and the United States attitude toward the Boer War were adverse incidents in a period of closer understanding.

It is right that President Taft should hesitate. If this Bill were laid over for further consideration after the presidential election, it is hardly likely that it would pass Congress in its present form. It has been modified in conference and is not as offensive as it was. American vessels engaged in coast-wise trade only are to be exempt from tolls. Further discussion might be equally effective. The *New York Post* and other journals argue that even in its modified form it is opposed to the spirit of the Hay-Pauncefote treaty.

\*\*\*

## Yachting.

YACHTING is the sport of kings. While the aristocrats of the pleasure sailing-ship have been doing things at Cowes on the other side of the Atlantic, there has been something of importance here. Down at Newport, on Thursday, the 15th, eight fine salt-water schooners and sloops sailed over a thirty-four mile triangular course for the honour of being the first winner of "The King's Cup," presented by King George to the New York Yacht Club. It was won by E. Trowbridge Hall's sloop, *Winsome*, with a time allowance of 30 minutes. Even with this advantage, she was only 11 seconds ahead of Mr. Pyncheon's *Istalena*, which won the Astor Cup on the previous day.

Over at Chicago, the *Patricia*, of the Royal Canadian Yacht Club, was winning the championship of the Great Lakes from the *Michigan*, of the Chicago Yacht Club. The *Michigan* was quite the equal of the *Patricia*, but the Canadian skipper and crew were superior in knowledge of yachting strategy as well as speedier in the handling of light canvas. Mr. Norman Gooderham, though only twenty-four years of age, has written his name as a skipper with those of Duggan, of Montreal; Christie, of Rochester; Cunningham, of Kingston; and Jarvis, Marlatt and Wedd, of Toronto. It was almost a personal victory for Gooderham. He has been sailing small boats in Toronto harbour for ten years and this is his second year on *Patricia*.

\*\*\*

## Physical Training at College.

A BITTER controversy has broken out between the English and American athletes as to the merits of an Olympic meet. The English athletes declare that the Americans are unfair in their tactics and extravagant in the spending of money. Mr. Guy Nickalls, the well-known English oarsman, says sarcastically, "the nation with the longest purse must win."

On the other hand, Dr. Tait Mackenzie, of Philadelphia, formerly of McGill, points out that the American team at Stockholm was composed largely of college students and young men in business, with an occasional schoolboy and policeman; that many of them paid their own expenses; and that honour to these men is more than money. He places the credit for the American success on the fact "that the schools and colleges and universities of America almost all have systematic physical education as a part of their course."

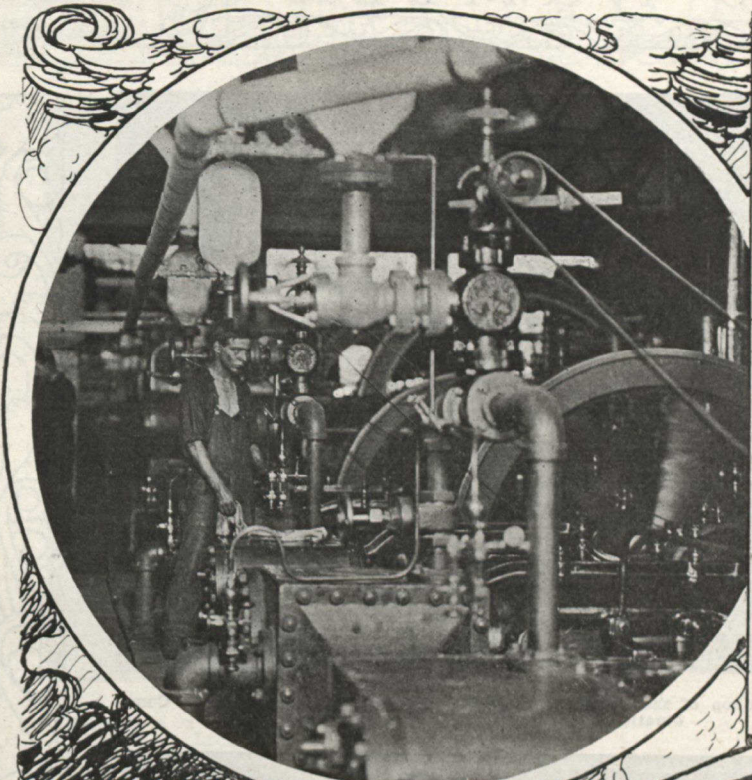
Here is a pointer for Canadians. As was pointed out in an article in the *CANADIAN COURIER* a few weeks ago, no college in Canada gives systematic compulsory athletic training. They all encourage such training, but it is permissive and unregulated. What is needed is a training for every student, not training for a few specialists. If all students are drilled and exercised, the specialists will take care of themselves.

Let us hope Canadians will not follow the English lead and talk of money and trickery as being accountable for American success. Let us listen to the advice of our old friend and well-wisher, Dr. Tait Mackenzie, and introduce a system of college athletics which will ensure the development of every student and the superiority of a few.

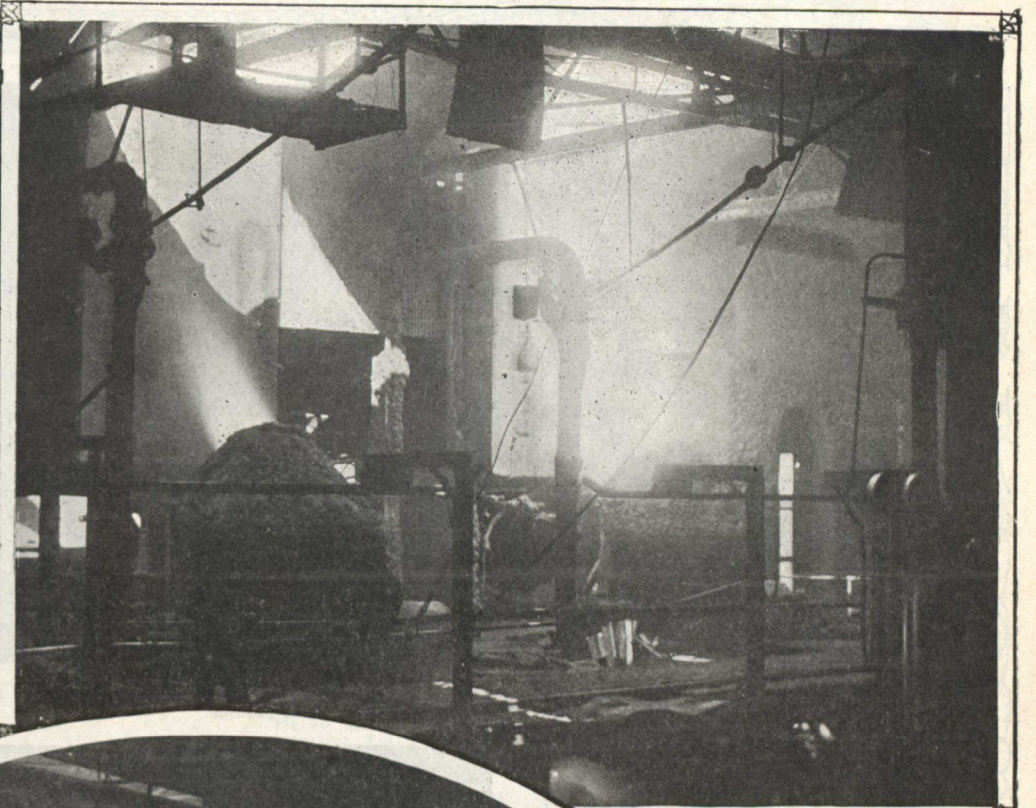
This is not a matter to be left to the students themselves, it must be a matter for the college authorities. It must be based on a scientific plan, scientifically carried out by experts. It must not be haphazard; it must be regular and progressive.



HOME PRODUCTS NUMBER



Refrigerator Plant, Steel Co. of Canada.



Bessemer—Blowing, Algoma Steel Co.



Smelting Furnaces, Steel Co. of Canada, Hamilton.



Blast Furnace, Algoma Steel Co.

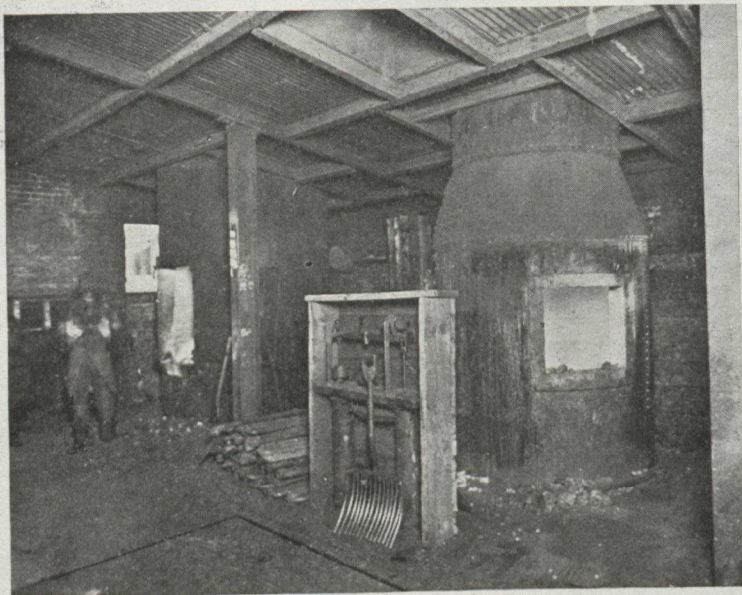


COAL UNLOADERS AT WORK. Algoma Steel, Sault Ste. Marie.

A. Lismer

THE MAKING OF STEEL HAS BECOME A LEADING CANADIAN INDUSTRY



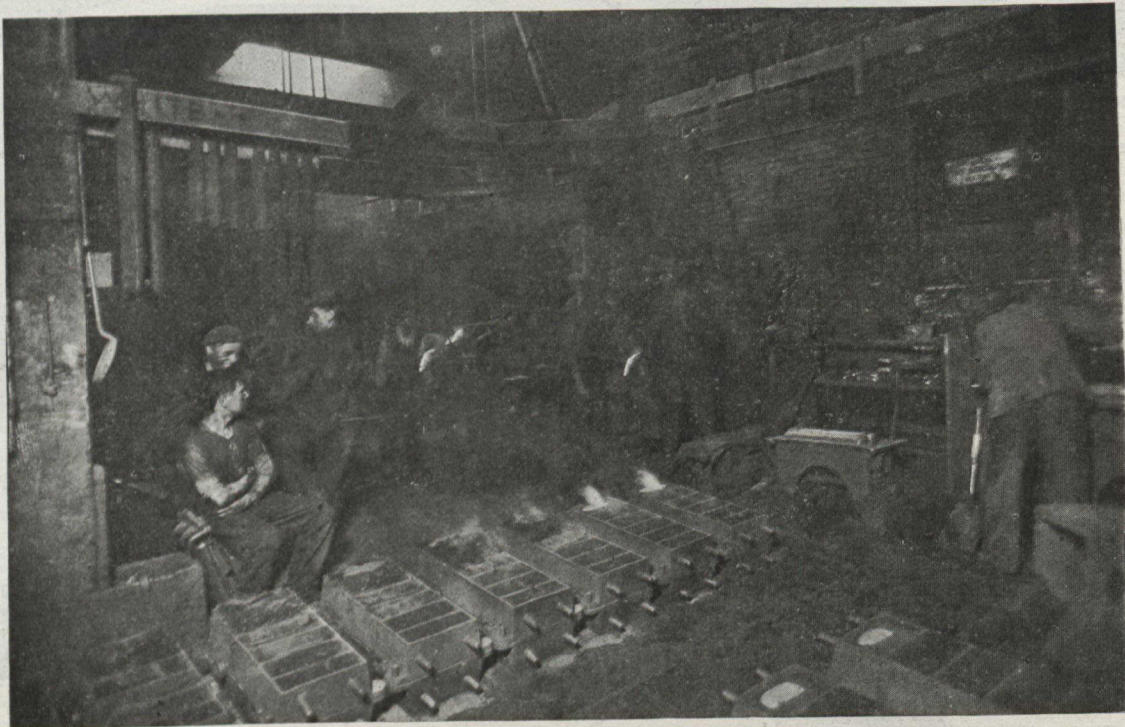


Charging Floor of the Gurney Foundry Co. at West Toronto. The Two Furnaces Absorb 30 Tons of Iron in a Day, Melting for the Moulds.



Machine Shop of the Pease Foundry Co. in Toronto; Specializing in Combination Heat and Ventilation Apparatus.

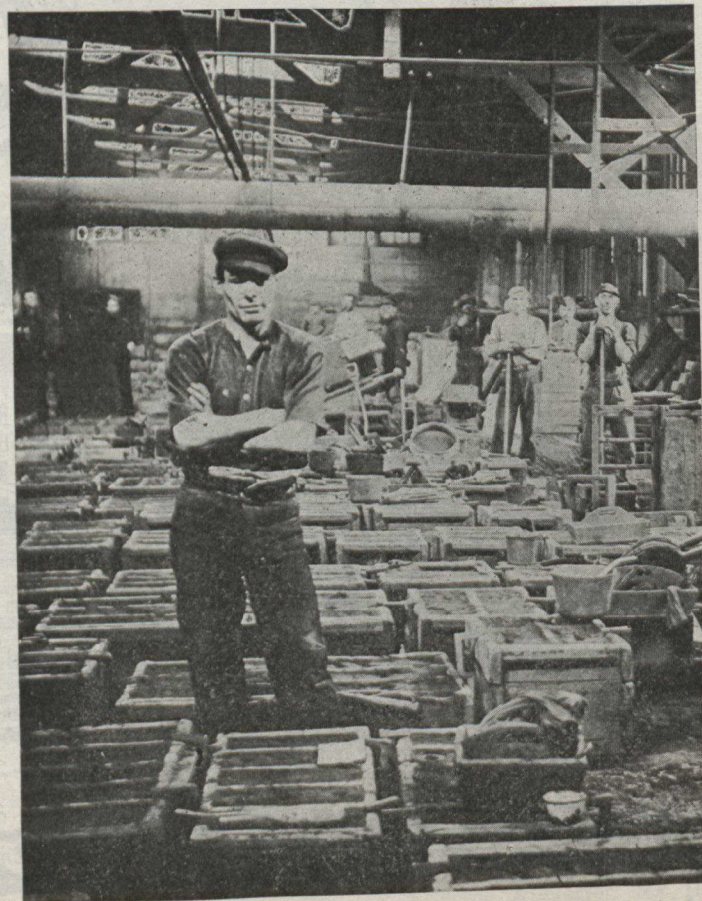
A few glimpses of the foundries in some of the stove works of Canada. Makers of heating apparatus in a country whose lowest temperature is 70 below with seven varieties of winter climate, have made remarkable developments in the science of heating and ventilation.



Corner of the Giant Moulding Shops, Gurney Foundry Co., West Toronto, Where Nearly One Hundred Tons of Molten Metal Are Handled Each Day, Casting for Gurney-Oxford Radiators and Boilers.



Section of Moulding Shop in the Works of the McClary Mfg. Co., London, Ont., Makers of "Pandora" Stoves and "Sunshine" Furnaces.



Another View in the Same Big London Foundry Showing the System of Moulds.



MACHINERY

• •  
 Makers of Electrical and other Machinery have made tremendous progress in recent years. Millions of dollars are invested in this branch of industry.



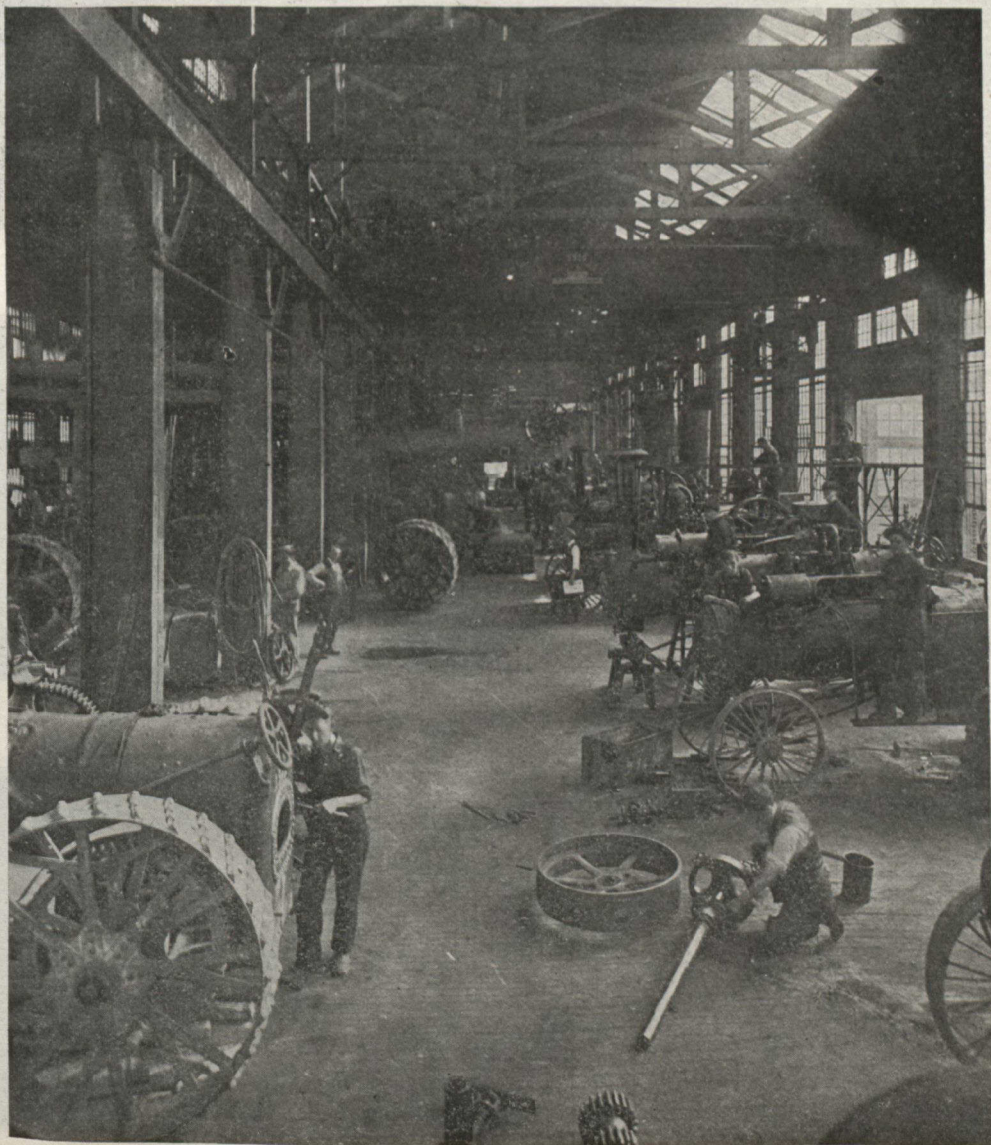
Machine Shop in the Canadian Machinery Co., of Galt, whose Works are Located in Galt, Hamilton, Preston and Hespeler, Ont. Capital Investment Over \$2,000,000.



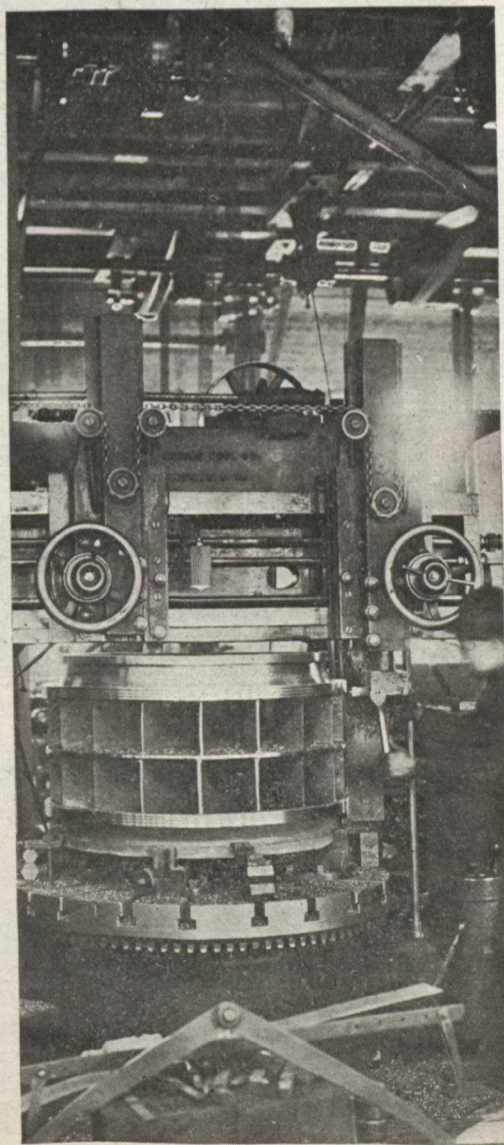
A Machinery Department in the Canadian Westinghouse Works at Hamilton, Ont. Established Under a Protective Tariff for Revenue. Output Increased 40 per cent. in 1911. Capital Over \$4,000,000.



General View of the Canadian General Electric Shops at Peterboro, Ont., where Everything in Electrical Equipment is made from a Niagara Water-wheel to an Electric Light Fixture for a Drawing-room. Capital \$8,000,000.



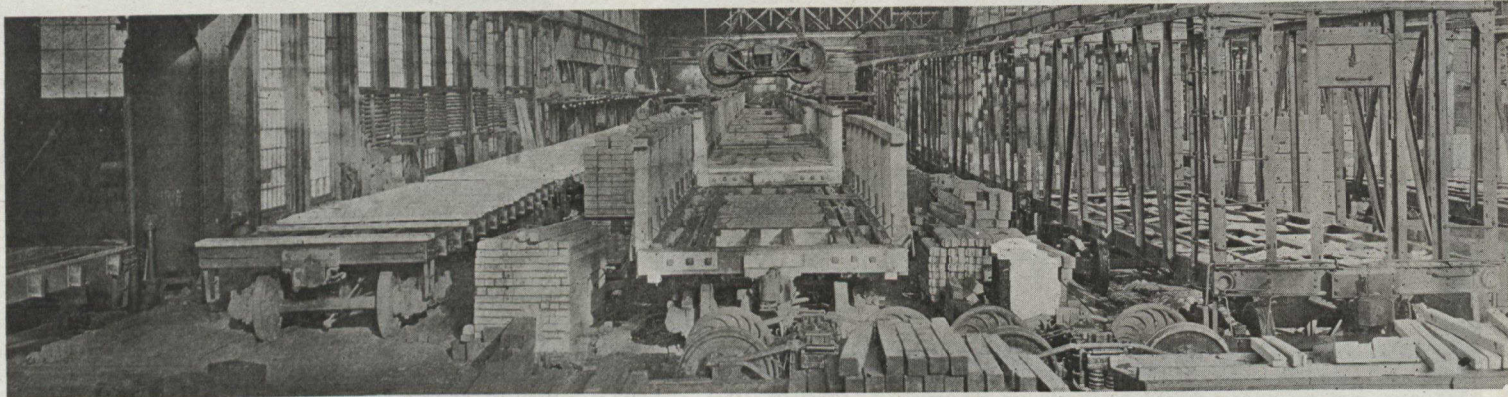
Portable Engine Department in the Sawyer-Massey Works at Hamilton; Manufacturing three kinds of Engines, Grain and Clover Threshers, and Road-Making Machinery. Capital \$3,750,000.



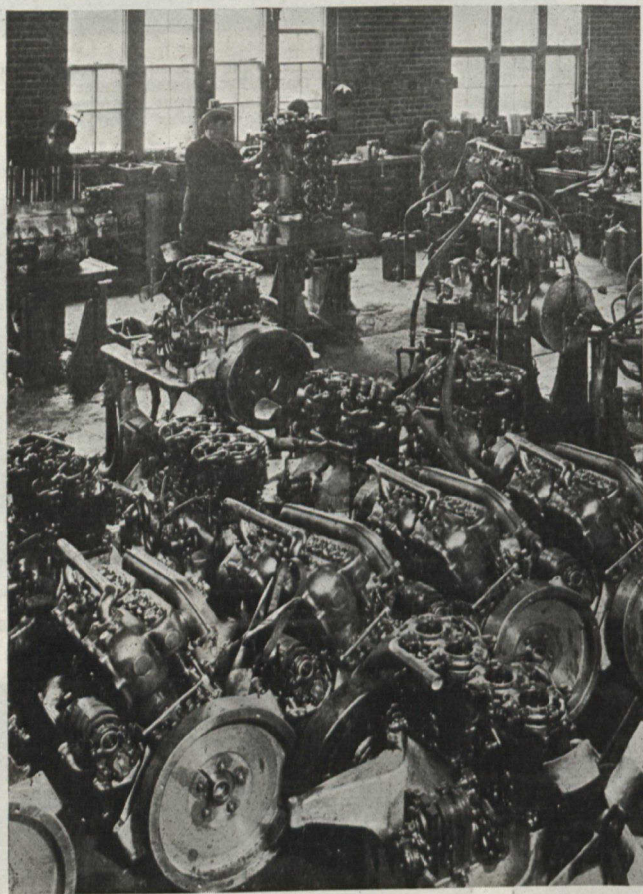
Turning a Water-Wheel Runner, 3,000 h.p., in the Works of Allis-Chalmers-Bullock, at Montreal.



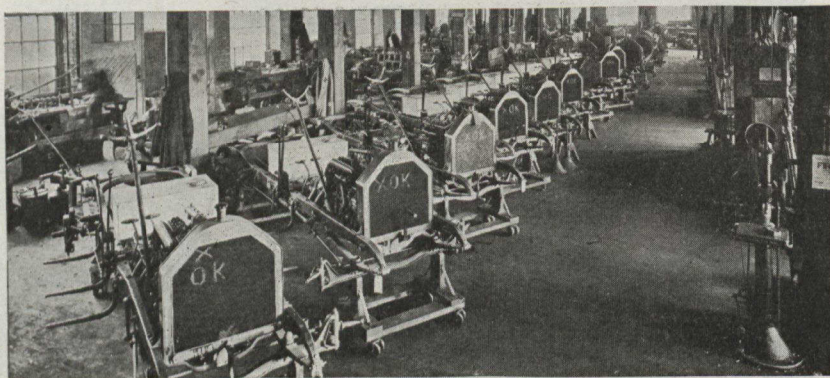
THE MACHINERY OF TRANSPORTATION



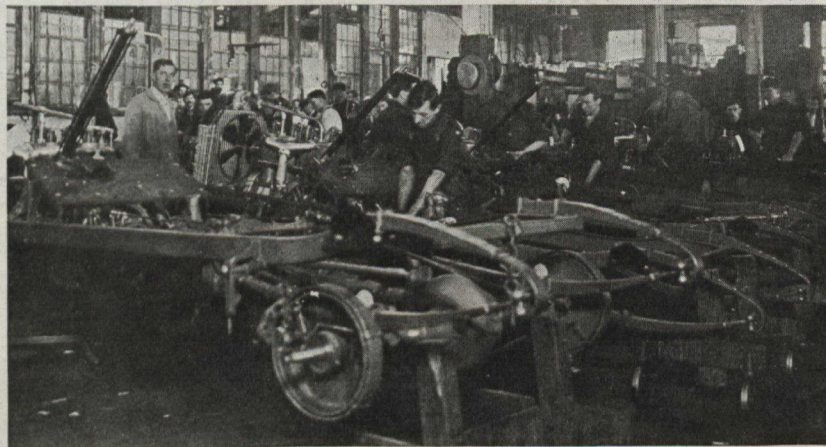
Making Freight Cars, Canadian Car and Foundry Co., Montreal. Left Track, 40-ton Flats for the C.P.R.; Middle, Hart Convertible, 40-ton Ballast; Right, C.P.R. Standard Steel Frame 40-ton Box.



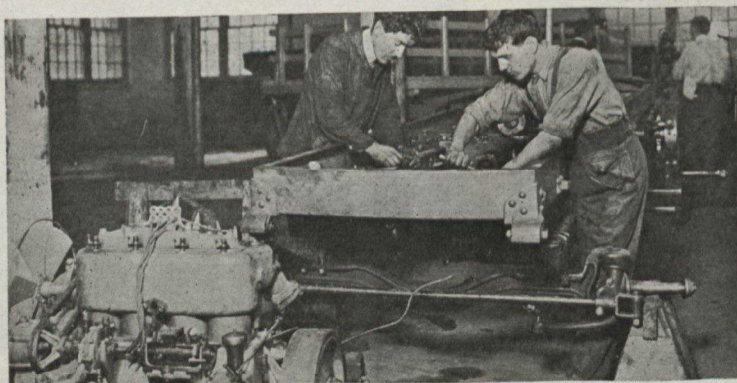
Engine Testing, Russell Motor Car Co., West Toronto.



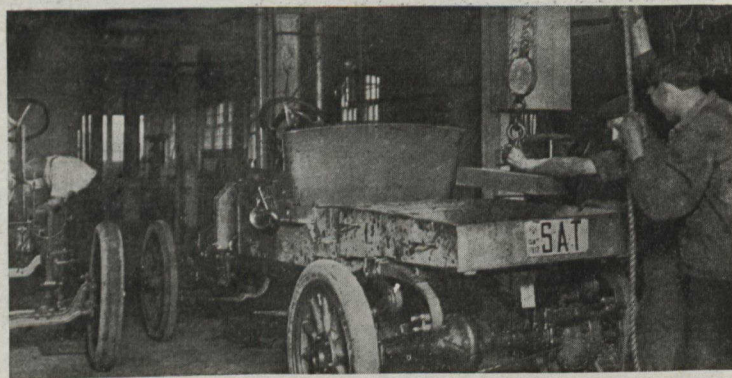
Squad of Chasses Ready for Mounting in the Works of the Russell Motor Car Co.



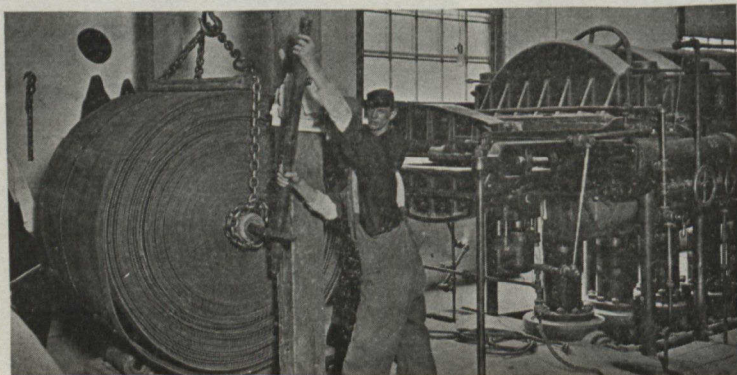
The Canadian Reo Manufactured, Including the Parts, at St. Catharines, Ont.



Engine and Body of a Schacht Car Ready to Go Together.



Mounting a Schacht in the Shops at Hamilton, Ont.



Rubber by Hundreds of Tons a Year is Used in the Factories of the Dunlop Tire & Rubber Co., Who Make Tires for Automobiles, Trucks, Motor-cycles and Carriages.



# HOME PRODUCTS NUMBER



Penmans Ltd., of Paris, Ont., Employ Practically the Entire Population of a Thrifty Town in the Making of Knit Underwear and Hosiery. They Have Nine Mills in Ontario and Quebec. These Pictures Show the Power Finishing Room and the Hosiery Knitting Machines.



Making Knitted Underwear in the Works of the C. Turnbull Co., of Galt.

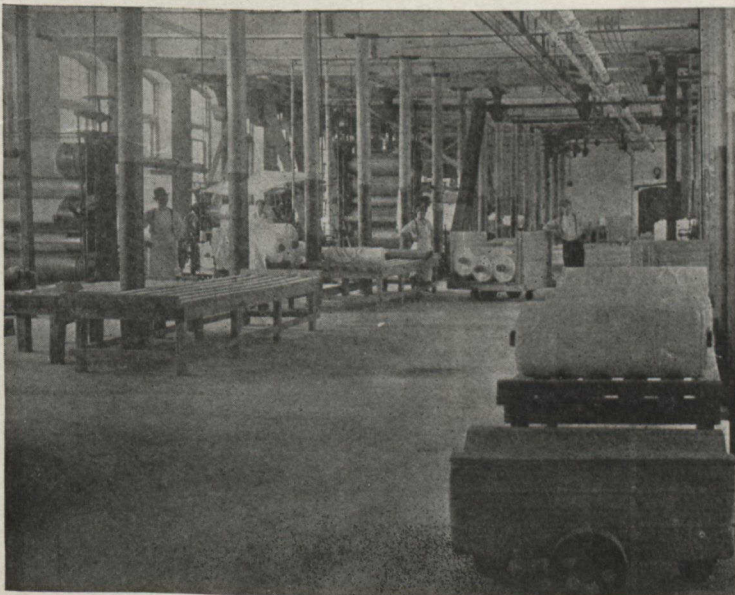
Textiles, woollens and factory clothing to the extent of over one hundred millions annually are now manufactured in this country. In proportion to output and capital, the amount of wages paid is larger than in many other industries. An export trade has been commenced.



View of a Knitting Machine Room in the C. Turnbull Co.



Ready-to-wear Clothing for Men is Made in Tremendous Quantities to First-class Tailor Shop Grades by Such Firms as Lowndes of Toronto and Fashion-Craft, Fit-Rite, Fit-Reform and Semi-Ready in Montreal.

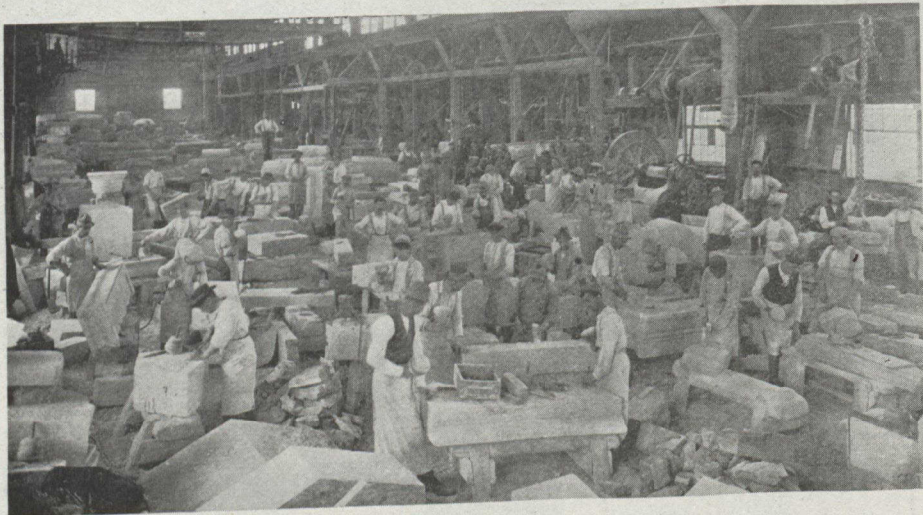


The Dominion Textile Company is One of the Biggest of Our Cotton Companies, and Operates Several Factories. The Pictures Show (1) a Calendar Room, and (2) a Sheet and Slip Department.



# HOME PRODUCTS NUMBER

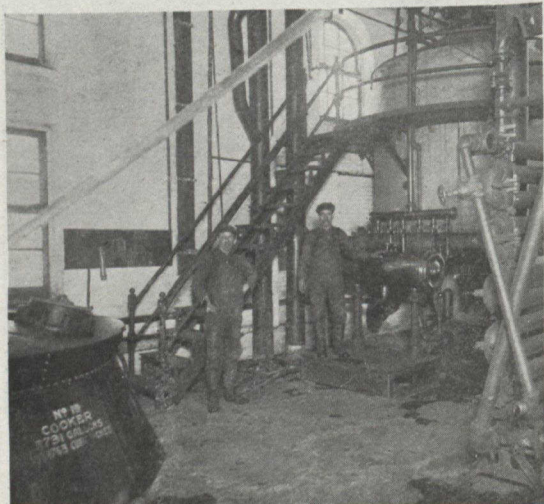
## THE WEST IS NOT CONFINED TO RAISING WHEAT



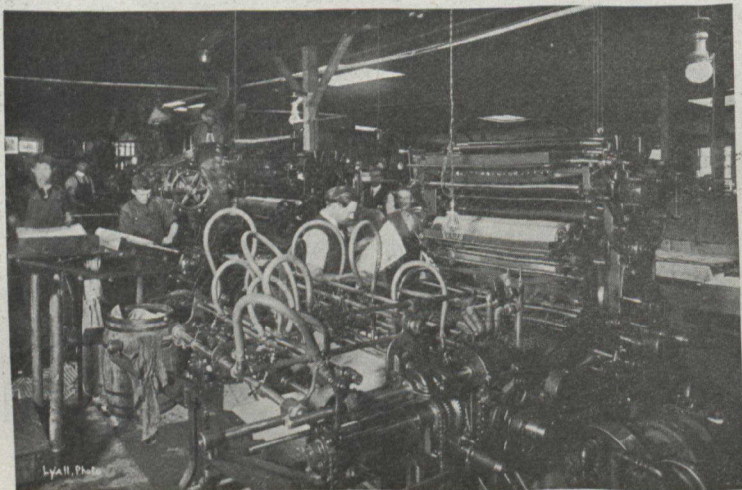
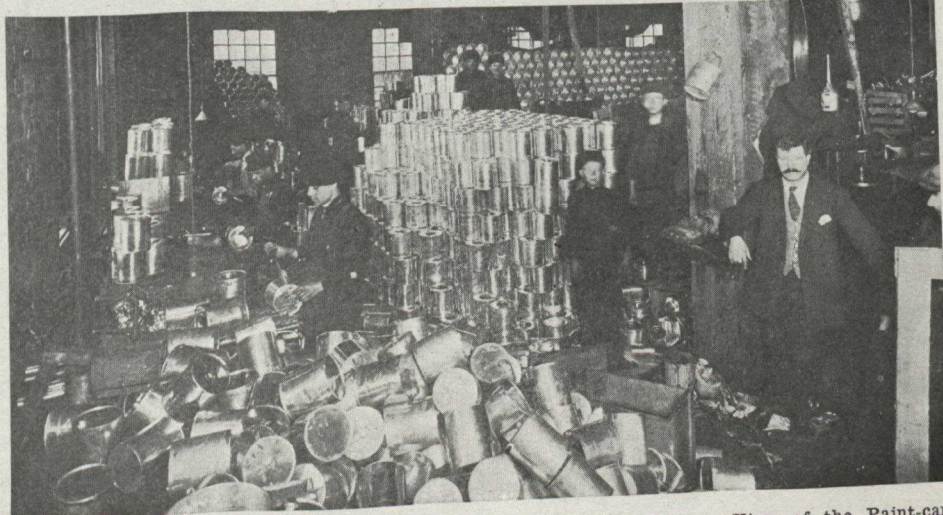
At Garsons Quarry, 18 Miles from Winnipeg, 440 Men are Employed in Stone-sawing.



Candy Department, Paulin-Chambers Biscuit and Candy Co., Winnipeg.



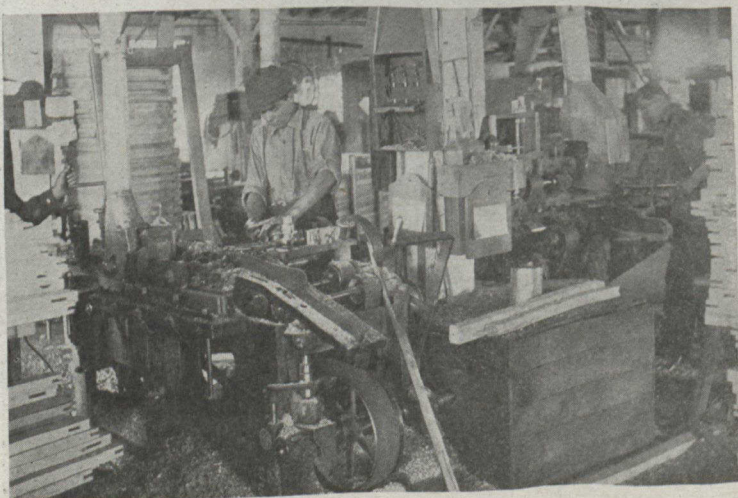
Brew House of Blackwoods, Ltd., Winnipeg, Manufacturing Pickles, Sauces, Cider, Vinegar, Ales, Lager, and Aerated Waters. View of the Paint-can Department, Kemp Mfg. Co., Which Employs 175 Hands in Winnipeg.



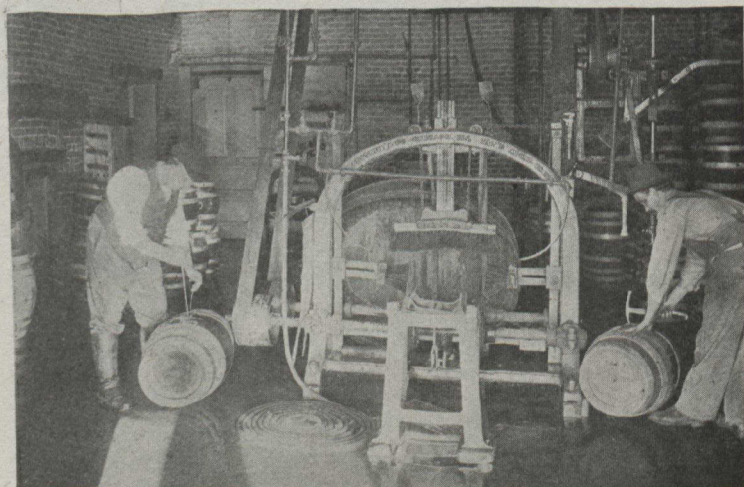
Colour Machines in Bulman Bros., Ltd., Lithographing Establishment, Winnipeg.



Printing Trades in Winnipeg Employ 1,600 Hands, With \$1,500,000 Invested.



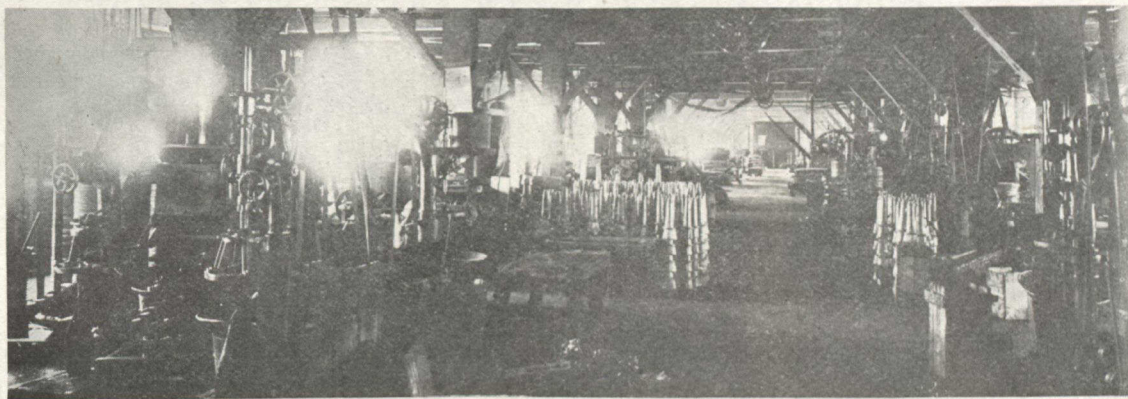
A View of Cushing Bros.' Planing Mills at Saskatoon, Sask.



Barreling up at the Hoeschen-Wentzler Brewing Co., in Saskatoon.

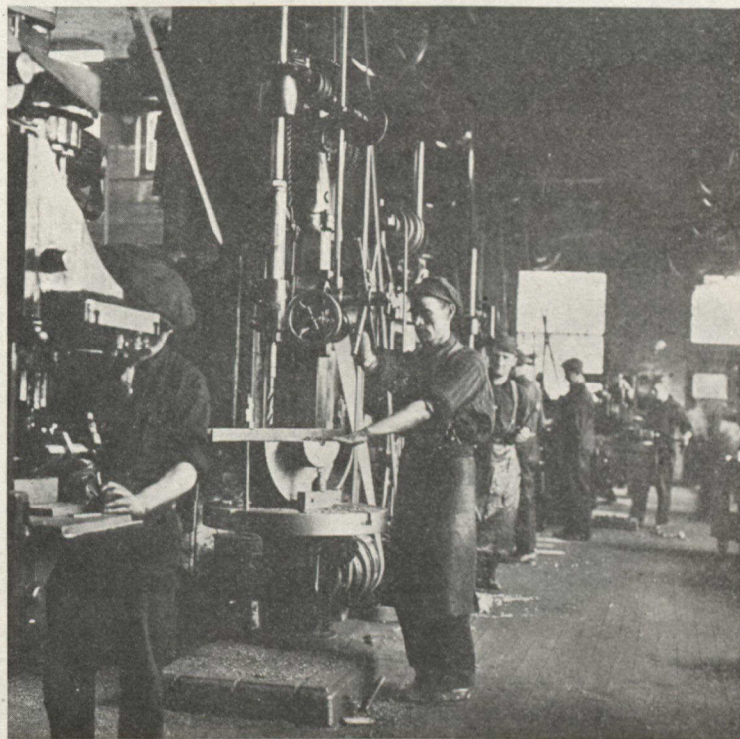


HOME PRODUCTS NUMBER

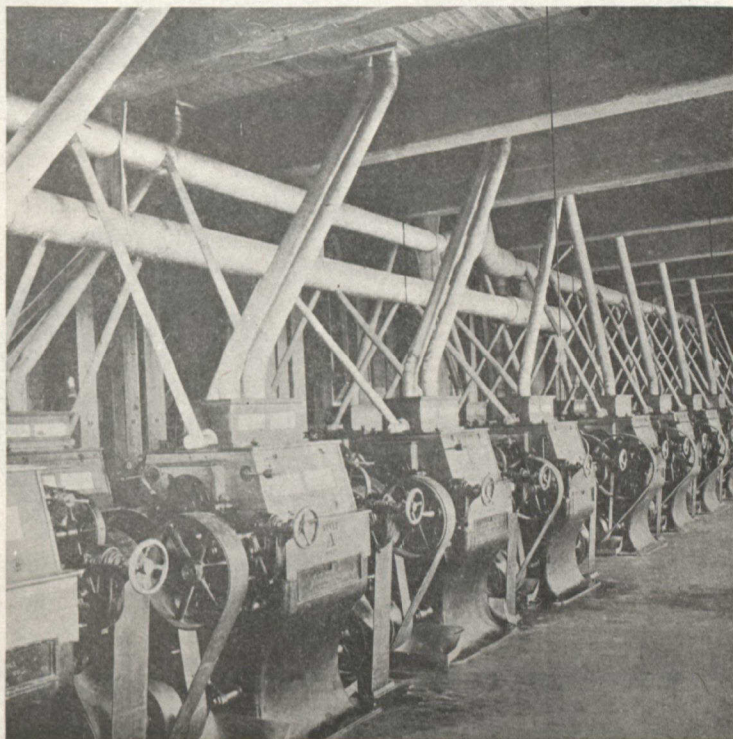


Machine Shop in the Cockshutt Plough Co. Works at Brantford, Ont.

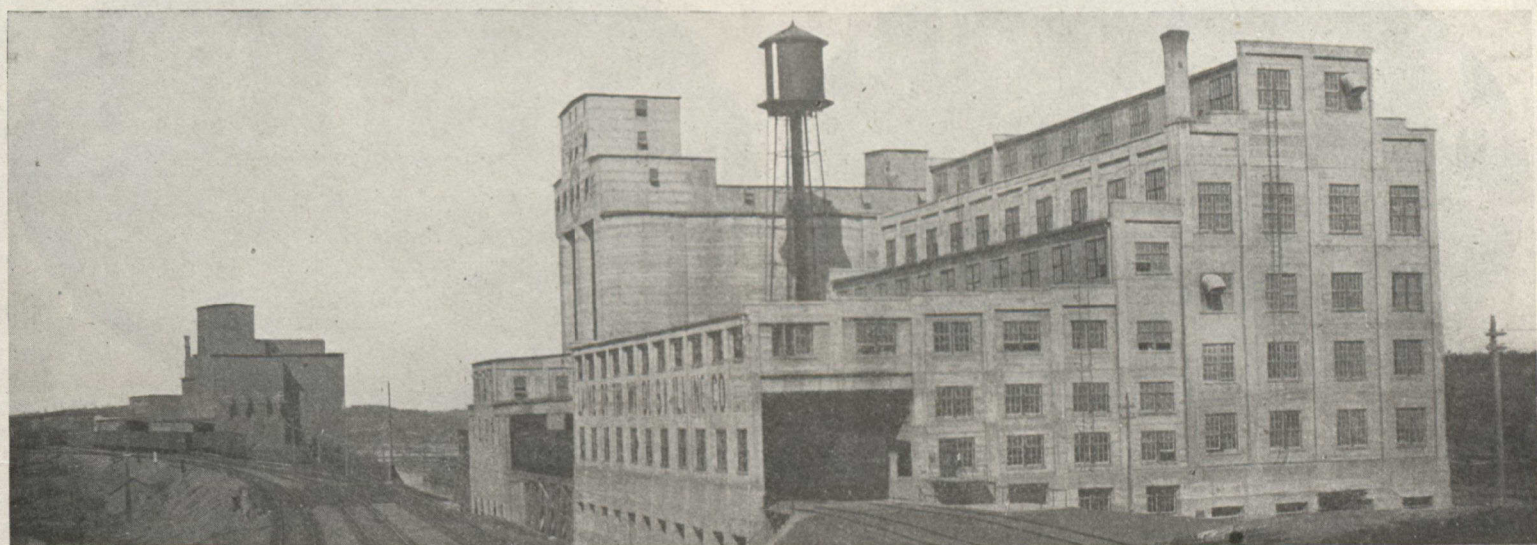
Taken at Random.  
From Montreal to  
Kenora.  
Ploughs and Elevators.  
Flour and Paint.



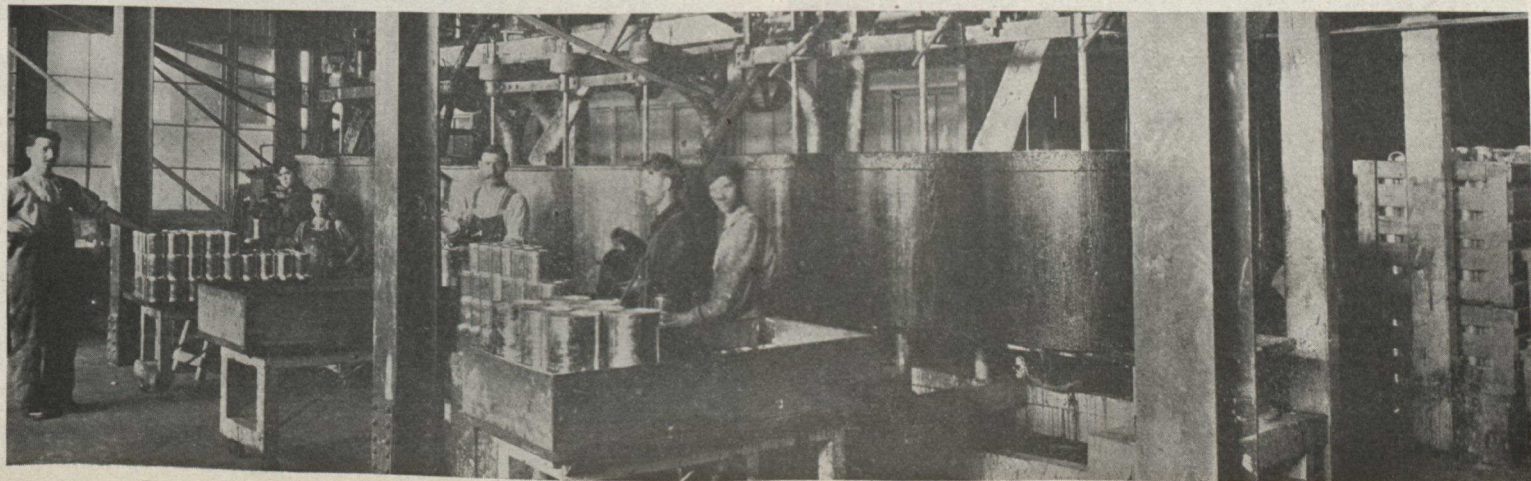
Machinery Department, Otis-Fensom Elevator Co., Hamilton.



Battery of Grinders in the St. Lawrence Flour Mills at Montreal.



General View of the Lake of the Woods Milling Co. Plant, Kenora, Ont., at the Gateway to the Land of No. 1 Hard.

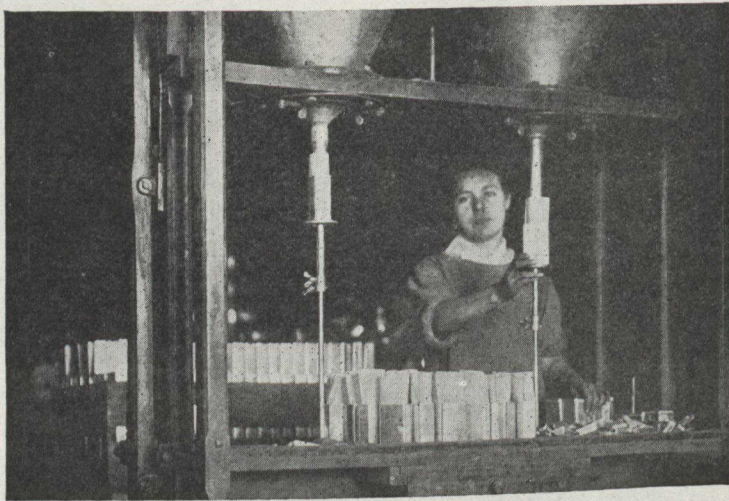
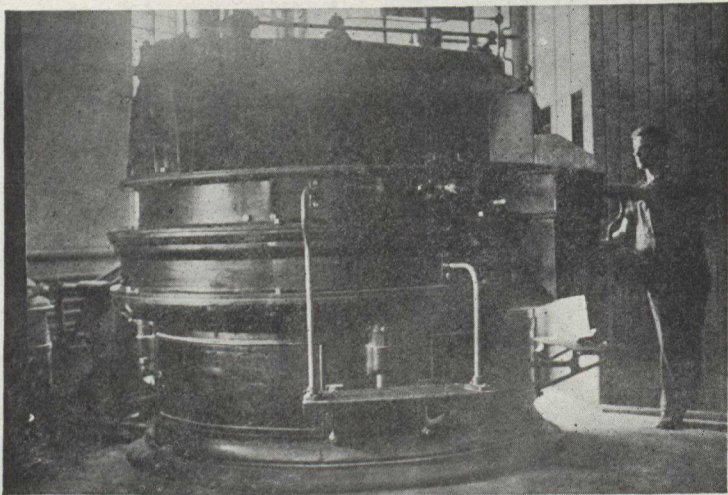


Mixing Paints by the Carload in the Works of the Brandram-Henderson Co. at Montreal.

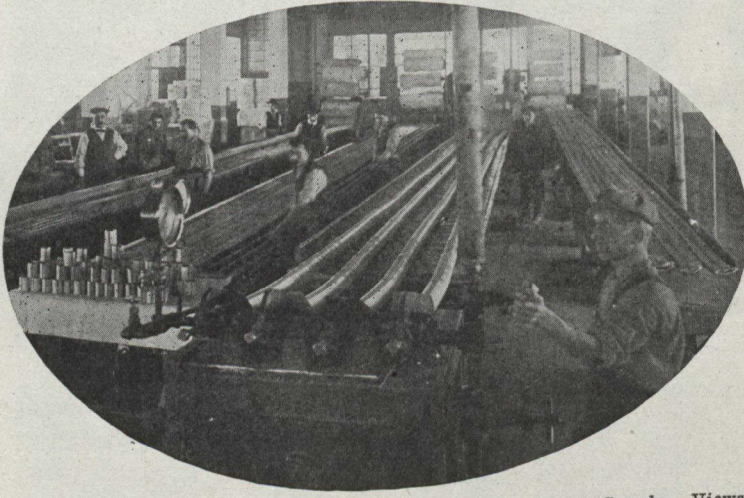
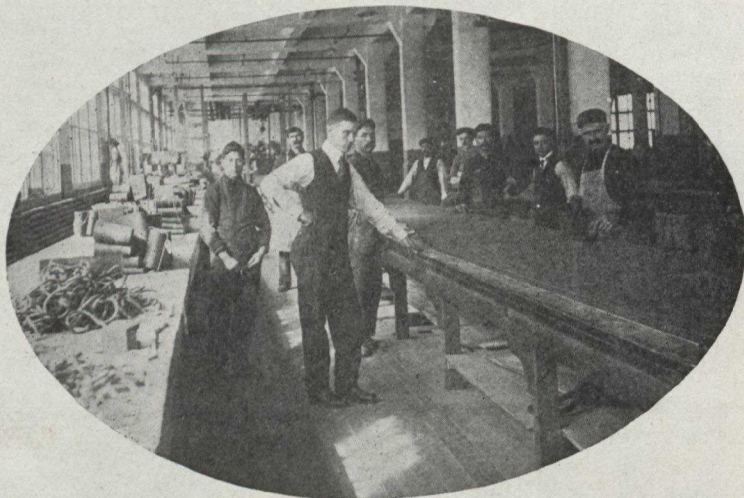


# HOME PRODUCTS NUMBER

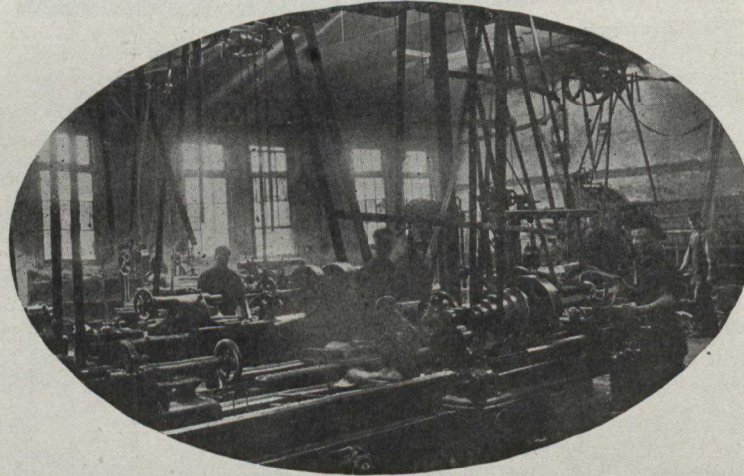
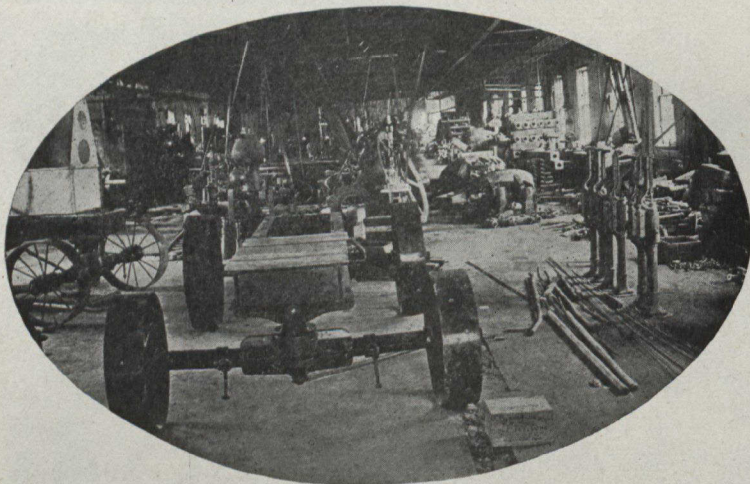
## FROM RUBBER GOODS AND ENGINES TO CHOCOLATES AND KODAKS



Making Cocoa and Chocolate from the Raw Material, the Cocoa Bean, Gives Employment to Many Canadians. The Two Pictures Taken at the Works of the Cowan Cocoa Co., in West Toronto, Show: 1. Grinding of the Cocoa Bean. 2. An Automatic Weighing Machine for Filling Cans.



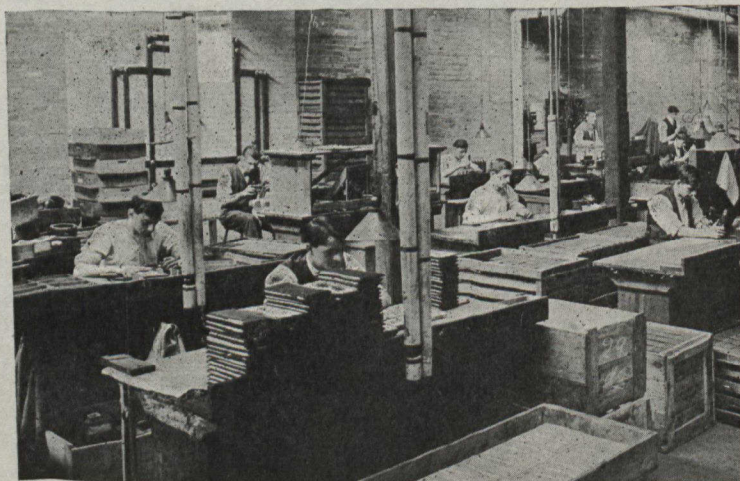
Rubber Manufacturing Has Become a Leading Industry. The Canadian Consolidated Rubber Co., Montreal, is the Largest Rubber Organization in Canada. Views Shown: (1) Department Where Rubber Belting is Made; (2) the Making of Fire Hose.



In Brandon, Man., There are Forty Manufacturers. The Handbury Company is the Largest, Making Office Fixtures. Manitoba Engines, Ltd. (left Picture), Make Windmills, Pumps, and Gasoline Engines. Brandon Machine and Implement Co. (Right) Manufacture Hot-air Furnaces, Pumping Engines and Land Packers.



"Alabastine," Made from Clay, Sand, Lime, Hair and Gypsum, is Now One of the "Household Words." This is a View of a Gypsum Mine at Caledonia, Near Hamilton. Operated by the Alabastine Company of Paris.



The Making of Kodaks and Photographic Material is Now a Considerable Industry. This Picture Shows the Assembling Room of the Canadian Kodak Company's Toronto Factory.



# His Little Girl



OUR NEW

SERIAL STORY

CHAPTER VII.

"OH! Marion, don't you think I might answer this advertisement? It sounds so exactly what I have been wanting, and—I ought to find some work."

"It isn't so much a question of what you ought to do, as of what Robert will let you do," the second speaker lifted faded eyes from a stocking she was knitting, and her hands trembled a little, "you know I am willing enough to support you in your wish to go away and earn something, but—my dear Helen, what is the use of my supporting your wishes, if Robert will not hear of them?"

"Robert has no right to tyrannize over us! A brother cannot expect to regulate his sisters' lives, and surely we are old enough to manage our own affairs?"

"We are old enough, yes, but have we ever learnt to be independent enough to strike out a line for ourselves?" The woman with the knitting looked wistfully across at her sister, and that wistfulness in her eyes and voice was as pathetic as her words, "we have always been in subjection, you and I, first to mother, then to Robert, always in subjection—since—"

"Since one member of the family had the courage to rebel," the sister called Helen exclaimed impetuously, "since—"

"Hush! Oh! Helen, hush," the other woman glanced around the small meagre room with nervous furtive looks, "do be quiet, do be careful. Let me see the advertisement—let me think whether it would be of any use to consult Robert about it."

"Consult Robert? It is no use to do that," a sort of despair rang in the sister's voice, "he would only refuse at once to allow me to do what I want. Robert is—is—so dictatorial, and yet, he has no real right to dictate to us. Our lives are our own."

"Oh! are they?" The sister called Marion spoke grimly, her smile was grim as her voice, "your life and mine have never belonged to us, Helen; they are never likely to belong to us. *We* haven't the spirit poor Tiny had—she—"

"Oh! Marion, you said 'hush' to me just now when I spoke of her. But you see, you yourself can't help mentioning her name when you begin to think of us—and our—own dependence. Sometimes I think"—the speaker's tone took on an accent of acute dejection—"sometimes I think—we have been just fools all our lives, Marion—you and I—just fools."

The room in which the two sisters sat was one of those rooms whose depressing furniture, and the still more depressing arrangement thereof, gives one an instant certainty that the inmates are not adepts in the art of making a house home-like. The furniture in the Miss Stansdales' tiny drawing-room was early Victorian as to period, and showed all the most glaring faults of that period. There was also a great deal too much of it for the size of the apartment, and it had quite obviously been transported thither from a room of much more imposing dimensions. The carpet was almost threadbare, and age had mercifully faded the colours, which in its early youth had evidently been of the crudest. Time had performed the same kindly office for the chintz of the curtains and sofa, its original hues having been those staring and brilliant ones in which our early Victorian forbears seemed to take so great a delight. The vase and ornaments with which the mantelpiece was crowded all belonged to the same inartistic epoch, and indeed, the two occupants of the room were the only portions of it who did not appear to be stamped with the crudity and bad taste of that past age. In neither Miss Marion Stansdale, nor in her sister Helen, was there the slightest sign of anything glaring or crude; each in her own person and in her own way was a perfect presentment of the quiet, old-fashioned type of gentlewoman, and neither their shabby dresses, nor their lined faces could hide this self-evident fact. Marion was the elder—but Helen had always possessed the stronger character, and although the greater experience of sixty-two years made Marion think she still had the right to dictate and advise, as in their earlier life, Helen had more than once been known

to declare that she saw no reason for being under her sister's yoke, now that she herself could write down her age as sixty. There was a strong family likeness between the two who sat facing one another, knitting in hand, on either side of the open window, an odd family likeness that in Miss Helen emphasized all the strong points of the Stansdales, whilst in Miss Marion those same points were weakened. Both sisters had blue eyes, soft grey blue, like an English sky on a wintry day, and both had a way of beaming kindly, if a little deprecatingly, on all who crossed their paths. But whilst Marion's eyes seldom met yours quite fully, Helen looked you in the face, not squarely, but with a certain appeal which, if you had any heart at all, went straight to it. Their mouths were cut on the same lines, but whilst Marion's drooped at the corners, and her lips had a little way of falling apart, Helen's showed no sign of a droop, and her lips set themselves in a more or less firm line. Both sisters innocently prided themselves on their undoubtedly good complexions, and indeed, many a younger woman might have envied them the delicate colouring that gave them the look of some dainty morsels of Dresden china; and their heads were the softest, purest white. Locally they were wont to be styled "those dear old Miss Stansdales," and Miss Helen could seldom go down the back streets of the suburb without being accompanied by a string of small children, who clung to her skirts, and chattered to her volubly at the full pitch of their shrill, high voices. Ever since their advent at Stokeley, the sisters had shared a district in one of the suburb's slums, feeling it to be incumbent on them to carry on the work amongst the poor which had been their happiness in the old village home, and though they did not consider that the shrewd cockney folks compared well with the country poor, they had, in course of years, grown fond of their new friends, independence and what Miss Marion called "terrible socialism" notwithstanding. They had only been part of the whole dreadful nightmare which had brought about their uprooting from the peaceful country home, and the new planting in this tiny suburban villa with its small rooms, its overlooked garden, its outlook across a road lined with villas built on precisely the same pattern. And although many years had gone by now, since that dreadful nightmare and its attendant uprooting took place, neither Miss Stansdale had ever been able to feel really happy or at home in Stokeley. Obviously, Robert, the brother who gave them a home, must live near London, because he was obliged to go to the City every day, obviously, therefore, they must be content to make the best of the suburb and all it entailed. But making the best of it had been no easy task, and in spite of all their valiant efforts the two sisters had never been able to really amalgamate themselves with the life of the suburb.

"JUST fools," Helen repeated for the third time, after a long silence, and her hands dropped into her lap, whilst the sock she knitted slid to the floor, and her blue eyes fixed themselves on their own patch of front garden and on the pink Hawthorn in the garden of the opposite neighbour.

"Helen, my dear," the elder said, in a small shocked voice, for the teaching of her youth told her that the word used so emphatically by Helen was one that should never fall from a lady's lips, "we—perhaps we may have been—mistaken, I don't know, it is so hard for women to fight, so hard to resist those who are stronger than themselves, but I think one ought not to call even one's self—a—"

"A—fool?" the other sister laughed a trifle bitterly, "no—it isn't a very lady-like expression, and oh! dear, how poor Miss Simmonds would have scolded me for saying such a dreadful thing," and before the eyes of the sixty-year-old lady flitted a remembrance of the governess who had regulated her manners in her far-off youth, "yes—Marion, I know it is unladylike," she went on, speaking more firmly, and sitting more upright in her chair, "but all the same—it is true. I believe we have been foolish—and worse than foolish—to give in as we have always done, to somebody else. I know all

about what you say, that we were weak, and they more strong—first mother was stronger than we, and now Robert, but because we are weak as well, doesn't make us less foolish. And now," the little elderly lady suddenly seemed to brace herself into determination, "now—I am going to try and be strong."

"Oh! Helen, what do you mean?" Marion faltered, her eyes looking at her sister with a frightened stare, "you can't fight Robert, he will have his way, he—has—always had his way."

"Then it is time he began to have something else," Helen answered, with an outward assumption of courage she was far from feeling inwardly. "I have been thinking a great deal lately, and I am sure, some of the young people are right, Marion, some of those who say we each have an individual life to live, and we ought to be allowed to live it. I—" her voice wavered—"I—have as much right to live my individual life as Robert has to live his, or as—Tiny—" Marion started, and interrupted the other's sentence, almost brusquely.

"Helen—you must not talk of—of—her. We ought not to break Robert's rule about that; and it was mother's rule, too—oh! hush—do hush—about what we ought to try and forget."

"Forget?" There was an odd ring of scorn in Helen's voice, "as if we could forget our dear—"

"Helen, don't!" Marion's tones were agonized. "What has made you so strange to-day, so discontented? Why are you talking like this about individuality, and all sorts of things you have never talked about before?"

"BECAUSE," Miss Helen pushed back her chair and rising, leant against the window frame, "when I saw that advertisement to-day, it seemed to come like a message from heaven. It jumped at me off the page of the paper, I was not looking for it, Marion, it just *came* like a call, and I felt all at once that I couldn't go on living here like this, on Robert's bounty, that I must go and earn my own living—as I have so often wished and asked to do," she added, under her breath. Marion looked at her half affrightedly. She felt much as she might have done if a tame dove had suddenly flown into her face, and the sight of Helen's strangely bright eyes and flushed cheeks and shaking hands filled the elder sister with a vague alarm.

"I know you have wanted before to go away and work," she said, tremulously, but—mother would never hear of it, and Robert has always said—"

"I don't mind what Robert has always said," Helen broke in, sheer exasperation lending an unaccustomed sternness to her gentle voice, "Robert is only my brother. I am not his slave. He has an exaggerated notion of what is due to the family name and honour. I think it is more honourable for a woman to earn her own living honestly than to be entirely dependent on a brother who can hardly make two ends meet as it is, and who grudges every penny he gives to his sisters, if it were not for the family fetish that no lady must work. I am tired of Robert and his tyranny," the gentle voice with its new note of anger trembled violently, "and I am not going to be afraid of him any more. If he will not give his consent to my answering this advertisement, well then, I shall go without his consent—that's all." And, exhausted by her passionate plea for liberty, the little lady sank into her chair, and picked up her knitting again with fingers that still shook visibly. Marion opened her mouth twice before she could get out the words that were on her lips, but when she spoke at last, she did not say in the least what she had intended to say. She had meant to faintly remonstrate with Helen, to try and soothe her back into a placid acceptance and endurance of things as they were. But something new in her sister's attitude, some fresh determination which she saw in Helen's firmly closed lips, made her say instead—

"Show me the advertisement again, Helen. I did not really take it all in when I read it just now."

"I'll read it to you," a note of exultation born of her new courage rang in the younger sister's voice, "I cut it out after breakfast, and this is what it says." Drawing a slip of paper from her pocket, and adjusting her pince-nez, Helen slowly read the advertisement taken from that day's *Morning Post*.

"Wanted, a gentlewoman of middle age preferred, to take sole charge of a little motherless girl of ten. Only a lady of good birth and education, and unimpeachable references need apply. Address: G. T., *Morning Post* Office."

"I could get the references," Helen said thoughtfully, "the vicar would vouch for my respectability, and Dr. Glover, too. And our birth and education are all that could be wished, aren't they?" she said,

(Continued on page 36.)





On every out-of-doors-day:

**KODAK**

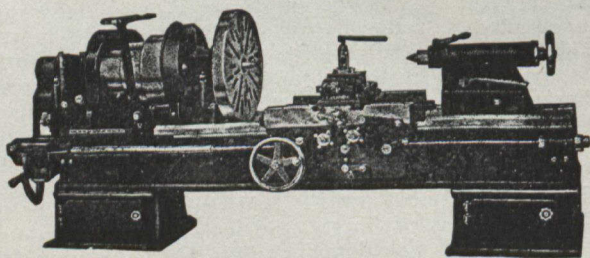
CANADIAN KODAK CO., LIMITED

Catalogue free at your dealers or by mail.

Toronto, Ont.

**26 Inch Quick Change Engine Lathe**

Lathes  
Drills  
Shapers  
Slotters  
Drop and Helve  
Hammers  
Punches  
and Shears  
Presses



Matchers  
Surfacers  
Moulders  
Tenoners  
Chain  
Morticers  
Saw Tables  
Sanders  
and Saws

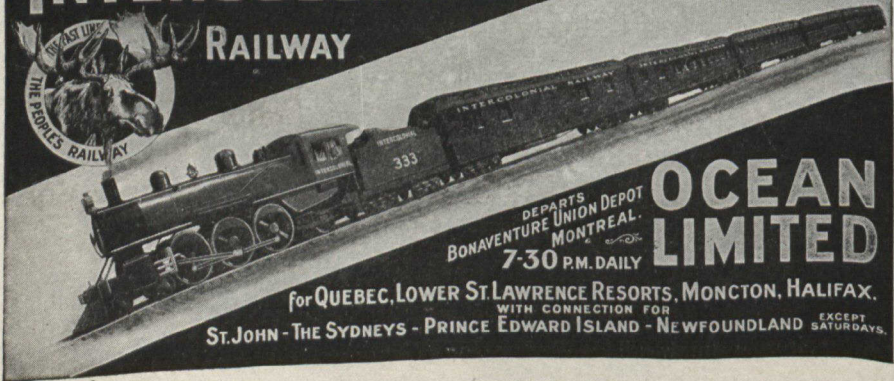
MANUFACTURERS OF

Wood Working Machinery

Iron Working Machine Tools

**CANADA MACHINERY CORPORATION, Limited, Galt, Ont.**

**INTERCOLONIAL RAILWAY**



DEPARTS UNION DEPOT MONTREAL 7-30 P.M. DAILY  
for QUEBEC, LOWER ST. LAWRENCE RESORTS, MONCTON, HALIFAX, ST. JOHN - THE SYDNEYS - PRINCE EDWARD ISLAND - NEWFOUNDLAND EXCEPT SATURDAYS.

**OCEAN LIMITED**



"There she is!" he cried a trifle excitedly and bore down on the smuggler at his topmost speed."

—Drawn by Varley.

**The Two Velmas**

By F. S. BROWN, R.C.E.

"STAND back!"  
"Let her go!"  
The military aviator seated at the drive-wheel of the Velma bawled his commands to the subordinates.

With a hissing roar the vacuum anchors were released, the force of the propellor made itself felt, the machine commenced to move, slowly at first, increasing its speed until it was running over the smooth rotunda at the rate of fifty miles an hour. The aviator, bidding his time, threw back the elevating lever, and the long steel-grey aero-dart slipped up into her element like a great kite at the end of a school boy's string.

The Velma had been but lately added to the air fleet of the Customs Department. She was specially designed to overtake the fastest air pirates who were smuggling undesirable aliens over the border. Long, rakish, shaped like a paper dart—used so successfully at school to pester nerve-worn teachers—she was capable of developing a hundred and twenty-five miles an hour and at a pinch a hundred and fifty, carrying a crew of six.

She had been launched in June, 193—and had for the past year been instrumental in cleaning up more of the pirate-infested boundary than all the other twenty aeroplanes and dirigibles in the Government employ.

Two powerful searchlights, mounted fore and aft, gave her eyes on the blackest night. Wireless, strung from her forepeak to the pit, the latter situated about two-thirds of the way back from her nose, gave her ears and tongue, a bomb and rocket gun on each side of the pit being her effective striking arms. Her tanks held enough fuel to feed her 250 h.p. Wolseley, for seventy-two hours. Added to this she was an unknown quantity to the smugglers; being a new invention, and it would certainly be a splendid craft that would get the best of her in any way—particularly when Lieutenant Dick Stuart of the Aerial Corps was at her wheel.

The machine rose, on her trial flight, to the height of a thousand feet, then turning swiftly, swooped down towards her aerodrome like a pouncing eagle, her propellers and the force of gravity giving her such a speed that Stuart's fingers tingled and he was crushed back into his seat.

The engines stopped; the machine glided on until, barely six feet from the ground, and well-nigh into the door of her shed, the elevating planes were thrown back and she settled to the ground like a duck lighting on the water.

"She's fit for her work to-night, Roberts," said Stuart to his mechanic, when he had alighted. "Not a tendon strained, not a plane warped nor a bolt loose from her last flight. Have her ready by half-past eight, and we'll see what we can do with the Kismet."

"Very good, sir," returned the subordinate, "I'll have her ready. I think we'll be up against it in the chase to-night, it's been so hot all day we're sure to have a storm before midnight."

Dick laughed. "Storms make little difference to the Velma," he said. "But if you must croak, put in the oilskins, a few more pounds won't matter."

"Is she ready?" asked Major Blair, the Commandant, entering the enclosure, as the Velma was safely housed.

"Yes, sir. Everything is spic and span. I've just had her up on a trial spin and she is as fit as a fiddle. I suppose you are coming with us?"

"Wouldn't miss catching the Kismet for worlds. Do you know, Stuart, that pirate is more trouble than any other machine afloat. And to think she's only a confounded bag of gas, with an antiquated sheet iron stove, a Gnome, for an engine."

His temples started to tinge with purple. "If ever I get my hands on that hawk, Captain Jimson, I'll put a tin hat on his connecting Chinks to this country forever."

Dick smiled. Everyone who knew the Major, knew that his one sore spot had always been his inability to bring Jimson and his notorious crew to book. Time and again his beloved Velma—the aero-dart, not his daughter—had scoured the skies ineffectually, while the Kismet unloaded her human contraband, in some secluded spot in their very shadow. The mess had it that on these occasions the Major had not only effectively spoiled his chances of visiting St. Peter in the dim future by his lurid flow of language, but that same, sulphurous, blue stream had stopped the engines, twisted the compass, and depressed the altimeter to a thousand miles below ground.

HE swore by all the holy, and unholy, tin heathen gods of war, on little iron trucks, that he'd have the Kismet this time, or break every flying record he'd ever made, and incidentally every neck and machine in the Air Battalion.

"I've just had word from our secret agent on the other side," he continued, "saying that Jimson will cross near Bellvue to-night, but that he has spread a guy around to the effect that he is not leaving till to-morrow night."

"Jimson is pretty sly, Major, but he's been too bold lately. I'm dining the Mess to-morrow night if we do not catch him. I hope it doesn't storm too much."

"Storm or no storm, my boy, it will take a combination hurricane, cyclone and air-chute to save him to-night. See here's his game," drawing a map from his pocket. "He'll really cross at Dorval, keeping close to the line till he gets to Bellvue. There he is going to alight in a bush near a place called Simpson's Wells. Now we've got to



strike him in the air and cripple him. Once he gets on the ground, his crew has ours skinned a mile for strength and arms, so I propose we cruise round between Dorval and Pharoah and wait for him, with our glims doused, over about three thousand feet of air. Then we'll have him where we want him. I'll bet he'll not dodge us this time. What do you think?"

"I'm sure there could be no better plan, Major, if we can keep him from dodging back over the line."

"If it comes to a pinch," returned the Major with a wink, "the Velma will lose her bearings and no imaginary boundary line will protect him to-night, Stuart. He's got more gall than enough trying to land a gang of Chinks within a mile of my own home, and it's going to queer him. Well, so long, my boy; I'll see you at eight. And, by the way, Stuart, you might come down home with me when this job is over; you haven't been down for a month of Sundays."

"You are very kind, sir," stammered Dick, angrily, conscious of a crimson rising to his temples, and by the twinkle of the Major's eyes, knowing he had seen it. "I have been very busy on my new parachute, which we are taking to-night, by the way. However, I shall be only too pleased to go, should we catch the pirate to-night. Till eight then, sir;" and saluting, he strode off to his quarters.

HANG it, what made him act the goat every time the Major asked him to spend a night at Bellvue, or alluded to his tendency to await such an invitation? All the other subalterns made no bones about it but went openly to make love to the Major's daughter. And you, Dick, might as well admit to yourself that you loved Velma Blair more than anything else, even her namesake, your craft.

He went to the mantel-piece and took down a photograph of her, taken in the aero-dart when he was teaching her to drive. Happy days were they, full of life, and the thrill of living, to say nothing of the bitter-sweet of an unconfessed and possibly unreciprocated love.

"Hm! It's a cinch she'll have nothing to do with an ugly lump like you, Dick," he mused sentimentally as he gazed down at the laughing brown eyes, a stray curl of nut-brown hair kissing one of the level eyebrows; the sweet oval face; the half-parted, red-rose lips, barely showing the even tips of pearly teeth. Velma Blair was indeed as pretty a girl as one would meet in a long day's march, aye, in many days' march.

But Dick had done himself an injustice in disparaging his personal charms: he compared not unfavourably with the lady of his heart. Falling short of a coveted six feet by a bare quarter inch, he was broad shouldered and developed in proportion to his height, his smartly-tailored uniform setting off his exquisite figure. A glimpse of his back was enough to prompt another look; but when you caught the gaze of those steel-grey eyes—mentally noting the firmness of mouth and chin, the fine chiselled nostrils, and the faun-coloured hair, closely cropped in regulation style, but showing its tendency to curl, the united strength of the superbly masculine face—a man would give his hand, his confidence, his friendship; a woman—worship.

Be it said here that the Major had always favoured his suit against those of the other irresponsible subalterns. Partly for his good looks, partly because of his studious application to the work they both loved and his inventions to the benefit of that work, but more because he loved Dick as a man and treated him as a son.

As the aerodrome clock struck eight, the doors were thrown open, and the huge dart run out. The crew sprang aboard, and she was off, rising in great spirals to the height of a thousand feet, then turning toward her destination, faded into the shadow of the gathering storm.

Robert's prophecy had indeed come true. Thick black clouds were rapidly ascending to zenith from the west, illuminated at intervals by fitful flashes of sheet lightning. "The night will be rough," thought each member of the Velma's crew, with a tightening of the

lips. Dangerous as was their duty in their fights with the smugglers, their peril was increased a thousand fold in such a storm as this one promised to be.

Not a word was spoken as each man busied himself preparing for his part in the coming struggle. The bomb guns were examined and covered with their waterproofs. The magazine was thoroughly overhauled. Bombs and Japanese rockets, the latter designed to fire dirigibles, were piled in their boxes at the gunner's side. The wireless man kept up a running conversation with passing craft to make sure his apparatus would not fail them in the hour of need. Dick Stuart, at the wheel, tested each cord of the steering apparatus, rising and dipping in graceful curves, watching the beautiful machine answer to his slightest touch. The mechanic was busy loosening the silken planes against the coming storm.

Bellvue appeared, grew and faded, with the altitudometer standing at two thousand. Pharoah showed dimly on the horizon. "Slip her up another thousand and a half," shouted the Major above the roar of the air hurtling past, "and bring her round to cruise."

The machine rose steadily, and quivering to the tune of the rising gale, turned slowly round to circle the village. The engines had slowed, but it was necessary to maintain a certain amount of speed to give her steerage way.

The first large drops of a June thunderstorm were pinging against the silken planes. Lightning was more frequent and closer, its incessant companion thunder growling continuously. Oilskins were donned and the tarpaulin was hauled over the pit.

"Every craft aglide to-night will have to rise high, sir," bawled Stuart, his eyes on small craft below them scurrying for shelter. "Look at that, Bleriot. Those ground currents are regular whirlpools. If that fellow doesn't look out he'll turn wheels-up." "Wait till this storm is at its height," returned the Major, listening to the thunder. "Just the night," he muttered to himself; "Just the night he'd choose. He'll shove his darned old bubble before that wind and tear off a good hundred and fifty an hour."

Then the storm broke. Pitching, tossing, swerving and reeling in the babel of currents that assailed her, depressed by the torrential rain, lightning playing around her and blinding her crew, thunder shaking her to her very wheels, the gallant craft fought the elements for over an hour. The storm increased in fury. The lightning was sometimes so near that its acrid odour could be smelled. The boiling air currents constantly threatened to drive the Velma and her crew to destruction and death.

AT length the Major was compelled to give the order to descend. Skilfully handled as she was the aerodart was hard pressed to make a safe landing and was blown miles out of her course before this could be effected.

The crew of five permitted themselves a long sigh of relief when they found themselves safely anchored in an open field, which to their surprise the Major identified as his own, scarce an hundred yards from his home.

'Tis true they had failed in their mission, but they had not been beaten by man, but by a power infinitely greater, enough to destroy the stoutest craft ever launched, foolhardy enough to remain aloft.

The Major was deeply chagrined. With a disappointed smile he turned to Dick. "Cheer up, my boy," he said. "Better luck next time, I hope. We'll get him yet."

"We sure will, but I'm afraid I'll have to dine the Mess after all. We might as well settle down for the night now."

"I think so too. We are a scant half mile from Bellvue, and I was thinking of dropping in home for a minute, then catch the Midnight Elevated and go down to Dorval. I'd like to know if anything was seen of Jimson. I'd wireless but he might pick up the message and spoil our hand. One of the men can stop here and watch the machine. You had better go to the hotel and get some sleep. You need it."

"On the other hand, sir, I'm not a



**Where Capital and Labor Agree**

There's no difference of opinion about Kellogg's Corn Flakes.

Capital and Labor both agree that it's the finest cereal food in the land.

Nothing more delicious than these toasted flakes of sweet corn hearts, has yet been created. Until it is, Kellogg's will stand supreme—the breakfast cereal of the masses as well as the classes.



**Kellogg's**  
45  
**TOASTED** 10c.  
**CORN FLAKES** A Pkg.

**Chocolates Without a Rival**  
**For Daintiness and Flavor**

**The Utmost In Candy!** **Made of The Purest Ingredients!**

All Moir's Chocolates are prepared from our own *Exclusive Recipe* from cocoa beans selected and ground by ourselves.

The creamy insides and centres of nuts, fruits and jellies have just the *Right Flavor*—the rich, thick chocolate coating has just the *Right Taste*.

Our blending of these two confection extremes creates an exquisitely delicious flavor not found in other brands. Try Moir's.

**MOIR'S CHOCOLATES**  
24  
**Moir's, Limited**  
Halifax, Canada

**Two Brews Worth While:**  
**WHITE LABEL ALE**  
and  
**INVALID STOUT**

Each has stood without an equal for over a quarter century. Sold by dealers and hotels.

Brewed by Dominion Brewery Co., Limited, Toronto





It is often risky to drink the water found at your picnic spot. Pump, lake, river and spring water alike are often contaminated. Be on the safe side. Take with you a supply of light, palatable

**STERLING CHILL-PROOF ALE**

the harmless brew that is a real thirst-quencher.

"STERLING" ALE is safe to drink any time, because it is PURE ABSOLUTELY—just selected malt, choice hops and pure sterilized water.

Brewed and bottled in the most sanitary and up-to-date plant in Canada by

**Reinhardt's of Toronto**  
INSPECTION INVITED N17

## That Close, Stuffy Feeling

you experience in the dining room these hot, sweltering days is quickly dispelled by the fresh, bracing breezes of the Electric Fan. You breakfast in comfort and coolness and go to the office with a mind calm and serene for the day's work.

Equally splendid for bedroom, dining room or office. All deliveries made promptly. No charge made for fan wanted for sick-room on doctor's order.

Phone the Summer Comfort Number.

ADELAIDE 404.

**The Toronto Electric Light Co., Limited**  
12 Adelaide Street East, Toronto

## Schools and Colleges

### Upper Canada College

Examinations for Entrance Scholarships, Saturday, Sept. 14th.

Courses for University, Royal Military College, etc.

Senior and Preparatory Schools in separate buildings. Every modern equipment.

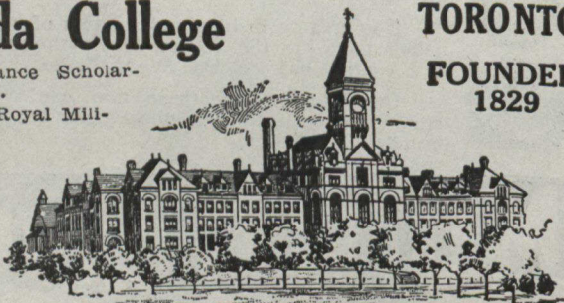
Successes in 1911: Honor Matriculation, 11; Pass, Matriculation, 22; Royal Military College, all passed

Autumn Term Begins on Thursday, Sept. 12th, at 10 a.m.

Boarders Return on the 11th.

H. W. AUDEN, M.A., Principal.

TORONTO  
FOUNDED  
1829



**ST. ANDREW'S COLLEGE** TORONTO, ONTARIO. A Residential and Day School for Boys. Preparation for Universities, Business and Schools. Calendar sent on application. Autumn Term commences Sept. 11, 1912. Rev. D. Bruce Macdonald, M.A., LL.D., Headmaster.

IN ANSWERING ADVERTISEMENTS, PLEASE MENTION "THE CANADIAN COURIER."

bit sleepy, and with your permission I would rather watch the dear old kite. Let the men go to town. I can fire a gun if I need them."

"Please yourself, lad, and remember if you're thirsty and want something hot, that house over the hedge there is mine, and you're welcome."

'Twas not long, after the remainder of the crew had trudged off over the soggy ground, when Dick felt the effects of the continual strain he had undergone in handling his machine in the storm. Lighting his pipe, he sat down on a waterproof sheet and leaned back against a strut. He indulged in a pipe dream of a girl whose home he could see by the fitful flashes of lightning. By-and-by his pipe went out and his tired eyelids dropped. His dream became more real. He found himself a returned hero after the capture of the Kismet, in which engagement he had distinguished himself. The Mess congratulated him enviously. He was dined and wined till he was sick of it. The Major invited him home to dine. Needless to say he accepted the invitation. After the cigars he took Velma for a stroll in the Major's beautiful gardens.

He was modestly discounting his prowess to her, but she refused to believe him. Impulsively she laid her hand on his arm—but what was this? She was shaking him, and asking him to wake. Still half believing he was dreaming, he sprang to his feet exclaiming: "What is it, Miss Blair?"

THE lantern aswing on the strut showed a flushed and strangely agitated little face turned up to him. Her bosom rose and fell with hurried breath as if she had been running.

Dick became alarmed.

"The Kismet," she gasped between breaths, "passed over not three minutes ago. She's damaged, and is drifting east with the wind. They can never make Simpson's Wells now. Get the others. Please do something, Mr. Stuart, or they'll get away; the storm has lulled."

The Kismet—damaged—pursuing her nefarious trade, while he was helpless—alone with the finest machine afloat. By degrees Dick's astonished brain absorbed the situation.

"I can't send for the others, Jimson would hear the shot. I'll have to go alone," he exclaimed, turning to the pit ladder. But she arrested him with her hand on his arm. "No, no. You can't manage the machine and gun alone. Take me, I can drive. Please take me, Mr. Stuart, I'm not a bit afraid."

One moment he hesitated to take his all in all into the dangers of the chase, but he yielded to the thought that the Major would have it so, and that the storm had lulled.

"Come then, Miss Velma—and God protect you," he added under his breath.

In another moment they were both in the pit. Dick seized a lever. The propeller began to move, increasing its tune from a whine to a roar. Another lever increased the vacuum anchors, and they were sailing over the ground at thirty miles an hour.

The storm had indeed lulled before its final burst. Lightning was less fitful, and thunder reduced to a grumbling undertone. Yet on rising to the upper stratas of air the Velma was pitched and tossed like a straw in a whirlpool.

A little pale and frightened, but valiantly resolved not to show it, Velma clung to a stanchion, and gave Dick what information she could.

For ten minutes they flew—a huge, silent bird of prey searching for its quarry—until Dick's heart sank: he had not caught sight of the Kismet. He knew that she must have weathered the storm close to where the Velma had anchored. Had they only known—his speculations were cut short by the sight of a cigar-shaped body, forming on the aerial periscope, a wonderful instrument that gave the aviator a miniature view of the sky, around him at night, now faithfully depicting the outline of the Kismet.

"There she is," he cried, a trifle excitedly, and bore down on the smuggler at his topmost speed.

Velma thrilled with the joy of being near this cool, masterful man. She

found time to admire his clear-cut face, the curves and hollows of which were thrown into clear relief by the pit light. But she was disappointed. He might have thanked her for coming to warn him. Ah, he was turning now to do so. But she was mistaken. Coolly—now his momentary excitement was suppressed—he said: "Would you take the wheel now, please? I'll have to man the gun. Rise a bit to get the advantage of height; and steer for about five hundred yards to the port side."

The starboard gun was uncovered, and loaded with a rocket. Then he picked up a pair of night glasses. The smuggler was indeed damaged. Her forward gas compartment punctured, hung flabbily over its rigid frame. Part of the deck carriage was broken from a clumsy landing. Her wireless was entirely gone. She was evidently bent on escape, and was making for the border. Men were scurrying hither and thither, a knot gathering round an object on the side on which the Velma was approaching.

At the distance of about six hundred yards Dick sent a rocket across the other's nose, but the Kismet showed no disposition to obey his peremptory summons to land. Instead, a flash leaped from her side and a quick-firer shell screamed overhead.

A minute later a bomb left the Velma, bursting almost on top of the smuggler, and the second compartment subsided like a pricked bubble. A third messenger was sent, but owing to the pitching of both vessels, went low and did no damage.

The answer was another flash. The Velma shivered like a stricken ship, the engines went mad, and the dart started to slip to the wind.

Dick ripped out an oath. "D—n" those pirates. Propeller's hit and gone. Come," he yelled, and seizing Velma ran with her to a trap in the floor of the pit, and placed her on the folding table of the emergency parachute that was secured underneath.

Springing aboard after her he tugged a cord, severing the apparatus from its fastenings.

Then came the plunge; down; down; down; Velma felt as though they would never stop. She was barely conscious of a strong arm pinning her to the pole when the parachute opened.

Almost immediately the heavens were torn asunder.

A lurid flash blinded her. Smothered with a sulphurous gas, and sick with fright, she slipped into unconsciousness, barely hearing a detonation that shook the parachute almost to pieces.

SHE awoke to find herself on the ground, the parachute shedding the rain as a tent. Beneath the roar of the descending torrents she was dimly conscious of someone pleading with her, his sweetheart, his love, to wake, to look up and tell him she was not hurt. She could feel his arms about her as he bent over her. How long, she wondered, had he held her to the swaying parachute in that black void above. She shuddered at the thought, and with a fluttering sigh of relief on finding him safe, and with her, she nestled closer to him.

"Thank God," he cried; "You're conscious, Velma. I was afraid you had been struck by that lightning."

"I'm not hurt, Dick, and even if I was, I would be happy, for I heard what you were saying just now."

Overjoyed, Dick murmured: "May I repeat it? Do you love me as I love you? Have I the right to call you Dearest?"

He smothered the tremulous affirmative that rose to her lips with a long, crushing kiss.

They heeded not the storm that raged above them, nor the experience through which they had just passed, till she remembered to ask what had become of the two vessels.

"Love," he said slowly, "we left the Velma not a moment too soon. Both vessels were struck by that lightning. The Kismet exploded, and the Velma burned."

"What will father say to you, Dick? The Velma was his favourite craft."

"I'm sure I don't know or care very much," he answered slowly. "For though I've lost one Velma, I've found an infinitely better one."



# THE CANADIAN BANK OF COMMERCE

Head Office: TORONTO

Paid-up Capital, \$15,000,000; Reserve Fund, \$12,500,000

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L. .... President.  
ALEXANDER LAIRD ..... General Manager.  
JOHN AIRD ..... Assistant General Manager.

Branches in every Province of Canada and in the United States, England and Mexico.

## Travellers' Cheques

The Travellers' Cheques issued by this Bank are a very convenient form in which to provide funds when travelling. They are issued in denominations of

\$10      \$20      \$50      \$100      \$200

and the exact amount payable in the principal countries of the world is shown on the face of each cheque.

These cheques may be used to pay Hotels, Railway and Steamship Companies, Ticket and Tourist Agencies and leading merchants, etc. Each purchaser of these cheques is provided with a list of the Bank's principal paying agents and correspondents throughout the world. They are issued by every branch of the Bank.

## Schools and Colleges

### St. Margaret's College Toronto



#### A Residential and Day School for Girls

(Founded by the late Geo. Dickson, M.A., former Principal of Upper Canada College, and Mrs. Dickson.)

PRESIDENT---Mrs. Geo. Dickson.  
PRINCIPAL---Miss J. E. Macdona, B. A.

ACADEMIC DEPARTMENT—Preparation for the Universities with Honours a specialty. MUSIC—Vocal and Instrumental. ART; ELOCUTION; HOUSEHOLD SCIENCE; PHYSICAL EDUCATION carefully directed. Large Lawns, Rink and Swimming Bath. School re-opens September 11th, 1912. Write for Calendar.

### Western Canada College Calgary, Alberta

Oldest and Largest Boys' Residential and Day School between Vancouver and Winnipeg.

Preparation for Universities, Royal Military College and Business Life.

EFFICIENT STAFF---SPACIOUS GROUNDS---SPLENDID GYMNASIUM.

Calendar and full information on request. DR. A. O. MacRAE, Principal.

### TRINITY College School Founded 1865



#### PORT HOPE ONTARIO

Residential School for Boys

Beautiful healthy situation, overlooking Lake Ontario, with 20 acres of Playing Fields, Gymnasium, Magnificent New Covered Rink.

Boys prepared for the Universities, Royal Military College and Business. Religious training throughout the course. Special attention given to younger boys.

For Calendar apply to  
REV. OSWALD RIGBY, M.A. (Cam.) LL.D., Headmaster. Next Term begins September 10th.

### Alma (Ladies) College

An ideal training home for young ladies. Attractive location---ample grounds. Plenty of wholesome home-cooked foods and rational exercise. Literary, art, music, domestic science, commercial, elocution, etc. A thoroughly trained and practised faculty. Resident Nurse. Moderate fees. Fall Semester begins Sept. 9th.

Address the President,  
Robert I. Warner, M.A., D.D.  
St. Thomas, Ont.

### BALMY BEACH COLLEGE and School of Music and Art

A Residential School for Girls, in Affiliation with the  
Columbian Conservatory of Music  
Mrs. A. C. Courtice, Directress,  
Balmy Beach, Toronto.

## Demi-Tasse

Courierettes.

COL. SAM HUGHES says we are not more than half-civilized. That's what we might call a vulgar fraction.

Sir Wilfrid Laurier has been holidaying in the White Mountains, which give the proper setting for his well known white plume.

A German is said to have invented an aeroplane which can remain stationary in the air. Before we try it we'll require to be assured that it can be started again.

Galt is boasting of a Galt-grown tomato weighing 19½ ounces, ignoring utterly the claims of some rival towns to fame by reason of their prize cabbage-heads.

Uncle Sam is unwise in being so nasty about the "Panama ditch." Some day he may want to be allowed to use the canals in Mars.

That preacher who says maiden ladies should be banished to a desert island is probably by now the favourite clergyman of Premier Asquith, who just missed stopping a suffragette hatchet in Dublin.

Italy's queen has presented a peasant woman with an artificial nose. The rest of Italy has been busy presenting Turkey with two beautiful black eyes.

A New Kind.—Geo. Duncan, C. P. R. passenger agent at Ottawa, is something of a wag.

Someone tells a story of George strolling up to a soda fountain where the clerk had managed to get a shade the



"I say, old chap, you have a fine head of hair."  
"Yes, I took care of it."  
"Oh, well, you cawn't have hair and brains, too."  
"No, but I never saw hair grow on a wooden block!"

better of him in a story-telling contest a few days before and asking for a "Shingle Sundae."

"What kind is that?" enquired the clerk.

"Why it's 'on the house,' of course," said George.

And he got it too—on the clerk.

The Retort Crushing.—How to deal with the man in the audience who interrupts or who makes remarks intended to be funny, is often quite a problem for political speakers.

Occasionally the speaker counters quickly and has the laugh on "a voice in the audience." That was the case at a meeting in Essex county, Ontario, in the last Dominion election campaign, addressed by Dr. James Sampson of Windsor, who is a prominent Liberal, an active campaigner and a lecturer on the Dominion Annuities system.

"Why don't you get your hair cut?" cried a jester who has a thin, squeaky voice and had noticed that the doctor has abundance of long hair.

"If I had a voice like that," the doctor retorted in strong, deep tones, "I'd get my throat cut."

A Wet Time.—Blue Bonnets race track at Montreal, when it opened its gates for

## Schools and Colleges



### Bishop's College School Lennoxville, P.Q.

Head Master, J. Tyson Williams, B. A.  
Emmanuel College, Cambridge

Men occupying some of the most prominent positions in Canada, both in the army, the professions and in business have been educated at Bishop's College School.

All B.C.S. candidates for matriculation into the Royal Military College, Kingston, passed successfully, the head boy taking fourth place.

This is an ideal place to send your boy, the surroundings are healthful and the buildings up-to-date, sanitary and well ventilated.

Boys are prepared for R.M.C., Kingston, the Universities and Business life by an efficient staff of masters, chiefly graduates of English Universities.

For Calendars, Information, etc., apply to the Head Master.

## WOODSTOCK COLLEGE

### For BOYS and YOUNG MEN

Equipped in every way for training boys and young men to enter Commercial or Professional life. 1,000 ft. above sea level, 30 acres of ground, campus, splendid Gymnasium, indoor running track, swimming pool.

Courses—Matriculation, Business, Scientific, Manual Training Department, the first established in Canada.

University trained staff of teachers and excellent physical director. Mental, moral and physical growth developed.

Write for 55th Annual Calendar

A. T. MacNeill, B.A. - Principal  
Woodstock, Ont.  
School Re-opens September 3rd.

## A GOOD INVESTMENT

The money spent for a Practical Business Education such as you may acquire under best conditions at

The Central Business College, Toronto or in one of its Four City Branches, will prove a good investment.

BECAUSE it lays the foundation for a successful life.

BECAUSE it gives you your first satisfactory start.

BECAUSE it enables you to promptly win promotion.

Write for new descriptive catalogue.

Address, W. H. SHAW, President,  
Head Offices, 391-5 Yonge St., Toronto, Can

## Bishop Strachan School

Forty-seventh Year.

Wykeham Hall  
College St.  
Toronto

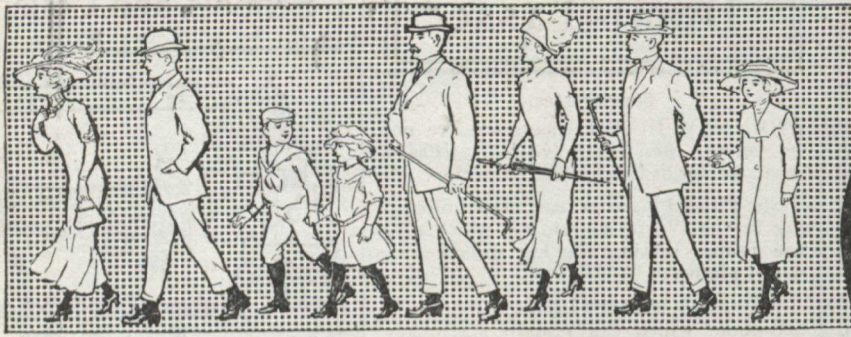
Principal:  
MISS WALSH

Vice-Principal:  
MISS NAHON

A Church Residential and Day School for Girls. Full matriculation course. Elementary work. Domestic art. Music and Painting.

RE-OPENS SEPTEMBER 11.





## Learn now of Hosiery Really Fault-Free!

Let your next hosiery purchase be Pen-Angle. Examine these perfected stockings or socks closely when the clerk shows them to you. Notice the utter absence of the clumsy, troublesome seams you have been wearing. Hold them up and study how the shape has been knit into them---not the fabric dragged into shape as in all other hose. And then, when you wear them, see how snug and neat their fit---how shape-retaining their method of manufacture---how long-wearing our exclusive knitting process makes it sure your hose will be---once you cease casual buying and demand only

71

# Pen-Angle

Full-Fashioned Seamless Hosiery

Made by Penmans Limited, Paris, Canada  
UNDERWEAR, SWEATERS, HOSIERY



the first time, about five years ago, ran up against unfortunate weather conditions---there was rain during the whole fourteen days of the meet.

During the second week, the German warship Bremen dropped anchor in the harbour, and on board was an admiral and a member of the German nobility.

Sir H. Montague Allan, president of the club, invited the German visitors to attend the races, and they accepted.

Speaking to Mr. J. F. Ryan, the secretary of the club, Sir Montague stated that their guests would be attended by two hundred blue jackets.

"How would you suggest that they should come down?" asked Sir Montague.

"Well, if it continues to rain," replied Mr. Ryan, "I believe that the Bremen might sail into the back stretch."

**Concise Stated.**---After all, Canada has its peculiarities. We Canucks brag that we make our own laws, but we have to go over to London to find out what they mean.

**A Grain of Comfort.**---Mere man has the consoling reflection that the pictures of some of his female relatives are not speaking likenesses.

**Art and the Cops.**---Toronto's police play censors have been playing havoc with art again---this time, however, in an indirect way.

During the summer the Gayety Theatre, which is devoted to burlesque, has been in the hands of the decorators.

When Manager Thos. R. Henry returned from his vacation he found that the artistic painter had sketched a beautiful blonde angel over the vestibule door.

The general idea is that angels wear very few and rather diaphanous garments, and this painter was firmly of that opinion.

But Mr. Henry was in a panic when he saw the angel over his door. Visions of a stern-visaged limb of the law coming along and standing in shocked amazement at this latest effort in art floated before him.

"If he sees that outside the door, he will at once conclude that the show inside must be a mighty sight worse," reasoned the Manager. Then he raised his voice.

"Hey, Mr. Artist-man. Come over here and paint a shawl around that shivering angel."

And now she is duly shawled, and the artist is "sore."

**Literally Speaking.**---From England comes the news that a man complained in court that his wife made him sleep in the hen-coop. Surely he was a hen-pecked husband.

**The Modern Type.**---According to recent developments, it seems that the modern gambler is a man who never takes a chance.

**Didn't Worry Sir Mackenzie.**---In the days when Sir Mackenzie Bowell was one of the Conservative leaders, and an active campaigner, the honest electorate used to take liberties with his name on his campaign tours.

Once while canvassing the county of Hastings, the Belleville knight was variously addressed by the "free and independent," as "Sir Mackenzie," "Sir Mack," and just plain "Mack."

One of his colleagues noted the familiarity and was rather nettled by it, so he spoke to Sir Mackenzie.

"Why do you allow people to be so free with your name?" he asked.

Sir Mackenzie was too thick-skinned by long practice at the game of politics to mind it.

"Tut!" he said, "I don't care a rap what they call me so long as I get their votes."

And he got them.

**The Proper Title.**---Tommy Burns, the Canadian prize fighter, is writing a book on boxing. Along with five hundred others, we suggest that he call it "The Scrap Book."

**One More Contest.**---There's just one more event they should add to the Olympic sporting program---a contest in writing articles for the papers and magazines.



"Love's Labor Lost"

Shakespeare Series No. 3

**GANONG'S**  
THE FINEST **G.B.** IN THE LAND  
**CHOCOLATES**



## Municipal Debentures

Write us for full particulars of High Grade Issues, at attractive prices.

**Wood, Gundy & Co.**

6 King St. W., Toronto

**PELLATT & PELLATT**

Members Toronto Stock Exchange

401 Traders Bank Building TORONTO

BONDS AND STOCKS also COBALT STOCKS BOUGHT AND SOLD ON COMMISSION

Private wire connections with W. H. GOADBY & CO., Members New York Stock Exchange.

**Rodolphe Forget**

Member Montreal Stock Exchange

83 Notre Dame St., Montreal

Carefully edited studies of leading Canadian securities mailed on application. Facts and figures compiled by experts.

Paris Office

60 Rue De Provence

**The Steel Co. of Canada Ltd.**

PIG IRON BAR IRON BAR STEEL

RAILWAY TRACK EQUIPMENT

Bolts and Nuts, Nails, Screws, Wire and Fencing

HAMILTON TORONTO MONTREAL WINNIPEG

## Money and Magnates

C. P. R.'s New Stock.

THE announcement has come, at last, of C. P. R.'s application for permission to issue a bunch of new stock. No one has been disappointed, unless it be Sir Thomas Shaughnessy. The rumour about the company's financial plans was persistent; so strong that the President denied it. But information from Ottawa has confirmed the guess of the Street.

The proposal of the Canadian Pacific to increase its capital from \$200,000,000 to \$260,000,000 is quite the most important financial event of the year. It entails many consequences. In the policy of the road itself, it is a vital step. So much more money in its coffers allows room for expansion which cannot be gauged.

Whatever extension the C. P. R. undertakes, must have a universal effect on commerce, for the Canadian Pacific, with its allied lines and steamships, is one of the world's great public service corporations.

More intensely interesting to the public than the problematical effect on general commerce, after the new money is put into new lines and equipment, is the fact that before this takes place, a big melon will be cut. Those fortunate people all over the world, who own blocks of C. P. R. stock are eagerly turning their eyes to Ottawa, for they expect to have a great deal more money to spend next year, if the Cabinet authorizes that sixty million increase. In 1908 the road raised its capitalization from one hundred and fifty million to two hundred million, and the shareholders were very happy. They hope once more to wax beatific.

Of course, the Government may place restrictions on the project of the C. P. R. directors. But if the increase goes through, here is how the seers of the market foretell the way the shareholders will be affected.

C. P. R. is now selling around 280. It is quite reasonable to suppose that with that market price the stock should be sold to shareholders at, say, 190. In 1908 the market price was 180, and the first allotment was made at par.

Suppose that the new stock is parcelled out on a basis of one to four. That means that every holder of four shares of old stock is entitled to one of the new stuff at 190, or nearly \$100 below the price the ordinary speculator may buy it from a broker.

The bonus to a shareholder who takes up one share works out to \$18.

Without entering into the ethics of melon cutting, it is necessary to say that the public has a vital concern in the distribution of the new stock. At the present time Western Canada is urging the C. P. R. to reduce its freight rates. The company's position is, that its earnings do not justify such action. A clause in the charter of the C. P. R. precludes its being bought under the ruling of the Dominion Railway Commission in the matter of Western freight rates, until its dividend, which now is seven per cent., reaches ten per cent. This is a privilege granted to the C. P. R. and not enjoyed by the other roads; it was given at a time when the C. P. R. was but a dream, in which few had absolute faith. Theoretically it would tend to keep up the rates of all other Canadian roads.

Critics of the C. P. R. urge that if the directors can afford to give bonuses to its shareholders every few years, it is in a position to bring down its charges. Should the company morally regard these bonuses as dividends and concede something, or entrench itself within the law and refuse to come under the D. R. C., or cheapen its rates? That is a question which is now being urgently discussed in the press and on the street.

The following remarks of the New York Evening Post are pertinent:

"It had been simply impossible ten years ago for anybody to imagine Canadian Pacific selling new stock to its old stockholders at \$175. The explanation is that the development of Canadian territory has been rapid and profitable beyond the highest expectations of cupidity. It is perhaps as well for the Canadian Pacific stockholders to be able

# Fortier & Kilpatrick Limited

Incorporated under the Dominion Companies Act. Licensed to do business in the Province of Ontario.

Authorized Capital .....\$250,000.00  
Divided into 2,500 shares of \$100.00 each. All Treasury Stock.  
Present Offering—at par .....\$150,000.00

### DIRECTORS AND OFFICERS:

THOMAS MILLS, President, Banker, Kingston, Ont.  
JOHN H. HUDSON, Vice-President, Manufacturer, Toronto, Ont.  
G. R. C. MERRIAM, Secretary-Treasurer, President Traders, Ltd., Toronto, Ont.  
JAMES AITCHISON, Barrister, Toronto, Ont.  
W. E. WHITEHEAD, Manufacturers' Agent, Toronto, Ont.

HEAD OFFICE - - - TORONTO, ONT.

### TRUSTEES:

The Prudential Trust Co., Ltd., Home Bank Building, 8 King Street West, Toronto.  
SOLICITORS .....Masten, Starr, Spence & Cameron.  
BANKERS ..... The Home Bank of Canada.

Fortier & Kilpatrick, Ltd., has been incorporated for the purpose of taking over the patent rights and sole right to manufacture in the Province of Ontario—excepting Port Arthur and the territory lying north of the C.P.R. between Port Arthur and Mattawa, cement sewer pipe with the "Thomas Glazed Cement Sewer Pipe Machine"—

Trojan Partitions and Ceilings  
Stonewood Plastic Flooring  
Sarco Asphalt and Waterproofing

## The Thomas Glazed Cement Sewer Pipe

The desirability of the use of concrete for sewer pipes has been recognized by Municipal Engineers for a number of years, but, owing to the expense of manufacture by hand, a pipe could not be manufactured to compete in price with the vitrified clay pipe. This has now been overcome by the invention of the Thomas Glazed Cement Pipe Machine. Cement pipe can be made 30 per cent. to 35 per cent. cheaper than clay pipe by this machine, and the product is infinitely superior. This is proved by the fact that such cities as Portland Ore.; Tacoma, Wash.; Vancouver, B.C.; Moose Jaw, Sask.; Calgary, Alta.; Regina, Sask.; Victoria, B.C.; Salt Lake City, Denver and Bellingham are using Thomas Glazed Pipe almost exclusively. Saskatoon and Moose Jaw have ordered nearly twenty-five miles of pipe. In Vancouver over three hundred men are now employed laying Thomas pipe. Recent contracts in Portland, Ore., total nearly \$250,000.00. Wherever introduced, the Thomas pipe has supplanted the clay pipe, both on account of price and of superiority, and with much more favorable conditions of labor, and the lower cost of cement, the same result must obtain in Ontario. This Province has been an exceedingly profitable field for the manufacture of Vitrified Clay Pipe, and with the tremendous development in Toronto and elsewhere, it is assured that the plant of Fortier & Kilpatrick will be taxed to the fullest capacity.

The Company will also engage in the manufacture of Trojan Partitions and Ceilings and Stonewood Plastic Sanitary Floorings. These products, originally of English invention, have proven successful wherever employed. Some of the contracts fulfilled and under way in the West now are:

The Selkirk Asylum, Minnedosa Jail, Regina General Hospital, Brandon Jail, St. Boniface Seminary; Calgary, Alexandra Hotel; Calgary, Brewery; Winnipeg, Grain Exchange; Winnipeg, Patrol Station; Winnipeg, Fire Halls; Saskatoon, Princess School; Saskatoon, Queen's Hotel; Saskatoon, Club House; Portage la Prairie, Power House.

Fortier & Kilpatrick, Ltd., act as sole agents for the sale and manufacture in Ontario of the products of the Standard Asphalt and Rubber Co., of Chicago, Ill.

### PAVING ASPHALTS.

Sarco Mineral Rubber Asphalt Cement. Mineral Rubber Pavement.  
Sarco Asphalt Cement. Sheet Asphalt Construction.  
Sarco Asphalt Binder. Brick or Block Pavements.

### WATERPROOFING ASPHALTS.

Sarco Mastic. Asphalt Floors. Mineral Rubber Pipe Coating.  
Refrigerator Compound. Insulation. Asphalt Roof Cement.

In the West these products are now being used in the construction of—The G.T.R. Shops at Transcona; Five Subways of the Midland Ry. into Winnipeg; C.P.R. Power Shops, Winnipeg; Baggage Station, Calgary; Union Depot, Winnipeg.

The Company has acquired sand and gravel pits and site for plant on the C.P.R. near Toronto.

The Directors estimate that, on a conservative basis, the net profits should be from 35 per cent. to 40 per cent. on capital invested.

Subscriptions are payable to Prudential Trust Co., Ltd., as follows:

25 per cent. on application.  
25 per cent. in 30 days.  
50 per cent. in 60 days from date of application.

On request we will be pleased to furnish additional information.

**G. E. OXLEY & COMPANY**

Financial Agents and Brokers

Tel. Main 2246-7

Union Bank Bldg., Toronto



# Steel and Radiation Limited

## King and Royal Boilers King Radiators For Hot Water and Steam Heating



No. 6 High Base King Boiler, Equipped with Double Shaker and Ash-sifting Grate.

**King** Hot Water Boilers are especially adapted to the heating of Houses, Apartments and Greenhouses. They are easily operated, easily cleaned, and are economical on fuel, but above all they are *boilers that heat*.

**Royal** Square Sectional Boilers are made for both *Steam* and *Hot Water* Heating, and are used more especially in larger buildings such as Apartment Houses, Office Buildings, Warehouses, Factories and Garages. They are the latest and most improved Boiler of this type on the market. Write for our Boiler Catalogue and Illustrated Booklet entitled "Comfortable Homes," full of facts regarding Modern Heating.



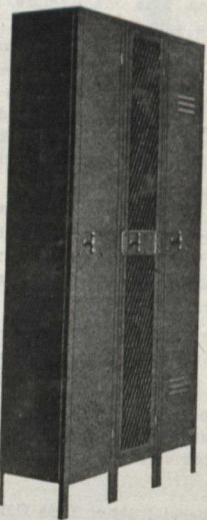
Four Column Ornamental King Radiator.



## "Steelcrete" Steel Lockers



*For Warehouses, Gymnasiums, Offices, Schools, Clubs, Banks, Hospitals, Police Stations, Armories, Railroad Shops, etc.*



Single Tier Lockers.

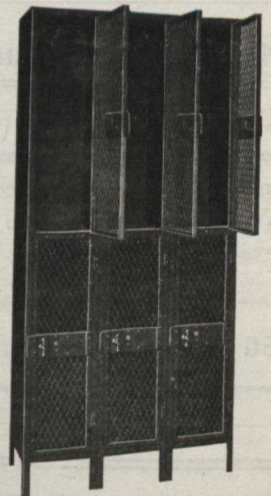
"Steelcrete" Standard Lockers:---

We have a large and complete list of standard sizes of both "Single Tier" and "Double Tier" lockers, which sizes experience has shown us meet with every ordinary requirement.

"Steelcrete" Standard Lockers:---

The steel angle frames are all welded at the corners, thus making a *Solid Frame*. They are unequalled for Strength, Rigidity and Neatness in appearance.

Write for our Circular S-10 and prices.



Double Tier Lockers.

We Also Manufacture:---

"Fenestra" Solid Steel Windows

"Steelcrete" Expanded Metal Reinforcement

"Steelcrete" Expanded Metal Lath, etc.

# Steel and Radiation Limited

Toronto - Montreal - Quebec



# BRANDON

MANITOBA

The Distributing City  
of Western Canada

*The best location for wholesale  
houses and factories*

Three transcontinental railways, the Canadian Pacific, the Canadian Northern, and Hill's Road, The Great Northern, are already in Brandon and the Grand Trunk Pacific is arranging to come in. Thus Brandon will have four transcontinental railway systems tributary to its wholesale houses and factories. Branch railways radiate from Brandon in every direction.

For information address

The Industrial Commissioner  
BRANDON, MAN.

## "Knowing One's Way About"

When we go abroad, we reveal in a hundred different ways whether or not we are experienced travellers—whether we "know our way about."

One important point that surely reveals experience or the lack of it, is the manner in which money is carried. The seasoned tourist always provides himself with

## Dominion Express Company Travellers Cheques

He knows that this is the only practical, common-sense way to keep himself supplied with funds at all times, in all countries. For, everywhere you go, these Travellers Cheques are accepted as readily as gold; no need to have yourself "identified," no need to hunt up a friend in a strange town; no chance of dispute over discounts—you know just how many "pounds," "francs," "kroner," "marks," "lire," etc., each \$10, \$20, \$50, \$100 or \$200 cheque is worth.

Find the nearest Dominion Express Agent, and ask him for full particulars before you go on your next trip in Canada, United States or abroad.

J. W. FLAVELLE, President. Z. A. LASH, K.C., Vice-Presidents.  
W. E. RUNDLE, General Manager. E. R. WOOD.

A PRIVATE Executor may die or become incapable of acting before the completion of the Trust. A Trust Company is permanent and will survive the longest trusts. This Company's financial strength and expert staff ensure responsible and capable administration.

# National Trust Company Limited

TORONTO

Montreal Winnipeg Edmonton Saskatoon Regina

to enjoy their prosperity now. In a few years they will be obliged to share it with others. Two new Canadian transcontinentals are building, one by the Grand Trunk Pacific and one by the Canadian Northern. That is one thing that comes of great prosperity, namely, competition."

B. C. Editor on Imperial Finance.

DR. F. BUFFINGTON VROOMAN, the well known British Columbia lecturer and journalist, has been discussing with the London Chamber of Commerce "Imperial Preference for British Investments."

The Doctor has a way of putting his thoughts very tritely, and his address to the business magnates at the Capital of the Empire attracted considerable attention.

Here is a striking sentence from Dr. Vrooman:

"When British investments are diverted into unrelated parts of the world outside the Empire, all the strength and interrelation are lost. The momentum of increment is lost. The future of that investment is lost to the Empire and you draw nothing but a dividend at Imperial expense."

The Canadian editor did not plead with the monied men of the old land to sacrifice their pockets by confining their investments within the Empire for the sake of an Imperial sentiment. Had he made such an appeal, it would have been denying the principle of commercial ethics that there is no sentiment in business.

But the point of Dr. Vrooman's address was, that the resources and prosperity of the Empire are such that there is no urgent reason for the British investor to divert his capital to the building up of foreign countries, and there is every argument for him to keep his money under the British flag.

Particularly Dr. Vrooman dwelt upon the opportunities in Canada for investment.

More Money for Fairbanks.

RECENTLY the Canadian Fairbanks-Morse Company, Limited, of Toronto, arranged for an additional issue of one million dollars worth of preferred stock. About half of this is to go into enlarging the company's plant, and the balance will be used as working capital.

The Fairbanks people are expanding. They need more room. It is proposed to build a new shop, 350 x 100 feet, and use it as a forge for making trucks for tractors and a place for mounting engines.

A Query Answered.

A SUBSCRIBER to The Canadian Courier in Black Lake, Quebec, asks us for the names of two or three firms who sell stocks on the partial payment plan.

The Canadian financial houses have not developed their selling organizations so perfectly as to reach the small investor by such inducements as the partial payment plan.

A reliable New York firm, John Muir & Co., 71 Broadway, members of the Stock Exchange, publish a circular Partial Payment Plan. You might communicate with them.

In the bond business, the Dominion Bond Co., of Toronto, have recently introduced an attractive system of partial payment. Full information may be had by addressing their Statistical Department.

Another Western Cement Company.

MR. W. J. BUDD, of Calgary, is now in the East arranging for a flotation in connection with the Keystone Portland Cement Company, which will erect mills at Blairmore, Alberta. Mr. Budd has had experience with cement mills at Owen Sound, where he formerly lived, and elsewhere, and he knows the business. With coal at \$2 a ton, and a plentiful supply of rock and shale at Blairmore, the proposition should be a money-maker if well handled. Cement is now selling in Calgary at \$3.15 a barrel. The freight from Blairmore to Calgary is 49 cents, making a net price at the mill of \$2.66. When it is considered that the eastern Canada makers are only netting about \$1.10 at the mill, there should be a big profit in western-made cement at even two dollars. The flotation should be a success.

## Cawthra Mulock & Co.

Members of  
Toronto Stock Exchange

Brokers  
And  
Bankers

12 KING STREET EAST  
TORONTO, CANADA

CABLE ADDRESS--CAWLOCK, TORONTO

Chief Office for Canada: TORONTO  
ALFRED WRIGHT, Manager.



IRISH & MAULSON, Limited,  
Chief Toronto Agents.

## Montreal Tramways Co.

5% 1st and Ref. Mtge. Bonds

Due 1st July, 1941

Price: 102 and interest

Murray, Mather & Co.  
Investment Bonds  
85 Bay St., Toronto

## DOMINION SECURITIES CORPORATION LIMITED, HAS MARKETS FOR ALL STANDARD CANADIAN BONDS AND DEBENTURES

OFFICES  
TORONTO  
MONTREAL-LONDON, ENG

## THE STANDARD LOAN COMPANY

W. S. DINNICK, Vice-Pres. and Man.-Dir.  
Debentures for sale bearing interest at FIVE  
per cent. per annum, payable half yearly.  
Capital and Surplus Assets, \$1,400,000.00  
Total Assets, \$2,800,000.00

Write for information.

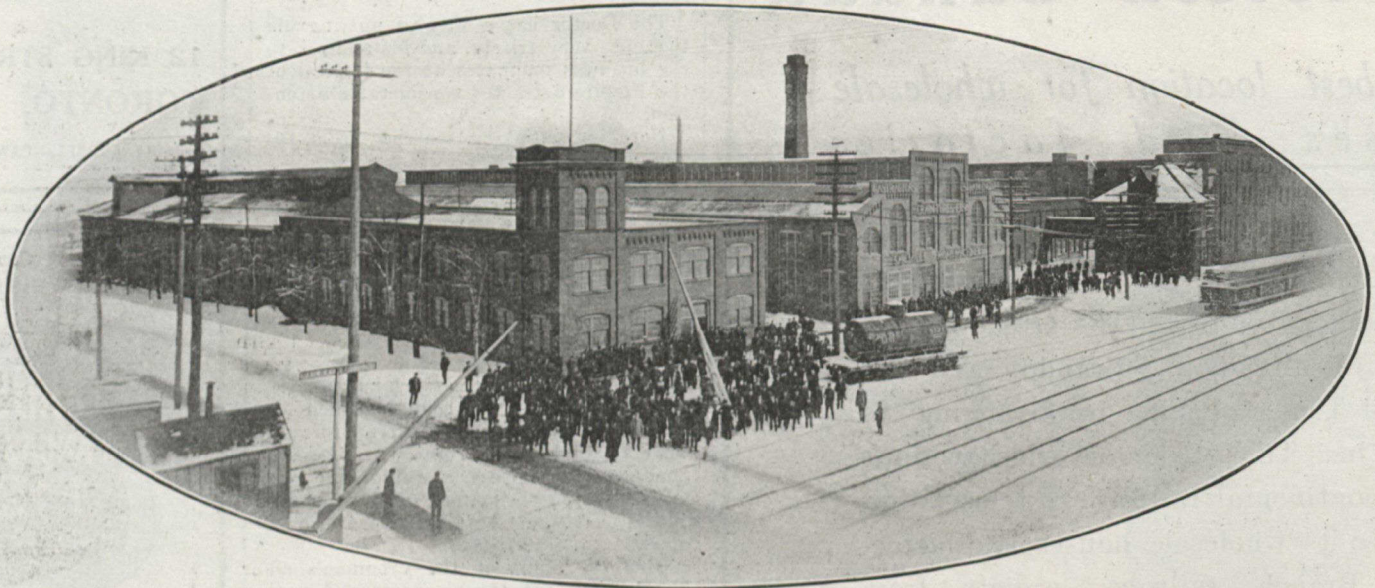
Head Office: TORONTO, Canada



# SAWYER - MASSEY COMPANY

HEAD OFFICE AND FACTORIES, HAMILTON  
BRANCHES---Winnipeg and Regina

Premier Engines, Grain and Clover Separators

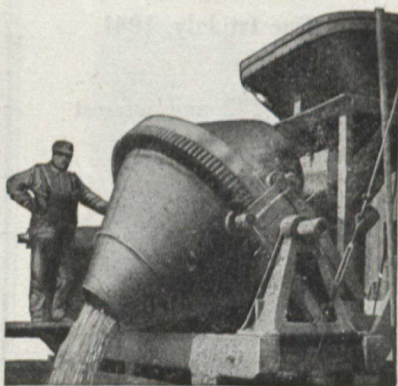


OUR HUGE HAMILTON FACTORY

Gasoline Tractors, Threshing Steamers, Plowing Steamers, Road-Making Machinery

WRITE FOR OUR COMPLETE CATALOGUE

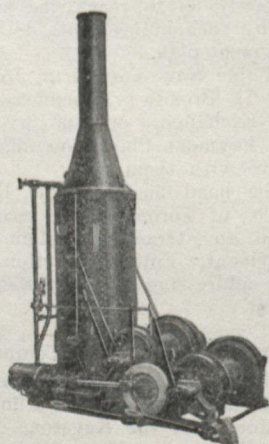
SAWYER - MASSEY COMPANY - - HAMILTON



## CONTRACTORS' SPECIALTIES

MADE IN CANADA  
MACHINES FOR EVERY  
PURPOSE

SMITH  
CONCRETE  
MIXERS  
HOISTING  
ENGINES  
and general supplies



## Mussens Limited

Head Office--MONTREAL

BRANCHES---Toronto, Cobalt, Winnipeg, Vancouver,  
Calgary.

## We Ship Promptly

TRY US FOR

**Cordage,  
Wrapping Twine,  
Cotton Duck,  
Oiled Clothing.**

Sole Selling Agents:

**The Hopkins Manufacturing Company  
LIMITED**

Makers of Jute and Cotton Bags, Tents, Tarpaulins, Flags,  
Canvas Specialties

and

**The Dominion Waste Manufacturing Company  
LIMITED**

Makers of Cotton and Wool Waste

## SCYTHES & COMPANY LIMITED

Toronto - - Montreal



**Democratization of Capital**

(Concluded from page 10.)

dollar denominations. Whether they will be subdivided still further remains to be seen, but hundred-dollar bonds are well within the reach of the average buyer, and market reports show that the number of holders of these small industrial bonds is growing fast. They are being sold extensively among the farmers and others in the rural districts, and offer a sound investment for the agriculturist with a little money at his disposal.

The story of the flotation of any approved bond issue within the past few years is largely a repetition of the success that has attended reputable stock flotations. There has been the same rush of orders and the same eagerness to purchase, evidencing not only the desire of Canadians to participate in the development of the country, but the widespread nature of the interest in these offerings. Mention might be made of the issue of bonds by the William Davies Company in July, 1911, when, within one day, a million and a quarter dollars were subscribed by the public, and of the more recent flotation of the Eastern Car Company, when the entire offering was absorbed in a few hours. It is true that large blocks went to various bond companies but the latter have subsequently broken up these purchases and scattered them in smaller lots all over the country.

In yet another form, industrial capital is being disseminated and that is through the profit-sharing plans which several Canadian manufacturing companies have adopted. It can scarcely be said that the development in this direction has been carried as far as in the United States, where there are some excellent examples of the way in which employers of labour are enabling their employees to share in the profits of the business. But as far as Canadian manufacturers have gone they have helped materially in the further democratization of capital.

POSSIBLY the best example of this kind of profit-sharing to be found in Canada is that of the International Harvester Company at Hamilton. The stock distribution is arranged on the purchase plan, employees being afforded an opportunity to subscribe to and purchase stock in instalments. In order to treat all alike, no employee is allowed to subscribe for more stock than he can pay for by using twenty-five per cent. of his wages in any one year. The stock is issued to the men at a price below the market price and on deferred payments a charge of five per cent. is levied. Dividends, however, are paid at once and in addition there is a bonus system which works to the advantage of those who remain in the employ of the company for five years. This bonus consists of a credit of four dollars a year for five years on each share of preferred stock, and of three dollars a year on each share of common.

The Canadian Fairbanks Company, of Montreal, have adopted a similar scheme, only in their case they pick the men to whom they offer the stock. Ninety per cent. of those to whom a block of stock was recently offered took it up, showing how well-supported these plans usually are. The W. J. Gage Company, Toronto, are another industrial concern, who have put in force a successful distribution scheme, and mention might be made of many others where stock has been allotted to certain tried employees or heads of departments. The general result has been to spread more widely the interest in Canadian industry among the wage-earning classes.

THE English people have been called, in intended ridicule, a nation of shopkeepers, the inference being that the majority of the inhabitants of England are engaged in trade. With the present tendency in Canada to interest a larger and larger proportion of the population, directly or indirectly in industry, the Canadian people may deservedly be called a nation of manufacturers.

It has been shown that all classes of the people, not omitting the agricultural, are sharing in the industrial development of the country. How necessary, therefore, to safeguard the interests of this important department of our national activity!

**\$300,000 6% First Mortgage Fifteen Year Sinking Fund Gold Bonds of**

**Keystone Portland Cement Co., Limited**

(Incorporated in the Province of Alberta under the Companies Ordinance of the Northwest Territories and Amendments.)

Now Being Offered by

**W. J. BUDD & CO., Calgary, Alta.**

**At PAR with 50% Stock Bonus**

**KEYSTONE PORTLAND CEMENT CO., Limited**

**Head Office: Calgary, Alta.**

**Mills at Blairmore, Alta.**

**DIRECTORS AND OFFICERS**

**A. A. MILLER**, Brussels, Belgium, President. Late General Manager Canadian Coal Consolidated Co., Limited, Frank, Alta.  
**W. J. BUDD**, Calgary, Vice-President. Director British Columbia Portland Cement Co., Limited.  
**R. C. ROSS**, Spokane, Washington, U.S.A., Director British Columbia Portland Cement Co., Limited.

**C. A. McDONALD**, Edmonton, Financial Agent.  
**JOHN GEORGE**, Paulson, Sask., Gentleman.  
**D. SUIJOR**, Calgary, Manager Calgary Iron Works.  
**H. M. BUDD**, Vancouver, Broker.  
**THOMAS FRAYER**, Blairmore, Alta., Broker.  
**A. E. STILLMAN**, Secretary-Treasurer.

**BANKERS:**  
 Canadian Bank of Commerce, Calgary.  
 Royal Bank of Canada, Blairmore.

**TRUSTEE FOR BONDHOLDERS:**  
 The Trusts and Guarantee Co., Limited, Calgary, Alta.

**CAPITALIZATION**

**STOCK, \$700,000.**

Bonds are issued in denominations of \$100 and \$500, dated July 1st, 1912, and due July 1st, 1927, bearing interest Coupons, payable July 1st and January 1st, at The Trusts and Guarantee Company, Limited, Calgary, Alta., Trustee for the Bondholders. Bonds are redeemable as a whole or part at 105, after July 1st, 1917, by giving six months' notice to the Trustees; after July 1st, 1917, the Company will use its Sinking Fund to redeem said Bonds.

**Security for Bonds.**—The Company has executed a deed of Trust and Mortgage dated June 20th, 1912, in favor of The Trusts and Guarantee Company, Limited, Calgary, whereby it has charged and mortgaged all its property, real and personal, including after acquired property. Full particulars of this Deed of Trust and Subscriptions will be payable as follows:

**25 PER CENT. ON APPLICATION.**  
**25 PER CENT. ON OCT. 1st, 1912.**

**25 PER CENT. ON DEC. 1st, 1912.**  
**25 PER CENT. ON FEB. 1st, 1913.**

The Keystone Portland Cement Co. is a going concern, incorporated December 12th, 1911, to manufacture Portland Cement, Lime and Pressed Brick.

**PROPERTIES.**

The Company's properties in the town of Blairmore, Alta., include a Pressed Brick Plant, now turning out 20,000 bricks a day, with sufficient Shale to last 100 years for brick and cement manufacturing, and a Limestone property with a frontage of 1,320 feet and a great height into the mountain, containing sufficient rock to last the Company at least 100 years.

**NO FREIGHT ON RAW MATERIALS.**

The Company is most fortunate in getting its raw material, limestone, rock, shale and coal, within one thousand feet, with a stream of mountain water beside their works. This saves freight and extra handling of raw materials, and will enable the Company to manufacture Cement at a very low figure.

**A MOST MODERN PLANT.**

The Company's Cement Plant, which is expected to be in operation early next spring, will consist of the most modern cement-making machinery obtainable, housed in practically fire-proof buildings. This will further materially reduce production costs. This new Cement Plant will cost, complete, about \$300,000, and will have a capacity of 1,000 barrels a day, with ample room in the buildings for machinery of 1,800 barrels capacity.

**AN UNLIMITED MARKET.**

That the market for Portland Cement in Western Canada exceeds the production of existing mills is proved by the Dominion Government's action in temporarily reducing by one-half the duty on imported cement. Scores of corporations and contractors are having the utmost difficulty in securing supplies, even at the high prices prevailing.

Prices for Cement in Western Canada will likely always rule high. The present selling price at Calgary and Blairmore averages \$2.50 per barrel at the mill, and the average price paid this season for cement delivered in such representative centres as Edmonton, Lethbridge, Cranbrook, Medicine Hat, Regina, Prince Albert, Saskatoon and Moose Jaw is well over \$3.00 per barrel.

**EVERYTHING FAVORABLE.**

Thus the Keystone Portland Cement Company has everything in its favor—an abundant supply of the highest grade of raw materials, without freight charges; excellent shipping facilities over the C.P.R. system; an unlimited market at its very doors, and prices ruling which will pay a handsome profit.

Even without the Brick Plant, now in operation, and the Lime Plant to be started, the Company would have excellent prospects of success from Cement alone.

**BONDS, \$500,000.**

**ESTIMATED EARNINGS.**  
 The earnings of the Company from its three branches of manufacture have been estimated conservatively as follows:

**CEMENT DEPARTMENT.**

1,000 bbls. cement per day, selling at ..... \$1,750  
 Manufacturing Cost at \$1.00 per bbl. .... 1,000  
 Profit per day ..... \$ 750  
 Profit per year of 300 working days ... \$225,000

**BRICK DEPARTMENT.**

10,000 No. 1 Brick per day, selling at \$16 ... \$160  
 5,000 No. 2 Brick per day, selling at \$11 ... 55  
 5,000 No. 3 Brick per day, selling at \$ 8 ... 40  
 Manufacturing cost, at \$7.50 per "M" ..... \$150  
 Profit per day ..... \$105  
 Profit per year of 200 working days ..... \$ 21,000

**LIME DEPARTMENT.**

40 tons per day, selling at \$5 ..... \$200  
 Manufacturing Cost at \$3.50 per ton ..... 140  
 Profit per day ..... \$ 60  
 Profit per year of 250 days ..... \$ 15,000

Total profits from all Departments ..... \$261,000  
 Interest on \$500,000 Bonds at 6 per cent. ... \$30,000  
 Sinking Fund to redeem Bonds ..... 25,000 55,000

Balance for Reserve and Dividends on Stock... \$206,000

It will be noted that in this estimate of the profits, a selling price of \$1.75 per bbl., 75c to \$1.25 below the market, has been figured on, leaving a wide margin of safety in the estimate.

**AN INVESTMENT AT ONCE SAFE AND PROFITABLE.**

The purchaser of Keystone Portland Cement Company Bonds, with 50 per cent. Bonus of Stock, gets the rare combination of a 6 per cent. investment without risk, with an opportunity to share liberally, through the Stock, in all the Company's profits.

Bonds and Stocks not subscribed for in Canada will be taken by a syndicate of financiers in Brussels.

Prospectus giving full information, and Subscription Blanks, may be had from W. J. Budd & Co., Calgary, or from The Trusts and Guarantee Company, Limited, 45 King W., Toronto.

Or fill in the Coupon Application Form below and forward it, with Cheque, covering 25 per cent. of the Bonds subscribed for, to either of the above.

**KEYSTONE PORTLAND CEMENT CO., LTD., CALGARY, ALTA.**

In accordance with the conditions outlined in your advertisement I hereby subscribe for ..... Dollars in 6 p.c. First Mortgage 15-year Gold Bonds of the Keystone Portland Cement Company, Limited, at Par, with a 50 p.c. Bonus of Stock. I enclose Cheque for \$.....being first instalment of 25 p.c., and agree to sign the regular Subscription Form.

NAME ..... ADDRESS .....

Fill out and mail to W. J. Budd & Co., 501 Alberta Loan Bldg., Calgary, Alta., or The Trusts and Guarantee Company, 45 King Street West, Toronto.





IN  
HEALTH  
OR ILLNESS

# Northern Electric Inter-phones

ARE INDESPENSIBLE TO THE MODERN HOME

Northern Electric Inter-phones---a luxurious necessity---offer the supremely convenient means of home intercommunication.

It is no longer necessary for the modern housewife to waste time and energy in the daily regulation of household work.

At ease in her cosy boudoir she transmits her instructions to the servants by means of Northern Electric Inter-phones

Converses with her children in the nursery or distant parts of the house---attends to the comfort of her guests.

Should she feel indisposed, the Inter-phone proves the most efficient attendant, instantly transmitting her wishes or requirements to any part of the house.

## NORTHERN ELECTRIC INTER-PHONES ARE MODERATE IN PRICE

And can be obtained to match---if required---any style of interior treatment.

They are the most perfect Inter-phone systems yet devised---efficient, reliable, sanitary---superceding unsightly and unsanitary speaking tubes.

Why not add to the comfort and luxury of the home by installing Northern Electric Inter-phones. A Copy of our new Illustrated Bulletin will be mailed on request. WRITE FOR IT.

### COMMAND YOUR BUSINESS WITH INTER-PHONES.

Keep in touch with every department---speed up the work of your employees---increase their efficiency---save time and avoid mistakes in the execution of orders, and have absolute and instantaneous command of your business by means of Northern Electric Inter-phones.

Are you interested? Then write for our new Illustrated Bulletin, which tells everything about Inter-phones.

## THE Northern Electric AND MANUFACTURING CO. LIMITED

Manufacturer and Distributor  
---of---  
TELEPHONE APPARATUS  
ELECTRICAL SUPPLIES AND  
FIRE ALARM APPARATUS  
For Every Possible Need.

MONTREAL, TORONTO  
WINNIPEG, REGINA  
EDMONTON, CALGARY  
VANCOUVER.



KITCHEN



LIBRARY



SERVANTS ROOM



NURSERY



GARAGE



DOCTOR



LIVING ROOM



# Dominion Textile Company, Limited

## MONTREAL

---

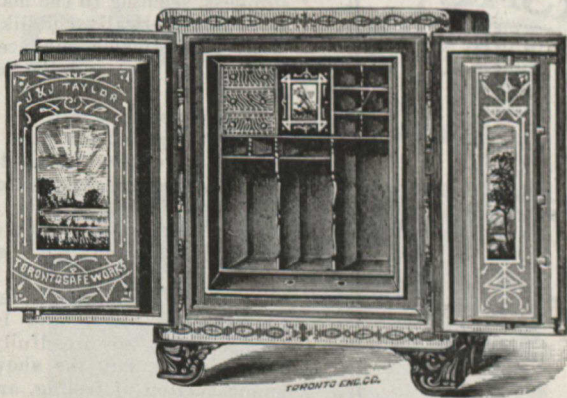
### OPERATING

The Dominion Cotton Mills Co., Limited  
 The Merchants Cotton Company, Limited  
 The Montmorency Cotton Mills Company  
 The Colonial Bleaching & Printing Co., Ltd.  
 The Mount Royal Spinning Co., Limited

---

### MANUFACTURING

All Lines of White and Grey Cottons, Prints, Sheetings, Shirtings, Pillow Cottons, Long Cloths, Cambrics, Ducks, Bags, Twills, Drills, Quilts, Bureau Covers, Towels and Towelling, Yarns, Blankets, Rugs, Twines and Numerous other lines used by Manufacturers in Rubber and other Trades.



A SAFE is supposed --- and rightly supposed---to always resist fire.

**It Should Be**  
**Dependable**

TAYLOR safes have stood the test and have had an unbroken record for 57 years.

Write for prices and terms

**J. & J. TAYLOR Limited**  
 TORONTO SAFE WORKS

Toronto

Branches---Montreal, Winnipeg, Vancouver.

## Pneumatic Tools for all Classes of Work

"LITTLE GIANT" Drills for metal boring, Reversible and Non-Reversible, all sizes. Improved Ball Bearing, Plain and Compound Gearing.

"Little Giant" Wood Boring Machines

"New Boyer" Rivetting Hammers

"New Boyer" and B.K. Chipping Hammers

Write for particulars of our new "Little Giant"  
 No. 10 Midget Drill, with Pistol Grip Handle.

*Sole Canadian Representatives*

**The Holden Company, Limited**

354-356 St. James St., Montreal, P.Q.

TORONTO  
 42 York Street

WINNIPEG  
 150 Princess Street

VANCOUVER  
 429 Pender Street



# His Little Girl

(Continued from page 23.)

with a wistful smile. "And—oh! Marion, I am so fond of children. I should like to have charge of this motherless girl. I am going to answer the advertisement directly," she added after a pause.

"Oh! Helen," Marion put out her hands imploringly, "but before you have spoken to Robert?"

"Yes—before I have spoken to Robert. I am not going to say a word about it to Robert, until it is all settled. If I don't get the post—well, then, I shall not tell him I applied at all. There is no law compelling people to tell their brothers all they do. But, if I do get the post, I shall just tell Robert I am proposing to undertake this work, and Robert will have to make the best he can of a bad job."

## CHAPTER VIII.

GILES TREDMAN, seated at the writing table in his hotel sitting-room, looked with a perturbed face through letter after letter of a huge pile beside him.

"It's a big job to answer all these, but I haven't the heart to leave them unanswered," he reflected, "and some of the poor souls send stamped envelopes, some of the most obviously unfit applicants for the post too." He smiled sadly, whilst his eyes still travelled rapidly over letter after letter, each of which was laid aside when he had perused it, "none of them in the least possible," he exclaimed aloud, "and yet the poor ladies seem to be in such pitiable straits, one wishes one could engage them all. Of the four I have picked out, my own inclinations point to—wait a moment—I have a very good mind to let the child herself help in the choice. Why not? She has a shrewd enough little brain behind those great sad eyes of hers, and a child often sees further than do the rest of us. Sylvia," he called, raising his voice, "Sylvia, come in here a minute, I want you to do something for me." She answered his summons at once, a small, slim creature, looking younger than her years, because of her slimness, seeming to the man who watched her, pathetically childlike in her deep black frock, which enhanced the whiteness of her face and the sadness of her eyes.

"Come here, dear," the young man said, putting out his hand to her, "you know I have been trying to find a nice lady to come and take care of you, and be with you always."

"Yes, I know. But I'd much rather you took care of me," she answered simply, her eyes looking full into his grey eyes, "it doesn't feel so lonely when you're there,—and I—don't want mother quite so dreadfully then," her lips quivered, but she showed no other demonstration of feeling, and Giles drew her within the circle of his arm and laid a gentle hand upon the dusky softness of her hair.

"Poor little maid," he said kindly, "you shall be with me as much as ever I can manage, but you know, Sylvia, I have to be away a good deal; and by and by I shall be going back to India, and I'm going to be married before very long, and so I must find somebody to take care of my little girl for the present, until—"

"Until, what?" she questioned, putting back her head that she might look up into his face. "Some day shall I be able to stay with you altogether, all the time?"

"Some day, I hope," he hesitated. "Some day, when my wife and I are settled down in our own house at Mandarby, I hope she and I will take care of you. But—"

"But I don't think she much likes little girls," Sylvia put in thoughtfully, her small fingers moving along the line of blue veins on Sir Giles' bronzed hand, "some people don't like little girls, you see, and—Miss Cardew doesn't."

Giles looked at the child with troubled eyes. He had tried to assure himself that his own uncomfortable convictions as to Grace's feelings had been only due to his imagination, and Sylvia's corroboration of those convictions struck unpleasantly on his ears. He had taken the child to the Cardews' house one

**PEERLESS**

**KLEAR KOPY**

**BEAVER**

**TIP-TOP**

**PEERLESS BRAND**

**CARBON PAPER**  
PRICE 3.25 PER BOX  
PEERLESS CARBON & RIBBON MFG. CO. LIMITED  
TORONTO, CAN.

**PEERLESS**

**TYPEWRITER RIBBONS**

**AND**

**CARBON PAPERS**

Are the Acme of Quality

They are the product of the choicest raw materials and the highest grade of workmanship. Business men who use our brands are assured of clean letters, and clear, unsmudged carbon copies. Sold by the best dealers everywhere. Samples on request.

**SUPREME**

**S.B.B.**

**WAVE CREST**

**HUMBER**

**SUPERIOR**

**UNIVERSAL**

**PEERLESS BRAND**

**PEERLESS CARBON & RIBBON MFG. COMPANY LIMITED**

**TORONTO CANADA**

**Before You Build**

**Write for our Free Plan Book of Redit-Cut Houses**

Let us show you how you save architect's 5%, builders 10% and lumber dealer's big profits by buying ALL materials direct from our mills. Sovereign "Readicut" Buildings come to you with every piece cut, fitted, ready to nail.

**Learn How We Save You Time and Money**

You get everything at wholesale cost—lumber trimmed, fitted and marked; roofing doors, windows, glass, plaster board, interior trim and finish, hardware, even the nails and paint. Also plans, blue prints and detailed building instructions—all so clear you can put it together yourself or with unskilled labor.

**Houses of 2 to 12 Rooms, Summer Cottages, Stores, Schools, Garages \$175 up.**

Sovereign Houses are not the portable kind, but are built like any other well-constructed, warm, substantial building. In our catalogue you see exactly what the completed house looks like and know exactly its entire cost. No extras. No delays. Shipped anywhere promptly. Write NOW for our big book showing more than 60 attractive homes that you can build with utmost economy the "Readicut" way. Send 6 cents in stamps and ask for Book No. 46

**Sovereign Construction Co. Ltd.** 448 Lumsden Bldg. TORONTO

IN ANSWERING ADVERTISEMENTS, PLEASE MENTION "THE CANADIAN COURIER."





TRADE MARK FOR



This Mark

HOLLOW WARE.

Is no stranger to Canadians

# Standard Silver Ware

has carried it into tens of thousands of homes all over the country as an identification and as assurance that in its manufacture the highest standard has been maintained and that any unsatisfactory piece will cheerfully be replaced free of charge.

All through the history of this factory the determination has been to turn out only the best in Silver Plate which the highest skill and completest equipment could secure, and to keep on adding and improving.

Our efforts have been successful.

Standard Silver Ware has come to be recognized as the standard-bearer in this branch of manufacture in Canada

and we are going to maintain this reputation.

ORIGINAL AND ARTISTIC DESIGNS

HIGH-CLASS WORKMANSHIP

HIGHEST FINISH

PUREST STERLING SILVER APPLIED GENEROUSLY

POPULAR PRICES

Look for the Store that Sells Standard Silver Ware

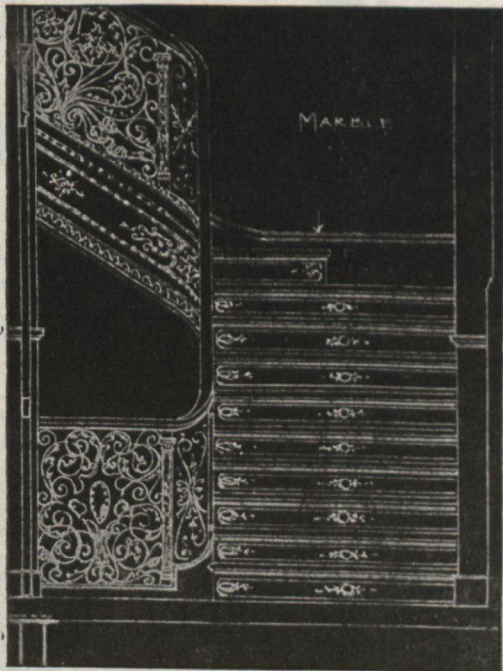
Manufactured and Guaranteed by

**STANDARD SILVER CO., Limited**

Madison Ave. North - - TORONTO

## IRON STAIRS

Plain or Ornate Designs



SHEET STEEL WARDROBES  
ORNAMENTAL IRON FENCING  
BUILDERS' IRON and WIRE WORK

Write us about your requirements

**The GEO. B. MEADOWS, Toronto**

Wire, Iron and Brass Works Company, Limited.

Meadows Block,

Toronto, Ontario.

THE

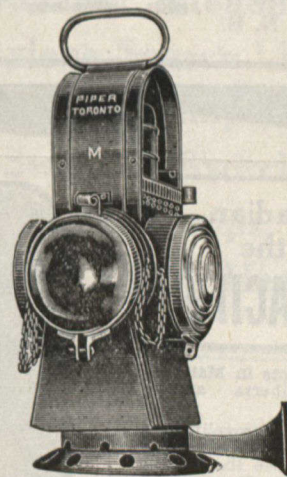
**N. L. Piper Railway Supply Co.**

Toronto

LIMITED

Manufacturers of

**LAMPS and SIGNALS**



Dealers in

**RAILWAY SUPPLIES**



## Cooking and Baking Problems are Easy to Solve With a "PANDORA" Range

The Oven is the heart of a range. Its efficiency depends largely on construction of Fire-box and Flues, but—certain scientific principles **must be carried out** in making the Oven to insure success.

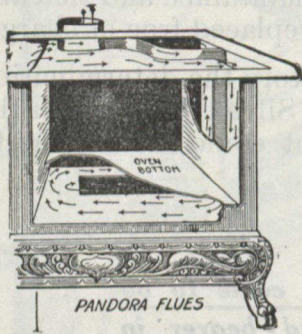


Illustration No. 1.

Illustration No. 1 shows the exact course followed by the drafts in "PANDORA" range—you see the heat passes directly under every pot-hole and around the Oven twice before reaching smoke pipe.

The Flues are deep and wide—corners are rounded—they are easily cleaned and there is nothing to impede the draft. A glance at McClary Flue construction will convince you that the "PANDORA" range is a perfect baker and cooker at the same time. The heat envelops

the Oven uniformly—bread is evenly baked in the "PANDORA."

Illustration No. 2 shows the McClary system of Oven Ventilation very plainly. As you know, air close to the body of a range is fresh and comparatively warm. This fresh, warm air is drawn into Oven through small holes—the intense warmth super-heating and diffusing it throughout the Oven. Then it escapes with cooking fumes through vent holes shown in back of Oven.

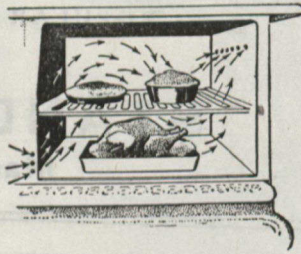


Illustration No. 2.

The ventilation of "PANDORA" Oven is simple, yet scientific, and—the results are apparent. A roast can be cooked just the way you like it—cooked so that it retains all its generous and nourishing juices and—bread, puddings, etc., are baked light, crisp, and fresh in the "PANDORA" Oven. The linings of the "PANDORA" Oven are of nickelled steel one-eighth of an inch thick and as smooth as glass—so the Oven is easily kept clean—easier heated and more durable.

N. B.—You can have the complete story of "Pandora" efficiency by simply asking for our Free Book, "Reasons for 'Pandora' Popularity."

LONDON  
TORONTO  
VANCOUVER  
ST. JOHN, N. B.

# McClary's

MONTREAL  
WINNIPEG  
HAMILTON  
CALGARY

103

afternoon, and both Mrs. Cardew and her daughter had plied Sylvia with tea and cakes, and had talked pleasantly enough to the little girl, "down to her level" as they would perhaps have said, if they had translated their thoughts into speech. But Giles had dimly felt that something was wanting in their treatment of his ward, without being able to put his feelings into words, he knew that he had expected more from Grace, hoped for more. And now Sylvia was echoing the thoughts which he had not hitherto allowed to reach the surface of his mind. "I don't think she much likes little girls." He thrust the thought from him. He told himself that the motherly feeling he was sure Grace possessed, would find its way to the surface when she had the child actually in her own charge, and he patted Sylvia's shoulder encouragingly, as he said—

"Oh, but I think Miss Cardew and you will be very great friends when you live together. You see she has never had much to do with little girls, she is an only child herself, so she doesn't really know anything about other children. But some day, when you and she and I live together—she will be like a mother to you, dear."

"I don't think she'll ever be like a mother," Sylvia answered quietly, with a sudden gasp in her breath, "mothers are—different. But if you love her very much, I shall try to love her too," she added, looking into his face with a child's adoring eyes, "I'm always going to love what you love."

"Are you, little girl?" Giles touched her soft hair again with caressing touch, and smiled down at her, "you are a very loving little soul, aren't you Sylvia?"

"When I love anything very much, it hurts—just here," the child replied, putting two small hands on her breast, her eyes dilating and deepening, "it sometimes hurts dreadfully."

"What a sensitive little soul it is," Giles murmured, his hand still stroking the dark hair, his eyes watching the small face over which a wave of emotion seemed to sweep, "well, now, Sylvia, I want to find someone to live with you, and take care of you, someone whom you will love, and this morning four ladies are coming to see me, and I think you had better just stop in here with your books, and then, you will tell me afterwards which of the ladies you like best. If you and I like the same one, we will see if we can't get her to come and be with you always." The child assented with a smile. She was a very docile little thing, but as Giles realized, her docility was due rather to strength than to lack of character, for he had known Sylvia long enough now to understand what a strong nature lay behind those great wistful eyes, that firm set mouth. He had seen her wonderful power of self control, a quite extraordinary power in one so young, and in a dim way he recognized in her an uncommon personality, a personality that might in some future day make its mark in the world. Obedient now to his suggestion, she stole softly into the room next door (where the nurse he had temporarily found for her sat alternately sewing and reading a penny novelette), fetched the books in which she was at present engrossed and curled herself up in a big armchair beside the window, a point of vantage from which she could, when she liked, glance across at Giles' face bent over his writing.

"And, of course, I like to look at monsieur," she meditated quaintly to herself, using for her guardian the name by which she had first called him, "he looks so kind I'm never tired of just seeing him." Giles' pen scratched on busily for half an hour and Sylvia occupied herself over her book, and long periods of staring with fascinated eyes at her guardian who to her youthful fancy represented first one and then another hero of romance and fairy tale, and the clock on the mantelpiece had chimed eleven before the silence in the room was broken by a knock at the door.

"A lady to see you, sir," the page boy announced, and during the following hour the embarrassed young man found himself confronted by four ladies in turn, each one most desirous of obtaining the extremely pleasant post at his disposal. It was the first time in his life that it had ever fallen to Tredman's lot to interview ladies in search of employment, and he intensely disliked the whole performance, only wishing, from the bottom

### Get Your Canadian Home From the CANADIAN PACIFIC

C.P.R. Lands and Town Lots in Manitoba, Saskatchewan, Alberta and British Columbia.

We would advise passengers travelling via the Canadian Pacific Railway to the West to stop off and see the Big C.P.R. Irrigation Dam at Bassano, Alberta. Bassano is a rapidly growing town on the main line of the C.P.R., situated 83 miles east of Calgary. The irrigation project of the C.P.R. is the largest of its kind on the American Continent.

Full particulars by applying to

**Joseph H. Smith, General Agent**  
61 Yonge St., Toronto, Canada.  
SPECIAL AGENTS WANTED.

French NATURAL Sparkling Table Water

# Perrier

"The Champagne  
of Table Waters"



# Here are real Canadian Home Products---Made in Canada---by Canadians---for Canadians

Whether you live on a farm or in the City. Whether you own your own Home or not. Whether your needs be immediate or speculative. When the time comes to purchase anything in the nature of Farm and Home, Water or Power Supply Apparatus—remember to buy goods made in Canada—by Canadians—for Canadians. Conditions in Canada are such that only manufacturers on the ground fully understand and are equipped to meet them. Of what use is a pressure tank: or an Air Motor, or even a Gasoline

Engine to you—if it won't meet your local requirements? Avoid even the possibility of inconvenience by buying from the Ontario Wind Engine and Pump Company. For more than a quarter of a century we have studied Canadian Farm and Home—Water and Power Apparatus. We believe we make more Water and Power Apparatus than all the other makers in Canada put together. There's only one reason why. Our apparatus is more economical in first cost and in operation than that of any other maker.

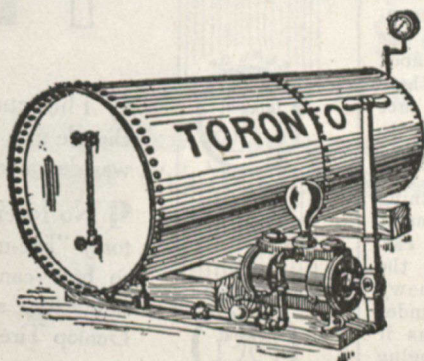
Send for free estimates of the cost of, and full particulars of how to meet any water or power problem. Address the office nearest to you.

**Ontario Wind Engine & Pump Co., Limited**  
Winnipeg TORONTO Calgary

Be sure to visit our Exhibit at the Canadian National Exhibition.

## Water Supply System for Country Homes

We can supply everything needed---Power-plant, Tanks, Steel Towers, Pumps, Piping,---Whatever meets your requirements most economically. Where a large quantity of water is not required the simplest and lowest cost system is provided with our



### TORONTO PNEUMATIC PRESSURE TANKS

Operated by hydraulic rams, by hand, or windmill or gasoline engine power. Guaranteed absolutely airtight. Write for explanatory literature, sent FREE.

**Ontario Wind Engine & Pump Co., Limited**  
TORONTO  
Winnipeg Calgary



## Canadian Airmotors

Provide Power FREE for Pumping Water

"The wheel that runs when all others stand still." Strongest, easiest-running windmill made. Self-regulating. Gives steady power and greatest service.

Write for FREE book full of important facts about windmills. Address nearest office.

**ONTARIO WIND ENGINE & PUMP CO., Ltd.**  
TORONTO 103  
Winnipeg, Calgary

## Get the Engine That is Easiest To Keep Running

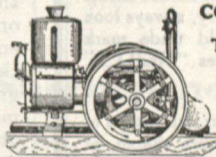
SIMPLEST engines to operate—that's the reason most farmers choose and recommend

**Chapman & Stickney Gasoline Engines**

No expert engineering knowledge needed to run them, no intricate parts that easily get out of order. If you want most service, write for our FREE books of "Engine Facts and Experiences."

**ONTARIO WIND ENGINE & PUMP CO., Limited**

TORONTO  
Winnipeg  
Calgary



104

## Winnipeg Offers The World's Best Opportunity FOR Manufacturers



With a population of 200,000, Winnipeg has a trade turnover of \$140,000,000 per annum, to which may be added \$36,000,000, being the value of the output of the 297 factories now operating.

### Manufacturers Get Information Now About This Rich Market

Locate your factory in the CENTRAL CITY OF CANADA, where you can get CHEAP POWER, cheap sites, low taxation, plentiful supply of raw materials, best of labor conditions and unexcelled railway facilities.

Reports furnished free on the manufacturing possibilities of any line of industry by addressing

**CHAS. F. ROLAND,**  
Industrial Commissioner, Winnipeg, Manitoba.

## The Hiram L. Piper Co., LIMITED - - - MONTREAL

MANUFACTURERS OF  
Locomotive Headlights,  
Acetylene Search Lights,  
Boat Lamps,  
Non-Sweating Switch and  
Train Lamps,  
Freight Car Heaters.

75, 77, 79, 81 St. Remi Street  
155-157 Dagenais Street





### New Wrinkle In Cravats

—a cravat that will not wrinkle.

### Reid's Real Bengalene

An exclusive weave of rich silk and fine springy wool. Preserves its shape and newness for months after the ordinary cravat has been discarded.

Will slide in the tightest collar without drag or rip, and does not show pin holes.

Until experience makes it unnecessary, always look for the gold trade mark that identifies "REID'S" quality.

Twenty-four rich shades in all the modish shapes, at from 50c. to \$1.50, according to shape.

Procurable at the better shops—if not at yours, write us.

A. T. REID CO., Ltd.  
262 KING STREET W.,  
TORONTO

of his heart, that he could engage all the applicants, and satisfy the hungry yearning which his observant eyes marked upon each of their faces. To each he explained in simple, concise language what he required: a lady to take sole charge of his ward, to live with her at his country house, Manderby Court, to educate her, with the help of whatever masters might be thought necessary, to look after her physical, mental and moral welfare, in fact, to undertake the full responsibility of her training. The salary he offered sounded to the ears of the applicants a princely one; it was small wonder that the two weary looking widows and the rather haggard spinster of forty should each look wistfully into Giles' bronzed face, and express faltering hopes that perhaps they might be suitable for the situation. Courteous to all women, he was perhaps even a shade more courteous to these ladies to whom life had dealt so hardly, and something in his kindly words, his spontaneous and kindly smile put new heart into their tired souls, even though in dismissing them, he only said—

"I will write to you to-night. I am obliged to see all the other ladies with whom I have made appointments before I come to a decision, but I will write directly I am able to decide."

From the depths of the armchair little Sylvia's eyes had watched the three ladies come and go, had studied their faces, their voices, their manners, with the keen scrutiny of a naturally observant child, but just as Tredman was turning towards her to ask which of the three had most pleased her, a knock once more sounded on the door and there entered a small lady over whose face there ran a sudden flush as Giles rose to greet her. He saw at once that she was more shabbily dressed than any of the other three applicants, but her clothing was scrupulously neat, and the refinement of her voice pleased his fastidious ear. The daintiness of her complexion, the soft blue of her eyes, and the snowy whiteness of her hair that showed under her black bonnet, made him feel as if he were speaking to someone belonging to another epoch, and something in the gentle dignity of her bearing gave the same impression. It was obvious that she was totally unaccustomed to being interviewed about situations, for she flushed more vividly as Sir Giles asked her one or two questions, and a distressed look crept into her eyes.

"I don't think I ought to mislead you about myself," she said, her nervousness of manner increasing as she spoke, "I should like to be quite honest with you. I have never done any work like this before. Perhaps I ought to say I have never done any work at all, and I—am afraid I have no experience," her eyes left Giles' face and turned to the small figure in the armchair, and, as she and Sylvia looked at one another, a smile crossed her face, "only—I am very fond of children, very—very fond, and I saw your advertisement, and I wanted some work, and so—I answered it. But I don't want you to think I am experienced."

"It is very good of you," Giles was beginning, when, apparently heedless of his words, the little lady went on hurriedly, "I am afraid I am not clever enough to educate anybody. I have always liked reading, and I have read a great deal. But I have no certificates, I know nothing of modern methods of teaching. I—oh! I think you must be sure now that I have come here on false pretences," she ended, with a little break in her voice.

"Not at all," Giles began courteously, "I—" but again his sentence was interrupted, this time not by the little lady, but by Sylvia, who had slipped from her armchair, and was standing by her guardian's side, one small hand clutching tightly at his arm, her eyes looking eagerly into his face.

"Please let her come," the child exclaimed breathlessly, "she's different from all the others—oh! please let her come—she has such dear mother eyes."

(To be continued.)

Flustered.—Magistrate (about to commit for trial)—"You certainly effected the robbery in a remarkably ingenious way; in fact, with quite exceptional cunning."

Prisoner—"Now, yer honor, no flattery, please; no flattery, I begs yer."—London Sketch.

## Made in Canada for Canadian Roads

☐ Dunlop Bicycle tires are made in Canada. They are also made particularly for our rough Canadian Roads, by Canadians who know the conditions.

☐ Being manufactured by the Doughty Patent Process—an exclusive Dunlop feature—the uniformity of each tire is absolutely assured (guesswork made impossible).

# Dunlop Bicycle Tires

☐ The guarantee back of Dunlop Bicycle tires is a real guarantee because it was designed to operate in Canada.

☐ No foreign-made tires can satisfactorily "line-up" with the above statements, so how can foreign-made tires give you satisfactory service? The answer is: Buy Dunlop Tires or none.

**Dunlop Tires are sold by Bicycle  
Dealers Everywhere.**

## Always Use UPTON'S

High Grade



Jams

Jellies

and

Orange

Marmalade

## Albert College Belleville, Ontario

Over 300 students enrolled annually, one-half of whom are young ladies. Highest facilities in all Departments.

Will reopen Monday, Sept. 9th.

For illustrated calendar, address,  
Principal DYER, D.D.

## The Delights Of The Grape

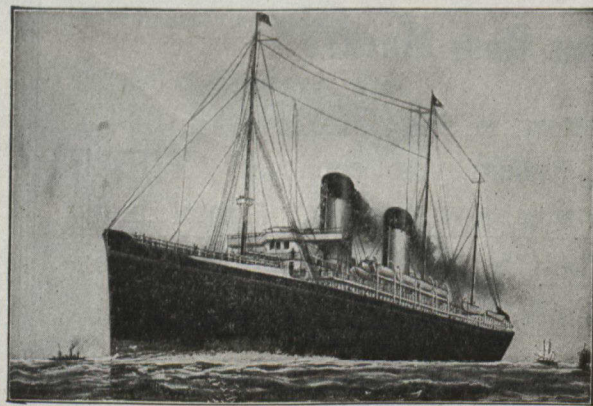
were known and revelled in by our forefathers at the very dawn of the world. They proved that it is not only the most luscious and delicious of all fruits, but an invaluable agent for health.

### WILSON'S INVALIDS' PORT WINE

(à la Quina du Pérou)

is the pure, undiluted juice of finest Oporto Grapes combined with Cinchona Bark extract. It is a delight on hot days blended with cold, sparkling mineral water.

FOR SALE BY ALL DRUGGISTS. 144 BIG BOTTLE.



"Laurentic"  
and  
"Megantic"  
Largest and  
Finest Steamers  
From Canada

Orchestras Carried

TRAVEL  
BY THE

## WHITE STAR—DOMINION LINE

Sailing Every Saturday from Montreal and Quebec to Liverpool.

For all information apply to nearest Railway or Steamship Agent or to  
Company's Offices at MONTREAL—TORONTO—WINNIPEG.

Attractively illustrated booklet free by request.



# Polson Iron Works Limited

J. B. Miller, President.  
H. H. Miller, Vice-President.

Toronto, Ontario

A. H. Jeffrey, Manager and Sec.  
W. B. Tindall, Treasurer.

**Steel Shipbuilders  
Engineers and Boilermakers**

Steel Steamers, Tugs, Barges,  
Dredges and Dump Scows

Engines and Boilers  
for stationary and marine work, all sizes.

Heine Water Tube Boilers  
from 100 to 1000 H.P. units.

Tank Work, Smoke Flues, Water Flumes,  
Steel Riveted Pipe a specialty

WRITE US FOR PRICES

Office, Works and Docks—Esplanade St. East, Foot of Sherbourne  
and Frederick Streets, Toronto



**The Royal Line**  
To Europe

Luxury with Economy  
**3 Days on the Atlantic**  
THE ST. LAWRENCE ROUTE

No more magnificent river trip can be found anywhere else in the world. A two-day sail down the mighty, placid river on the splendid Royal Mail Steamships

**ROYAL EDWARD  
ROYAL GEORGE**

Two days of unequalled scenic and historic interest. Then a little more than **THREE DAYS ON THE ATLANTIC** to Bristol (Avonmouth). Special Express Trains whisk the traveler to London in two hours.

These steamers are in a class by themselves in Appointment, Seaworthiness and Beauty of Interior.

For all information apply to Steamship Agents, or the following General Agencies of the Company: Toronto, Ont., Canadian Northern Building; Montreal, Que., 226 St. James St.; Halifax, N.S., 123 Hollis St.; Winnipeg, Man., 272 Main St.



## The Temiskaming and Northern Ontario Railway

ONTARIO GOVERNMENT RAILWAY



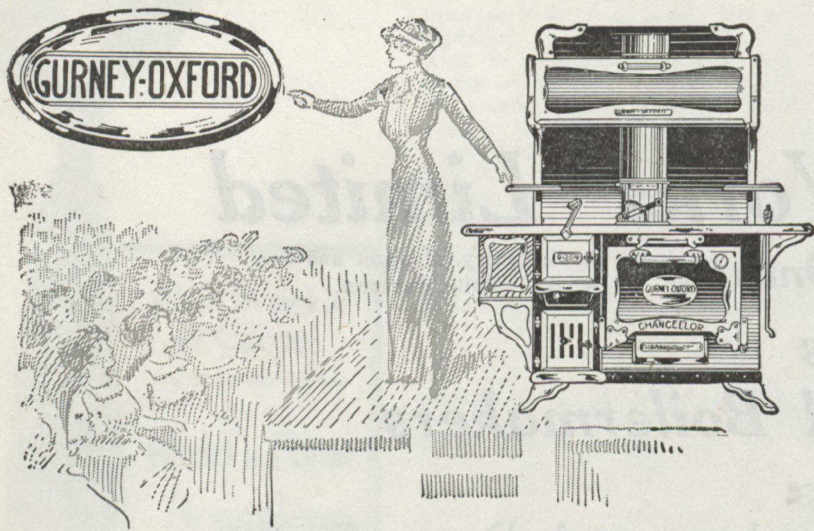
Solid Vestibule trains with through Sleepers, Toronto, Montreal, to Temagami, Cobalt, Cochrane, Porcupine and the

### Empire of the North

25,000,000 acres of the richest agricultural land in the Dominion await the settler. The home of big game. Moose more plentiful than ever. Fishing unsurpassed. For full particulars write,

A. J. McGEE, Sec.-Treasurer, Toronto.      A. J. PARR, Gen. Fgt. and P. Agt., North Bay.  
GEO. W. LEE, Gen'l Agent, North Bay.





## Woman's Rights

It is your inalienable right to demand in a range—Economy, Promptness and Satisfaction. It is your privilege to expect the same attention, progress and efficiency in the things you use in your daily work as have been brought about in other and often less important lines of endeavour.

The Gurney-Oxford is the foremost example of cooking efficiency.

The Gurney Economizer regulates all the drafts by lifting or dropping one small lever. It keeps the fire alive for hours with practically no coal consumption. It saves 1 ton of coal in 6. The Gurney Economizer is found only on the Gurney-Oxford range.

The Gurney-Oxford Oven is absolutely and always heated the same on all sides and in all corners because the heat is evenly distributed.

This is a sure and unfailing guarantee that whatever comes out of the Gurney-Oxford Oven is crisp and light and delicious—this is the final test and the point most often advanced by those who cook on a Gurney-Oxford, those who believe it is woman's right and privilege to have in her kitchen the labor, time and money saving principles embodied in the Gurney-Oxford.

**The Gurney Foundry Co. Limited**  
TORONTO - CANADA

MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER

(2)



## BEETHAM'S La-rola

is a perfect emollient milk quickly absorbed by the skin, leaving no trace of grease or stickiness after use, allaying and soothing all forms of irritation caused by Sun, Wind, and Hard Water. It not only

### PRESERVES THE SKIN

but beautifies the complexion, making it SOFT, SMOOTH AND WHITE, LIKE THE PETALS OF THE LILY.

The daily use of "LA-ROLA" effectually prevents all Redness, Roughness, Irritation, and Tan, and gives a resisting power to the skin in changeable weather. Delightfully Cooling and Refreshing after MOTORING, GOLFING, TENNIS, CYCLING, ETC.

Men will find it wonderfully soothing if applied after shaving.

M. BEETHAM & SON

CHELTENHAM, ENG.

## The Scrap Book

**A Misfit.**—"Wealth has its penalties," said the ready-made philosopher. "Yes," replied Mr. Cumrox. "I'd rather be back at the dear old factory than learning to pronounce the names of the old masters in my picture-gallery."—Washington Star.

**Tenderness.**—Waiter (under notice): "Steak not tender enough? Do you expect it to jump up and kiss you?"—Tit-Bits.

**Not Impressed.**—A temperance lecturer displayed to his audience two geraniums. The first, watered in the usual way, was a beautiful and vigorous plant. But the other had been dosed with alcohol, and its foliage was shriveled and sparse, its stem twisted, and its vitality decayed. "Now, ladies and gentlemen," cried the lecturer, "what can you say to a demonstration such as this?"

"It's all right, and if I were a geranium," said a shabby man in the gallery, "I'd stick to water exclusively, but I am not a geranium."—Argonaut.

**Well Said.**—Silicus—"A woman never knows what she wants."

Cynicus—"Oh, yes, she does; but not till she realizes she can't get it."—Philadelphia Record.

### Broke.

I don't consider I am broke,  
At least not what's considered such,  
Until the wife refuses when  
I go to her to make a touch.  
—Detroit Free Press.

And even then there is a chance,  
Although, of course, the crime is rank,  
That there may be in time of need  
Some coppers in the baby's bank.  
—Boston Globe.

And if the baby's bank is not  
In funds, and leaves you in distress,  
You might climb out at night and hunt  
The pocket in your helpmate's dress.  
—Houston Post.

But failing there, as most men will,  
To find the pocket or the roll,  
The brave man won't give up until  
He's searched the well-known sugar  
bowl.  
—Springfield Union.

Or failing that resort for funds,  
You still may cautiously invade  
The kitchen cabinet and find  
A dime belonging to the maid.  
—St. Louis Post-Dispatch.

**In Bad Shape.**—"How's your insomina, Slocum?"  
"Worse and worse! I can't even sleep when it's time to get up!"—Laughter.

**Sized Up.**—A little lad was found on the street crying very bitterly because his cart was broken.

The kindly disposed stranger endeavoured to cheer up the little fellow by saying: "Never mind, my boy, your father can easily mend that."

"No he can't," sobbed the boy. "My father is a preacher, and don't know about anything."—Coming Nation.

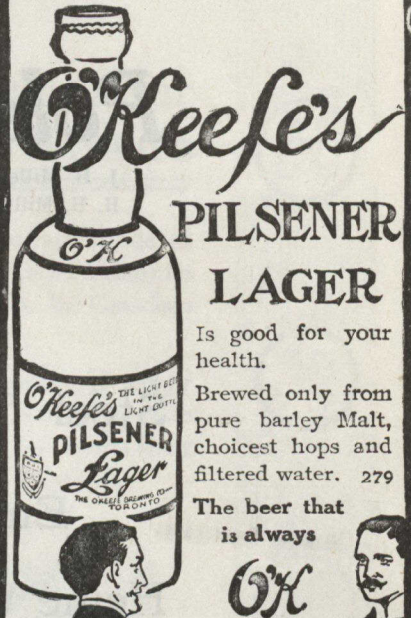
### A Subdued Menu.

Crushed Oats.  
Beaten Biscuits. Mashed Potatoes.  
Whipped Cream.  
—Lippincott's.

**Manners in the U. S.**—Three boys from Yale, Princeton and Harvard were in a room when a lady entered. The Yale boy asked languidly if some fellow ought not to give a chair to the lady; the Princeton boy slowly brought one, and the Harvard boy deliberately sat down in it.—Life.

**Unused.**—"Sir, I have all the gems of English literature in my library."  
"Yes, and I notice they are uncut gems."—Baltimore American.

Here's to your  
good health

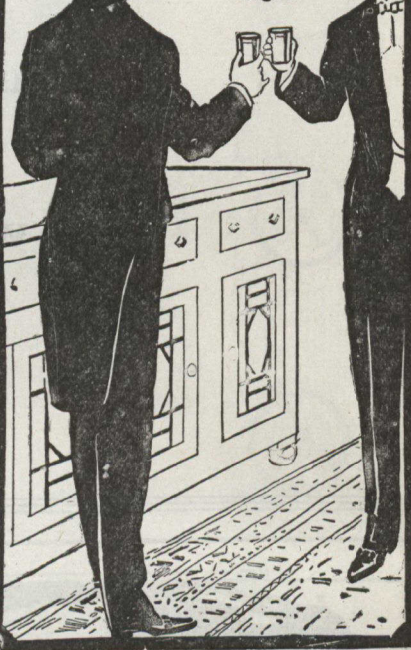


Is good for your health.

Brewed only from pure barley Malt, choicest hops and filtered water. 279

The beer that is always

O'K






BY APPOINTMENT.

## WHITE HORSE

### WHISKY

Established 1742.

Great age and fine bouquet with guarantee of purity are its recommendation.

Always ask for **WHITE HORSE** specially if you want it.

Sold by all Wine Merchants, Grocers, and Hotels.

## DOG DISEASES

Books on and  
How to Feed  
Mailed free on application to  
**H. CLAY GLOVER, V.S.**  
118 West 31st St., New York, U.S.A.

## Cure that Bunion

No need to suffer bunion torture another day.  
**DR. SCHOLL'S BUNION RIGHT** removes the cause of your bunion or enlarged toe joint by permanently straightening the crooked toe. Gives INSTANT RELIEF and a FINAL CURE of all bunion pain. Shields plasters or shoe stretchers never cure. **Dr. Scholl's Bunion Right** is comfortable, sanitary, convenient. Guaranteed or money back. 50 cents each or \$1.00 per pair at drug and shoe stores, or direct from The J. Scholl Mfg. Co., 472 King St. W., Toronto. Illustrated Booklet Free



# How to Know Good Rubber Footwear The Brand is Your Sign of Safety



"JACQUES CARTIER."

¶ In appearance, Rubber Footwear may look the same, but be vastly different both in Quality and Price.



"DAISY"



"MAPLE LEAF"

¶ These Brands have a reputation for generous service. The Trade-Marks stand for all that is best in Rubber Footwear values.



"DOMINION"



"GRANBY"

¶ Dependable Rubbers are cheapest in the end. Unsatisfactory Rubbers, either in fit or quality, are dear at any price.



MADE IN BERLIN

"ANCHOR"

¶ Each Brand is distinct from the other, but all are made in sufficient range of style and size to assure instant satisfaction.



"MERCHANTS"

Satisfaction Goes With These Brands



BEST QUALITY SPORTING SHOES

## Canadian Consolidated Rubber Co.

Limited

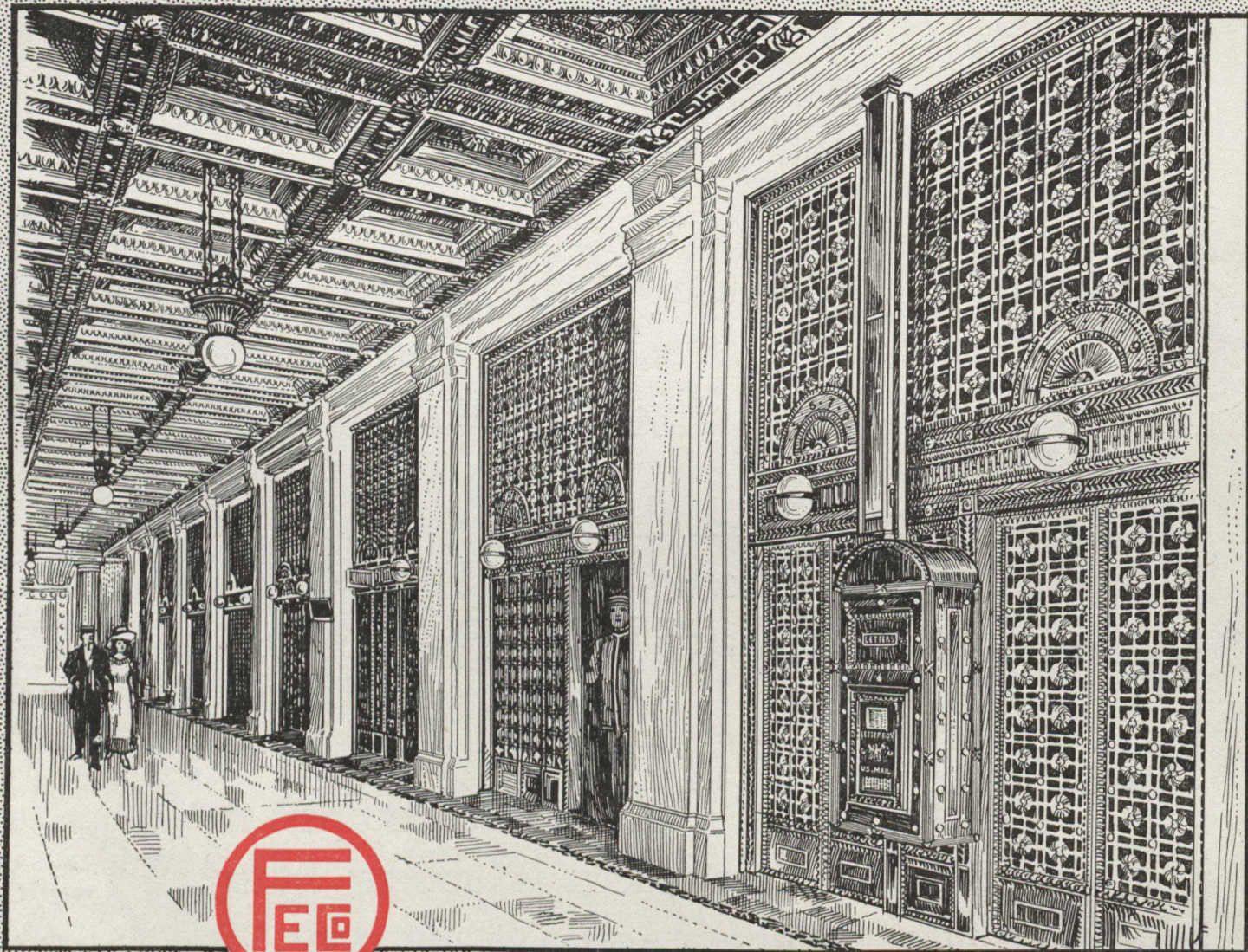
26 Branches Throughout Canada

Selling Agents for

The Canadian Rubber Company of Montreal, Limited.	The Merchants Rubber Company, Limited, Berlin, Ont.
The Maple Leaf Rubber Company, Limited, Port Dalhousie.	The Berlin Rubber Manufacturing Company, Limited, Berlin.
The Granby Rubber Company, Limited, Granby, Que.	Dominion Rubber Company, Limited, St. Jerome, Que.



# "OTIS-FENSOM"



**O**TIS Elevator Service, though less obtrusive, is as essential to the affairs of modern business as the telephone. Without this service, business buildings over three storeys in height would be impracticable and impossible---the skyscraper would be still undreamed of. Business sections of important cities would require ground areas as great as those occupied by the cities themselves to-day. Modern efficiency in concentration and convenience of locations would be impossible.

Otis Elevator Service is as important as street car service. It provides the most perfect transportation known to the world to-day. Some of our installations are required to carry thousands of passengers daily; others but a few dozen. Yet all are equally efficient. Each is a product of super-refined methods and an experience that has expressed the first and last word in elevator construction.

No matter if your requirements may demand a twenty-car-floor-a-second service or merely a modest freight elevator, we invite your request to have us advise with you. Our service and knowledge is at your disposal.

The Name that  
Symbolizes all  
that is best in  
Passenger and  
Freight Elevators

From the smallest Elevator requirements to the largest, Otis-Fensom Elevators include every possible equipment.

**OTIS-FENSOM ELEVATOR CO. LIMITED**  
**TRADERS BANK BUILDING TORONTO**