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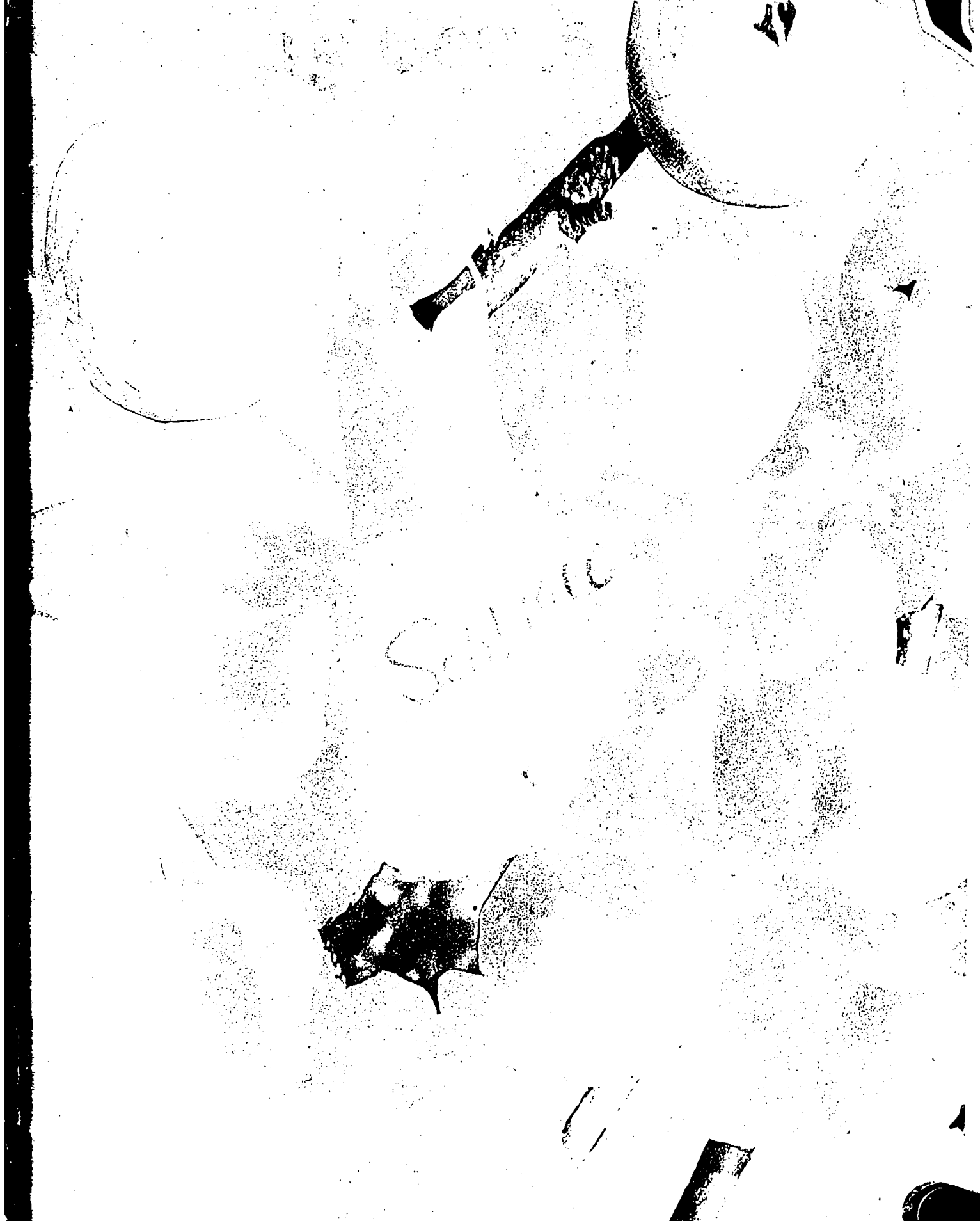
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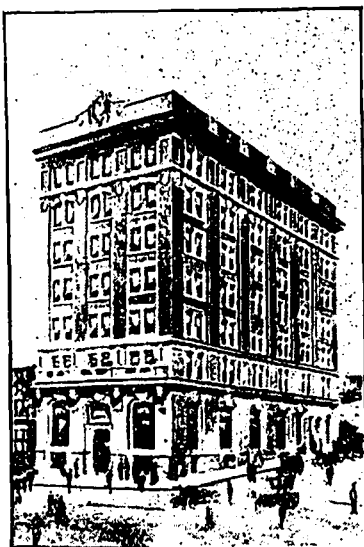
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Man-to-Man Next Month—Sportsmen's Number

☪ The man who WINS is the man who KNOWS HOW TO SAY NO---and knows WHY HE SAYS IT. HE IS THE MAN WITH INITIATIVE. He has IDEAS. He THINKS. He ORIGINATES. He LEADS. He NEVER FOLLOWS. He KEEPS STEP WITH PROGRESS. ☪ Go into a shoe store and study the men around you. One of them buys the shoe the clerk TELLS him to buy. He doesn't like the leather. It doesn't look good to HIM. But the CLERK says it's just what he OUGHT TO HAVE. So he nods amiably and AGREES TO WEAR a shoe he DOESN'T LIKE just because the CLERK likes it. He hasn't enough initiative to say NO. ☪ One of the shoes pinches. The CLERK tells him it's A PERFECT FIT. He forgets that it isn't the CLERK'S FOOT that's going to get pinched. And he buys the shoe. He wasn't even SURE ENOUGH that his foot hurt to say NO. ☪ The OTHER man tells the clerk he wants a LECKIE BOOT. The clerk brings him some other shoe and tries to tell him it's JUST AS GOOD. HE KNOWS HOW TO SAY NO. HE SAYS IT. He gets his LECKIE BOOT. He knows WHY he wanted a LECKIE BOOT, too. He knows that LECKIE BOOTS are MADE to FIT THE FOOT. That the SEAMS are as SMOOTH AS THE LEATHER. That every one of the fourteen parts in that shoe are of the FINEST, CAREFULLY SELECTED MATERIAL. He knows that the WORKMANSHIP is UNSURPASSED. He knows that the LECKIE BOOTS are JUST AS GOOD AS LECKIE SAYS THEY ARE, for he knows the REPUTATION OF THE HOUSE OF LECKIE. He gets the boots he WANTED. And he gets them because he knows how to say NO.

LEARN HOW TO SAY NO AND YOU'LL BEGIN TO WIN

# MAN TO MAN



AN INDEX TO OPPORTUNITY

FORMERLY WESTWARD HO!

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*The One Flower* IS AS PERFECT AS *The Other Flour.*

THE ABOVE ILLUSTRATION

BY THE ASSOCIATING OF

SEAL OF ALBERTA WITH THE ROSE, THE RECOGNIZED  
"FAULTLESS FLOWER" IN THE VEGETABLE DOMINION,  
EMPHASIZES THE FACT THAT

**SEAL OF ALBERTA**

IS "THE FAULTLESS FLOUR"

AND THEREFORE

**MAKES PERFECT BREAD**

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The Grand Trunk Pacific Railway will open up this district, and bring in thousands of settlers.

If you cannot spare the time to go and see the land this year our re-selection clause gives you two years in which to examine your purchase. That's fair, isn't it?

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Manager

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## Pomona

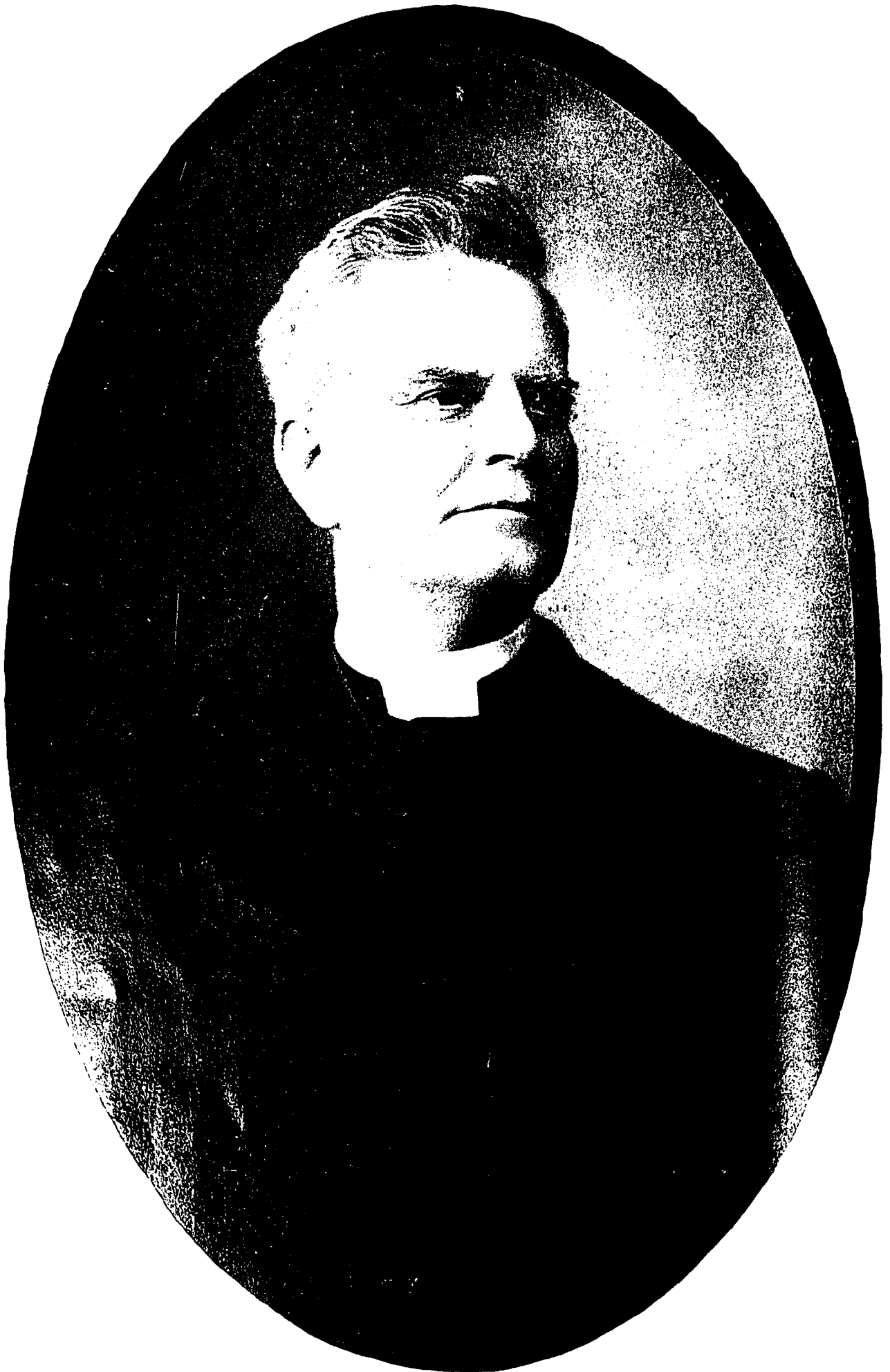
By ERNEST McGAFFEY

What time the sap in April  
flowed  
And all the land was drenched  
in green,  
And starred beside the country  
road  
The daisy's milky shield was  
seen,  
Pomona through the orchard  
strayed  
A little modern Goddess there,  
To hide and seek the sun-  
shine played  
In the tangles of her hair.

What time the buds to blossoms blew,  
The droning hum of myriad bees  
Sounded in a drowsy chorus through  
The fragrant aisles of apple trees,  
Pomona through the orchard strolled  
The modern Goddess fair,  
The sunshine on her tresses gold  
If the blithest blossom there.

What time the sylvan spaces  
mute  
Were mellowed by September's  
wine,  
And red and russet hanging fruit  
Swayed to the moods of shade  
and shine,  
Pomona through the orchard  
came  
A little modern Goddess there,  
The while the sunlight, like a  
flame,  
Stooped as it passed, and kissed  
her hair.

What time the days have come and gone  
Through patterns Time at leisure weaves,  
With web and woof of dusk and dawn  
Shot through and through with flying  
leaves,  
Pomona's feet no more will pass  
A little modern Goddess there,  
A shadow thrown on Autumn's glass,  
And all the orchard waste and bare.



The Rev. S. Dwight Chown, D.D., who was elected general superintendent of the Methodist Church in Canada at the recent general conference in Victoria. Chown was elected for the four years' term and becomes junior to Dr. Carr, who was given the eight years' term. Geographically, the jurisdiction of the general superintendent includes Canada, Newfoundland and the Bermudas. Prior to his appointment to the general superintendency Dr. Chown was general secretary of temperance and moral reform.

EDITED BY DAVID SWING RICKER

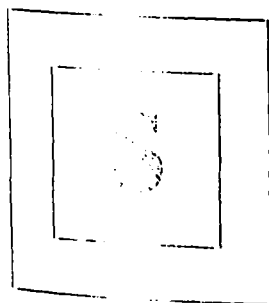
SEPTEMBER, 1910



## British Columbia's Industrial Earth

EACH YEAR IT YIELDS SEVERAL FORTUNES IN FRUIT. LAND IS CHEAP AND THE PRODUCTION IS ALL OUT OF PROPORTION TO THE COST

By Dexter Forrest



SAID a poet-preacher, "Our earth is industrial. It cannot be anything else without dying. There is no exception to the rule. The poet must toil; the painter toil; the musician toil; the child of science toil; the thinker toil; the writer toil. As no heart is exempt from death, so is no mind exempt from toil." But the poet forgot, in naming the toilers, the man who blows out the lamps, ripens the man-made fields, plants the vines, and nurses them until they blossom

and watches the flowers fade before the coming of the fruit—the man whose poetry gathers the sunbeams and casts them into the orchards that yesterday were wildernesses, whose paint-brush colors the apples, whose music is the singing of birds and the swish of perfume-exhaling blossoms, whose science sets out fruit-giving trees where forests stood. This is the kind of poetic industrialism, the kind of science, that is giving more to the world than the mere rhyming of words or color laid onto the canvas or notes sounded on the organ—it is the industrialism, the poetic industrialism, that is building up the Last West, the science



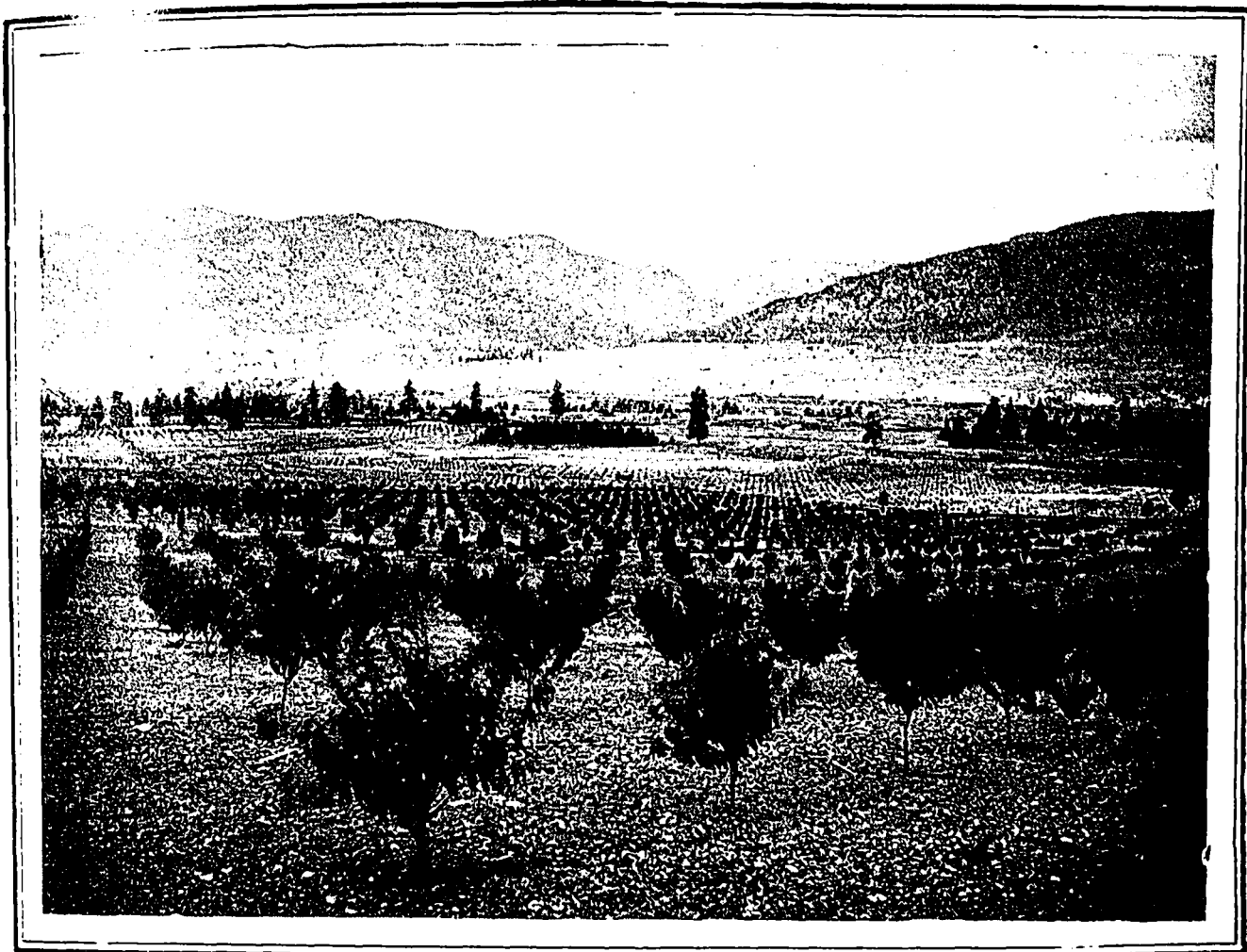
ONE OF OVER FOUR HUNDRED PEAR TREES IN A VICTORIA ORCHARD

...giving into the hands of the many  
...ence to get more than wages out of  
...ed, the opportunity that is calling,  
...out poetry, without song, tillers of the  
...and from everywhere to British Col-  
...and to its money-laden acres.

And the approach of the First Canadian  
National Apple Show, which will be held in  
Vancouver during the week beginning

October 31, draws the atten-  
men in the world who still b-  
in nature to demand of natur  
to give, to the fertile soil of B  
bia, which is able to produce no  
but also nearly every fruit e-  
kind. And this story—the  
fruit industry of British Col  
story that the forthcoming

of those  
enough  
at it has  
Colum-  
y apples-  
by man-  
of the  
—is the  
le show



ORCHARD OF HON. RICHARD McBRIDE, AT PENTICTON

makes timely, a story that will not be written fully until the hundreds of thousands of acres in the province are bearing fruit, until regions which yet have not been touched yield what they have to give to the scientific grower who comes out of the East to develop them.

Figures that bewilder the mind are set down by the experts as representing the fruit-growing possibilities of British Columbia, figures that measured by the Eastern standard seem unbelievable and yet here they are, final and indisputable, bespeaking the opportunities of the Last West—figures that set down the number of acres in British Columbia that are available for orchards at 200,000. Already planted in the province are 125,000 acres, although less than half of these acres are now bearing. The value of the total yield of fruit in the province annually is \$1,500,000.

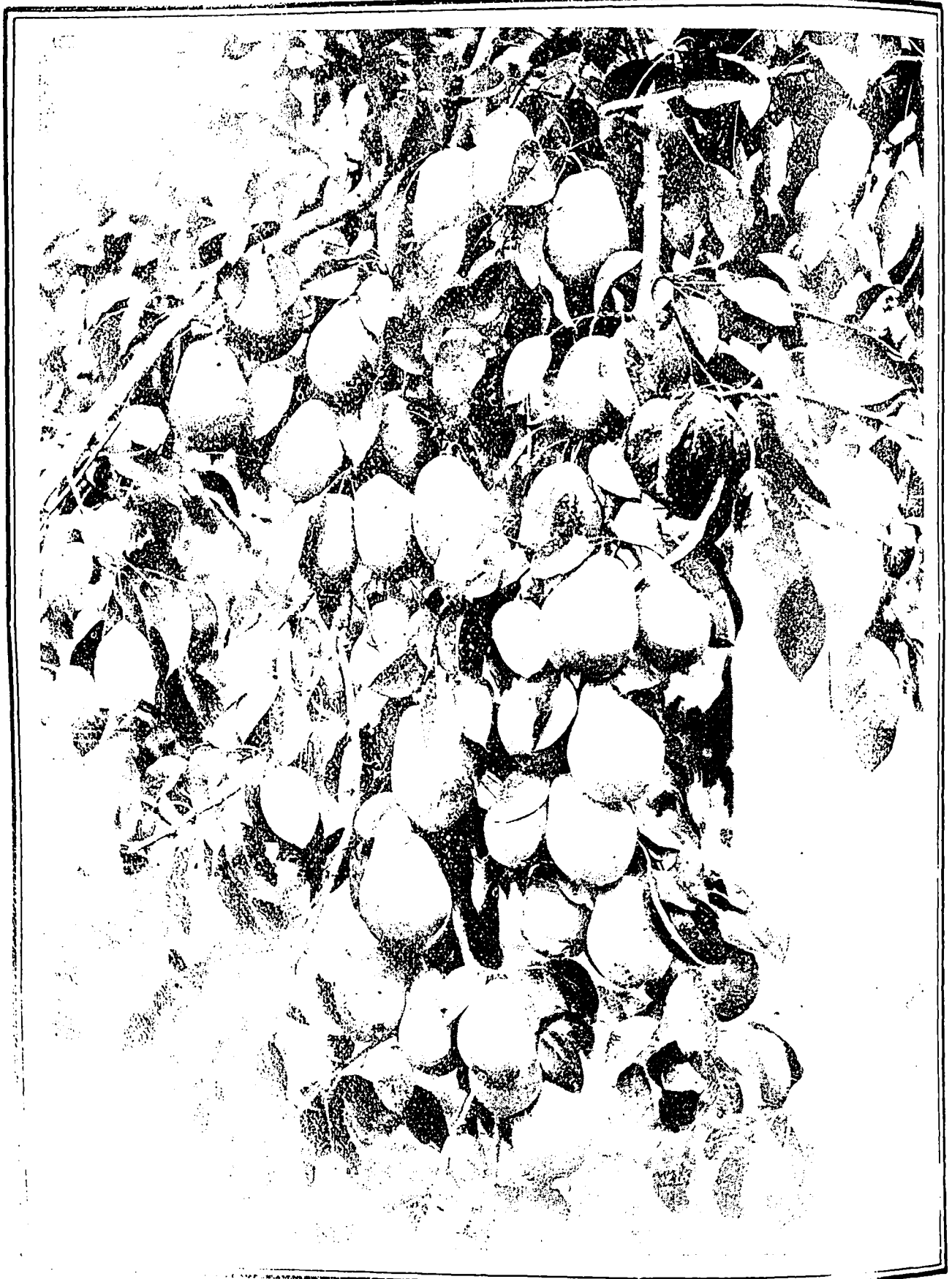
Fruit growing in British Columbia, owing to the diversity in climate, is difficult to grow. There really is no commercial crop—except that grown in tropical climates—that is not produced in the province with the single exception of

cranberries, and these berries at present could be grown on a commercial basis in the marshes, on lands unsuitable for the growing of any other kind of fruit. At the end of last year Maxwell Smith, manager of the First Canadian National Apple Show and acknowledged to be better equipped to describe the fruit industry of the province than any other man, in a carefully written statement outlined the slow growth of the fruit-producing business in British Columbia, and in detail pointed out every step in its progress and indicated the opportunities that the industry offers. He said:

Although it is only sixteen years since the first full carload of fruit was shipped out of British Columbia, progress has been fairly rapid and people are now beginning to realize something of its possibilities as a fruit-growing province. In the season of 1904, the fruit crop of British Columbia was valued at \$600,000 and the area under cultivation estimated at 14,000 acres.

In 1905 the area under fruit had been increased to 20,000 acres, and the total revenue derived therefrom was nearly one million dollars. In the same year something like \$500,000 was expended in the





THE COLUMBIA PEARS ARE UNSURPASSED ANYWHERE

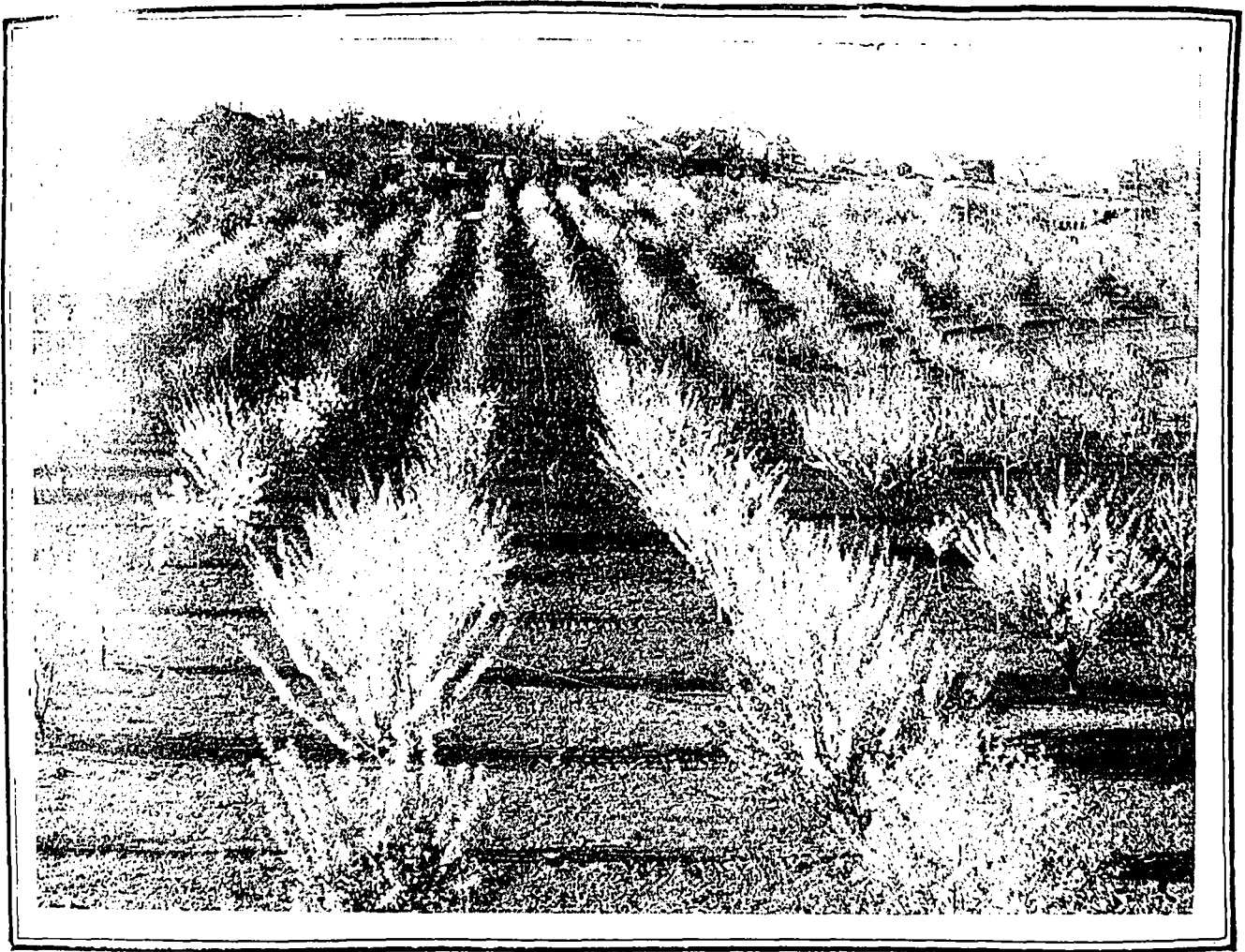
...ent of fruit lands  
 ...ceived for grade  
 ... October 1, 1905, to  
 ... \$1.27 per 40-lb. box,  
 ... The early varieties  
 ... and during the latter  
 ... March as high as \$2  
 ... for strictly No. 1  
 ... The average prices of other  
 ... season of 1905 were: Pears,

\$1.38 per 40-lb. box; prune  
 75 cents per 20-lb. box; peach  
 20-lb. box; strawberries, \$2  
 basket crate; raspberries, \$2  
 basket crate; blackberries, \$  
 basket crate; gooseberries, 5½  
 crab apples, 2½ cents per lb.  
 5½ cents per lb.; currants, 7  
 cherries, 9 cents per lb.

i plums.  
 \$1.15 per  
 per 24  
 per 24  
 per 24  
 s per lb.;  
 tomatoes.  
 s per lb.;

Outside of the quantities

amed in



A TYPICAL BRITISH COLUMBIA ORCHARD IN FULL BLOSSOM

our own cities the chief market for British Columbia fruit is the prairie provinces—a market which will always demand the best that the fruit-grower can produce and in ever-increasing quantities, so that British Columbia need have no fear, no matter how rapidly the industry develops, of an over-production of good, clean commercial varieties. The province is most favorably situated, in being contiguous to the great plains of the middle west, where fruit-growing on a commercial basis is not likely ever to be a success. That territory is sure to increase rapidly in population and the consumption of fruit will be enormous. It is a curious fact that the average family on the prairie consumes more fruit than do those of British Columbia, and it is quite natural, therefore, to expect that as the farmers of Alberta, Saskatchewan and Manitoba succeed, in a comparatively few years, in laying out their lives, they should look to British Columbia, with its congenial climate, magnificent scenery and tremendous undeveloped resources, as a place in which to spend their remaining years.

There is a need for this province to

spend money in trying to induce immigrants from other countries to come here and settle. The best immigration work that British Columbia can do is to develop the fruit-growing industry and to send large quantities of first-class fruit properly grown, harvested, packed and shipped into the great grain country east of the Rocky Mountains. This will judiciously advertise the province and bring our own people here as soon as they become tired of the more rigorous climate of the prairies.

The topography of the country from the standpoint of the fruit-grower may be better understood by a reference to a map showing the fruit belts. The geological formations and climatic conditions render it necessary to divide the fruit-growing area of the province into nine general divisions.

No. 1 might be called the southwestern coast district, which includes the southern half of Vancouver Island, adjacent islands, and what is usually called the lower mainland. Here the production of small fruits may be said to be more successful, and consequently more profitable, than that of the tree fruits. Nevertheless, there are a number of very excellent varieties of apples,



CHERRY BLOSSOMS IN THE PRIDHAM ORCHARD AT KELOWNA, B.C.

pears, plums, prunes and cherries which grow to perfection in this district, besides many different varieties of nuts, and, in certain favored spots, peaches, grapes, melons, strawberries and other tender fruits.

In the greater part of this district the mild climate, the moderate and the excessive wetness of the winter season are very detrimental to the development of fungus diseases, and it is therefore necessary to employ the most systematic spraying and fumigation in the cultivation of the orchards. The system of under-drainage is also one of the most profitable methods of irrigation.

District No. 2 includes the valleys of the Fraser, the Bulkley, north as the fifty-five miles to the Thompson, the Nicola and Bonanza rivers. There are practically no difficulties to contend with in the application of water to irrigate the fields, and, requiring serious consideration, as well as an abundant supply of water in the "dry belt" it is impossible to be sure of a crop every year. The prospective fruit grower, however, does not have to contend with the heavy frosts along

these rivers that have to be encountered on the coast. The fruits grown are of the very highest quality and include all the varieties mentioned in connection with district No. 1. One of the largest vineyards in the province is located near the junction of the Fraser and Thompson rivers.

District No. 3 may be briefly described as the valleys of the Similkameen and its tributaries, portions of which are perhaps the most tropical of any part of British Columbia, and most favorable conditions for the cultivation of grapes, peaches and other delicate fruits, wherever sufficient water for irrigation purposes is available.

No. 4 includes the districts of the surrounding Lakes and Adams, Shuswap and Malahat. Here the valley of the Spallumchee the natural rainfall is sufficient did apples, pears, plums and berries are successfully grown. The conditions in this district resemble very much those of Southern Ontario, and a fruit grower with fixed ideas from the latter province might be more successful in this district than he would on its coast. The timber is, generally speaking, light and the land rich.



FROM A PHOTOGRAPH MADE IN EDGAR FLEMING'S ORCHARD, VICTORIA, B.C.

No. 5 is the great Okanagan valley, stretching from Larkin southward to the international boundary. The vicinity of Kelowna in this valley contains the largest area of fruit lands of any one place in the province. Peaches are now being shipped in large quantities from the Okanagan, and all other northern fruits are successfully grown by the irrigation system. Improved modern methods are in general use by the fruit-growers in this district and the industry is perhaps more advanced than in any other part of British Columbia.

No. 6 is usually called the Boundary or Kettle country, and although the smallest of the districts named, the quality of the fruit is excellent and the climatic conditions are such that can be desired. Where a sufficient water supply is obtainable, there is no trouble in producing fruit of the highest quality.

No. 7 is the West Kootenay, an enormous fruit-growing district, where only a little progress has been made on the southern portion, but the possibilities are sufficient to indicate the possible superior quality of the fruit which can be raised along those lakes and streams in the neighborhood of Nelson

and Kaslo has accomplished wonders in the past few years, but the shores of the Arrow lakes are practically untouched by the hand of the fruit-grower, and the valley of the Columbia, from the Big Bend south to Arrowhead, affords opportunities little dreamed of by many of those in search of fruit lands. In the greater part of this district, irrigation is only necessary in the very dry seasons.

District No. 8 is the country known as East Kootenay and is separated from No. 7 by a range of mountains. It is traversed by the Upper Kootenay River from the fifty-first degree of north latitude southward to the international boundary, and from Columbia and Windermere Lakes northward by the Upper Columbia River, to the Big Bend. In the southern portion of this district there are immense stretches of thinly-wooded lands suitable for fruit-growing purposes, and the valley of the Upper Columbia has many choice locations for the enterprising fruit-grower. The lack of transportation facilities is a great hindrance to the development of the fruit lands of the Upper Columbia.



PEAR TREE—THE FIRST YEAR OF BEARING



SIZE AND QUALITY ARE COMBINED IN BRITISH COLUMBIA APPLES. THESE ARE FROM HAROLD FLEMING'S ORCHARD AT VICTORIA

District No. 9 comprises the vast coast region including the Queen Charlotte Islands, and the northern half of Vancouver island, from Jervis inlet to Portland canal. There is little known of its capabilities as yet, but undoubtedly it has a few surprises in store for the future. Though in small quantities as yet, apples, peaches and grapes have been successfully grown on the Skeena river. The first apple trees were planted at Hazelton in the spring of 1901 and fruited in the fall of 1904.

At a considerable distance inland from the coast there are numerous valleys and basins, which are well adapted to growing many of the hardier varieties, though in number not so great as those suitable for the coast named district.

Notwithstanding the conditions and characteristics which may be in a general way characteristic of the large districts mentioned, there are always peculiarities of soil and climate, soil moisture, wind currents, etc., which must be given consideration and intelligently utilized by the individual settler when choosing varieties to plant or deciding on the method of cultivation.

The supply of water from mountain

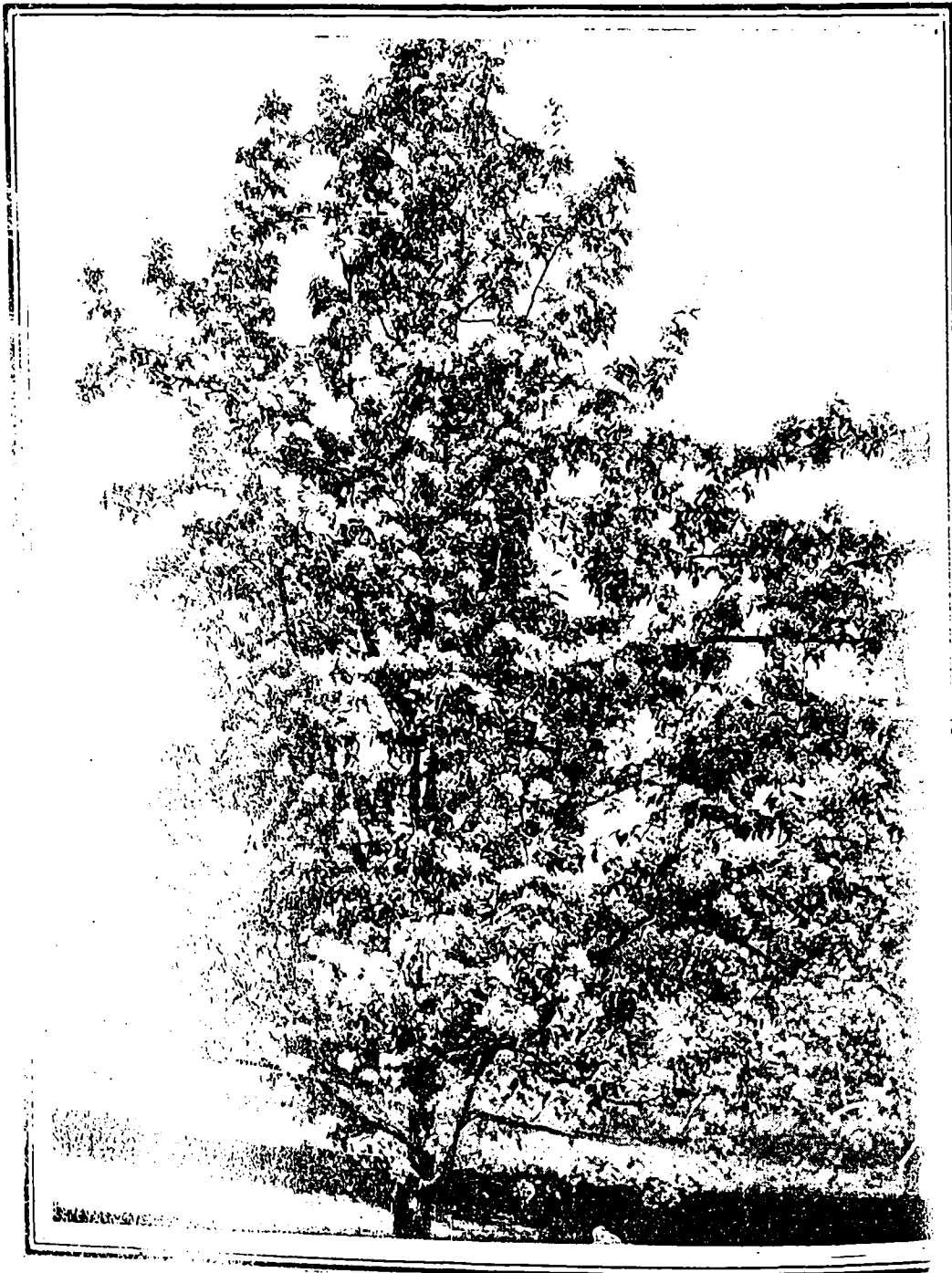
streams for irrigation purposes is limited should always be borne in mind, and in those portions of the province where irrigation is necessary the prospective settler or investor should be exceedingly careful that a proper supply of water is obtainable, and that he secure a legal right to use it when purchasing fruit lands. There are many of the so-called dry districts where the soil moisture, with proper cultivation, is quite sufficient to produce a full crop in an ordinary year, but there comes periodically the extraordinary year when, without an artificial supply of water at the critical time, the whole crop may be lost. In the arid districts it should be seen to that the right to a sufficient supply of irrigation water is obtained, whether it is needed every year or not.

There are immense fertile tablelands along the Thompson, Columbia, Kootenay and Similkameen rivers and the Kamloops, Okanagan, Upper and Lower Arrow and Kootenay lakes, which cannot be irrigated from the available mountain streams, but it may safely be predicted that some day in the not distant future a genius will arise who will invent a comparatively cheap method of pumping the water from these large reservoirs up to the higher levels. And

who then will venture to estimate the quantity of rare and luscious fruit which this province may be capable of producing, or the gratitude that future generations will lavish on the memory of the man who shall make the cultivation of these beautiful plateaus possible? Then will the glittering Okanagan lake become a magnificent water highway through the midst of densely populated stretches of orchard lands. On either shore will be one continuous line of superb villa homes, and all up and down those scenic galleries of luxurious gardens

will dwell the kings and queens of husbandry in the happy performance of the first duties allotted to mankind.

By establishing high standards and the practice of high ideals, both in the quality of their products and business methods, the fruit-growers of British Columbia should have a large share in building up the commercial character of the province which, like the golden beams of the summer twilight, shall shed its benign influence eastward over the great Dominion of Canada."



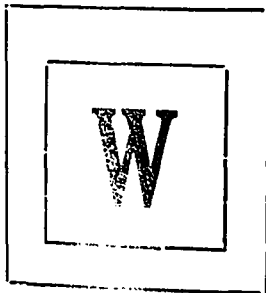
A PLUM TREE IN BLOOM IN ROCKSIDE ORCHARD (R. M. PALMER'S)  
ON VANCOUVER ISLAND



# Fruit Growing in the Okanagan

ONE OF THE MOST PRODUCTIVE FRUIT BELTS IN THE WORLD;  
ITS DEVELOPMENT; ITS OPPORTUNITIES

By W. J. Clement



WHEN a person has resided in the north-western provinces for a sufficient number of years to gain a competency, he instinctively turns his attention to a country where

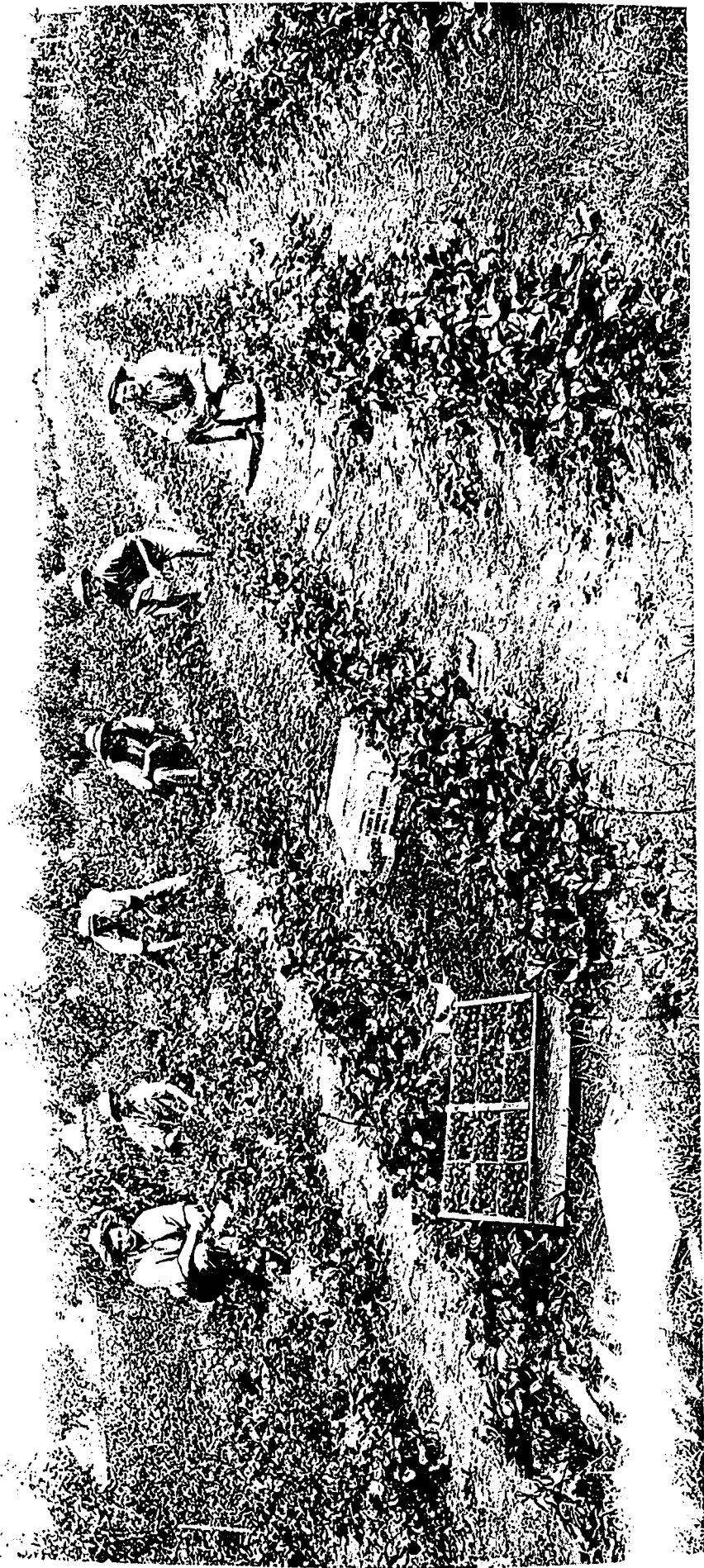
the winters are less severe and where the general conditions of life are more congenial. The less strenuous than in the broad wheat fields that stretch from Winnipeg to the Rockies. The country sought, in addition to a milder climate, must provide a sufficient field for the exercise of his energies. The average man from Manitoba, Saskatchewan or Alberta cannot content himself to remain idle for any considerable length of time. Society, churches, educational facilities and the modern conveniences of life, which can be found only in a settled community, prove important factors. Formerly the farmer or business man on the prairies, or to his former home in the eastern states, or to the milder climated union to which to retire and spend his remaining years, or to place his

family in more congenial surroundings. This, however, has changed. British Columbia, a province of the great Dominion and under the flag of Britain, has been opened up and is offering inducements in the way of business and climatic conditions second to none. The Canadian, first of all an agriculturist, instinctively turns to the soil, and of all branches of farming that of raising fruit most strongly appeals to him. British Columbia, the only western province which can successfully grow fruit, is the logical point of attraction, and yearly into its fertile valleys comes a stream of moral, intelligent and enterprising citizens who are rapidly transforming it into the garden of the Dominion of Canada.

The substance contained in this article has been gained by over ten years' residence in the Okanagan valley, and no attempt is made to exaggerate or misrepresent the situation in the least degree. The writer would rather err on the side of conservatism than on that of over-stating the facts.

The Okanagan valley (or rather, valleys) lies in the south-central portion of British Columbia. It extends from the





PICKING STRAWBERRIES IN BRITISH COLUMBIA

height of land midway between Armstrong and Vernon, southward along Okanagan lake, Frog lake, Vaseaux lake, Okanagan river and Osoyoos lake for a distance of about one hundred and twenty miles on the Canadian side of the international boundary line, and thence along Okanagan river to the junction of that stream with the Columbia river in the state of Washington. The whole country lies in the irrigation belt.

There are three essentials to successful fruit growing—climate, soil and water—and these have met in the Okanagan valley to produce the most ideal conditions for the growing to perfection of every class of fruit from the apple to the peach, apricot and grape.

The climate is dry, the total rainfall varying from twelve to fourteen inches for the entire year. The chief rainfall is in early spring and about the month of November, only occasional light showers falling during the summer months. The snowfall varies. At Vernon from one to two feet may lie on the ground for a short time, and from two to three months of sleighing may be expected. At Kelowna the fall does not often exceed eight or ten inches near the lake, and sleighing, except farther back in the valley, is regarded as a luxury. The fall decreases toward the south until at Penticton, Kaleden, Okanagan Falls and Fairview only three or four inches may be expected at any one time, and there is practically no sleighing. Winter usually begins about the first of December, and spring opens early in March. The fruit trees usually bloom about the first of April. The cold spell of winter may be looked for about the last of January or first of February, when the mercury will probably on one or two nights drop below zero, but in the northern portions from three to ten degrees, and in the southern Okanagan lake from one to five degrees below zero. Lower temperatures have been recorded in 1909, when a temperature of from ten to fifteen degrees below zero was recorded at points along the lake, but that was an exceptionally cold winter, not only for the Okanagan valley, but for all northern America. There have also been exceptional winters when the thermometer did not reach the zero point. Okana-

gan lake does not freeze over, except on rare occasions at the very southern end, where slush from falling snow drifts in from the north, and where the water is comparatively shallow. There are, however, invariably a few days', and not infrequently a few weeks' skating for the young people on the ponds, and ice from six inches to a foot thick can also be obtained for storage. The writer has never, except on one occasion, seen the thermometer register zero during the daytime.

In summer the days are cloudless and warm, while the nights are always cool. The general temperature during the daytime in summer runs from seventy-five to eighty-five Fahrenheit during the heat of the day, which is usually from one to five o'clock p.m., but on a few occasions during July and August the mercury will pass the ninety mark. During the summer before last the highest temperature reached was 97 Fahrenheit, and during the past summer 94 Fahrenheit. The dryness of the atmosphere and the breezes from the lakes and hills prevent the temperature, even at its highest, proving oppressive.

Winds are not unknown in the Okanagan, but storms such as prevail in the prairie provinces are totally absent. Such winds, or rather breezes, as there are, merely serve to purify the air, modify the heat of summer, and toughen the fibre of the fruit trees.

The moderate character of the Okanagan climate is due first of all to the presence of Okanagan lake, a body of water eighty miles long and from three to five miles wide. This lake is very deep and its waters absorb an immense amount of heat in summer to be gradually given off in fall and winter. It thus serves as a check to fall frosts and modifies the cold of winter. Okanagan lake is less than twelve hundred feet above sea-level, giving the valley an altitude low in comparison with other sections of the interior of the province and a corresponding advantage in climate. Added to this, the winds usually blow from the south during the winter months.

The soil of the Okanagan varies from a rich alluvial deposit in the lower flats to a deep volcanic ash, or a sandy loam, on the slopes and benches. At some points the soil is gravelly and even stony. Which is the best class of soil depends upon the kind



A BRITISH COLUMBIA ORCHARD IN BLOOM

of trees to be grown. Generally speaking, the bench lands are preferred, but this is not necessarily the case. If the bottom, or valley, lands have sufficient drainage, so that the roots of the trees will not penetrate to the water table, all kinds of trees do equally as well there as upon the benches, but if the roots reach water, the trees have been found to be short-lived. Pears have been found to grow on lower land to better advantage than apples, and cherries thrive in a gravelly soil. Between the sandy loam and volcanic ash there is little choice, and peaches, apricots, apples, plums and prunes do equally well. Many of the best orchards in the district have been planted upon very stony ground. After the stones have been removed from the surface, the ground ploughed and again picked, large holes are dug and the trees planted, with good soil filled in around them. Water, sunshine and cultivation do the rest.

A country where rain falls during the growing season has an advantage in the production of some kinds of crops, but this cannot be said with regard to fruit culture. Warm, bright sunshine is essential to the production of the best quality of fruit. Fruit ripened in a cool, cloudy atmosphere lacks both the flavor and coloring essential to a high-class article, a fruit that will bring the highest prices in the best markets. In the Okanagan the sun shines unobstructedly during practically the whole of June, July and August, the season during which the fruit is maturing. The numerous fine mountain streams are made to serve the purpose of rain, and possess the important advantage that they can be drawn upon just when required. Large

irrigation systems have been constructed at great cost in every portion of the district, and within a few years every portion of the country for which water is available will be placed under irrigation. It has been found necessary to go back into the mountains and construct reservoirs near the heads of the various streams in order to conserve the water from the melting snows of spring. These are drawn upon in the latter part of the summer when the streams themselves fail in their supply.

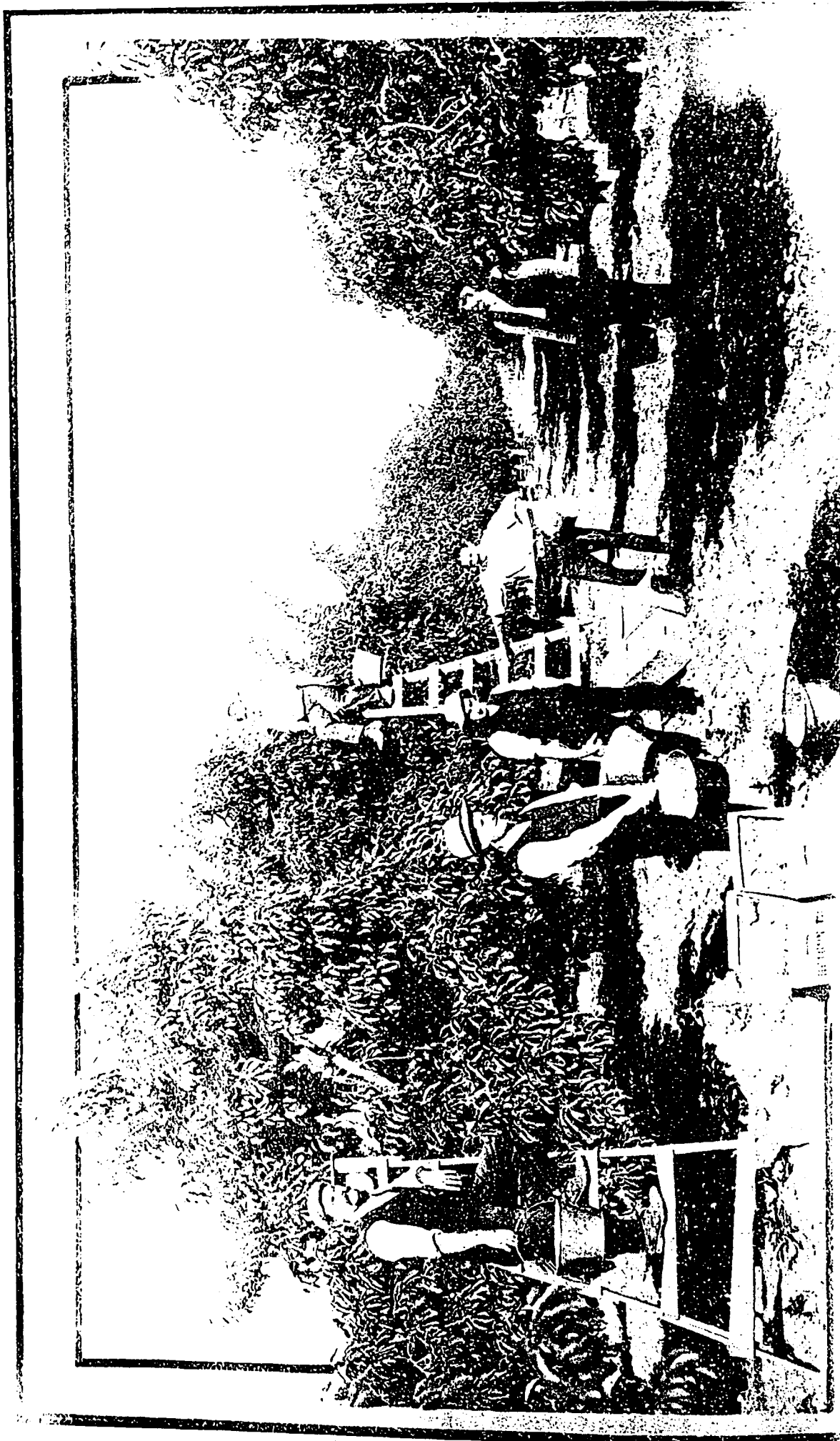
It has been found that after an orchard has become well rooted, two or three irrigations during the season are all that is required, provided the land is kept well cultivated, as the cultivation conserves the moisture; but younger orchards require more water, as the roots lie nearer the surface.

In some instances land lying at the base of a high mountain is naturally irrigated by seepage from the mountain and may require little or no irrigation. The higher benches are invariably more moist than those lower down and require a correspondingly less application of water.

The companies operating the irrigation systems charge from twenty-five to thirty dollars for supplying water to a ten-acre lot for a season.

The cost of unimproved irrigated fruit lands in the Okanagan varies from \$125 to \$300 an acre, according to quality and location. A four-year-old orchard in bearing might be bought at from \$500 to \$900 per acre, while \$1,000 per acre would be considered a fair price for an orchard in full bearing. The writer has known \$10,000 to be refused for a ten-acre orchard only part of which was in bearing.

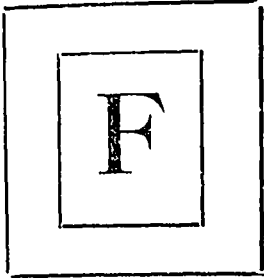




# Fruit Growing in the Okanagan

## PART II

THE STORY OF THE PLANTING OF AN ORCHARD; THE VARIETIES, CULTIVATION, SPRAYING AND PRUNING; GROWTH AND TIME OF BEARING; COST OF STARTING AN ORCHARD; THE RETURNS



**F**RUIT lands in the Okanagan being usually free from timber and as mellow as a stubble field, practically all that is required is to plow them up and plant the

trees. If a purely peach or apricot orchard is planted out, the trees are placed from twenty to twenty-five feet apart each way, while apples and other fruits are planted from twenty-five to thirty-six feet apart. A plan often adopted is to place rows of peach trees between the rows of apple or other trees. The peaches come into bearing earlier than the others, and the purpose of the grower is to cut them out as soon as the other trees get large enough to require all the space. This plan, however, is not recommended by experts, as it is found that the grower usually hates to cut out bearing peach trees, and the orchard suffers from over crowding in consequence. Eighty apple, plum or cherry trees, or one hundred peach or apricot trees are about as many as should be planted to an acre. One-year-old trees have been found to grow better and give much better results than when two or three-year-old trees are planted, and they cost less. A great deal of planting is done in both fall and spring, but at the end of the first season's growth, those planted in the fall invariably look fifty per cent. better than those put out in the spring, the reason being that the trees have been transplanted when dormant and have had the winter months to get set to the ground. They are ready to start in and grow as soon as spring opens, while those removed in spring have been disturbed and are not in a condition to take advantage of the spring moisture in the earth.

Only a hint or two can be given as regards the best varieties of fruits to plant. All of the best fancy priced fruits have

been found to come to perfection in this favored valley. The prospective grower should study carefully the conditions of the particular section which he has chosen. He should make his orchard conform as nearly as possible to that of his neighbors. That is, an entire district should confine itself to the classes of fruit in which it excels, otherwise the grower will find himself greatly handicapped when he comes to market his fruit. Should he find himself with a few cases of one variety and a few cases of another, while his neighbors have still different varieties, it will be found next to impossible to ship a straight carload of any one kind, much to the dissatisfaction of the dealer who wishes as much as possible to buy and ship in straight car lots. This has been found to work to some disadvantage in the Okanagan, the industry being practically in its infancy and the only way to ascertain the most suitable varieties being by experience. However this difficulty is gradually being eliminated.

Among apples which have been found to give exceptionally good results might be mentioned the Jonathan, King, Spitzenberg, Yellow Newtown Pippin, Northern Spy, Red Astrachan, Wealthy and Duchess. Then there are to be considered the most profitable varieties of peaches. The Early Alexander is the first peach to ripen and has an advantage in that respect, but the quality is inferior. Among high priced cherries, the Bing and Royal Ann probably take first place, as do the Black Hamburg, Concord and Niagara among grapes. Italian prunes are among the heaviest croppers and most profitable fruit. Many other varieties in addition to those mentioned are grown successfully in the favored Okanagan, but those serve as examples of the varieties receiving most attention.

The question of labor is an important one to the fruit grower and care is usually

exercised to plant such fruits and varieties as ripen in consecutive order. By this means the orchardist with little help can pick the fruit of an orchard that would require many hands should the orchard be of one variety or of varieties that ripen at the same time. In many cases the entire picking is done by the grower and his family, and thus the expense of labor eliminated entirely.

The custom of heading the trees low is almost universally practised in the district under discussion. That is, the trees are induced to begin branching at a distance of from eighteen to twenty-four inches above the ground and to spread rather than to run up. It is found that by this means a sturdier and stronger tree is obtained. More trees can be planted to the acre, and, best of all, the labor of picking the fruit is reduced to a minimum, as a good percentage can be gathered while standing upon the ground.

In no section of Canada, so far as the writer is aware, is such care exercised or such intelligent skill shown as in this portion of British Columbia in an endeavor to bring to perfection the art of fruit growing.

In some instances, for the first two years after the orchard is planted, vegetables are grown between the rows of trees, but after that the ground is kept continually cultivated. Many practise clean cultivation from the beginning. This conserves the moisture, rendering less irrigation necessary and preventing weeds sapping the nutriment from the soil. Since the severe winter of 1909, when the orchards in the section where little snow falls suffered to some extent, the growers have introduced the practise of planting a cover crop. Rye or vetch, or some other quick growing crop is sown in the orchard in the fall. This grows up and forms a covering for the ground in winter. In the early spring it is ploughed down and serves to fertilize the soil.

There are no serious fruit pests in the Okanagan, and the few there are, such as Aphis, are easily kept in check by spraying, which is never neglected by the grower. Codlin Moth and San Jose Scale, so prevalent in California and Washington, are unknown. The cause is perhaps attributed to two reasons: the dryness of the atmosphere and the rigid inspection of all

imported nursery stock at the ports of entry by the government authorities.

Pruning is carefully attended to and symmetry marks the trees and orchards throughout. With clean cultivation, proper spraying and pruning, and the absence of all fungus growths, the trees are strong, clean and healthy, and in a condition to bear fruit fit for the table of the Prime Minister, and this they do to a perfection attained in few, if any, other places in the Dominion.

The growth of young orchard trees under the conditions outlined is marvelous, from six to eight feet of growth being common for a single season, while bearing orchards show a growth of from two to four feet each season. Peach trees usually bear a little by the third season after planting and apples by the fourth, but what could be regarded as a crop cannot be looked for before the fourth and fifth years respectively, by which times the formerly sterile lands have become veritable forests of green.

The outlay necessary for the purchasing of a fruit lot, the planting of an orchard thereon and the caring for it until it comes into bearing depends largely upon local conditions, but an approximate idea may be obtained from figures compiled by the Vernon and Kelowna Boards of Trade, both of which are here given.

(VERNON BOARD OF TRADE)

Ten acres cleared land at \$250 an acre .....	\$2,500
Fencing .....	100
Cost of setting out trees, cultivating, spraying, etc., for first year.....	500
Cost of cultivation, etc., after first year (\$250 per year for four years) .....	1,000
<b>Total .....</b>	<b>\$4,100</b>

A very conservative estimate of the value of a five-year-old ten-acre orchard is \$6,000.

(KELOWNA BOARD OF TRADE.)

Cost of ten acres .....	\$1,500
Fencing .....	100
Preparing land .....	50
500 apple trees.....	125
Setting out .....	25
Cultivation, spraying, pruning, etc. for five years .....	700
<b>Total Cost .....</b>	<b>\$2,500</b>

The discrepancy between the figures given by the two boards arises chiefly from the estimated cost of the land and the cost of caring for the orchards. As already stated the price of land varies in different localities, that lying close to a town being more valuable than that lying farther back. The estimate given by the Kelowna board should be fairly accurate for land now for sale within five or six miles of the city, but the estimated cost of caring for the orchard may be a little low. However, this latter depends upon who takes the contract for doing the work. On the other hand the writer believes the estimated value of a ten-acre five-year-old bearing orchard to be altogether too low when placed at \$6,000.

Again quoting the Kelowna Board of Trade:

1 acre of tomatoes sold for . . . . .	\$1,000
1/2 acre of strawberries sold for . . . . .	626
10 acres of peaches from four-year-old trees sold for \$300 per acre on trees . . . . .	3,000
1 1/2 acres prunes yielding 25 tons, sold for . . . . .	1,125
19 acres mixed orchard produced fruit worth . . . . .	9,000

And the Vernon Board of Trade:

Two hundred and twenty-seven dollars worth of fruit from 20 six-year-old pear trees, equal to over \$1,000 per acre.

One hundred and twenty-five crates of raspberries from one acre sold for \$375.

One thousand four hundred and fifty-three crates cherries from two hundred and thirty-three trees equals over \$800 per acre.

Eleven acres of apples in 1909 returned \$10,000.

One of the chief fruit growers of Peachland writes as follows:

"Peaches at three years and apples at four years (that is in their fourth and fifth years respectively) yield from four to eight crates each, which bring on an average \$1 per crate. The yield, of course, increased during the following years. Generally forty per cent. profit may be reckoned on every crop. The prices this year are good. We expect to dispose of our apples at about three cents per pound. If we had a good price for the winter varieties as they ripen. We have varieties which net us \$2.50 to \$3.00 in March. Peaches, prunes and

plums bring about the same price, \$1.00 per 20-pound crate."

Although the writer has known of cases of phenomenal returns from the softer kinds of fruits, for example one-half acre of peach trees yielding eight hundred dollars worth of fruit in a season, and one large cherry tree two hundred dollars worth, he is of opinion that, generally speaking, apples, especially the winter varieties, are the most profitable. They are harder, keep longer and pack and ship better. On account of their keeping qualities they do not spoil on the trees and can thus be handled to better advantage and at less expense than most other fruits.

Mr. Alex Stewart, of Summerland, from twenty trees, three years old, sold last year \$100 worth of Spitzenberg apples, thus averaging \$5.00 per tree. The best varieties of apples in the states of Washington and Oregon bring from \$2.50 to \$4.00 per forty-pound box. The Wenatchee and Hood River valleys are world famous for their apples, and always secure fancy prices for their product. The Okanagan valley in soil and climatic conditions is similar to those valleys, and can grow the same varieties of apples with equal, if not superior success, as has been shown in open competition with their product. Surely then, the outlook for the Okanagan apple grower is the brightest. All that is required is specializing in the growing of a few first class varieties and being able to supply large quantities when and where required. The quality of the fruit will insure a ready market for all that can be grown.

According to the statement of Commissioner of Markets, Metcalfe, only fifteen per cent. of the fruit consumed in the prairie provinces is grown in British Columbia. This is not because fruit from Eastern Canada and the Western States is preferred but because British Columbia cannot supply the demand. Alberta, Saskatchewan and Manitoba, and especially the two former, are the natural market for the fruit grown in this province. With a present population of 1,250,000 and the millions more that will be added within the next decade or two, it will be utterly impossible for British Columbia fruit growers to keep pace with the demand.

A splendid market is also opening up for our high grade apples in Great Britain and other parts of Europe, where shipments



have been made for the past three or four years. Our only difficulty as regards these markets is, that as yet we have not any great quantity to offer. Those markets will take train loads just as soon as we can supply them, and the prices obtained will be in keeping with the high quality of the fruit. Trial shipments have been made to China and Japan with gratifying results, and shipments have been going forward to Australia and New Zealand when their home grown product is off the market, and the returns have been very satisfactory.

To the foregoing markets may be added that of our own Coast cities, which will be supplied largely by fruit from the Okanagan as soon as transportation facilities have been improved. At present the greater portion of the peaches consumed in Vancouver come from the Western States. During the last week in August retail dealers were selling two peaches for five cents, and, in some cases, three for ten cents, yet those peaches were in every way inferior to the Okanagan product. One week later the same fruit was offered the Vancouver consumer at seventy-five cents per crate.

What was the cause of the sudden slump in prices and why did not the Okanagan peach grower take advantage of the earlier market? The answer is that peaches ripen in California and Oregon from two to three weeks earlier than in British Columbia and are thus able to reach our coast cities before the Okanagan grower has begun to pick his fruit. Just at the time the first Okanagan peaches are coming in, the California and Oregon crop is all ripe and must be disposed of at once. The result is that the fruit is shipped in from those states and sold for whatever it will bring. As a consequence little of the Okanagan peach crop finds its way to the Pacific coast but is disposed of in the Northwest at good prices. This disadvantage met with in the coast market will in a measure be overcome when more direct lines of communication than exist at present have been established and the superior merits of the home product have become fully known.

Most of the Okanagan fruit is handled by local wholesale houses or commission exchanges. The Okanagan Fruit exchange has branches at Vernon, Peachland, Summerland and Penticton, and buys and sells fruit on commission, as does also the Farmers' exchange at Kelowna. Stirling &

Pitcairn, the oldest fruit dealing firm in the district, with head office at Kelowna, and branch offices at Penticton, buy the fruit outright from the growers and do a large share of the business of the valley. Added to these there are a considerable number of smaller firms in the business, and many of the growers pack and ship their own fruit to their own private customers.

There are three fruit canneries in the valley, namely, at Kelowna, Peachland and Summerland.

At present all the fruit leaves the Okanagan by the Sicamous and Okanagan railway, a branch line of the Canadian Pacific railway, connection with which is made by three steamers of the same company which call at all lake points. Cars are conveyed on scows and run in on slips at Kelowna and Summerland, where they can be loaded direct, thus obviating the necessity of again handling the fruit from the boat to cars at Okanagan landing. It is the intention of the company to extend this system of transportation to Peachland and Penticton at an early date. A special refrigerator car service has been established this season in order to insure the fruit reaching its markets in goods condition. The Dominion government has dredged out Okanagan river between Okanagan and Dog lakes, the C. P. R. have built a fourth boat, a stern wheeler, which runs as far south as Kaleden and Okanagan Falls, and thus transportation has been afforded to a large additional section of the country.

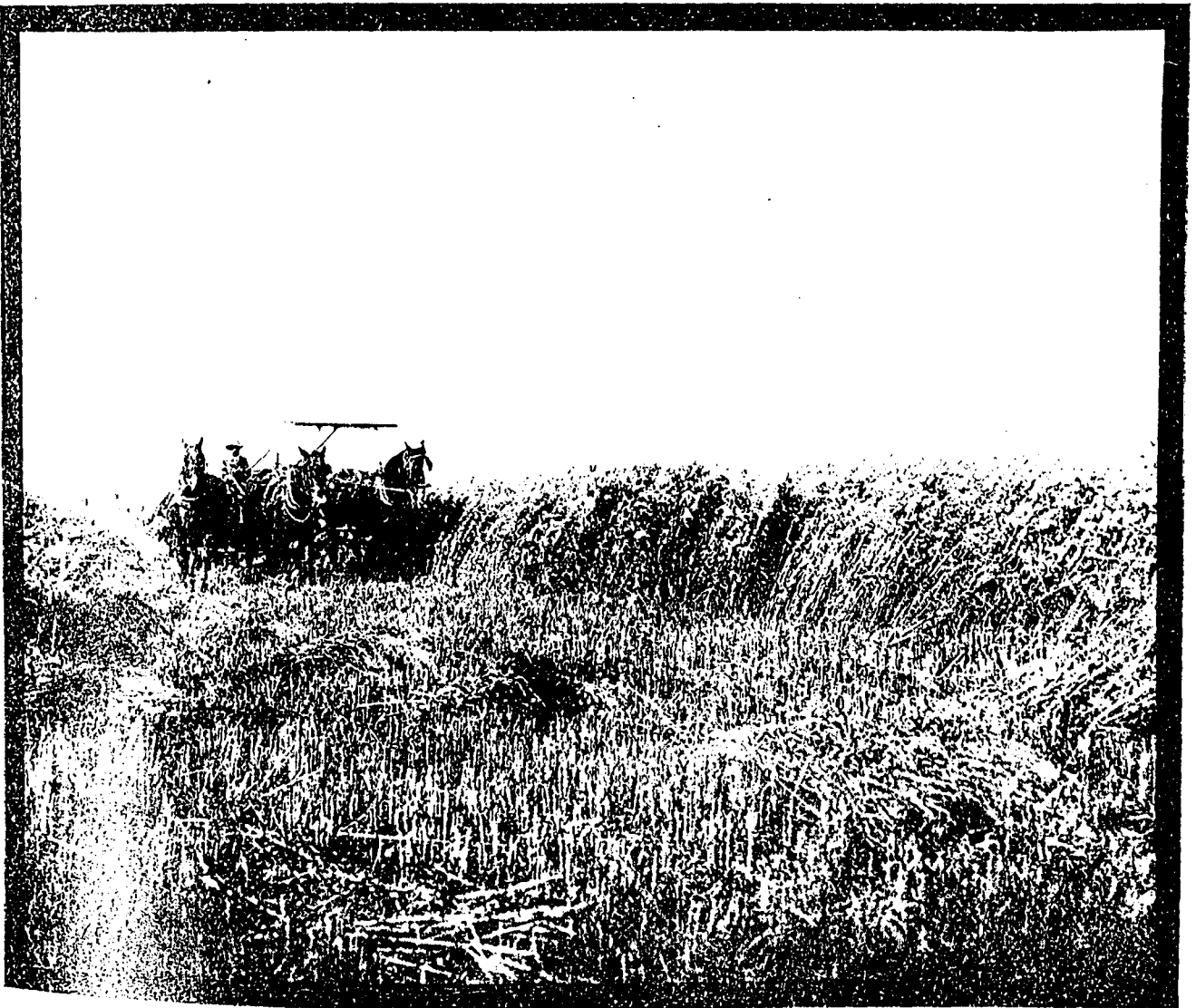
The valley is to have at least two additional lines of railway. The Kettle Valley railway is now under construction from the C. P. R. terminus at Midway to Penticton at the southern extremity of Okanagan lake and thence on to join with the same company's line at Merritt, in the Nicola valley. This will reduce the distance both to the coast and the northwest by about two hundred miles. The Great Northern railway during the past summer completed their survey of a branch line from Oroville to Penticton. The construction of this branch, when the company have completed their line over the Hope mountains, will give the entire Okanagan a competing line both east and west. It has also been announced that the Canadian Northern railway company purpose

building a branch from Kamloops to Okanagan lake near Vernon after they have completed the construction of their main line across the province. It will thus be seen that the problem of transportation is to be fully solved in the near future for this important section of the province.

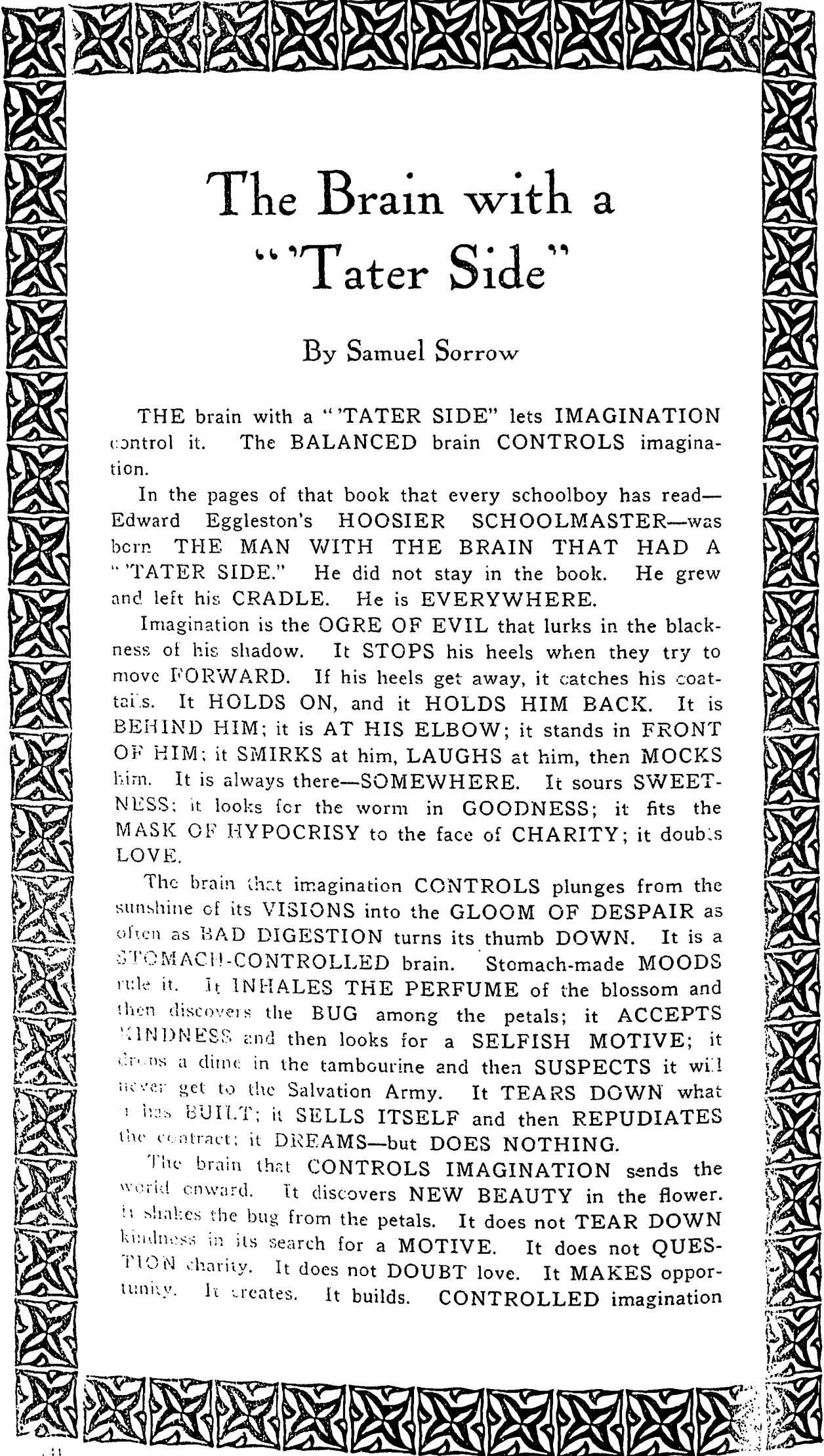
There are local nurseries established at Vernon, Kelowna and Penticton, but these cannot supply a tithe of the nursery stock required for the ever-increasing acreage that is being planted to orchard each year.

Here is a splendid field for capital, as the orchardist naturally prefers clean home-grown stock to the questionable imported product.

The Okanagan is not one wide open valley, but a number of valleys, all tending towards Okanagan lake, but forming, as it were, little kingdoms by themselves with benches rising into timbered mountains from 1,500 to 2,000 feet above the valleys on three or four sides.



**T**HE Fraser river valley rapidly is becoming known as one of the productive agricultural belts of British Columbia. This photograph was taken last week within a few miles of Vancouver.



# The Brain with a “Tater Side”

By Samuel Sorrow

THE brain with a “TATER SIDE” lets IMAGINATION control it. The BALANCED brain CONTROLS imagination.

In the pages of that book that every schoolboy has read—Edward Eggleston’s HOOSIER SCHOOLMASTER—was born THE MAN WITH THE BRAIN THAT HAD A “TATER SIDE.” He did not stay in the book. He grew and left his CRADLE. He is EVERYWHERE.

Imagination is the OGRE OF EVIL that lurks in the blackness of his shadow. It STOPS his heels when they try to move FORWARD. If his heels get away, it catches his coat-tails. It HOLDS ON, and it HOLDS HIM BACK. It is BEHIND HIM; it is AT HIS ELBOW; it stands in FRONT OF HIM; it SMIRKS at him, LAUGHS at him, then MOCKS him. It is always there—SOMEWHERE. It sours SWEETNESS; it looks for the worm in GOODNESS; it fits the MASK OF HYPOCRISY to the face of CHARITY; it doubts LOVE.

The brain that imagination CONTROLS plunges from the sunshine of its VISIONS into the GLOOM OF DESPAIR as often as BAD DIGESTION turns its thumb DOWN. It is a STOMACH-CONTROLLED brain. Stomach-made MOODS rule it. It INHALES THE PERFUME of the blossom and then discovers the BUG among the petals; it ACCEPTS KINDNESS and then looks for a SELFISH MOTIVE; it drops a dime in the tambourine and then SUSPECTS it will never get to the Salvation Army. It TEARS DOWN what it has BUILT; it SELLS ITSELF and then REPUDIATES the contract; it DREAMS—but DOES NOTHING.

The brain that CONTROLS IMAGINATION sends the world onward. It discovers NEW BEAUTY in the flower. It shakes the bug from the petals. It does not TEAR DOWN kindness in its search for a MOTIVE. It does not QUESTION charity. It does not DOUBT love. It MAKES opportunity. It creates. It builds. CONTROLLED imagination

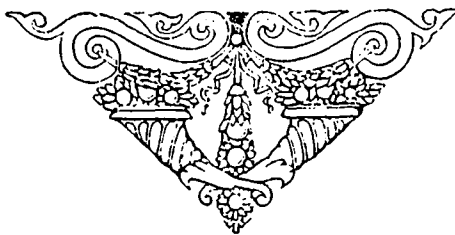
is one of the highest faculties. It is able to rise to some conception of the universe.

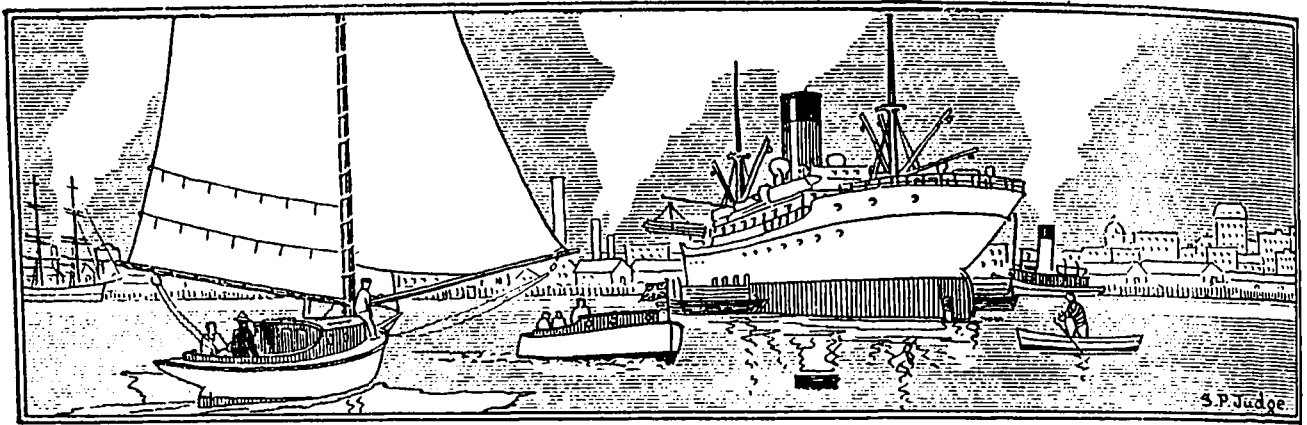
The man with the "TATER-SIDED" BRAIN has an imagination that builds only FANCIES. It furnishes him with FALSEHOODS instead of TRUTHS. It is directed by self-love or suspicion or sensitiveness. It puts snares and pitfalls in his way. It hurts no one so much as himself.

CONTROL YOUR IMAGINATION! Keep HOLD of it! Make it a TOOL of your brain! It is more valuable than your HANDS or your EYES or your EARS. It DIRECTS them; they do what imagination TELLS them to do.

An EDUCATED imagination passes the modern mind through a fire which burns out the old dross and makes room for new ideas. It builds up IDEALS. The man with the CONTROLLED imagination becomes a Newton or a Herschel in astronomy, or a Humboldt in science, or a Cousin in morals, or a Milton in poetry. It was IMAGINATION that taught Fulton how to build THE FIRST STEAMBOAT; that LED Lewis and Clark to the Pacific; that told Field to lay a cable IN THE OCEAN. Imagination gave the world the TELEGRAPH and the TELEPHONE, and gave Marconi CONTROL of the electric currents in the air. It BUILT the CANVAS WINGS that carry the Wright brothers into the sky. It BECKONED Peary to the Pole and it took Stanley and Livingstone into Africa. It is the CLAY with which Edison works.

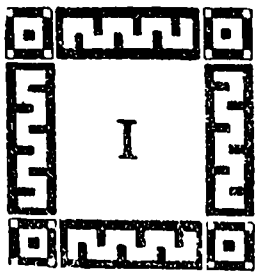
CONTROLLED imagination is a MENTAL ASSET; UNCONTROLLED imagination is a MENTAL LIABILITY. It erects WRONGS; it makes QUARRELS; it questions FRIENDSHIP; it scoffs at SINCERITY; it suspects TRUTH; it maligns DECENCY; it mocks FIDELITY; it throws the cloth of protection over CRIME; it puts a mask on HONESTY; it smiles at RIGHT, grins at MORALITY and laughs at LAW.





# The Industrial Growth of Vancouver—Its Significance

By John K. Martin



It is prophetic — the coming to Vancouver this month of the convention of the Canadian Manufacturers' Association. It indicates the rapid advance that Vancouver has made as an industrial center during the last decade. It points out a certain future; it looks toward an industrial horizon steeped with factory chimneys reaching into the sky. It prophesies the coming of an army of factory workers, bringing families and homes and large pay rolls. It marks out a period in time from which future statisticians will begin to build their great tables of figures; it points to the time when the manufacturers of Canada first began to regard seriously the position of Vancouver in regard to the future industrial development of the Dominion. The delegates to this convention of national importance will go back into the East with a full knowledge of the advantages possessed by the British Columbia metropolis — a knowledge they have not had before.

They will discover that the 200,000 horse-power which is available for indus-

trial use in Vancouver by harnessing the several great water powers of the lower mainland will enable Vancouver manufacturers to compete with the manufacturers of the East by relieving them of the expense of paying the exorbitant western prices for fuel. They will discover that the unequalled shipping facilities possessed by Vancouver through its thoroughly adequate harbor and the position it will enjoy in a few years as the terminal of five trans-continental railroads, will enable the Vancouver manufacturer to ship his products into the Eastern market at a reasonable rate of freight, to the Orient at minimum cost, and through the use of the Panama canal to other parts of the world at a smaller cost than it will be possible for the manufacturers of the interior ever to get, since they will always have to pay freight charges to Vancouver or to Quebec before they can ship out of the country.

It is its proximity to the greatest supply of water power available for the use of any city, with the single exception of Buffalo, N. Y., and its geographical location that led Lord Northcliffe to say that he had never seen a city in which a great future was so clearly written in the present.

Matthew Weed, author of the "New Industrialism," made the same discovery when he was in Vancouver that all of the delegates to the September convention will make. He said, in a recent contribution to *Man-to-Man*: "It is power that will meet the great need of the last great West. It is this wizard—power—that has contributed so wonderfully to the rapid upbuilding of Canada, that is contributing more wonderfully now to the tremendous industrial growth of Vancouver.

"It is smokestacks," he went on, "and the pay rolls that smokestacks bring that is at present the great need of the last great West. In Vancouver great chimneys are standing up into the sky; each day they are multiplying. But there must be more rise up. As rapidly as the vast wealth of raw material of manufacture is taken out of the soil of British Columbia, these chimneys—obelisks to progress—will come. But they will not come until the East begins to take a measure of the resources of this new Western Canada; of its mineral wealth, its riches, untouched deposits of coal, iron and lead, and gold and silver, and copper and slate; its vast water power facilities as yet practically unharnessed."

And the East will begin to take this full measure of the advantages possessed by Vancouver at this national manufacturers' convention. That's why the convention is prophetic. That is why it seems important that coincident with the assembling of Vancouver's first national manufacturers' convention I should undertake to point out, one by one, the many natural resources that will contribute to the fulfilment of Mr. Weed's predictions that Vancouver in another generation will be the great industrial center of the Western Hemisphere.

Of first importance in considering the future development of Vancouver as a manufacturing center is the presence in the country immediately surrounding the city of torrential rivers, which open up a way to operate manufacturing plants at minimum cost.

When measured in horse-power the amount of water power available within a radius of one hundred miles of Vancouver mounts into figures that express inadequately the full significance of its presence. Only to those minds used to calculating the work that can be done with so much power is conveyed more than a partial picture of

the Vancouver of to-morrow. Within one hundred miles of Vancouver there are ten great water powers, each capable of generating over twenty thousand horse-power. With the exception of Buffalo there is no city in the United States—not even Chicago with its newly acquired canal power—that has half as many natural hydraulic powers for the generation of cheap electrical energy as are to be found lying at Vancouver's door. Coquitlam, one of the ten water powers, with its present 22,500 horse-power—to say nothing of the 30,000 soon to be added—supplies the present needs of three cities, Vancouver, North Vancouver and New Westminster, a population of 136,000. By these figures it is shown the enormous population that can be served by the full use of all ten of these great sources of power. Following is a table showing the distance from the city of Vancouver and the distance of transmission of the ten natural water powers that, taken together, are capable of generating for city use upwards of two hundred thousand horse-power:

	Distance Direct. Miles.	Transmission Miles.
Powell Lake.....	80	180
Clowholm Lake....	40	60
Cheakamus River...	50	55
Green River.....	70	70
Coquitlam .....	16	16
Lillooet .....	24	24
Stave Lake .....	35	35
Chehalis River.....	60	60
Chilliwack .....	70	70
Jones Lake.....	95	95

Here for future Vancouver is 200,000 horse-power at the very lowest estimate, and that without the necessity of storage in any one, while with storage almost any of them would reach, if not exceed, one hundred thousand horse-power. Engineers who have visited them agree upon the possibility of transmitting power from any one of these power sources to Vancouver. The feasibility is another question, at least with all but three, Coquitlam, Lillooet and the Stave Lake. These three are on a direct line, with the distance of transmission precisely the same as the direct distance from Vancouver.

But were these three proved great water powers not to be considered the feasibility of bringing power from any one of the other seven would speedily be settled. The

Chehalis, to the north of the Fraser River, and the Chilliwack and the Jones Lake to the south of it, are admittedly for the future, but the power is there in each, and each is within a hundred miles of the city.

Upon the Powell Lake power the Canadian Industrial Power and Pulp Company has a record of 48,000 miner's inches. Upon the Clowholm, the Clowholm Falls Lumber Company has a record of 10,000; while the British Columbia Electric Company has a record of 15,000 miner's inches on the Cheakamas, and the Nairn Falls Power Company has a record of 40,000 miner's inches on the Green River power.

Apart from these, the Coquitlam, the Stave Lake and the Lillooet are capable of supplying power for a chain of towns and cities, and the fertile districts between them and the gulf, with a population largely exceeding the million mark. The development work upon each of these, of which Stave Lake has the greatest available power, is being pushed forward rapidly, a capital of \$5,000,000 being behind the Western Canada Power Company, and the British Columbia Electric Company already has spent a sum exceeding \$2,000,000 upon its power plant and is planning to use a vastly larger sum before its work is completed.

The Lillooet water power is capable of developing 100,000 horse-power with storage, and twenty thousand horse-power without storage, and is like the other two, on a direct line, the distance for transmission being only twenty-four miles, the same as its distance from the city. So level are these twenty-four miles that a pole line can be built along the route cheaper than any other known line on the coast of British Columbia. With its present facilities the British Columbia Electric Company alone has some 350,000 horse-power of electric energy available for distribution.

In considering the development of water power in British Columbia it is worthy of note that every river of importance upon the Pacific coast, except the Colorado, rises on the water shed of the province. The electrical energy that may be derived from the drainage of its extensive area of mountains and highlands, forming rivers on their way to the sea, is so great as to be beyond human comprehension or estimation at present. The Colum-

bia, the Fraser, Skeena, Stikine, Leard, and Peace Rivers, ranging in length from four hundred to a thousand miles, are of great size and volume, the first four being sufficiently navigable to steamers to also form valuable waterways to the development of the country.

Operations on Stave lake by the Western Canada Power Company indicate that the city will be receiving power from this water within the next half year. Mr. C. H. Cahan of Montreal, president of the company, declared in an interview upon his arrival from the East a week ago, that applications for power would be received at the beginning of the year, and within a few months after about 30,000 horse-power would be available for distribution from the Stave lake plant. In expending \$3,000,000 on this plant and planning to spend another \$2,000,000 during the next year or two, Mr. Cahan believes his company has amply justified his professed faith in this city and in the lower mainland. Before his plans are fully carried out, 50,000 horse-power will be developed from the lake, and steps then will be taken to secure a similar amount of horse-power from another plant to be built lower down on the Stave river where the stream rushes through a narrow canyon. If it is possible to accomplish such results as these, then the figures I have presented are altogether too conservative, and 200,000 horse-power does not begin to represent the energy that can be harnessed in the waters that lie within a radius of 100 miles from Vancouver.

Only a fragment of the story of Vancouver's industrial opportunities is told when the measure is made of the water power that lies within its grasp. There is the proximity of coal—Vancouver Island has produced 25,000,000 tons to date—and there are vast forests, yielding their lumber, the grounds rich with metals, the fields and orchards bearing their marvellous harvests.

No adequate measure can be taken of the undeveloped mineral resources within reach of Vancouver, but if an estimate could be made, it would forever fix in the public mind a clear notion of Vancouver's opportunities, and would give the imagination the ability to set into figures its dreams of the British Columbia metropolis of tomorrow. British Columbia is the mineral producing province of Canada, the figures of 1908 showing that over 69 per cent. of

all the metals and coal produced in Canada was taken out of the mines of British Columbia, in the face of the fact that rich iron and zinc deposits in the province are still undeveloped, and mica, gypsum, and other minerals to be found in vast quantities are yet untouched.

The total provincial production for 1909 of gold, silver, copper, lead, coal, coke, zinc and other minerals amounted to \$24,426,500, but when the figures shown in the following table are compared with the reports of the Government geologist, the mind is left wondering what place the province will occupy in relation to the commerce of the world and the industries of the continent when the mineral resources have been fully developed:

Gold (placer and lode).....	\$5,767,500
Silver .....	1,470,000
Copper .....	5,289,000
Lead .....	1,748,000
Coal .....	6,790,000
Coke .....	1,662,000
Zinc .....	500,000
Other minerals.....	1,200,000

The ore mined in the province during the year 1909, exclusive of coal, was 100,280,000 ounces. The number of mines from which shipments were made in the year 1908 was 108, but of these only 59 shipped more than 100 tons during the year.

The tonnage of coal mined in the province in 1909 amounted to 1,940,000 long tons, and 277,000 long tons of coke, a total of 2,217,000 long tons, valued at \$8,452,000. Expanding industries, railway extension and increasing population demanded an ever increasing production of coal.

The total mineral production recorded for the province to the end of 1908 was \$323,377,532.

The steady increase in production is shown in the following table:

1890 .....	\$ 2,608,803
1895 .....	5,643,042
1900 .....	16,344,751
1905 .....	22,461,325
1906 .....	24,980,546
1907 .....	25,882,560
1908 .....	23,085,277
1909 .....	24,426,500

The decrease in the value during 1908 and 1909 is due to the fact that the price of metal was unusually low, as the actual tonnage produced in 1908 was 279,492,

or 15 1-2 per cent. in excess of the productions of 1907, and the average assay also was greater.

Practically all of the mining that has been done in British Columbia up to the present time is confined to the territory lying close to the railroads, and scarcely twenty per cent. of the province can be said to be really known. When this fact is taken into consideration, it will be admitted that not only is creditable progress shown in the foregoing table, but also that the resources of British Columbia surpass those of any other similar area anywhere. It is calculated that there are yet untouched approximately 300,000 square miles known to be richly mineralized—a field for the prospector such as exists nowhere else in the world.

The development of coal mining in British Columbia naturally will cheapen the cost of manufacturing and will contribute greatly to the upbuilding of Vancouver. Coal mining in the province dates back to 1836, when the Hudson's Bay Company developed a coal deposit at Suquamish, Vancouver Island. In 1850 coal was discovered at Nanaimo, and in 1853, 2000 tons were shipped to California, where coal was selling at \$28.00 per ton. In the intervening years the production of coal has increased steadily with the requirements of the market. The collieries have produced to the end of 1909, 29,526,549 tons. The establishment of smelters created a demand for coke, and its manufacture began in 1895, the output increasing yearly with the demand, the production in 1907 being 222,913 tons, in 1908, 247,399 tons, and in 1909, 277,000 tons. During 1908, 1,677,849 tons of coal were mined. This quantity was increased to 1,940,000 tons in 1909.

The value of the discovery of large deposits of iron ore cannot be over estimated when considered in relation to the building of a metropolis. Extensive iron deposits have been discovered at different places throughout the mainland and on Vancouver Island, and several of the other islands, but none of them has been developed in a commercial sense. About 20,000 tons have been taken from Texada Island to supply a small furnace established at Irondale, Washington, which ceased operations in 1901, but has now resumed work. The only place on the mainland where iron



has been mined in any quantity is at Cherry Creek, near Kamloops, where three or four thousand tons were taken out. At Bull River, Grey Creek and at Kitchener, in East Kootenay, are vast iron deposits wholly undeveloped. Iron also exists in large quantities at Sechelt, near Fort George, on the Queen Charlotte Islands, and at other points on the coast, although the principal deposits occurred on Vancouver Island, and are of large extent and conveniently situated for manufacturing purposes. The rapidly increasing demand of Western Canada for manufactures of iron and steel and the constantly growing Oriental trade, taken together with the fact that all the necessary elements to insure economic production are found in abundance and closely grouped, should be sufficient to encourage the rapid development of the iron industry. It has been pointed out by experts that the iron ores of British Columbia are of a remarkably high grade, and nearly wholly free from sulphur and phosphorus.

With large deposits of iron and coal, with gold, silver, copper, lead, zinc and other metals in plenty, with two transcontinental lines already having terminals in Vancouver, and three more making their way to the provincial metropolis as rapidly as gangs can put down the rails; with water power facilities unequalled anywhere, Vancouver is making rapid strides forward as an industrial center.

That manufacturing, bringing with it workers and payrolls, is the great need of the East West has been demonstrated by the sudden halt in the progress of Seattle, by the action of its Chamber of Commerce in initiating a campaign calculated to result in the city's industrial upbuilding. Again is the value of the incoming of factories to the West demonstrated by the new start made by Portland since smokestacks began to ornament its sky-line. Differing from the other cities of the new West, Vancouver at its very beginning appreciated the necessity of industrial growth commensurate with commercial growth. To-day Vancouver stands in no danger of coming suddenly to a stopping place.

As the metropolis of British Columbia—the commercial and financial center of the province—Vancouver's industrial growth has been a natural outcome of the influx of people and the increasing demands created

by increasing population. Up to now no concerted effort has been made by any of the civic organizations of the city to induce manufacturers to establish branch plants in Vancouver, and yet over 75 per cent. of the \$30,000,000 representing the output of the factories of British Columbia is credited to Vancouver.

Five years ago lumbering and fishing were the chief industries of the province and the rapid industrial advance of British Columbia is plainly shown in the following table of figures, which give the total production of industry in 1909, as estimated by the Provincial Government:

Manufacturing .....	\$30,000,000
Mining .....	24,000,000
Lumber .....	12,000,000
Agriculture .....	8,500,000
Fishing .....	8,000,000

A total of \$82,500,000 representing an average per capita production of \$315.00—the highest shown by the official statistics of any of the provinces of the Dominion. Of this enormous production of the province, nearly 75 per cent. is credited to the lower mainland, of which Vancouver is the central market, and at the same time the producing and distributing center. Again is the industrial position of the lower mainland clearly shown by the figures compiled by the Secretary of the Lumbermen's Association, who estimates that there are employed in this industry in British Columbia a total of 27,000 persons. Of this total 12,000 are employed in lumber, 10,000 in logging camps, and 5,000 in allied industries, while more than half of the grand total, or upwards of 15,000, are employed in the lower mainland. It is significant that whereas a few years ago the lumber and timber industries were the largest represented in British Columbia, to-day manufacturing and mining industries have taken the lead, chiefly because of the rapid growth of Vancouver as a manufacturing center, and because of the extensive development of the mining resources of the province by Vancouver's capitalists. In taking a measure of Vancouver's importance in the industrial progress of the province, it must be borne in mind that of the total population of British Columbia, the city of Vancouver represents over one-third, while the lower mainland comprises practically two-thirds of the grand total, as shown by the following table, which gives

the population of the prosperous municipalities surrounding Vancouver, which will eventually become a part of the one greater city, together with the population of the vast agricultural region of the Fraser River Valley:

South Vancouver .....	20,000
New Westminster .....	15,000
North Vancouver .....	6,000
Burnaby .....	5,000
Point Grey .....	3,500
Rural population .....	20,000

It is shown by statistics recently presented that Vancouver's industries employ over 60 per cent. of all the men, women and children engaged in industrialism in all the Province of British Columbia.

And yet these figures do not begin to measure Vancouver's industrial growth. In Vancouver there are approximately 200 manufacturing plants, and included in this figure are not all of the lumber mills along the Fraser river. And a fair estimate of the immensity of the lumber business is indicated by the figures for the month of August, 1910. In this month at the port of Vancouver there was scaled 78,000,000 feet of logs, surpassing by 8,000,000 feet all previous records for any single month, and being nearly double the output of August, 1909, when the total was 42,000,000 feet. The highest previous total was for June of the present year, when 70,000,000 feet of logs were scaled. In addition to the manufacturing growing out of its vast fruit and lumber industries and the other natural resources of the country surrounding, Vancouver now numbers among its industries and manufactured articles the following: Boilers and engines, boots and shoes, brooms, coffee-roasting and grinding, cooperage, soap, jewelry, plating works, jams, harness and saddlery, sheet metal works, portable houses, furniture and mattresses, woven wire fence, pulp, paper and wood boxes, biscuits and confectionery, brass fitting, etc., carriage building, show cases, structural iron, oil refineries, essences, hats and caps, steel works, ships and boats, sugar refinery, flour mills, turpentine, cannery machinery, wire nails, paper, etc., asbestos goods, cigars and tobaccos, breweries and distilleries, macaroni, cornices, copper and zinc cuts, ornamental iron, canvas goods for fishermen's outfits, gasoline lamps, rice milling, roofing, washes and doors, sectional buildings, stoves, ranges and furnaces, bits,

shanks, saws and other carpenter's tools, calabash, meerschaum and amber pipes and cigar holders, cement and clay sewer pipes, iron and wooden water pipes, gasoline engines and launches, art glass, artificial stone, spices, ladies' garments, clothing, trunks, satchels, bags and suit cases, gas and electrical chandeliers and lighting fixtures, logging engines, logging equipment and tools, mantels, marine machinery, saw-mill machinery, meat pies, oil burners, pulleys, pianos, poultry supplies. It naturally follows that some of these factories are small, employing not more than a half dozen men. Others are considerably larger and employ as many as 1200 men. Their yearly payroll is approximately \$5,000,000, which, of course, does not include the payroll of the lumber yards, the great saw mills or of any of the public utility corporations like the B. C. Electric Company. It is a fact, clearly demonstrated by the rapid growth of small plants into plants carrying on a huge business, that it is in the small beginnings that fortunes are rapidly made in Vancouver. This is due partly to the tremendous demand created by the influx of population and by the position occupied by Vancouver as metropolis of the province and its rapid growth as a commercial center as shown by the fact that nearly 1,000 men travel out of Vancouver houses, carrying with them Vancouver-made goods. A few striking instances of growth can be taken as representing the typical increases in all departments of industry. A shoe manufacturing concern five years ago occupied a narrow, dismal, second-story room in an old frame building. Now it has a building of its own of brick and stone, covering half a block, six stories high, employing a small army of men, equipped with the most modern machines for the manufacture of shoes of the highest quality.

Two years ago a manufacturing company commenced operations in Seattle to manufacture logging inventions of their own. They recognized the advantages offered in Vancouver, and moved their plant to the British Columbian metropolis. Their growth was rapid. In Seattle they were barely able to meet a small payroll. In the two years that they have been in Vancouver \$100,000 has been invested in the business, and they pay \$15,000 a month in wages to their employees. Less than a year

ago a new company was organized for the manufacture of electrical chandeliers and lighting fixtures. The monthly output of this small plant already amounts to \$20,000.

Two years ago a ladies' garment factory was opened. Only \$12,000 was put into the business. To-day this company employs 36 girls, and the monthly output amounts to \$7,500. Shortly the company will be incorporated, will move into a building of its own, and will carry on a mail order business, supplying shop-keepers and customers throughout Western Canada.

During the last two years a silver embossing company has added 20,000 square feet to its original building and has purchased a two-story structure adjoining. An artificial stone company finds itself unable after a year to supply the demand; twenty iron works, although affected during the last five months by a strike, show an increase of one-third, in spite of labor difficulties, over last year; a bedding and furniture company just opened is working day and night trying to meet the demand for household furniture; a piano company has been running two weeks and has orders on its books that will take months to fill; a new wire and nail company, employing 50 hands, has been unable to keep pace with the demand and has purchased an 11-acre site. Another plant receives British Columbia's raw materials and converts them into elaborately ornamented chandeliers, and building operations have moved forward at such a rapid gait that they are weeks behind with their orders. The only brewery factory in British Columbia was recently established, and to-day its output is \$8,000 a month; a sectional house building company, just organized, is preparing to build houses in sections, ship them to their sites and put them up in the effort to meet the demand for new buildings caused by the influx of people. Every day new companies are being organized; every day a cry is sent out to the employment agencies all over Canada to send to Vancouver more skilled help. Labor scarcity is holding back growth, is fettering progress, and yet, handicapped by insufficient help, the boat builders produce figures to show that their business has increased ten-fold in the last two years; furniture makers tell the same kind of a story, and so do men engaged in every department

of manufacture. And each day new manufacturing plants are being projected or built. To-day comes the word that 170 tons of artificial ice is being manufactured in Vancouver every day in the week to meet the daily demand, and that a new plant is being planned. To-day comes the story that an enterprising Japanese is in Japan promoting a company which shall undertake to manufacture bamboo furniture in Vancouver. To-day comes the story that enough ice cream cones are sold in Vancouver on every Saturday and Sunday to supply one pint of ice cream to very man, woman and child in the city. Today comes the story that four harness making concerns and four manufacturers of shoes and shoe uppers are bewailing the fact that there is no tannery in Vancouver. Tomorrow will come the story that a tannery is to be built here. Tomorrow will come the story that ice cream cones hereafter will be made here instead of in Seattle to meet the big demand. That's the way it goes. That's the way it has been going during the whole last ten years—during the period that Vancouver's industrial growth has set a new mark for cities.

Bearing directly on the future of Vancouver as a manufacturing center is the fact that its transportation facilities are unexcelled anywhere along the coast. During the last year the exports from Vancouver port in money value aggregated \$4,030,162.79. A summary of shipments made by the Hastings Saw Mill in the year 1909 amounted to 34,677,385 feet distributed among ports of the United Kingdom and Europe, Australia, New Zealand, the Pacific Islands, Africa, Japan, China, and Chile. These figures demonstrate the possibilities of the future as the result of Vancouver's geographical location.

Vancouver is rapidly becoming the leading shipping port of the Northwest, and undoubtedly, if conclusions can be drawn from present indications, will take rank with San Francisco before the end of another decade. There are reasons why this is so—reasons that have been talked about wherever the question of commercial supremacy has been discussed. Reasons that have been pointed out by world-travellers, by the men who are building railroads, by the companies that control the Pacific Ocean travel. Governor Charles Hughes of New York, experienced the feeling that is shared

by everyone who comes to the city, when he said, "Vancouver has the finest harbor I ever saw."

Here is the story of Vancouver's harbor facilities and shipping as told by Mr. Wm. Skene, Secretary of the Vancouver Board of Trade:

Of the great harbors of the world, the Vancouver harbor, in extent and in the grandeur and beauty of its natural surroundings, gives first place to two others only—Sydney, N.S.W., and Rio Janeiro.

One hundred and fifty miles from the open Pacific, it is sheltered from the storms of that great ocean and from the force and immense precipitation of the cloud-laden southwest winds by the mountains of Vancouver Island and the more distant Olympic range which rise to a height of 7,000 feet from the southern shore of the Straits of Juan de Fuca; while to the north and west the coast range affords equal protection, so that in twenty-two years the writer never has seen a day when an Indian would not cross the harbor in his dugout canoe.

In addition to the main harbor, there is, in the center of the city, what is known as False Creek, with a dockline of about two miles, while the southern shore of English Bay to Point Grey extends an equal distance and is likely to be utilized in the not far distant future.

The geographical and strategical position of Vancouver, as, for all time the chief port of the Dominion of Canada on the Pacific, assures for her a great future, and while she is at present the terminus and shipping port of the Canadian Pacific Railway system, it is expected that within four years the Canadian Northern, the Grand Trunk Pacific, the Great Northern, the Northern Pacific and the Chicago, Milwaukee & St. Paul lines will all have their steamers plying from the docks on Burrard Inlet or English Bay, while the completion of the Panama Canal on the one hand, and the agricultural expansion in Alberta and Saskatchewan, added to the development of British Columbia itself on the other, are all factors tending to increase her importance in the world's commercial intercourse.

The lines now plying to Vancouver are: The Canadian Pacific "Express" Royal Mail Steamers to China and Japan, plying in connection with the company's Atlantic "Empire" Line; the Canadian-Australian Royal Mail Steamers to Honolulu, Fiji and

Sydney, with connections to New Zealand; the Blue Funnel & China Mutual line to Europe via the Suez Canal; the Canadian-Mexican Mail Steamers, and the Jepsen Liners, both carrying goods to and from Europe via the "Tehuantepec Railway" and connecting steamers on the Atlantic; the Pacific Coast Steamship Company's Steamers to San Francisco, as well as a fleet of coasting steamers connecting with Puget Sound and Alaska, and a large mosquito fleet engaged in carrying supplies to and from the logging camps, mining camps and salmon canneries of the coast of the Mainland and Vancouver Island.

The number of seagoing vessels to and from Vancouver harbor for the fiscal year 1908-9 was, inwards, with cargo, 1,193, tons register 1,055,450. Outward, 1,131, tons register 1,071,701. Vessels engaged in the coasting trade inwards, 4,795, tonnage 1,191,103; outwards, vessels 4,489, tonnage 1,315,508. Total (including vessels in ballast) 12,873, gross tonnage 5,123,424. These figures are much increased during the current year, the returns of which are not yet published.

In coastwise shipping, Vancouver is more generally favored than any other port because of its accessibility and the character and class of the steamers that cover the intercoastal routes to Puget Sound and Alaska. The Princess liners have no equal on the Pacific Coast for regularity, discipline and service. The personnel of the C. P. R. steamships is equal to that of the navy. No marine organization of today is more insistent upon civility and the strictest attention being shown its passengers by the company's service. The cleanliness and quality of the food served on board of these steamers establish a standard which few of the Atlantic steamers attempt to maintain. The American intercoast freight companies, appreciating the value of the Vancouver connections have set apart the best equipped steamers in their command for the daily service to this port.

With a splendid trans-Pacific business already established and with an intercoast service unexcelled anywhere, it is necessary to look forward a few years to get a clear view of the position occupied by Vancouver as a commercial half-way station. With the incoming of other transcontinental railroads it will be necessary to establish steamship lines in competition with the C.P.R. service;

and when it is taken into consideration that within the next few years Vancouver will be made the terminal of five additional railroads, it takes only a lazy imagination to predict a commercial future for Vancouver that surpasses all the dreams of yesterday.

With ships going around the world, carrying in their hulls Vancouver made products; with five railroads, carrying across

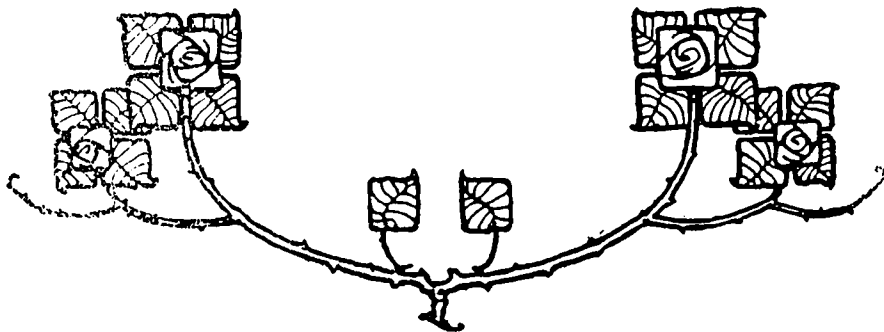
the continent to the East more Vancouver made products; with the earth rich in raw materials at the very doors of the factories themselves; and with power—power, the wizard of Canadian development, lying in the river beds and lakes waiting for man to use it; these are the things that will build Vancouver into a Pittsburg, that will lift Vancouver into a high place among the cities of the world.

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## Feminization of the Universe

THE feminization of the world is slowly but surely being accomplished, the Eternal Feminine crowding the Transitory Male off the boards. Gutzon Borglum, the sculptor, is the latest to assent to the skirtward trend of thought. He has made a statue of Atlas, but has substituted a woman for the traditional strong man bearing the world upon his shoulders. It is woman, not man, he rightly thinks, who is carrying the world's burdens.

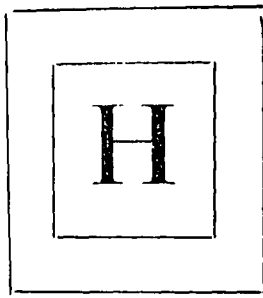
This gives added significance to the latest suffragette story. It is related that one of these women became much depressed at the non-success of her labors in reforming the world. The task seemed hopeless, and in her despair she communicated her fears to another suffragette, who thus consoled her: "Do not be cast down. There is always One to whom we can take our sorrows. Pray to God, and She will aid you."



# "Crazy Eyes" -- Inventor of the Air-ship

HOW OCTAVE CHANUTE FLEW KITES IN CHICAGO  
AND SOLD OUT TO THE WRIGHT BROTHERS

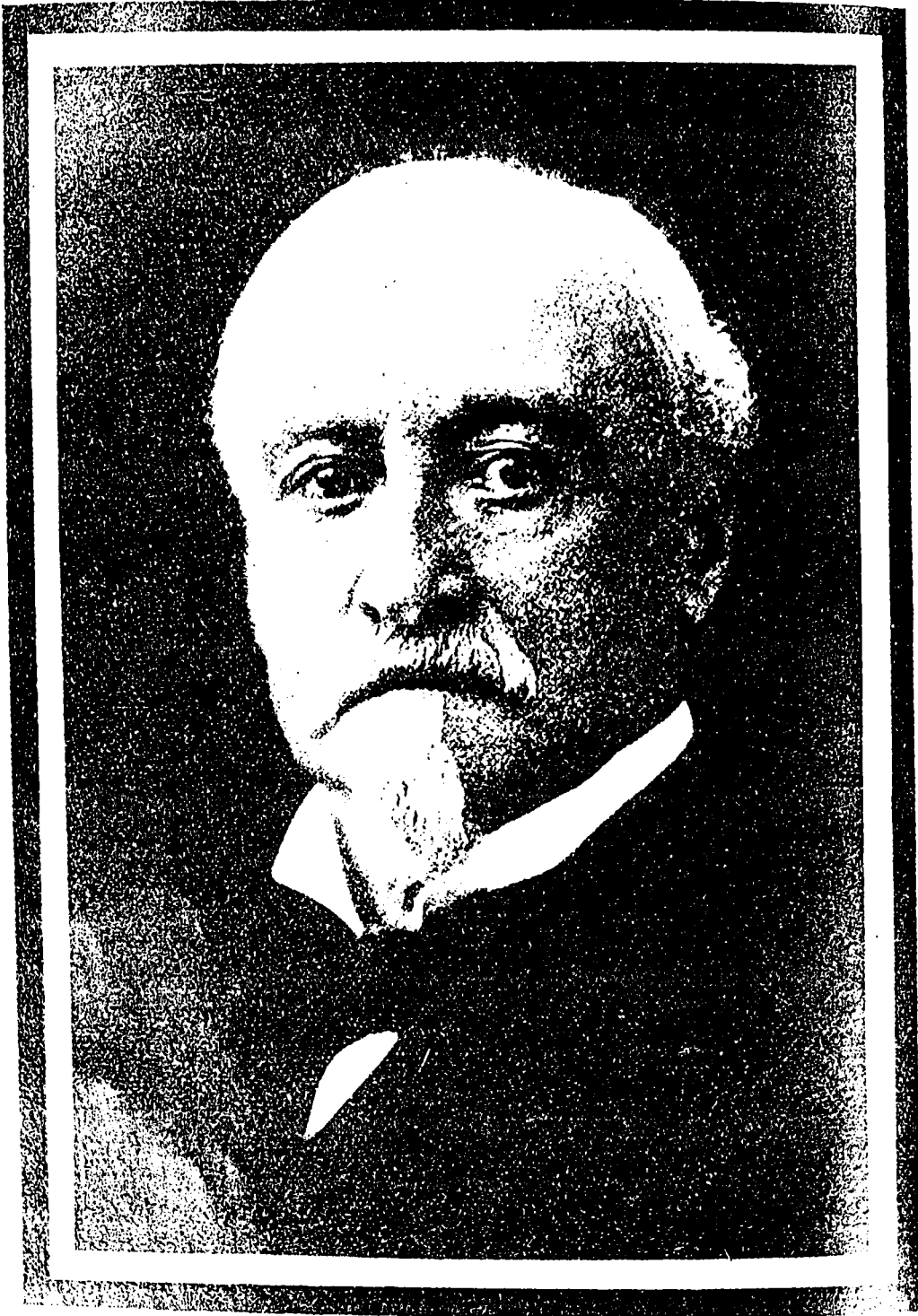
By Stephen Wentworth



HE is a man who failed and yet succeeded, who won after he was beaten. He is an old man with white hair and a white goatee. His eyes are keen, almost piercing.

As boys we used to call him "crazy eyes." We thought he was crazy—this old man with a red face and white hair who used to go out every day in the early morning and fly kites on the "dump." The dump is a part of Chicago that is not on the map. Once when I was a small boy I got up early and walked down to the end of Superior street to a boat-house owned by Billy Duggan. Duggan was cross-eyed and he used to rent boats for fifteen cents an hour. He let me take out a boat every day for nothing if I cleaned the other boats. It was good pay. I was ten years old and there was nothing fixed in my mind—nothing except my ambition to rent out boats when I grew up. And on this morning a wonderful sea captain had come down from the head of Lake Michigan and had allowed himself to be washed ashore at the foot of Superior street. His name was George Washington Streeter and his wife was called Maria by everybody, whether they knew her or not. He was a character and so was she. There was great excitement on Superior street when Captain Streeter's ship was washed ashore. Duggan and I went up the neighborhood. We called out to the boys and half the men of Superior street and we put our shoulders under ropes and helped pull the Captain and Maria ashore. There he lay for years—his ship—and Maria. Then the men who owned the riparian rights along the lake entered into an agreement

with the State of Illinois under which the state agreed to fill in the lake for a distance of eleven hundred feet if the property owners would give up their riparian rights and permit the state to build a boulevard along the lake shore. After fifteen years of peaceful possession Captain Streeter and his good wife Maria set up squatters' claims to this \$90,000,000 worth of land that had been dumped into the lake for half a mile north of the river in Chicago. And it was this land that was known to all the boys as the "dump." And it was on this dump that this white-haired man with the "crazy eyes" used to fly his kite every morning in the week. We used to go out and fly our kites, but we could never send out as much string as he sent. We were jealous of him. He knew more about kite flying than we did. His kites were not built like ours. On his kites there were boxes covered with muslin and a rudder manipulated by a string. We thought he was crazy because we could not understand why an old man with white hair would want to fly kites and, because he seemed to want to be a boy again, we all called him "crazy eyes," and perhaps there was a dreamy look in those keen, piercing eyes that our young sensibilities marked into our memory—for I remember them now—how they looked through me, how they watched that kite that flew higher than we were able to make our kites fly—yes, as I look back at those eyes they seem to rove over the whole horizon, and they seem to laugh at us now because this man seemed to know that we were calling him "crazy eyes," and that we wanted to touch our fingers to our foreheads whenever he passed down Superior street. This man was Octave Chanute, father of the air-ship, the man from whom the Wright Brothers bought all of their



OCTAVE CHANUTE, FATHER OF THE AIR

Octave Chanute is the man we called "crazy" who could fly kites better than any other man in the world. He was the first man in the world to design for an air-ship that would fly. He sold out to the Wrights, but he was overtaken by them, but he is still called the "father of the

air-ship." Bell has the telephone named after him. The Wright Brothers will go into history as the makers of the first successful air-ship, and Octave Chanute will take his place alongside of Elisha Gray, the real inventor of the telephone, who failed and yet succeeded, who

lost and then won, because he made all wrongs right. It is always the way with dreamers.

Chanute lived on Huro block from Superior, and just after sunrise he was flying his kite. We had lived there for about a year when he arrived. Herring was and we never had dared talk to him because we thought he was crazy. He ever he came to the dump ought to run away. But he came to us. He took us into his

story seems to be that Chanute will die rich. The doctors, who

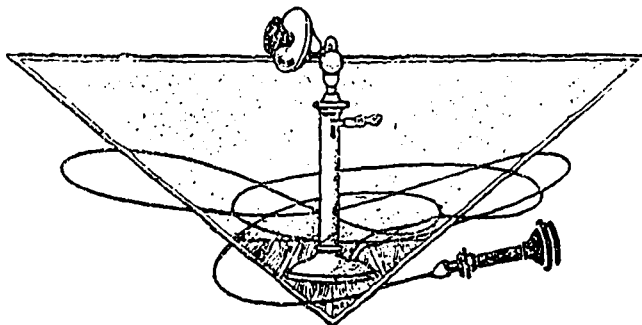
et. just a morning. The dump Chanute Herring kite flyer. Chanute he and when if that we ng talked ence. He

told us that he and Chanute were going to build an air-ship that really would fly. We had heard about men going crazy trying to fly just as we had heard about alchemists spending their lives trying to make gold and ending them in an asylum. We decided that Herring had crazy eyes, too, and we would have nothing to do with either one of them. One of the boys of our street told a remarkable story of how he had gotten up in the night and found Chanute and Herring flying their kite out on the dump. We believed him. And after that we kept as far away from the “crazy eyes” as we could get.

In the summer time Billy Avery used to make boats for us in his carpenter shop in the alley between Superior and Huron streets. One day we went over to Billy’s shop to get a sloop three feet long that he had made for us and we looked through the windows of his shop before we went in. There we saw Chanute and Herring and Billy all working over a huge, odd-looking framework of wood. We were almost afraid to go in. But finally we concluded we had to have our boat and so we went in together—all of us—and got it. A few days later Billy told us how he and the “crazy eyes” had made a trip to the sand dunes of Michigan City, Indiana, and made a successful flight in the air-ship we had seen them building. It was then that we stopped having our boats made at Billy’s.

We concluded he was crazy, too. During the next year we thought that Billy had gone stark mad. We heard stories every day telling how he was spending all his time trying to fly down in the sand dunes in Michigan, and now and then we heard that a couple of fellows named Wright, from Canton, Ohio, had gone crazy, too, and that the whole five of them were spending their time jumping off the tops of sand hills in Chanute kites. The biggest flight we ever heard of was one Billy told us about. He said he had gone 200 yards without striking the ground. Then we lost track of Chanute and Herring and of Billy and the Wrights. They spent all their time among the sand hills. They moved away from Huron street. We grew up, went away to school and then to college, but Chanute and Herring and Avery and the Wrights kept on trying to fly, and last week in the magazines of America Octave Chanute was called “the father of the flying machine,” and under his picture it said “Many years ago Mr. Chanute began experimenting in gliding with both monoplanes and biplanes. After a considerable period of experimentation, he turned over his apparatus to the Wright Brothers. He has kept in constant touch with their remarkable work and is believed to have contributed much to their success.”

And this is the man we called “crazy eyes!”





# Leetle Bateese!

By Dr. W. H. Drummond

You bad leetle boy, not moche you care  
How busy you're kipin' your poor gran'pere  
'Tryin' to stop you ev'ry day  
Chasin' de hen aroun' de hay—  
W'y don't you geev dem a chance to lay?  
Leetle Bateese!

Off on de fiel' you foller de plough,  
Den w'en you're tire you scare de cow,  
Sickin' de dog till dey jomp de wall  
So de milk ain't good for not'ing at all—  
An' you'r only five an' a half dis fall,  
Leetle Bateese!

'Too sleepy for sayin' de prayer to-night?  
Never min' I s'pose it'll be all right  
Say dem to-morrow—ah! dere he go!  
Fas' asleep in a minute or so—  
An' he'll stay lak dat till de rooster crow,  
Leetle Bateese!

Den wake us up right away toute suite  
Lookin' for somet'ing more to eat,  
Makin' me t'ink of dem long leg crane  
Soon as dey swaller, dey start again,  
I wonder your stomach don't get no pain,  
Leetle Bateese!

But see heem now lyin' dere in bed,  
Look at de arm onderneat' hees head;  
If he grow lak dat till he's twenty year  
I bet he'll be stronger dan Louis Cyr  
An' beat all de voyageurs leevin' here,  
Leetle Bateese!

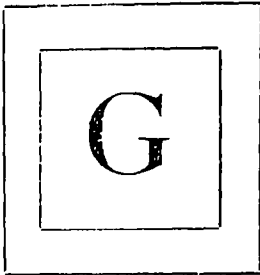
Jes' feel de muscle along hees back,  
Won't geev heem moche bodder for carry pack  
On de long portage, any size canoe,  
Dere's not many t'ing dat boy won't do  
For he's got double-joint on hees body, too,  
Leetle Bateese!

But leetle Bateese: please don't forget  
We radder you're stayin' de small boy yet,  
So chase de chicken an' mak' dem scare  
For w'en you're beeg feller he won't be dere—  
An' do w'at you lak wit' your ole gran'pere  
Leetle Bateese!

# The University of British Columbia and the University of Washington

By Thomas F. Kane

*President of the University of Washington*



GENERAL interest has been felt in educational circles in the plans to establish a University of British Columbia. There is a special interest among the western state universities of the United States in this plan. The University of British Columbia will be to McGill university and Toronto and the universities of eastern Canada what the western state universities of the United States are to the older institutions of the east. The new university will be like a state university in being the crown of the educational system of the commonwealth in which the graduates of the thirteen high schools will complete their work. There is a general interest in this educational development of western Canada. It is a recognition of the importance of the great state to the north of us. The coast country from north to south has much in common as compared with the middle west and east.

The establishment of the University of British Columbia has appealed with peculiar interest to the University of Washington. Washington is the nearest university to the University of British Columbia, and the University of British Columbia will be the nearest university to the University of Washington. These facts suggest the reason for the peculiar interest in the establishment of the new university. Washington will be in many ways by the nearness of this friendly neighbor, as the University of British Columbia is sure to be. The stimulus will be, in the first place, the stimulus that comes from emulation. The University of British Columbia is sure to be a great university. Toronto and McGill represent the standards of measurement used by the people of Canada. The new

university will have to furnish education for students whose predecessors secured their training at the older eastern institutions.

The plans for the establishment in setting aside as resources for the university two million acres of government land make provision for a great institution. The plans for the scope of the university, so far as they have been forecast, suggest a university worthy of being the companion of Toronto and McGill. It will indeed be a great stimulus to a university situated as the University of Washington is, to have the emulation and friendly rivalry of such an institution.

A benefit will come from the acquaintance of two such universities on account of the difference of ideals which the universities will represent. The western state universities will, in this new university, become familiar with different ideals and methods much as have the American Rhodes scholars in taking up their work at Oxford. The state universities in their policies naturally tend strongly toward the practical in education. They plan training that gives preparation for the work that especially needs to be done in the communities of their respective states. Most of them plan also to help with their equipment and highly trained instructors in the work done under the auspices of the state and federal government. They keep in view the development and welfare of the individual students, but in the lay mind at least this work is likely to get into the background. In the English universities the development of the individual is more conspicuously emphasized. One of the speakers representing one of the committees asking for the location of the University of British Columbia described the purpose of a university in the following language: "We take it that the aim of university life is the highest

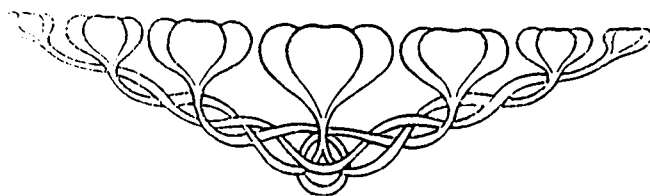
development of the individual. This development takes four forms: Scholastic, moral, social, athletic." This represents the conservative idea of education in the state institutions which, in their enlarged program, may become somewhat hidden. On the other hand, the officers of the University of British Columbia will doubtless get many suggestions for greater service to their people by an acquaintance with the state universities in America.

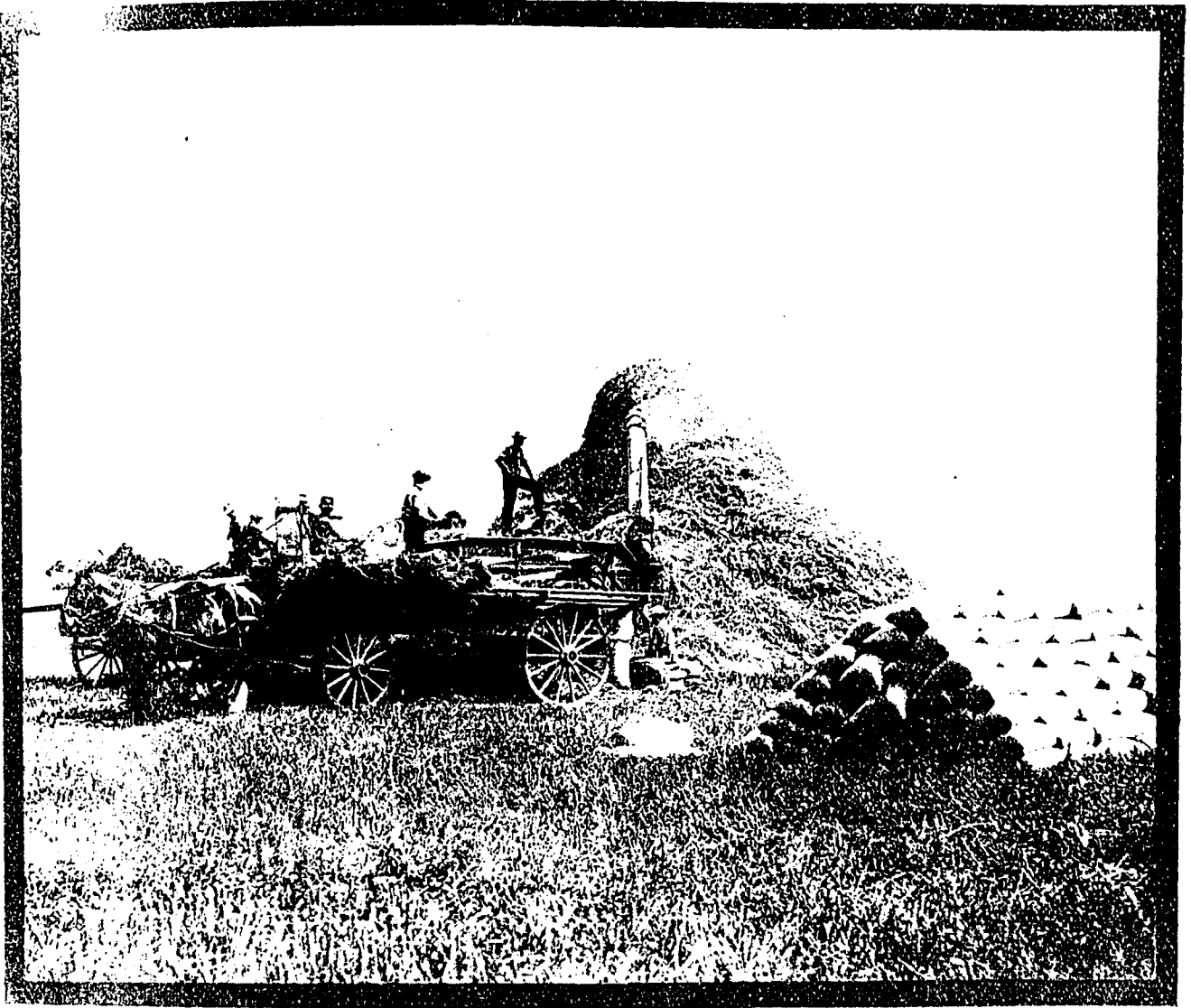
The methods of work in the Canadian and English universities on the one hand and the American universities on the other are essentially different. This fact has been brought home to us through the experience of the Rhodes scholars from America. The American universities have gone somewhat to the extreme in their plan of equipping the student with useful information. There has been a tendency also to furnish the greatest amount of this information in the shortest practicable time and under definitely prescribed methods. The English universities have given more heed, as was mentioned before, to the development of the individual. The keynote has been thoroughness in the amount of work covered in an institution and the independence of the individual and the development of his power as a thinker. The ideals brought back home to America by the Rhodes scholars have been wholesome in suggesting these different ideals and methods. And so the closest acquaintance of two universities that represent these dif-

ferent types of work cannot help being mutually beneficial.

These two universities will doubtless from the very first have various inter-university relations, such as those of athletics and debate. Here, too, the relations will be most wholesome. As Americans in our sports we have gone to the extreme in the importance that we attach to winning contests. The students of the English and Canadian universities, on the other hand, have succeeded to a very large extent in making victory subordinate to the more genuine pleasure that comes from the contest itself with worthy rivals and the benefit that comes to the individuals in the contest whether they win or lose. In the line of sports, Washington is looking to the new university with unusual interest on account of the probability of rowing being a prominent line of athletics. This is naturally a wholesome sport. It is a line of student interest to be encouraged at our institution, and inter-university contests in rowing with an institution representing the ideals of sport of the Canadian and English institutions will be welcomed by everybody at Washington.

Such are some of the advantages that can be enumerated, but advantages innumerable and difficult to specify in catalogue will come. Washington, as an individual university, as a university representing a state and as a university in a distant country, welcomes sincerely the new university of British Columbia.





# The Agricultural Areas of British Columbia

By Frank I. Clarke

*Secretary Bureau of Provincial Information*

## EDITOR'S NOTE.

It is a fact that less than fifty years ago British Columbia was shown on the maps of North America as "New Caledonia," and was held in reserve by the Hudson's Bay Company. Because big game is hunted in the Province, and because a chief industry, the mining of minerals and mountains are everywhere, the impression prevails that there are no farms and that little else but fruit is grown. Fifty years ago British Columbia was a hyperborean wilderness, where men and wild beasts. The Province slowly converted from this idea to complete the conversion. The truth about British Columbia from end to end of the Province will serve merely as the first of a series of articles, written by

men who know, dealing with the natural resources of the Province. The first of these articles will appear next month, and will be devoted to the story of the rapid agricultural development of British Columbia.

**G**OLD was the lode-stone which first attracted attention to British Columbia; next the fame of its forests and fisheries spread, and lumbering and salmon fishing assumed the importance of great industries. The agricultural possibilities were overlooked or ignored by the miner, lumberman, and fisherman, and for many years the world at large was ignorant of their existence. The opening of the

country by the trunk line and branches of the Canadian Pacific Railway, however, disclosed the fact that the agricultural and pastoral lands of British Columbia are not the least valuable of its assets, and that they are not confined to a small proportion of the total acreage. Professor Macoun, after careful investigation, says:—

“The whole of British Columbia, south of 52 degrees and east of the Coast Range, is a grazing country up to 3,500 feet, and a farming country up to 2,500 feet, where irrigation is possible.”

This is a most important statement, and its truth is being confirmed by the practical experience of settlers who have established themselves in the country. Within the boundaries thus roughly defined by Professor Macoun the capabilities of the soil are practically unlimited. All of it that is not too elevated to serve only for grazing purposes will produce all the ordinary vegetables and roots, much of it will grow cereals to perfection, while everywhere the hardier varieties of fruits can be successfully cultivated. The agricultural lands are located as follows:

	Acres.
Okanagan .....	250,000
North and South Thompson Valleys .....	75,000
Nicola, Similkameen, and Kettle River Valleys .....	350,000
Lillooet and Cariboo .....	200,000
East and West Kootenay .....	125,000

South of the Coast Range are several extensive tracts of arable land of the richest quality, notably the Lower Fraser Valley, the Wenatchee District, Vancouver Island, and the near lands in the Gulf of Georgia. These sections of the Province are rich in agricultural districts, and are fertile and well settled, but much of the land is still unimproved. North of the main line of the Canadian Pacific Railway, on the Pacific slope and but partially explored, are vast areas of agricultural and grazing lands, which will be turned to profitable account even the country is a few years older. Much of this northern region is fit for wheat-growing, and all of it will produce crops of the coarser cereals, roots, and vegetables, except the higher plateaux, which will afford pasturage to countless herds of cattle, horses and sheep. Some of these districts best known and in which settlements have been established are Chilcotin, Nechaco, Blackwater, Bulkley, Ootsa,

Kispiox, Skeena, and Peace River valleys, and they are estimated to include some 6,500,000 acres. That this is a conservative estimate is clear from the fact that the late Dr. Dawson and Professor Macoun credited that portion of the Peace River Valley lying within British Columbia with 10,000,000 acres of wheat land.

The agricultural lands of the Province are so widely distributed and so intersected by mountains that in the absence of surveys, in many instances even of an exploratory nature, it is impossible to describe them comprehensively or in detail. In the prairie Provinces east of the Rocky Mountains, the contour of the country admits of easy and inexpensive subdivision into townships and sections, and the surveyors' field-notes furnish precise information as to the nature of the soil, timber, etc. The prospective settler in those Provinces has, therefore, little difficulty in choosing a location; but in British Columbia he is, as a rule, called upon to make a special trip to the district in which he proposes to establish himself and stake out his pre-emption, after having satisfied himself of its suitability.

The lands in the Railway Belt (twenty miles each side of the main line of the Canadian Pacific Railway), owned and administered by the Dominion Government, are partly surveyed into townships, but, taking the Province as a whole, the rule is that a settler must seek for and stake his land at his own expense. This handicap to the rapid settlement of the vacant lands along the Canadian Pacific Railway main line will no doubt be removed through the Dominion Government adopting a system of surveys in the Railway Belt in the near future. The Provincial Government has appropriated a large sum for surveys, and this year over twenty parties are in the field subdividing land for the convenience of home-seekers.

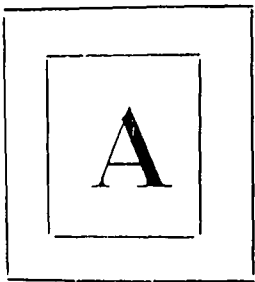
In the settled portions of the Province, along the established lines of travel and in the neighborhood of the cities and towns, there is very little good land available for pre-emption, but there are many desirable tracts of land and farms, more or less improved, which may be purchased from the owners at prices which vary according to the locality and extent of improvements—ranging all the way from \$5 to \$1,000 per acre, the latter being for matured orchards and carrying the goodwill of a well established business.

# The First Canadian National Apple Show

WHAT IT MEANS TO CANADA AND TO BRITISH COLUMBIA

By L. G. Monroe

*Secretary Canadian National Apple Show*



AMONG the things which may be considered as worth while, the things which will give to Canada her pre-eminence as a nation builder, as a twentieth century leader, none is more striking, whose benefits will be more far-reaching in the future development of the horticultural resources and possibilities of the Dominion, than Vancouver's contribution to the year's progress—the First Canadian National Apple Show.

While British Columbia and her great metropolis, Vancouver, do not lay claim to all of the world's good things, the assumption that nearly if not quite all of the best things originate and have a habitat within their borders will not be gainsaid. Hence it is that Vancouver has given to Canada her First National Apple Show. This faculty of doing things is indigenous to the great west. It is an art of which the progressive western community is the supreme master. It could not be otherwise in a land of promises fulfilled—where the delightful climate and rich soil bring health, wealth and happiness.

In this busy age, with its ceaseless striving to be ahead of time and tide, the fact remains that art is long and should be given a wide field in men's pursuit of the good things of life. However, art in the abstract is but an ideal, a dream token of the things that were, and man to-day voices his artistic sentiment with an ocular demonstration of the needs of life and money grubbing. Hence we see our artists yielding to the call to give of their best in the

embellishment of a world's fair or a national exposition.

The national exposition has come to stay. Undertaken in 1876 as an educational institution it has rapidly developed as an exploitation propaganda. The modern trend in commercial life from the individual to the corporation has also brought with it competition between communities and the utilization of every means to gain what the other fellow, so to speak, is after.

And now comes Vancouver, the commercial metropolis of the Province of British Columbia and gateway to the Orient, announcing to the world a national apple show, the First Canadian National Apple Show, if you please. Verily time is fleeting and art is long, for we are reminded that the art employed by Eve to induce Adam to eat the apple growing in the Garden of Eden has endured to the time when man should raise a national fetish to the King of all fruits six thousand years thereafter.

Seriously and in keeping with the magnitude and dignity of the First Canadian National Apple Show, it may be said that never before has there been an undertaking which will give to Canada wider publicity or to the world better evidence as to the desirability of Canada as a place in which to live.

The eyes of the world are turned toward Canada as the country offering the best opportunities for speedy and large returns to both capital and labor which are found in commerce and especially in the development of her marvelous natural resources. There remains but one task to be accomplished by our builders of Empire, and that is to convince those already in a receptive



HIS EXCELLENCY EARL GREY

Governor-General of Canada and Honorary President  
of the Apple Show

mood, seeking to better their financial condition, that Canada is likewise a good place in which to live. Fruit growing is the supreme test of soil and of climate as well. If a country can produce good and abundant crops of fruit, no additional argument is required to convince the homeseeker and investor that it has a desirable climate. The one is the ocular demonstration of the other.

From this standpoint alone, if from no other, the undertaking, so splendidly conceived by its promoters and so ably being carried out by its management, has already more than repaid to the people all that it has cost.

But a national exhibition such as we have unfolded here is going to do much toward stimulating an interest in the fruit industry itself, and call to the attention of capital seeking investment, that most wonderful opportunities await intelligent effort along horticultural lines; that no other agricultural pursuit is so profitable and certainly none other is so peculiarly delightful as an occupation.

As a wealth-producer it performs a two-fold mission. It not only gives most profitable returns per annum from the sale of fruit upon the capital and labor invested, but each year sees an amazing increase in

the market value of the land upon which the orchard is planted. An orchard-developing company which undertakes to plant and care for an orchard until it comes into bearing was a thing unknown five years ago. Today millions of dollars are invested in this kind of enterprise.

The National Apple Show will demonstrate that fruit can be grown in Canada and especially in British Columbia, and that no better fruit can be grown elsewhere in the world. No other incentive would be required to bring about the rapid expansion of this great industry. Ours is a nation of optimists. We look on the bright side of things to succeed. What brighter prospect could be desired than the commercial side of the picture? Raw or uncleared land suitable for orchard purposes is valued at \$25 to \$50 per acre according to transportation facilities and nearness to market. It produces no revenue, but immediately upon being cleared, cultivated and set to orchard the market price of the land jumps to \$300 per acre or better, and when the orchard comes into bearing at five years it has advanced to \$600 per acre, and is



SIR THOMAS SHAUGHNESSY

President of Canadian Pacific Railway and President  
of the Apple Show

yielding per acre annually more than it has cost to develop it, while on the other hand millions of dollars have been added to the wealth of the province and of the Dominion.



HON. RICHARD MCBRIDE

Premier of British Columbia, Honorary Vice-President of the Apple Show

With nearly two millions of acres of land suitable for fruit-growing in the Province of British Columbia alone, and only 125,000 acres in cultivation, with a virgin soil and climatic conditions just right for an abundant and never-failing crop, the reason for and the inestimable value of the First Canadian National Apple Show begin to loom, a star of the first magnitude, as an empire builder.

Then again the educational value of the show is going to be tremendous. It not only brings the buyer in touch with the grower and thus opens up new markets, but it creates a stimulus in the industry itself—among the growers themselves as to the best methods of growing better fruit and for marketing the product, and among those who are seeking information with a view to engaging in the business as to the resources of this country and the profits to be had from a commercial orchard. In short, it will bring the east in touch with the west, and thence all blessings flow. Therefore Vancouver, in promulgating her great apple show as a national exhibition, has accomplished a good work from a utilitarian point of view, because no attempt has been made in any province of the Dominion to hold an apple show of the great magnitude and of the national importance of the present undertaking.

Because it is the policy of both the Provincial and Dominion governments to encourage the development of the natural resources of Canada and to secure new settlers and the investment of new capital by taking advantage of exhibition and other modes of publicity to bring about the desired results.

Because no agricultural pursuit is so profitable and so convincing of Canada's advantages as a desirable place in which to live as fruit growing, which is the supreme test of soil and of climate as well.

Because no province of the Dominion can produce as good nor as abundant crops of fruit as British Columbia, thus requiring no argument to convince the home seeker and investor that it has a desirable climate.

Because British Columbia has more than a million acres of splendid orchard land as yet undeveloped.

Because by the development of these lands by planting them to apple orchards millions of dollars will have been added to the wealth of the province and of the Dominion.

Because as a result of the First Canadian

HIS WORSHIP MAYOR L. D. TAYLOR  
OF VANCOUVER

2nd Honorary Vice-President of the Apple Show

National Apple Show, thousands of acres of land will be planted to orchard annually by new settlers, and new capital attracted to the province because of the publicity





MR. J. N. ELLIS, OF VANCOUVER

Vice-President and Chairman of the Executive Board

which will be given to its unequalled opportunities along horticultural lines.

Because every fruit grower, property owner and business man now residing within the province will be benefited thereby.

Because these material benefits will accrue to the province primarily and to Vancouver secondarily.

Because the people as a whole must heartily endorse the undertaking by the management of the First Canadian National Apple Show.

Because the entries already made by the fruit growers of the provinces give absolute assurance of the greatest apple show ever held in Canada, and

Because the educational value of the First Canadian National Apple Show will be of incalculable benefit to the fruit industry of the province and the entire Dominion.

Just a word about the big show itself. It will be held in the Vancouver Horse Show Association building and a temporary building to occupy all of Alberni Street for an entire block. The combined capacity of the buildings will be 98,640 square feet of floor space.

The great show ring will be utilized to display the district, the limited two-box, two-barrel, two-basket, two-jar and two-plate and the single box exhibits. Arranged

upon an incline around the side of the arena there will be a continuous apple display 12 feet wide, 12 feet high and 450 feet long, which will have the appearance of a veritable cascade of apples having a fall of 17 feet without beginning and without end, and which, with the beautiful colorings of the king of fruits, will present a scene never before equalled in the history of the world.

There are 11 carload contests; 11 ten-box; 19 five-box; one three-box and 40 single-box contests; two district; limited two-box, two-barrel, two-basket, two-jar and two-plate contests; three contests for big apples, five pack awards, 10 sweepstakes besides carload, and 10 contests in home-made and manufactured apple by-products, etc., or a total of 115 contests, exclusive of plate display contests in which two prizes amounting to \$5.00 are offered for each variety. There are about 2,000 distinct varieties of apples.

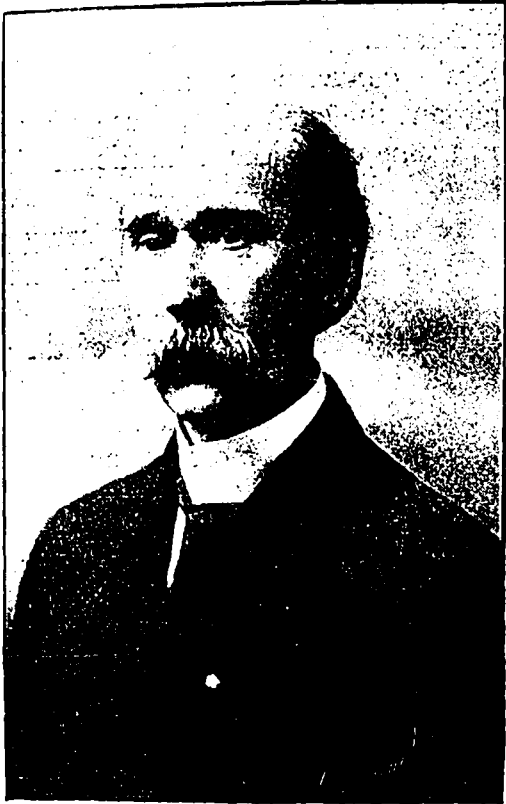
It is estimated that there will be 21 carloads of apples exhibited at the big exposition. The exhibition rules require 600 boxes for a car, hence there will be a grand



MR. C. F. BALDWIN

Comptroller of Vancouver, who is Honorary Treasurer of the Apple Show

total of 12,600 boxes of apples on display. A box of apples is approximately 20 inches long. If all of these boxes of apples were placed end to end, and a little boy told



MR. MAXWELL SMITH

Manager of the Apple Show, and formerly Provincial Fruit Inspector

that he could have the last box in the row if he would go after it, he would have to walk forty-seven and three-fourths miles to get it.

There are 36 to 225 apples in a box, according to the size and the manner in which they are packed. The average would therefore be about 130 apples to each box, or a total of 1,638,000 apples in the entire show. The apples will average about two and one-quarter inches in diameter, and if these were placed in a single row it would be 698 miles long. If a little boy should start to walk to the end of the row, and walk seven and one-half miles a day, it would require three months and three days to accomplish the feat.

The owners of these apples will receive \$25,000 in prizes, or nearly two dollars per box. After the show is over, the apples will sell readily at two to five dollars per box, say an average of \$3.50 per box, or a total of \$44,100. Therefore the exhibitors will receive approximately \$75,000 for the apples exhibited at Canada's First National Apple Show.

Now, then, suppose that a greedy little boy who lives in London should ask his papa to buy all of those apples, how much would it cost his papa at a shilling apiece, and how long would it take that little boy to eat them, eating six apples a day?

Let us see, those apples would cost 1,638,000 shillings, or 81,900 pounds, or approximately \$409,500. And to eat all of them at the rate of six apples per day would take approximately 748 years, or nearly seven and one-half centuries. If that little boy should live the allotted span of life, three-score and ten years from the time he began eating the apples, he would eat only 153,300 apples, hence it would require ten little boys, each eating six apples a day, 70 years to eat 1,533,000 apples, and there would still remain 105,000 apples to eat, which would require another little boy nearly 48 years to consume at the same rate. In other words, it would require 11 little boys, each eating six apples a day, just 68 years to eat all of those apples. Again, if but one little boy should undertake the task of eating the apples, and should begin eating them on the last day of the First Canadian National Apple Show November 5, 1910, and at his death another little boy should take up the task to finish the job, and so on, the last apple would not be eaten until November 5, A.D. 2651, not counting the extra day



DR. ELLIOTT S. ROWE

Member of the Executive Committee of the Apple Show, and Manager of the Vancouver Tourist Association

of the leap years. By that time, at the present rate of the advancement of the human race toward the higher civilization, especially in the field of invention, little



MR. L. G. MONROE  
Secretary of the Apple Show

boys will be flying through the air like the birds, talking to their papas or mammas miles away with a wireless pocket telephone, and listening to the world's greatest masters of music at home every evening. Certainly those little boys are to be envied, but you must remember that you started it, that there would be no little boy or girl to eat apples in that future age if it were not for the little boys and girls of today.

More cash will be paid to prize winners at this show than ever before offered at any national apple exposition. The medals, which are of solid gold, solid silver and bronze, are the largest, most elaborate and most artistic ever offered by a national exposition. They cost from \$10 for bronze to \$150 for the gold medals.

In addition to cash, medals, and diplomas awarded by the management of the show, there are offered in prizes orchard land, nursery stock, spray material, machinery, etc., amounting to several thousands of dollars in value.

In connection with the big show, will be held Wednesday, November 2nd, a Pomological Convention to be attended by the fruit growers throughout the Pacific Northwest for the purpose of formulating recommendations to the American Pomological Society looking to a revision of the quality ratings of a number of the leading commercial varieties of winter apples which are

grown to such superior perfection in this favored land. There will be district fruit growers' conventions and conferences throughout the exposition, thus giving every encouragement to the educational side of the fruit industry.

There will be exhibits from every province of the Dominion, from England, the United States and Australia.

Within the charming circle of the apple hosts will be stationed upon a raised platform the 48th Highlanders' Military Band of forty pieces, the most famous band of Canada and one of the leading bands of the world. This great musical organization has been secured by the management exclusively for the First Canadian National Apple Show at an initial expense of \$5,000. The band will come direct from Toronto, Ont., to Vancouver, and will return direct to Toronto without playing concert engagements at any intermediate point. The appearance of the band in full dress Highland costume is certainly the most attractive military band spectacle in the world. It stands today pre-eminently Canada's favorite band, unequalled by any other military band in its special line of entertainment and under



MR. B. F. DICKEN  
Member of the Executive Board of the Apple Show

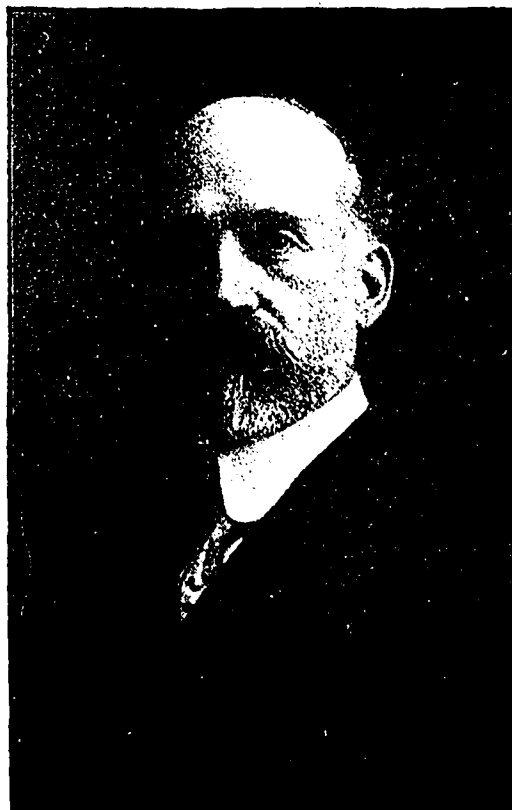
the brilliant leadership of Banister John Slatter will always maintain its reputation and live up to and fully sustain its standing "second to none."

He is the first band leader to successfully introduce a properly trained choir of male voices in band concerts, the ten members being all bandsmen who are thoroughly at home in the charming songs of "Auld Scotia."

The concert programs of this famous band introduce several additional novelties, including trombone, euphonium, and concert soloists, concert tenor and baritone vocal soloists, bagpipers, the best in the world, gold medalist dancers, and a specialty artist who is a finished performer on the grand chimes, the xylophone, glockenspiel, bells and other instruments which have a place in all high-class band concerts.

The motto adopted by the management for the First Canadian National Apple Show is sufficient evidence, if there be any lacking, of the national importance and character of this great Apple Exposition, viz., "The Best Fruit Wins. Exhibits open to the world, without restriction to locality or manner of cultivation."

The officers, the Executive, and Board of Management are the best guarantee of the importance and aim of the undertaking, and



MR. H. A. STONE

Member of the Apple Show Executive Board



MR. W. E. THOMPSON

Member of the Apple Show Executive Board

that every detail of the big event will be carried out as planned. The complete list is as follows: Honorary President, His Excellency Earl Grey, Governor-General of Canada; Honorary Vice-President, Hon.

Richard McBride, Premier of British Columbia; Honorary Second Vice-President, His Worship Mayor L. D. Taylor of Vancouver; President, Sir Thomas Shaughnessy, President of the Canadian Pacific Railway; Vice-President and Chairman of the Executive and Board of Management, Mr. J. N. Ellis, Barrister, Vancouver; Treasurer, Mr. G. F. Baldwin, Vancouver City Comptroller; Manager, Mr. Maxwell Smith, formerly Dominion Government Fruit Inspector of British Columbia and now Editor of The Fruit Magazine; Secretary, Mr. L. G. Monroe, late Secretary of the Chamber of Commerce of Spokane, Wash., and Secretary of the Washington State Horticultural Association.

The Executive is composed of His Worship Mayor L. D. Taylor, Messrs. Ellis, Baldwin and Smith, and the following well-known business men of Vancouver: Mr. Elliott S. Rowe, Manager Vancouver Information and Tourist Association; Mr. S. W. Thompson, President Trades and Labor Council; Mr. H. A. Stone, Manager Gault Bros., wholesale dry goods; Mr. B. F. Dickens, capitalist.

The Board of Management comprises the members of the Executive and ten additional business men of Vancouver who are prominent in the community, viz.: Sir Charles Hibbert Tupper, K.C.; Mr. Chas.

H. Macaulay, President Vancouver Information and Tourist Association; Mr. F. J. Procter, of the firm of Mahon, MacFarland & Procter, real estate and investment; Mr. J. J. Miller, President Vancouver Exhibition Association; Mr. Ewing Buchan, Manager Bank of Hamilton; Mr. Campbell Sweeny, Chairman Vancouver Clearing House; Mr. N. W. McKay, President Liberal Association; Mr. H. H. Alexander, lumber merchant, and Mr. C. S. Douglas, ex-Mayor of Vancouver.

The judges of the show will be men of the highest standing both as to character and ability to differentiate varieties and judge the quality of the fruit. The chief judge, Professor H. E. Van Deman, of Washington, D. C., is known throughout America as an expert pomologist.

Professor Van Deman has had charge of the judging of the horticultural exhibits of nearly all of the world's expositions held in America, and is an authority on the interpretation of the rules and regulations of the American Pomological Society, which has promulgated the only recognized standards. The associate judges are: Mr. H. W. Bunting, St. Catharines, Ont.; Mr. Martin Burrell, M.P., Grand Forks, B. C.; Professor F. C. Sears, Pomologist Massachusetts Agricultural College, Amherst, Mass.; Professor Wilbur K. Newell, President State Board of Horticulture, Gaston, Ore.; and Professor John Craig, Secretary American Pomological Society, Cornell University, Ithaca, N. Y.

Vancouver has taken upon herself the financial burden of giving to Canada her first national apple show, which will be the equal in every respect of the world's greatest apple exhibitions.

It might be well to emphasize the point that the First Canadian National Apple

Show is in the interest of the Province and Dominion as a whole. At no time has there been an attempt nor intent to foist the undertaking upon an unwilling public for the aggrandizement of the city of Vancouver. As a matter of fact, Vancouver will receive less proportionately than any other part of the country, speaking from the point of view of ultimate benefits. The apple-growing sections are going to be the real beneficiaries of Vancouver's enterprise. The City of the Lion's Gateway rejoices in this, and in promoting the enterprise is delighted over the good fortune of her neighbors, and is willing to share in the honors and take at this time but a small part of the benefits, knowing that upon the prosperity of the country depend largely her continued growth and future greatness.

The world is going to be influenced largely in its opinion of the horticultural resources and possibilities of Canada and more particularly of the Province of British Columbia and of the Pacific Northwest by what is to be seen at the First Canadian National Apple Show to be held at Vancouver, October 31st to November 5th, inclusive, and the world's judgment is not going to be a disappointment to the exhibition promoters because any and all districts which are growing apples will be represented at the Big Show.

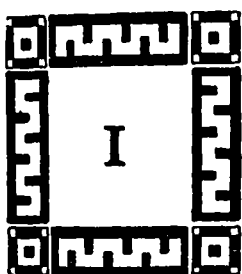
The board of management of the First Canadian National Apple Show most cordially invites the fruit growers of America to come to Vancouver, the welcome city, and demonstrate to the world how near they can come to perfection in the production of the King of Fruits—the Apple. Vancouver will welcome her honored guests, protect them while within her gates, and bid them Godspeed at parting.



# The Brute in Captivity

*“And he gave man dominion over them”*—Genesis

By Frank G. Bostock



It has been so appointed by the Creator that some men should be fitted to rule other men and some gifted with the power over beasts. One man makes a bold, careful, courageous leader for an invading army, while another finds his sphere as the master of a group of animals of the forest, and I do not believe that their planes of real value as men are very far apart.

It is peculiar, the power which some people have over animals from the instant they are brought in contact with them, while others never can attain the slightest control. In general, man is master of any animal, but to control it without harm or violence is a far different matter.

If I were to lay down a basic principle I would say, just as my father did to me the first time he ever gave me a whip and a lion, “First of all, warm up to him.” That does not mean to pet him or talk silly nonsense of the affectionate sort, but to treat him with a frank common sense and a kindly hand and care. There is nothing which so attaches an animal to you as the care you take of him. Learn from his habits what nature has taught him is best for him, and then follow nature’s guidance as far as possible.

Once a very fierce old tiger which we had in London had nearly killed my brother, and her keepers were afraid of her. It happened that she ran a bit of bone into her paw and had a very sorry time of it. I undertook to remove it, and by the use of lashings and a little patience succeeded. It took four men to help me. When we

were about half way through the operation she got the idea of what we were trying to do for her, and a more docile patient surgeon never had, though the pain was great, I am sure. The next day I put a poultice on that foot with one keeper standing outside the cage with a prodding iron as a precaution, and ever after that till the day of her death I could enter her cage at any time, without her giving any sign but that of pleasure.

The number of people who are the natural friends of animals is much larger than is supposed. I can stand in front of a cage and out of a row of twenty people leaning against the rail pick four or five who would make excellent trainers. The feeling between them is the same which you see between a dog and master. The lions and tigers are so many big cats, and the bears and wolves so many big dogs. The reader will certainly remember instances where a man has owned a dog which would make better friends with some other man for no seeming reason whatsoever. Then, too, who has not met the man who makes friends with every child or animal he meets. It is a subtle, magnetic force, a superficial expression of an inner quality which I think any one might be proud to possess. In many years of dealings with men and beasts, I have learned fully to trust a man who is fully trusted by the beasts committed to his keeping.

I once had a trainer, an old Irishman, who had served in a British regiment in India, and who knew the ways of tigers in every detail. He taught three of them to do more work in the show arena than I have ever seen done by tigers. I have seen him sitting down between two of them at

rest times during rehearsals, and examining their claws to see if any of them were sore or split. Any one who has ever tried that with even a house cat, knows that it strikes the feline nature as an unwarrantable familiarity, but they never did more than show their teeth and whine, and that in half playfulness. One day he got very drunk. I had never known him to transgress before. Before he was noticed on his return to the cage he had gone in with his tigers and fallen in a heap on the floor. The other keepers tried to take him out of the cage, but to have done so would have meant a bitter and bloody fight with the three striped ones. They guarded him all night in his drunken slumber. The next time he put them to work, however, they balked, and he could neither persuade nor drive them. They had ceased to trust him, or something of that sort, and his usefulness with them was at an end completely.

The training of animals is a science entirely apart from making them your friends, which is really making yourself master of them. You are master by reason of your superior intelligence, but you are permitted to exercise that intelligence in directing them only because you have made them to like and consider you. In training them, which is persuading them to employ your ideas, the one essential thing is to get the idea into their heads of what you want them to do, and the other is to overcome their natural laziness, not forgetting to distinguish between illness and indolence, for few animals in captivity are altogether healthy. A jaguar protests against mounting a ladder more because he is lazy than because he dislikes your making him do it.

The transmission of the idea demands infinite care and patience. One of the first things is to get the subject to understand words of command and manners of authority as meaning something directed toward him. Then he ponders it all over. If he likes you he is perfectly willing to do as you wish just so that it is not too much trouble for him. He will get up much more slowly than he will lie down, and the getting of an animal up on a pedestal is the first really important step in his training.

Some animals, especially elephants, learn to mount pedestals entirely through imitation, while others take months of a trainer's time. It is not infrequently the case that we start a tiger or a wolf in the training

school by placing him on a pedestal, six by six on top, and each day thereafter saw away a small piece before he gets up, till at the end of the time he will mount a pedestal twelve inches by twelve. Nearly all fresh animals we teach first to clamber on to a half dozen pedestals set close together, and as they progress we take them away one by one, till at last the beast understands that he is wanted to sit or stand on a single piece.

Many readers have doubtless seen bears standing on a rolling ball and maintaining their balance perfectly while rolling it about the arena. I have a bear who delights to do the trick. He can scarcely wait for his time to come to perform. He was taught, as they are all taught, by joggling his pedestal while he tried to keep from being jostled off. Gradually the pedestal was replaced by a ball with many flat places on it, and this was followed by a perfect sphere. He has been performing two years now, and I have never known him to slip and fall off.

There are eccentricities in character in animals just as there are in men, and every now and then you will find a very funny beast. He is a foolish idiot, and he knows it, and will do one funny thing after the other in sport and fun-making which will convulse everybody about with laughter. A brother of the bear who is so expert with the ball is a born comedian of this sort. When the training school is working in the mornings, or on Sundays, he is in some mischief constantly, or doing some droll pantomime that is side-splitting to witness. One of his favorite endeavors is to behave like a camel in kneeling and rising, and he does it to perfection, even to chewing in the mournful fashion. Give him an empty bottle and let him play drunken man, and he will give a performance, if he is in the spirit, which will put almost any vaudeville artist to shame.

I had a very ill-natured hyena, this species of animals being very foolish and capable of little education, and into the curmudgeon's cage I put this comedian bear to see if I could not mollify the hyena's disposition.

For a few hours all was quiet. Each was afraid of the other, and stuck close to his corner. This was much too dull for the bear, and ere long he sauntered over in the hyena's direction, only to be met with a quick rush and a nasty bite in the shoulder.

He was taken decidedly aback, and retired to meditate. Satisfied that he had destroyed all possibilities of attack from the bear, the hyena lay down to sleep after an hour or more of quiet. No sooner was the bear satisfied of the hyena's somnolent condition, than deftly and silently he began to scrape all the sawdust in the cage into a pile in the centre. The pile made, he knelt down behind it, folding his paws inward, and using his hind legs to push himself with he made one quick scoot toward the sleeping hyena, and covered his head with the choking stuff. The hyena had a dreadful time of it, and I am sure that bear was laughing as he sat in his corner watching his enemy's frantic endeavors to clear his eyes, ears and mouth. After that the bear made life a burden for the hyena until finally the ill-natured beast's spirit seemed to break, and now he is a really good show animal.

It is a magnificent sight to see a dozen lions at play, as they are sometimes in the early morning in the training school. A lion who never plays will bear watching. I have one, a big black-maned fellow named Denver, who never makes a step that he does not need to or is not driven to, and he is the most dangerous beast of his sort I have ever handled. Four times he has attempted the life of Captain Bonavita, his trainer, and it has only been saved by the quick rush of the other keepers, though once the keepers were not needed—he was saved by his favorite, Diana. It was early one season, and we were breaking in a large number of lions just imported from London, to replace those lost in the Baltimore fire. One morning in the school Bonavita attempted to get Denver up into his proper place in the pyramid of lions which he forms. Denver sprang on him and bore him to the floor, his jaws fastened on Bonavita's forearm. The latch on the arena door did not open quickly, and the other keepers could not get in. Diana was on her pedestal twenty feet away. She took in the situation at a glance, and with a wonderful bound landed squarely against Denver's side. The force and suddenness of her attack made Denver loose his hold, and he did not return.

Of course in the training of animals the different species require different treatments, and the work is very much like that

of a school teacher with very stupid and very clever pupils.

An elephant is the most intelligent of all animals. He is an observer and a reasoner from babyhood. He sees a thing happen before his eyes, and thereafter studies it all out. His memory is absolutely faultless. I have known an elephant to recognize a man whom he had not seen for twenty years. Every now and then I have elephants brought over from London which I knew when a boy, and they recognize me at once. Captain Maitland, who went through several Hindustan and border campaigns, was well acquainted with the famous old war elephant, Rustum Singh. He was attached to the Captain's command on several occasions. In 1901 I received a cablegram from London saying that a monster elephant had been shipped to me, and that his description would follow by post. When he arrived and I found he stood twelve feet and over in height, and was undoubtedly the largest animal in captivity, I christened him Jumbo II. One day Captain Maitland was on his way to his office with a quantity of business mail, and stopped to see if the carpenters were putting in the new elephant's home properly.

The instant he appeared the monstrous old fellow, chained by all four feet and with his tusks sawed off and bound down to prevent his adding new casualties to his list of eighteen men killed, not counting those in war, set up an awful trumpeting. His little eyes gleamed. He seemed overjoyed by the sight of the Captain, who recognized in him at once Rustum Singh. A few days later the post brought me full information. The old elephant, with something over one hundred years to his credit, had been in the keeping of a Maharajah who chanced to need money, and had sold him to an agent of my brother's for \$10,000. It was not wise to let it be known that so famous an English war elephant was in a showman's hands, and so my brother sent him to me incognito.

The fiercest animal we handle is the Cape lion, the black-maned fellow who comes from South America. The mildest lions are the Himalayan maneless lions. The only one in this country is Emerson, who is the tallest lion I ever saw. With his head erect he stands five feet two. Owing to the rigors of the climate in Buffalo, as compared with that of his native home, he con-



tracted pneumonia there early in the fall, and I am afraid it has developed into consumption. He will probably live less than a year if such is the case.

The bear is a careless animal. He likes one man about as well as another, and would as soon fight as play. He enjoys a joke and does not get ravenous when he is hungry, as other animals do. He is sociable and lazy, and finds an apt companion in such a man as the Herculean Desbeck, who played when a boy with German bears and wrestled with them, till now he can do terrific feats of strength. It is not at all unusual for him to wrestle with a giant grizzly named Frank, and to best him in falls. I have seen him pick Frank up and hold him high in the air, though the bear weighs over nine hundred pounds. In the arena every day he places Frank and a big polar bear in wooden swings with an iron bar running between the swings, and, getting the bar over his shoulders, he will lift them both up and hold them there.

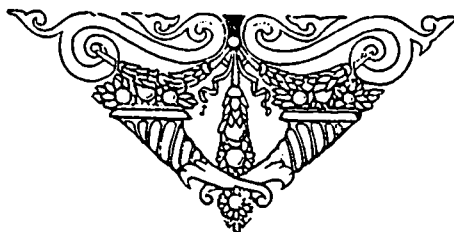
Snakes have never appealed to me greatly. It seems to require a woman to handle them. Nearly all of them will strike at a stranger, but after you get familiar with them and they understand that you mean no harm, the most dangerous snakes are not vicious. I have a Hindu girl who seems to be able to do anything with them that a mother could do with a child, and it is really weird and uncanny to see her late at night, sitting with her bare feet in their box, while they crawl all about her and she talks to them in her strange, soft dialect. She has a nasty temper, and is disliked by most of the people about her, but none dare offend her, for they remember the time when a brute of a porter struck her and she went directly to her snake box, returning with a boa constrictor, which made every effort to

get itself fastened about him at her bidding. He fled ignominiously.

Wild animals do not like children, and a child has little control over them. My own little daughter will play all day long with the lion, bear and tiger cubs, but by the time they are a few months old they cease to care to be with children, and ever after that it takes strong men or strong-natured women to handle them.

There is only one animal I can remember upon which the methods I have outlined failed to have any effect, and that was a beautiful, big black leopard. He was sent to me from Bombay, and how he was captured I do not know. He was the wildest devil I have ever seen, and though I had him two years he never tamed a bit, and the most daring keepers always paid dearly for their temerity, but the brute was so beautiful that I could never make up my mind to part with him. The question was solved for me.

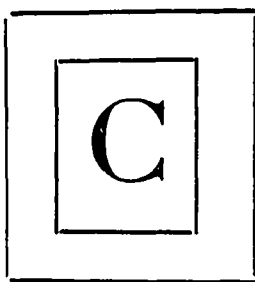
He came to his end at the time of the Baltimore fire. His cage was burned open, and he was liberated in the burning building. One of the last men out was Manager Rollins, of my staff, and he saw the death of Satan, as we called him. Satan ran leaping and writhing about the burning floor, uttering awful screams of agony. A beam fell in from the roof, one end remaining held. With a leap fully twenty feet into the air Satan caught it, and though it was bright red coals and flames its whole length he climbed to the top. By this time the hair on his body was on fire all over. Just as he was about to reach the outer air, and a possible chance of escape, the portion of the roof which supported him fell in, and Satan was buried deep below the vast mass of debris and burned to ashes.



# Concrete—the Dream of Past Ages Come True

A TIMELY ARTICLE ON THE BUILDING MATERIAL THAT IS BEING USED IN NEARLY ALL THE NEW VANCOUVER AND VICTORIA STRUCTURES

By Jamison Handy



CONCRETE construction is at once the oldest and most up-to-date building material. Not only were the great buildings of ancient Rome constructed from a mixture

of volcanic dust, broken stone, and lime, but magnificent Ninevah and powerful Mantinea alike were reared of sand, rock, and mortar mixture. Inferior as were these concretes of ancient days, the marvellous solidity and phenomenal durability of their structures are a great example of the wonders of concrete.

The refined Portland cement of today is the product of centuries of experiment and experience. Historically, hydraulic cements antedate the era of Christ and mortars of one kind or another play a great part in deciphering the mysteries of prehistoric civilization. The earliest mortars were made of broken brick and stone, bedded in either bitumen or asphalt, and the edifices of Puzzolan concrete, such as the Pantheon at Rome today, show no settling or shrinking, and remain intact save for external influences. Later, in the middle ages, hydraulic mortars gave way to mixtures of fat lime and silt. This, however, was a backward movement, for it has been shown that the centuries have power to dry them to dry powder.

In the eighteenth century there was a return to mortars depending on hydraulic action, and about 1760 the erection of the Eddystone lighthouse, on the English coast, by its exposure to the surf, made necessary a search for a hydraulic cement that would resist the action of brine. It was discovered that limestone from Aberthaw, which contained relatively more clay than other

deposits, showed greater cementing qualities in water. This discovery was the most important made in the history of cement's development, for the test permanently established the essential presence of silica and alumina with lime. About 35 years later an Englishman named Parker burned some chalky clay on the English coast and thereby produced a superior cement, which was largely used for some time. Quickly in England, Germany and Belgium cement factories multiplied and to a hundred different plants we of today owe the development of Portland cement. During the last hundred years the introduction of calcination and grinding has made progress rapid and today Portland cement is a mixture of about two-thirds lime attended by silica, alumina, iron oxide, and accessories, important according to the order in which they are named. These constituents, when pulverized to a paste, burned by exposure to a quick white heat, followed by rapid cooling, when the resultant clinkers are ground to a dense powder, result in a glossy, steel-hard association of particles less than one ten-thousandth of an inch in diameter.

There is also a natural cement produced from limestone as found in nature, but this product, in spite of its great adhesive power, is seldom used because not uniform, while requiring more water and carrying less sand. Natural Portland cement is manufactured in those rare cases where limestone is found, which contains Portland cement's constituents in the proper chemical proportions. It is named Portland because of its resemblance to the Portland rocks of England.

It is this calcined artificial Portland cement that is the prime element in modern concrete construction, mixed with sand and crushed rock in such a manner that the

sand fills the spaces between the rock matter and the cement fills the spaces between the sand grains. Hydrated, it sets into the hardness of granite. In fact had the modern builder the ability to melt and mould nature's hardest rock forms, little would be gained over our present abilities with concrete construction. Good concrete has a compressive stress resistance of 4,000 pounds per square inch, and, reinforced by steel tension rods, which makes its tensile strength as great, it is a building material that approaches ideality.

It is only in the last few years, since reinforced concrete has become thoroughly cheap, that it has been an all-successful competitor to both steel and slow-burning tile construction. Low cost, quick erection, and freedom from vibration have allowed it quickly to out-distance steel, and insuring greater fire protection, lower insurance rates and freedom from repairs, it has made such steady inroads on fireproof brickwork that without doubt these less modern materials will soon disappear from up-to-date structures. Not least important is the fact that today a factory can be built complete with heat, lighting, plumbing and elevators at a total cost of about eight cents per cubic foot.

Reinforced concrete is the safest of all building constructions. Just as every now and then steel structures fail through improper riveting, and inefficient workmanship tumbles down brick, just so occasional disregard of elementary principles causes accidents to erections of concrete. It is necessary, to be sure, that the designer be familiar with his material and know the fundamental principles involved in placing steel to properly reinforce, but capable workmanship will always rear of reinforced concrete a powerful one-piece monolithic structure that attains its greatest strength only after the expiration of the twelve years' time during which cement continues to harden.

While the greatest strength of concrete is perhaps its peculiar power to resist everlastingly the wrecking effect of machinery vibration, it is the only certainly safe material for factory use; it also is great by its ability to carry Herculean loads of dead weight. So resistant to vibration is reinforced concrete construction that many San Francisco buildings withstood the great coast earthquake, while brick and

stone masonry tumbled around them. Peculiar is also the fact that while most building materials decay or succumb to rust or similar chemical actions, concrete grows only stronger year by year.

In resistance to fire, reinforced concrete stands alone, provided the cement is carefully selected and is kept free from the sulphur and magnesia products found in many brands. Baltimore and San Francisco have established that. Intense heat injures its surface, but it is such an effective non-conductor that ample protection is provided for its steel reinforcement, and the interior of its mass remains always intact. Its fire resistance increases with age, more and more as the water in its pores is taken up chemically and evaporates. It is because of these assets that owners of concrete buildings are able to make such great savings on insurance. The companies are forced to give them lower rates than are awarded on any other building risks.

Even though concrete construction is destined eventually to be the material used in Canada's and America's almost every factory, its real future is probably on the farm. Although the farms of the continent cannot use cement in ten-thousand barrel quantities, there are so many of them that, aggregated, their demand will be greater than that of industrial centers. Already in the best developed agricultural districts there may be seen everywhere walks, drives, posts, cisterns, reservoirs, vaults, steps, troughs, tanks and stable floorings of some form of concrete and cement. The concrete of today has furnished the home owner and farmer with a material cheaper than lumber, more easily shaped and eternally lasting.

But the concrete user has his troubles. He must be careful in choosing the cement, which is the vital principle in concrete mixtures. Portland cement is only a general name, representing a possible hundred different mixtures. Portland cement, lasting in its effects, can be made only of certain rock formations found only in certain districts. Yet the large profits in cement manufacture (even though no start can be made with less than a half million investment) have tempted into the market counterfeits made artificially from weak and inferior rock. Cement is ground so infinitely fine that it is possible to use almost any material of proper color and with mixture

of the essential elements get a strong hydraulic effect. Commonly these compositions contain high percentages of magnesia and sulphur furnace products. These elements are vitally dangerous and should be avoided as poison by the builder. The mere heat of a warm hand will cause pure sulphur to crumble to pieces, and mixed in cement the product will often exhibit like tendencies. Only recently a great cement bridge at Peoria, Ill., a structure of which that city was proud, suddenly crum-

bled and fell to pieces. Such cement will rear structures that last months or years, but have little kinship to the honest rock products that build to endure for the ages.

Yet avoidance of inferior material is necessary in almost all ventures and really the cement user may well be grateful for wonders of concrete, which have given him his safest, most lasting, and least expensive material—the dream of past ages come true.

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## Ich Dien

By Jean Edouard Sears

Away in the North midst the dazzling white  
 I toil in the cold from morn until night  
 In seeking a glimpse, just a fleeting sight  
     Of that glittering thing called gold.  
 I've dug with the pick 'till my strength took flight,  
 I have cheated grim Death time out o' sight,  
 And now I think it is only my right  
     That wealth to me should unfold.

I've washed with the pan, I've worked with the hose,  
 How I have suffered good God only knows,  
 And yet I cannot be numbered with those  
     Who are through with the toil and fight.  
 I've worked on the bank till the dynamite froze,  
 Bucked the cruel wind that the Northland blows,  
 Lost half my fingers and all of my toes,  
     And now I am ready for flight.

Yet I have the hope of the miner still,  
 The hope that makes me work on with a thrill,  
 The thought that the dawn of the morning will  
     Break and find me with wealth untold.  
 What matters it now that my soul I kill  
 When soon I shall have at my beck and will  
 All the pleasures of man that this world fill  
     Strive and fight to handle my gold?



## The Crowning of Good

*By Edwin Markham*

The crest and crowning of  
all good,  
Life's final star, is Brother-  
hood;  
For it will bring again to earth  
Her long - lost Poesy and  
Mirth;  
Will send new light on every  
face,  
A kingly power upon the race.  
And till it come, we men are  
slaves,  
And travel downward to the  
dust of graves.

Come! clear the way, then,  
clear the way!  
Blind creeds and kings have  
had their day.  
Break the dead branches from  
the path;  
Our hope is in the aftermath—  
Our hope is in heroic men,  
Star-led to build the world  
again.  
To this event the ages ran;  
Make way for Brotherhood—  
make way for Man.

# PEOPLE YOU HEAR ABOUT

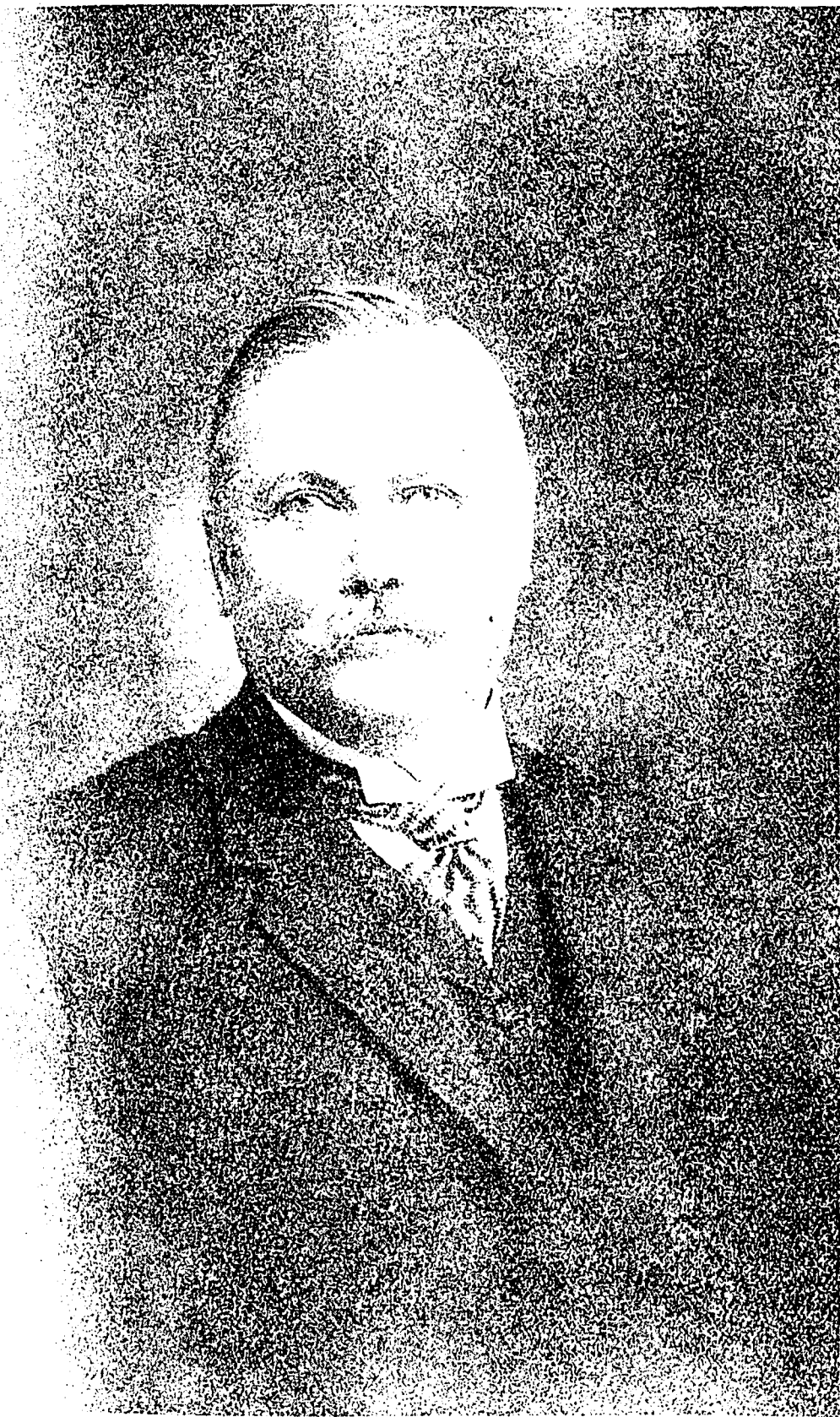


**LYTTON SHATFORD**, member of the provincial parliament for the Similkameen electoral district, one of the most important fruit growing districts in the province. Shatford and his brother, W. T. Shatford, in 1905 made an important



...the growing industry in British Columbia by ...  
...company to purchase and irrigate the now ...  
...interested in a number of the companies ...  
...to parliament in 1903 and re-elected in 1 ...  
...Bank of Vancouver and of the British C

...of the Vancouver Exhibition association, gave ...  
...exhibition week last month. It was ...  
...Vancouver the most successful exhibition ex ...  
...his exhibition experience in Australia, w



Y. president of the Canadian Manufacturers' association, is a con-  
in the business life of British Columbia. He is returning from a  
will reach Vancouver in time to participate in the manufacturers'  
ons in the British Columbia metropolis on September 20th.





LEE  
3/14

**T**HOMAS FITZHUGH LEE is a soldier of fortune. He went into the army of his uncle, General Fitzhugh Lee, met some enterprisers, purchased, together with them, a large tract of Mexican land and is now a to fight Mexicans with several millions.

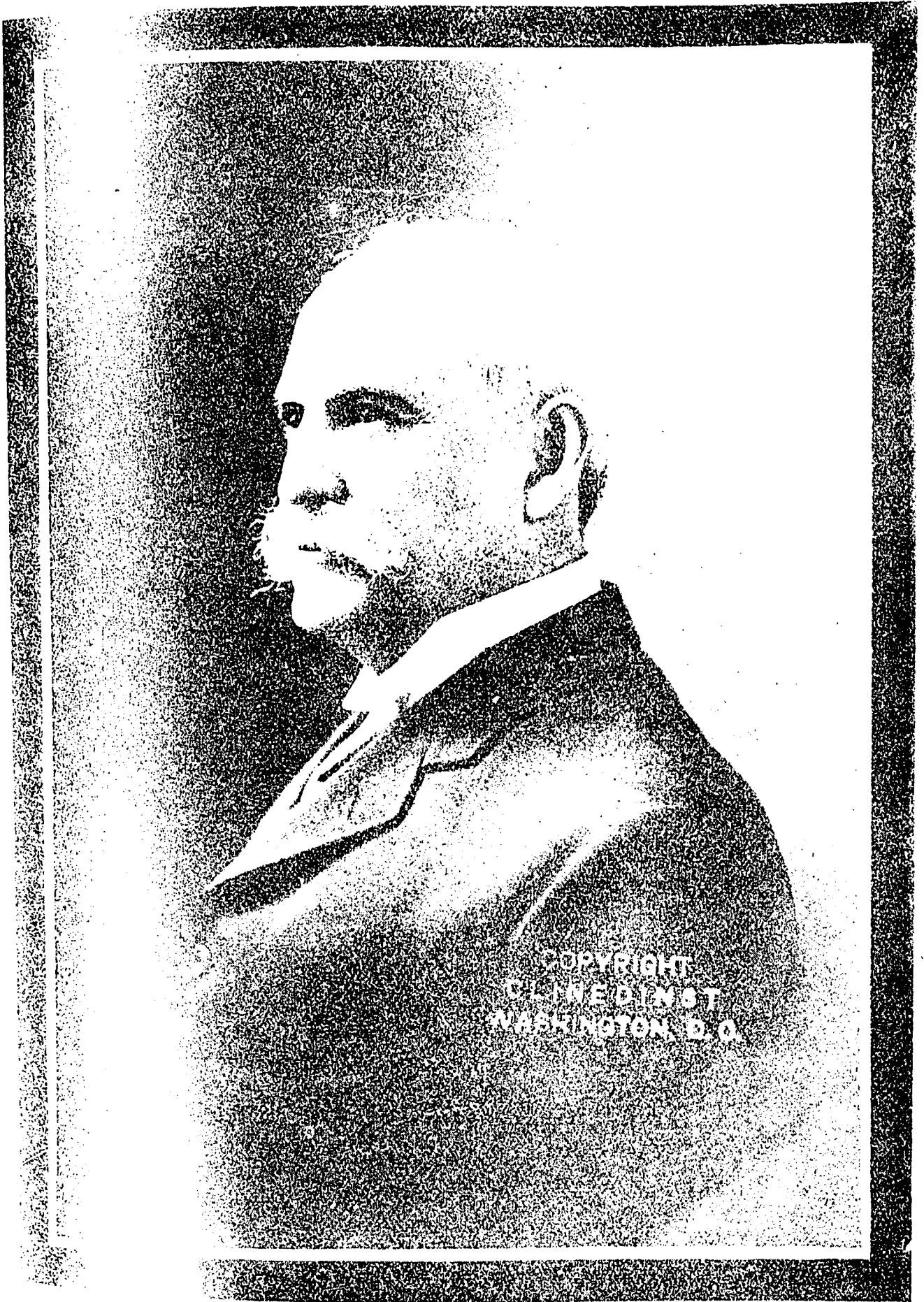


**M**ARK  
d  
on hort

ERRELL, member of the Dominion parliament from the Yale-Cariboo  
an extensive fruit grower of Grand Forks. He is regarded as an expert  
and his opinions carry weight with them throughout the Dominion.



Portrait of "Uncle Joe" Cannon, speaker of the House of Representatives—perhaps the most protane man in Congress—opposing the wishes of the long-suffering and progressive Republicans.



SENATOR W. ALDRICH, leader in the United States senate, called "Boss Aldrich." His influence in the senate is as great as the influence of the speaker in the house.



**R**OBERT V. CARR, better known as "Bob" Carr, has won recognition from the magazines of the continent through his cowboy verses—virile, chaotic, and full of swing and rhythm. Just as Paul Lawrence Dunbar gave to the world his delightful negro verses, the life of the south, Carr is bringing the west—the west to be—nearer to the east. He is making his reader feel the breath of the man who was a soldier in the Philippines, can ride a broncho a little better than any man in Whitewood, South Dakota, can hit a fly in the eye every time he discharges his six-shooter and just now he is the boss of a Los Angeles news agency.

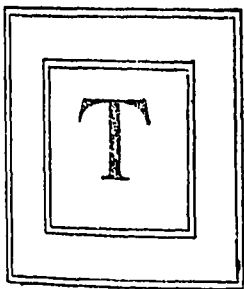
# A New Philanthropy— Send Young Men West

AN APPEAL TO PHILANTHROPISTS TO FURNISH CAPITAL TO YOUNG MEN  
IN ORDER THAT THEY MAY ACCEPT THE CHANCES FOR  
GROWTH THAT THE WEST OFFERS THEM

By C. D. Larson

*Editor of Progress Magazine*

Editor's Note—A few months ago Christian D. Larson, one of the keen thinkers of the Middle West, made a tour of the Northwest. He had read of the opportunities in the Last West open to the young man with nerve and grit. He felt that the picture had been over-drawn and over-colored. As editor of the Progress Magazine, a magazine that keeps pace with the times, he made a personal inspection of the Northwest. We present herewith his findings—the findings of an unbiassed judge who was convinced, although, perhaps, he did not want to be.



HERE are two reasons why this article has been written. First, the facts to be presented herewith will clearly show how several million people, who deserve more than they are getting, can better their conditions. And, second, the same facts have suggested a plan through which one of the most perplexing problems confronting human society today may be largely solved.

In every city of every size we find hundreds and even thousands who are not getting results commensurate with their ability and the amount of work they are doing. And in many of the smaller towns we find scores in the same condition. Not a few of these are well educated and trained, and are in many respects most capable men or women. But they do not seem to fit in with their circumstances, and are therefore overworked and underpaid. The question is, What are these people to do? Is there no way through which they may better their conditions? Must they continue to eke out a mere existence when they have the ability to provide fully for themselves and families if they only had the opportunity?

Then we have a much larger number, who are neither educated nor trained, but

who deserve to fare far better than they do. Are these also to live with poverty and want until the end, or is there some practical way out?

The idealist will answer these questions by declaring that our thinking must first become right, for when our thinking becomes right everything else will become right also. And the idealist speaks the truth. He always does. But how does right thinking produce this transformation? In various ways, to be sure. Sometimes by so changing our own nature that we can adapt ourselves to the opportunities already existing where we are. But if there are no adequate opportunities for us where we are, right thinking will give us sense enough and courage enough to shake the dust from our feet and go somewhere else.

Moses was an idealist, and his idealism inspired him to leave Egypt. He did not believe, as some pseudo-idealists of today believe, that you must work only for the improvement of mind and soul, never for the betterment of physical conditions. He believed in going elsewhere, physically as well as mentally, when necessary, and his belief was sound. Thousands of idealists today, and more thousands who are not idealists, believe the same, but the question is where to go.

There are said to be over a million people

in the United States, principally in the larger cities, who are looking to the Far West and the Northwest as the Promised Land, where they expect in the near future to gain freedom from the Egypt of poverty and ill health, and that cramped condition of soul that is worse than want. But are these people turning their faces in the right direction? It is my pleasure to say that they are; and the sooner they break loose and go, the better. I have recently been to investigate the opportunities and the possibilities of that remarkable country. I therefore know whereof I speak, and I am here to speak the truth.

The stories that have been told about the "Golden West" are all true; they have not been exaggerated; in fact, they are, in most instances, the very opposite. Instead of exaggerating the truth they have held in reserve a large portion of the truth. And that is easily explained. When you discover the possibilities that nature holds in store on the other side of the Rocky Mountains you feel instinctively that you would not be believed at all if you should tell the whole truth; therefore, to protect your own reputation, you hold back the greater portion.

The fact is that no one can possibly realize how rich in possibilities the Far West is until he goes and sees for himself. And these possibilities are not found along one or two lines alone, but along almost every line of human ambition, although it was the remarkable productive power of the soil that impressed me most. When one acre can produce \$4,000 worth of fruit at average prices in a single season, we are in the presence of productive power that is marvelous, to say the least. And there are millions of such acres in the West, only a few of which have been brought under cultivation.

True, not every farmer, or ranchman, which is the time expression in that region, makes his acres produce like that. It requires scientific agriculture and horticulture to secure such results. But it shows what nature has the power to do when properly treated; and the principles of expert cultivation are not so difficult but that any man of fair intelligence can learn to apply them successfully.

To become a ranchman in the Far West would therefore be one way to better one's conditions; but many who are accustomed to live in the city will object to go and live

in the country. I have a few facts, however, to relate that will entirely remove that objection.

This is how some of the ranchmen of that country live. Their ranch consists only of a few acres—five, ten or fifteen acres, occasionally more—and they spend the summer there in the midst of surroundings the grandeur and beauty of which can never be described. They have scenery to inspire the soul, the purest of air, the purest of water, and the purest of food to nourish the body, and they have work for the mind that calls for the best they may possess in ability and efficiency.

The nights are cool and the labors of every day are followed by rest and sleep that is refreshing and invigorating to the most perfect degree. The summer's work, therefore, is delightful, and, as many stated, "They were having the time of their lives." They are in the country during that season of the year when everybody wants to be in the country, and, though they have to work, it is work that had better be defined as pleasurable exercise.

But what do these people do in the winter time? Some of them go to the larger cities of the western states and live in the best hotels. Others go to southern California or to Florida, while not a few go to eastern cities, where they take in a full season of grand opera, the best theaters and a thousand and one things that promote culture, enjoyment and mental enrichment.

How would a life like that appeal to you who were educated in high school or college, but are earning only twenty or thirty dollars a week? Let me tell you frankly and as a friend, break loose. Any man with intelligence enough to pass an ordinary country school examination can make a western ranch produce enough to give him a vacation in the East or the South every winter, with several trips to Europe during his lifetime thrown in, and, besides, a considerable fortune as an inheritance to his children.

Those who have sufficient intelligence and ability to become experts in scientific horticulture can do better still, while those with little ability and no education can at least gain all the comforts of life with many luxuries added.

To live in the country out west does not mean isolation. In the first place, you have for companions the most beautiful things

that nature has produced—mountains and valleys, hills and dales, rivers and brooks, cascades and waterfalls, flowers and trees, ranges in perpetual white surrounded by plateaus of perpetual green. Wherever your eye may chance to turn you behold the staging of a poem, and whenever you stop to listen you hear a song. But it is never the same. Always different every day. Who could be lonesome in such a place?

In the second place, you will find as many people after your own heart as you will in almost any city. Some of the best educated families have gone out there to live a life that could give them something worth while in life. Among them may be found professional people of all kinds—lawyers, physicians, druggists, clergymen, teachers and others. Instead of wearing themselves out trying to overcome competition in the overcrowded districts of the East, they have gone where there is no competition whatever, and where nature is ready to throw luxuries in their laps if they will but give her a portion of their time and intelligence.

The fact that many of the western ranchmen spend their winter vacations abroad must not be construed to mean that all are happy and well-to-do in the great Northwest. But then there are people who would be in want even in a diamond field, as they would not know how to convert those precious stones into the necessities of life. It takes brains to convert natural wealth into serviceable wealth. And there are people who would be in misery even in paradise, as they would be incapable of enjoying the greater joys of that sublime realm, having the capacity for enjoying only such lesser joys as have been ruled out from the lofty states of paradisaical bliss.

The majority in the Far West, however, realize that they are living in a wonderful country and that its future is destined to be greater than that of any other region known in history. In fact, its opportunities and possibilities are so numerous and remarkable that many are at first bewildered, and it is only the larger minds that actually comprehend what nature holds in store in that part of the world. Untold wealth lies latent everywhere, and only the surface, and that in spots, has been touched.

You simply have to investigate to discover that that entire region is an Eldorado

for pluck and brains. But these two are necessary if great results are to be secured. Development is required everywhere; only a brief period of time, however, need intervene between the sowing and the reaping. And when the reaping time comes a bonanza comes also.

When hard-headed business men will offer from \$25,000 to \$50,000 each for ten-acre tracts of orchards in bearing and the owners absolutely refuse to listen to offers three or four times as large, you conclude that you have met an exceptional circumstance. But when you investigate and discover what that soil is actually producing you admit that the prices offered are not too large, but rather too small. Opportunities, however, are not to be found in the horticultural lines alone, though it must be admitted that it is the remarkable productive power of the soil that will constitute the foundation of the future glory of the northwestern empire.

Where the soil is rich the people will go, and where the people have taken up their abode every talent will find work to do. The man, therefore, who does not care to live in the country need not think that there is nothing for him in the West. Opportunities for brains, ability, ambition and efficiency along any line are greater on the other side of the Rockies just now than anywhere else in the world. The vast resources of these western States are only beginning to be known, and from now on emigration will be very large, though there is no danger of overcrowding. That region is ready to support in comfort a much larger number than the entire population of the United States.

In this article, as previously stated, there are two things in particular that I wish to emphasize; and all must admit that these two things are of vital importance. Whatever our ideas of life may be—idealistic or materialistic—we can not get away from the fact that physical well-being is necessary to the welfare of the community and the individual. Poverty is an evil, and its complete eradication should be sought with just as vigorous an effort as if it were a deadly disease. And in proceeding to do so there are several things we can do. Among these there are two that I wish to speak of now.

The first is that of each individual bettering his condition, provided he thinks that



he can and the opportunity is at hand. And in this connection we must admit that it is absurd for anyone to try to live under circumstances where he has less than half a chance to apply his talent and power, when he can through a three days' journey place himself in circumstances so favorable that every effort he may make will count ten times as much.

Poverty exists in many homes because the head of that home does not have half a chance; where he works competition is so keen that there are ten or twenty and even a hundred men trying to get the position he occupies. Then why should he wear himself out fighting such circumstances when pastures green are open elsewhere. He may not have known of those other pastures, but he need not be uninformed any longer. This article simply verifies what has been stated before on the same subject, and is written to present the facts—to encourage those who are not getting what they deserve to break loose from barren situations and go where their efforts will produce results.

But suppose they have not the means to make the change? This leads us to the second proposition, and here is an idea that deserves the attention of every warm-hearted man and woman in the world.

We have many philanthropists today, and many of them are constantly in search of the greatest philanthropy. But is there any philanthropy that could be much greater than that of helping thousands and thousands of underpaid and overworked toilers in the cities to get out and back to nature—back to fresh air, pure food, wholesome environments, independence, freedom, the opportunity to live in comfort and plenty, and even to accumulate a considerable competence for later years?

The number of people is very large in every large city who would gladly go out and live with the flowers and the trees if they only had the means. But there they are, while millions of dollars are wasted annually in giving temporary relief to those very people and their more unfortunate associates.

The great problem to which I referred at the outset is what to do with the slums. Empty the slums. That is the only sensible and only practical course to pursue. An association directed by capable men and

backed up by a fund of \$20,000,000 could do it.

What if a few should refuse to go? Enough would want to go to relieve the situation sufficiently to place what evils remained under perfect control.

But here are the two sides of the picture. Millions of acres of most productive soil in the midst of scenery too gorgeous and beautiful to ever describe, with not a soul to enjoy it! That is one side. Now turn to the other. Thousands of wretched souls in every city living in filth and misery and want, eking out an existence worse than that of animals, breeding crime and disease of every description, to be communicated later to every community in the land, no matter how well protected or how vigorously guarded.

Is there no method or means through which those who are in want can be placed where there is plenty? Is the problem so tremendously difficult that we have not sufficient intelligence to solve it? When we have the means to take a man out of trouble who is willing to go, should we fold our arms and say it can't be done?

Thousands are willing to go—praying night and day for the privilege to go; and there is no limit to the means. Then why do we wait? Let philanthropists think it over. It is a thought worth while. And what is more, it is a thought that demands immediate action.

In carrying out such an idea, however, the project should not be based upon mere philanthropy. We are done with charity that is nothing more than mere charity. No respectable man wants it. But he does want a fair chance. He does want help that will help him to help himself. If you can place him where he should be, do so; it is the very thing his better nature demands; but that better nature also wants the privilege to return the favor—to render an exact equivalent.

Such an association, therefore, should purchase large tracts of land and sell it, not give it, to those who want to return to the soil. And the terms should be such that anyone, no matter how limited his means, might accept them. Then if a system of practical education was provided by which all might learn to proceed in their new field with the best methods known to science, every such community would soon become one of health, happiness and plenty, and

the blessings that would redound to the entire nation therefrom would be greater by far than any of us can appreciate now.

I have spoken briefly, though I shall speak more fully in the future if necessary. And I have held my enthusiasm under control, for if I should have written as extensively of the West as I should like to write, and with the same enthusiasm that I feel for the West, most of you would want to go West at once. But such a culmination of events would not be desirable. Besides, there are plenty of opportunities in the East. The East is not to be depreciated. I wish to say, however, that there is absolutely no sense in letting millions of acres of the best soil in the world go to waste every year in the West, when hundreds of thousands of well-meaning people are starving or are on the verge of starvation every year in the East. Nor is there any sense in a man fighting competition in the East,

and in the meantime earning no more than a bare living, when the same effort would net him an independent fortune in the West.

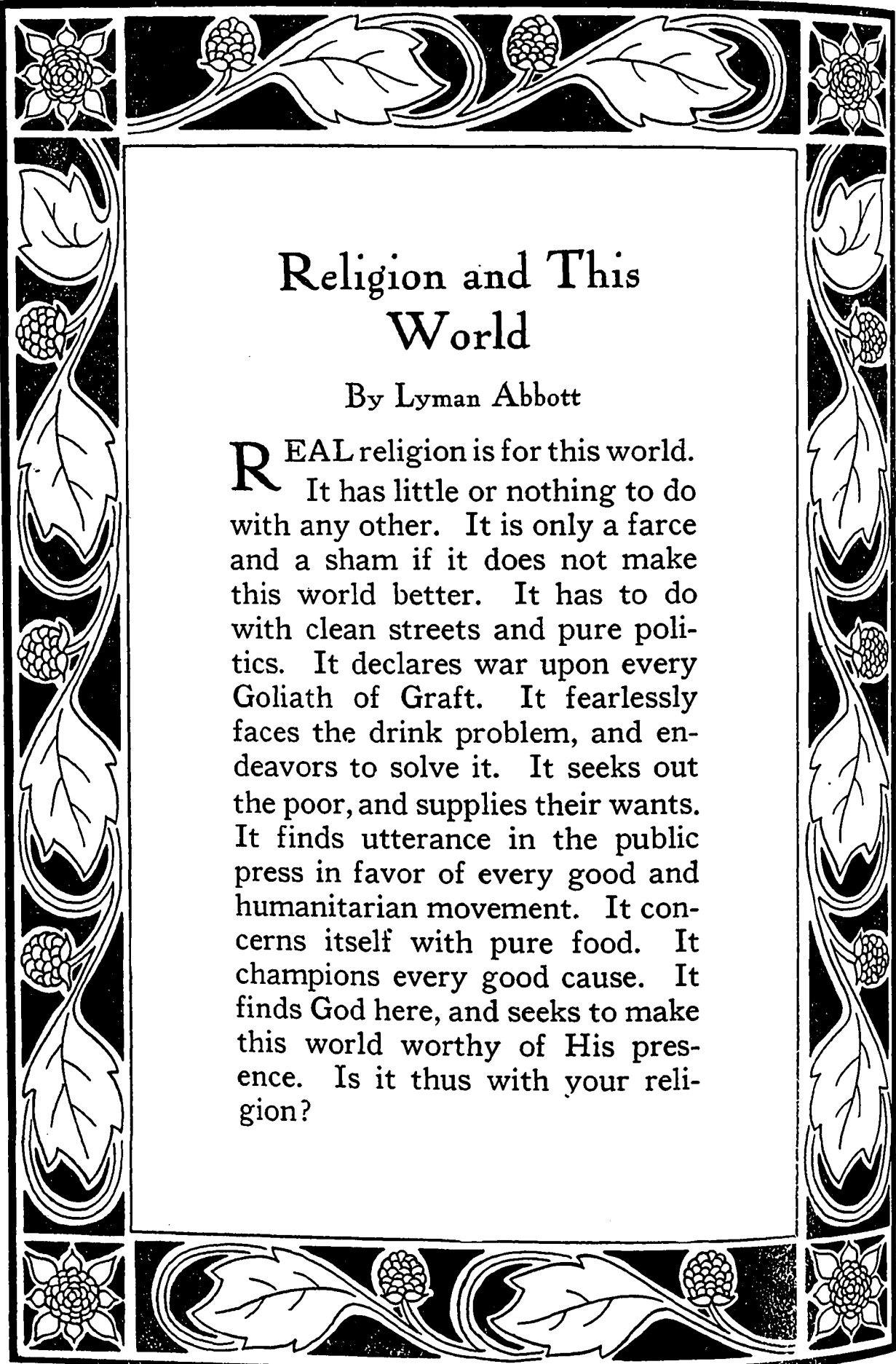
So we may repeat what was so wisely said before—only the promise is a hundred times greater today—"Go West, young man, go West"—for the great West is waiting—waiting for those in poverty to give them health, happiness and plenty—waiting for those who have failed to get what they deserve to give them not only all they may deserve now, but as much more as they can make themselves deserve—waiting for men and women of ability, ambition and power, to lead in the building of the greatest industrial empire the world has ever known. The opportunities are there; the possibilities are there; and what more do we need to change the tide of destiny and make our own life as great and as rich as we may wish it to be.

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## Dead Poets

*By Walt Whitman*

Dead poets, philosophers, priests,  
 Martyrs, artists, inventors, governments long since,  
 Language-shapers on other shores,  
 Nations once powerful, now reduced, withdrawn or  
 desolate,  
 I dare not proceed till I respectfully credit what you have  
 left wafted hither,  
 I have perused it, own it is admirable (moving awhile  
 among it,)  
 Think nothing can ever be greater, nothing can ever de-  
 serve more than it deserves,  
 Regarding it all intently a long while, then dismissing it.  
 I stand in my place with my own day here.



## Religion and This World

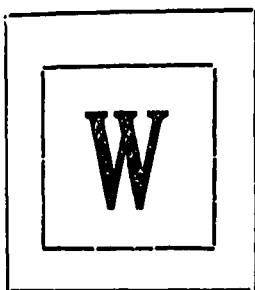
By Lyman Abbott

**R**EAL religion is for this world. It has little or nothing to do with any other. It is only a farce and a sham if it does not make this world better. It has to do with clean streets and pure politics. It declares war upon every Goliath of Graft. It fearlessly faces the drink problem, and endeavors to solve it. It seeks out the poor, and supplies their wants. It finds utterance in the public press in favor of every good and humanitarian movement. It concerns itself with pure food. It champions every good cause. It finds God here, and seeks to make this world worthy of His presence. Is it thus with your religion?

# The Scout and the Desperado

A STORY THAT RAISES A QUESTION FOR YOU TO ANSWER

By Ed Cahn



HE sat on the steps of a small private boarding-house far uptown, enjoying a cool clear evening in August, a diversified group of six.

Mrs. Arnold, the elderly but still vivacious landlady, had just finished a story of her early struggles as a widow alone in Toronto.

It was a story of a plucky fight against great odds—the great odds which poverty, a yearning love for the easy and beautiful things of life which a woman of her temperament craves as much as light and air, with the added handicap of more than ordinary beauty of face and figure planted in her way.

In a general but unmistakable way she confessed that in her darkest moments she had been tempted to use her beauty to gain all she craved—as she saw many others doing every day.

After a little silence, during which each of her auditors silently applauded her lifelong championship of the right, she said impulsively, "I have often wondered what made me do as I did, and why. Alone, responsible to no one, and not in the least religious!"

"Duty," said the uncompromising bachelor-maid.

"No, an abiding sense of right," murmured her cham. "I wonder if it is going to rain?" she added, irrelevantly.

"Rain?" The bronzed young man on the lower step gazed aloft. "Well," he said, slowly. "Mebbe, before mornin'. I never can be dead sure of the weather signs in Toronto, but out west in the States I scarcely ever failed."

This was a long speech for him, for he was usually very silent. Mrs. Eckles, languidly interested in him and noting his interest in the older woman's story, sought to draw him out a little.

"Not to dismiss the weather too abruptly," she said pleasantly, "but what is your idea about why Mrs. Arnold did as she did; of course, you think it was a sense of duty?"

The bronzed young man shifted a little and drew out a cigarette. "Do you mind if I smoke?" he asked.

"Oh, no; no, indeed!" they protested amiably.

"Course, I don't know Mrs. Arnold very well," he began, "but nobody needs to know her very well just to see from her face that it wasn't anything but pure goodness just born in her same's it is in all good women and always will be! 'Taint religion, nor duty. Sounds funny to say it, but pure goodness makes lots of folks go again religion an' duty, too. Fact is, I don't believe much in duty myself."

"Oh," they cried, "surely you do!"

"I do an' I don't," he laughed.

"Won't you tell us why; our curiosity is very much aroused," purred Mrs. Eckles.

"Well, I'm not much of a story-teller, but I'll try if you like.

"This here happened 'bout four years ago when I was pretty much of a kid, worse'n I am now, an' I reckon I'll go back a ways so's you can understand it better.

"My folks always lived in New York, an' I got a kind of a feelin' that I wanted to go outside a ways an' see what the little ol' town looked like from the outside, so to speak. I wanted to see how it felt to be on the outside lookin' in, 'stead of inside lookin' out.

"Course, like every other New York boy, I didn't have a doubt on earth but what New York was the whole show. We all seem to be born with that superstition. Being big for my age. I got through recruitin' office a year an' a half under age at that, an' afore I knew it I was a U. S. soldier.

"At first I liked it fine, but 'fore I'd

been hardly licked into shape I began to be pretty sick of it, I tell you that! Along about this time a frien' of our family, man in the scoutin' department, foun' me one day feelin' pretty blue.

"Well," sez he, 'you look like you'd been down cellar drinkin' ink. What you doin' here?' 'Meff' sez I. 'Oh, I'm in de army now. Tryin' to throw de proud bluff, you know,' but it didn't work on him. 'De army!' he yells. 'De regular army? That's only for bums!' An' he had a regular fit. Pretty soon he sez how'd I like to go wit' him, be a scout an' go west? 'Fine!' sez I, 'me fer it!' So he said he'd fix it, an' he did.

"Not long after I foun' myself out on the ragged edge of Arizona, which means nowhere's a-tall. Ah! that's a glorious life out-doors. Ol' clothes, a gun, a horse, pack mules, more scenery than Dave Belasco'll ever get on a stage, an' he's good at it, too; a whoopin' appetite an' all out-doors to turn 'roun' in.

"Well, I was with a small scoutin' party, an' after we left the rest of the boys we had bad luck all the time. Two got sick in El Paso; one got bored—excuse my slang—that means shot, you know, an' one flew the coop, that means deserted. So our bunch got mighty slim.

"Soon as I got used to the country an' things, I foun' I got along fine as a scout. Jus' naturally came to me, scoutin' did.

"One day the boss pointed across that range that no matter where we went always seemed to be the only thing in sight, an' sez to me, 'Say, you boy, you're de only one I got to sen', an' I reckon somethin'll happen to you if I sen' you across that range; you're such a tenderfoot, but you got to try it.' He adds a lot of fancy language, mostly of a deep blue tinge, but I'll leave that out—that feller certainly could cuss!

"After he'd expressed his feelin's 'nough, he adds fer me to see if there was any way out of the puzzle we was in an' how de lan' laid, anyhow.

"So I takes a outfit an' pack mule an' a gun, of course, an' a extra horse an' lit out, as they say out there. You bet I was goin' to show that feller that I wouldn't get lost if I was a city chap an' a tenderfoot, an' furthermore was goin' to find the answer to that puzzle besides.

"Bein' young an' all, when I joined the

army I had a great idea 'bout duty. I guess I was as patriotic a kid as any ever was, an' I made up my mind that no matter how hard it was or might be, I'd do my duty by old Uncle Sam or die. Nope, nuthin' could keep me from it. But a few months of army life made me see lots of things different an' I didn't feel so blame lovin' toward my country as before.

"It didn't pan out the way I'd figured it an' it seemed to me more like a soulless corporation, as they say. Still, I knew the principle was all right, an' I felt better outdoors scoutin', anyway. Ain't that a funny idea? A guy from the very heart of little ol' Manhattan Isle, scoutin' in de wild an' woolly west! Shows what funny things can happen in the government service.

"I got along all right, an' was makin' headway, too, happy as a clam at high-tide. I'd been travelin' in them mountains several days, an' the next day bein' Sunday, I thought I'd unpack a little more'n usual an' spend it restin'.

"So I pitched camp. You never saw such a grand place. All mountains, red, rocky an' jagged as a shark's teeth, an' high! Terrible high. It takes gran' mountains, deep stillness, an' a glorious sunset over the peaks to make a feller feel how big the Lord is an' how small he is himself! I tell you that!

"I was thinkin' all this an' had my back to some high rocks, when I hear a stone slip. I whirled aroun', covered the rocks with my gun an' said, 'Come on out, you!'

"Here was a Mexican feller slidin' aroun' the rocks, an' I guess he was as surprised to see me as I was to see him.

"Where'd you come from an' what do you want?" sez I.

"They're after me,' he sez, his eyes wild an' hunted, an' I could see he was all out of breath an' plumb wore out.

"Hide me!' he whispers, 'hide me, for the love of Mary! Will you?'

"Sure,' sez I, not thinkin', 'I don't know Mary, but I will.'

"I pushed him into my tent, gave him an army shirt, made him get in between my blue army blankets, put a soft hat over his eyes, sez, 'Lay down, now,' an' went out to get supper. He laid low all right, without bein' told.

"While I was gettin' supper a sheriff an' some men comes drillin' along. They ast

me if I'd seen who they was lookin' for. 'Nope,' sez I, 'I ain't seen nobody for a week, 'cept my pardner. He's over there in the tent, drunk. Wanter see him?' They saw who I was, but I reckon they wanted to be sure.

"I led the way, an' as I goes in the tent I sez, 'If the government knew how he plays off drunk all the time an' leaves me all the work to do, I guess I'd soon be getting a better pal.' He was layin' covered up, snorin' to beat anything you ever heard. 'The dumb fool will insist on wearin' his hat to bed,' sez I, givin' de blanket a jerk back 'nough to show de shirt, but not far 'nough to show his dusty boots, you bet, kinda knockin' de hat to one side, but not clear off his face.

"They was satisfied an' never touched him nor the blanket nor hat. They poked around a few minutes an' I give 'em a drink an' invited 'em to supper. But no they couldn't wait—was hopin' to ketch their man afore dark. Said he was wanted for killin' a man away off at de post an' they'd tracked him as far as this canyon they'd jus' climbed out of. They foun' his horse strayin' along loose an' they was sure of him now. They left sayin' thanks an' havin' another drink all aroun' again.

"I finished my supper, an', after a cigarette or two, slept with one eye open an' my han' on my gun but never got so much as a move out of my friend inside.

"Next mornin' I foun' him asleep an' I guess he slept most all day. When he woke up I made him stay in, an' didn't let him out all night either. He was so tired an' beat out that he didn't seem to care much. So I spent Sunday in camp with a desperado, an' felt sorry for him too.

"Now if I'd been thinkin' of my duty to Uncle Sam's laws I'd have handed him over to the sheriff an' prided myself on it, but it never crossed my mind. I bet that desperado wasn't any more crazy to fool the sheriff an' save his neck than I was to have him do it!

"Next mornin' I called him out to breakfast. 'Now eat,' sez I, an' mebbe he didn't! Then I give him a smoke an' sez, 'Well—?'

"He starts in an' tells me that he is Arturo Quentin of New Mexico. That made me sit up for I see then that I'd been entertainin' one of the biggest bandits an' de head of the very worst bunch of others that ever worried the sage-brush into hysterics!

"He tells me about a fight at the post, says de other man was cheatin' at cards an' when he caught him at it an' threw his cards in his face de guy called his mother—well, insulted her. Den' sez he cool as ice, 'I killed the dog.'

"It seems his band as he called it was too far away to reach, bein' busy 'tendin' to a little business in de way of stoppin' a stage-coach, when he had to fade away from the scene of trouble. So, bein' hard put, he made for the mountains, de sheriff an' his men hot-footin' it after him in gran' shape.

"His bronc had stumbled an' fell an' when he comes out of his trance it was hours later an' Mr. Bronc nowhere's about them parts as far as he could see. So all he had was an empty gun an' his legs between him an' hangin' when he stumbled onto me.

"He was a youngish feller with a face an' eye to make a woman crazy about him. Before I knew it I liked him as much as anybody I ever saw before. He seemed to think I was all right, an' poured out all kinds of thanks to me.

"'Senor' he sez—Gee! How well I remember it! He was a man, all right, if he did have a band of cut-throats an' robbers takin' orders from him. An' the Lord must have just forgot to put a sense of wrong-doin' in him for I think he thought he was doin' the right thing, an' the only thing to do an' his conscience never bothered him.

"'Senor,' sez he, 'You're de only American I ever saw that I trusted,' an' he ups an' tells me all of his adventures an' the story of his life from A to Izzard, an' 'nough things against himself to hang a dozen men. 'I am safe now,' he winds up; 'my men, Juan an' Jose, will be here soon. They follow a day on the heels of the sheriff to fin' me.'

"Suddenly he jumps up. 'There they are now!' He cries an' swears to himself in Spanish. I never heard a sound nor couldn't see a thing, but he gave a whistle which was answered so near at hand that I jumped.

"'Adios, my frien',' sez he, givin' me his han'; 'Adios an' a thousand thanks. I owe you my life, command me at any time.'

"'By the way,' I sez, 'who was it you shot. Might tell me that?' "'General—Blank' he says, only that was not the name.

'What!' I yells, 'General Blank?' 'Yes, that's the man,' sez he, calm as the range itself. 'An' I heard your frien' the sheriff say there is a reward of five thousand dollars on my head. Caramba! I could use that myself.'

"'Well, well,' sez I, you have got a nerve tellin' me all this. I'm a U. S. scout!"

"'I know,' sez he, smilin', 'but before that you are my frien', so does it make any difference?' Duty, thinks I, it's my duty to nab him, but I just said 'No! by God I don't.'

"'Thanks, I knew it would be that way,' he says an' scrambled down the rocks. I followed to the edge of the cliff and saw him join his two frien's below in the canyon

and ride away with them. He turned an' saw me an' waved his hat. I waved back an' answered his adios an' wished him good luck besides."

"'Well!' exclaimed Mrs. Eckles, "what an extraordinary thing!" "Isn't it?" murmured the bachelor maid, "but how did you feel after he was gone?"

The bronzed young man laughed and sighed. "I had lots of time to think," he answered after awhile, "but the only conclusion I ever came to was that I had done right by a fellow-man by giving him a chance, done right accordin' to my own lights if not by the government's. So you see it ain't always duty that makes people do things, but the way they feel inside."

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## The Citizen's Business

By McLandburgh Wilson

Poor Jones' business was his own,  
It had both loss and gains in it,  
And every day he always put  
His heart and soul and brains in it.

A Busybody came and said:  
"There's more than I suppose in it,  
Though 'tis his business, none the less,  
I think I'll put my nose in it."

An Octopus came 'round and said:  
"I think there's something grand in it;  
He thinks it his, but just the same  
I guess I'll take a hand in it."

A Sociologist remarked:  
"Sure something should be put in it;  
I shall not ask him for his leave,  
But I shall put my foot in it."

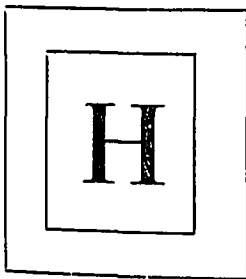
# The Revenge of Ah Sing

By Jean Edouard Sears

*Author of "Arthur Thornton--Coward," "The Wily Chinese," etc.*

"It shall be unlawful for any person, company, partnership or corporation, in any manner to prepay the transportation or in any way to assist, encourage or solicit the importation or immigration of any alien or foreigner into Canada, under contract or agreement, parole or special, express or implied, made previous to the importation or immigration of such alien or foreigner, to perform labor or service of any kind in Canada.

"For every violation of any of the provisions of the last preceding section, the person, partnership, company or corporation violating it by knowingly assisting, encouraging or soliciting the immigration or importation of any alien or foreigner into Canada to perform labor or service of any kind under contract or agreement, express or implied, parole or special, with such alien or foreigner, previous to such alien or foreigner becoming a resident in or a citizen of Canada, shall forfeit and pay a sum not exceeding one thousand dollars and not less than fifty dollars."—R. S. of Can., 1906, Chap. 97.



ALFWAY up the coast of British Columbia the Fairmont river empties into the sea and half way up the Fairmont is the town of Logville, the shipping port of the sev-

eral mines and logging camps situated inland from the river. The town at one time boasted of three saloons, two general stores and the other habitations which go to make up the building of a western town. The citizens of Logville prided themselves—well, they prided themselves upon everything, but their particular boast was that they were free from the company of the cheap-working people of the far east, the Chinese, the Japanese, and the Hindoo, although the canneries at the mouth of the river depended for their existence upon the Asiatic labor which enabled them to compete with the canneries of other localities. When visiting the south the citizens never allowed an opportunity to pass of telling the people of Victoria and Vancouver that the Asiatics were the cause of any loss they suffered in wages and such things, proclaiming Logville as the ideal town where a white man got a white man's wage and nobody knew the touch of money of less than the value of a quarter.

Logville awoke one morning, however, to find its ideals rudely shattered, for a stranger had arrived in the night and erected a sign over the door of a weather-beaten

building which gave notice to all and sundry that Ah Sing was on hand prepared to do the washing of all who were not willing to do their own, as had been the practice heretofore. In olden times the townsmen would have proceeded to shoot up the intruder and called it frontier justice, but nowadays things are done differently and "justice" is tempered with mercy. It soon became apparent that they intended to cure themselves by means of the "absent treatment," treating him with contempt, and it was this contempt which was to work Ah Sing's undoing, for in running a laundry he depended for his living upon the work which others furnished him. Notwithstanding his protestations of cheap prices and good results no business came his way, and it looked as if the town of Logville would soon lose its first public cleaning emporium. Out in British Columbia, however, a Chinaman appears to thrive on lack of friendship and ten cents worth of rice per day, with a fish of the bull-head type thrown in for luck on Sundays, and the expiration of three weeks from the newcomer's arrival still found the sign, "Ah Sing, Laundry," swinging in the gentle breezes which sent the citizens of Logville chasing their hats down the main street.

Somebody has said that patience will eventually bring its own reward, and somebody else has said that a Chinaman is the personification of patience, so it follows that if Ah Sing would only wait long enough the business would come. He waited



—and it came. Tim Harriman, big and burly, appeared in the role of the savior, and a bundle of clothes almost as big as Tim proved to be the staff that was to save Ah Sing from starvation.

Now, Tim Harriman, who bossed the party of loggers getting out logs from the woods about the town, was not looked upon as a soft-hearted man given to saving anyone or anything, especially a Chinaman whom he vowed he hated, and all his men wondered when he ordered them to bring in their soiled clothing, as he intended to give the Chinaman in town a job. Neither was he known as a philanthropist, and they wondered much more when he informed them it would not cost them anything personally. But being ordinary mortals, they were always looking for something for nothing, and thus it was that Ah Sing found Tim at his door with the largest bundle of dirty clothes it had ever been his pleasure to see. After taking the bundle and enquiring Tim's name and address, he closed the door and went to work.

Report has it that for three days and three nights the fire in the stove of the new laundry never died down, and that when the proprietor was not chopping wood he was bringing up water or washing or scrubbing or ironing. On the morning of the fourth day Tim was on hand to receive the neatly wrapped bundles of clean clothing, and Ah Sing loaded them on the cart trying hard to conceal the smile of satisfaction that flitted across his face whenever he thought of the goodly amount of money coming to him for his seventy-two hours of almost continuous labor. When all the clothes were in the cart, Tim clambered aboard and proceeded to drive away.

"Hi!" yelled Ah Sing. "Washamalla you? Where my money? Me wantee five dolla hap."

"What?"

"Me wantee fi dolla hap. Me washee clothes; what for you no pay?"

"Oh!" said Harriman. "You want five dollars and a half? I can't pay you because I ain't got any money." And clucking to his horse he started to drive on.

But Ah Sing did not intend to lose his money quite so easily, and running to the head of the horse he stopped him. At this a lively altercation ensued, and the peace was about to be broken when the China-

man spied the town constable in the distance and decided to appeal to him.

"Hi, mister policee-man," he shouted. "Come here heap quick, takee this man to jailo."

The constable changed his pace from an unconcerned saunter to a slow walk, and when he came to the side of the cart enquired from the Chinaman why he wanted to send the white man to jail.

"Me washee him clothes; he no pay. Me think you make him pay," said Ah Sing.

"Ahem! where are the clothes?" asked the constable.

"In the wagon," answered Ah Sing.

"Ahem!" again said the constable, folding his arms and looking at the contestants in a very judicial manner. "I can't make him pay you. They are his clothes, aren't they? Yes. You can't have a man arrested for taking his own clothes, can you? No. You haven't got a lien on them because you haven't got them. I think you had better sue him."

"Yes," broke in Tim. "You had better sue me. We ain't got a lawyer or a court in this burg, so you had better go to Victoria and start in. Good-bye, chink! Anytime you want a job washing clothes, send out to the camp. If you were a white man I could give you a job logging, but we don't employ any of your ilk. Good-bye!"

Poor Ah Sing was heart-broken. He had been cheated out of the money for the first work he had done since coming to Logville and saw no prospect of obtaining more. The next boat out carried as a passenger one Ah Sing, presently a laundryman, but likewise a man of many parts.

After the Chinaman's departure, Logville citizens settled down to their former prosaic life and nothing was left to talk about but the shortage of labor which was certainly becoming oppressive.

"It's no use talking," Tim Harriman said one day to the man who ran the big donkey engine. "I must have more men. We'll never get out that boom of logs in time unless more men are brought in, but I can't get them for love or money. That Chink laundryman was the first being I ever saw idle around here, and he left over three weeks ago."

"Why don't you send down to Victoria or Vancouver for some men?" asked the engineer.

"Guess I'll have to. Yesterday when I

was in town the P. M. handed me a letter containing the card of the 'Victoria Labor Agency,' and as they give pretty good references, I think I will write them."

"Good idea."

That evening Tim wrote the following letter and sent it into town:

McKinley's Camp,  
Near Logville,  
Fairmont River.

Victoria Labor Agency,  
Cormorant St., Victoria.

Gentlemen,—Send me up on the next boat ten strong, husky men to work in logging camp, wages \$3.00 per day.

Yours truly,  
Timothy Harriman.

Five days later a man brought him out a telegram from the labor agency stating that it was impossible to get men in Victoria, and that they would have to send to Seattle in the state of Washington for them and asking if that would be all right. They also asked that one hundred dollars advance money be cabled them in order to pay fares to Logville. Harriman called in his friend the engineer to discuss the matter, and as it was imperative that additional men be obtained, he decided to run the risk of employing foreign laborers, and cabled the one hundred dollars and instructions to engage the men in Seattle.

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The Victoria Labor Agency, though but lately established, was already doing a good business as an employment bureau. Situated on Cormorant street, in the centre of the Asiatic district, it quickly built up a business engaging Japanese, Chinese and Hindoos for employment in the canneries and on the farms, though the greater part of its business was done with Chinese and Hindoos, for it is a notable fact that though the Japanese do not mix with their friends of the east, the Hindoos and Chinese soon develop into comrades and make excellent work companions and are often seen walking together arm in arm, engaged in a conversation in broken English.

About the time that the agency received the request from Tim Harriman for ten men, an order came from the Tyee Cannery at the mouth of the Fairmont river for a gang of Hindoos to work in the cannery during the fishing season. The man who ran the agency, who appeared to be proprietor and manager, instead of gather-

ing them together in Victoria, took the boat across to Seattle, which is about eighty miles from Victoria, and engaged them there. After completing arrangements he boarded the steamer with his men bound for the Fairmont.

The voyage to the cannery was made without incident, and there the agency proprietor landed some of his men, promising to land the others as soon as he returned from Logville, where he had some business to transact with them. On the way up the river he held a long conversation with the remaining Hindoos, broaching a scheme which they at first balked at, but finally consented to when a payment of one dollar to each man was made. At Logville the steamer was rid of her black freight, much to the consternation of all the good citizens of that town, who could hardly restrain themselves when they discovered the invasion by the cheap-working Indians. However, under the direction of the agency proprietor, whom some of the townsmen recognized and wished at the bottom of the sea, the Hindoos were placed in an old weather-beaten building and the crowd dispersed.

The agency man next went out to see Tim Harriman at the camp, and Tim nearly collapsed when he saw him.

"Why, you blankety, blank Chink," he shouted. "What are you doing here?"

Ah Sing, for it was him, instead of answering the question, merely smiled, passed the time of day and handed Tim his business card bearing the inscription, "Victoria Labor Agency."

"What's this mean?" asked Tim, sharply.

"Him my name, me the Victolia Labor Agency."

"Well, I'm—to think that I've given work to a Chinaman. But I need the men and I'll have to take them, though you'd better not tell any of the men that you engaged these new chaps for me or there will be trouble. Say, where are these new men?"

"Me leave 'em in Logville. Me think you better come and bling 'em out."

"All right; you go back. I don't want to be seen around here with a heathen Chinee. I'll come pretty soon."

The Chinaman started back for Logville, and Tim went for his coat, stealing into the camp as quietly as possible, for he did not want any of his men to see him and ask to accompany him into Logville, where

they would see the Chinaman. Such a happening would be a severe blow to his pride after telling them of the neat way in which he had got the better of the Chinaman; besides it might lead to a rupture between the newcomers and his present party, as there would surely be some taunting if they found that the Chinaman had engaged the new men. By some clever manoeuvring he managed to get out of the camp unseen, leaving a note on the table, stating he would be back in four or five hours. Arriving at the town, he wondered at seeing no strangers on the streets, and was about to search in the saloons when he was accosted by Ah Sing.

"Where are my men?" asked Tim.

"Me got 'em in my house down stleet."

"How many?"

"Ten. You say ten; me catchem ten."

Harriman was puzzled. It was the first time he had known loggers to stay quietly in a house when they had just stepped from a steamer and there was a saloon near by. He returned to the questioning.

"What kind of men are these? Are they strong?"

"Yep, heap stlong, heap big, muchee good men. Here my house now. You come in."

Tim Harriman, big and burly, stepped to the door, but stepped back quicker, for the sight which met his eyes was enough to startle any man in that part of Canada, where any but white men are deemed outcasts and fit only for a life of damnation. Turning to the Chinaman, he floored him with a well-directed blow and then picking him up shook him until his clothes almost dropped off, finally throwing him on the door-step and demanding to know what he meant by bring such men into that country.

It took Ah Sing some time to recover his breath, and then he started in at Harriman.

"Washamalla you?" he shrieked. "You tellee me catchem ten big, stlong man. Me go Seattle tellee Hindoo come work for you. (Ah Sing lied glibly). Me no know you want white man. What for you tly killee me?"

Tim was so surprised at this outburst that he stopped kicking the Chinaman, who

lost no time in getting on the other side of the fence.

"Do you know what I'm going to do with you, Chink?" said Tim, reaching for a fence paling. "You know my men won't work with Hindoos, so I'm going to take all that money I sent you, away, and then kick you and your dirty Hindoos into the river."

But Ah Sing had now recovered his wits and his old craftiness had returned.

"No do, no do," he said. "I fixee you."

"What's that?"

"Me catchee paper. Me got heap smart lawyer down Victolia; he telled man fined one thousand dolla what send to Seattle for workman."

"What's that got to do with me?"

"You tellee me go catchee ten men in Seattle. My lawyer say you liable fine one thousand dolla each man. Me get lawyer to give me copy of law; you read."

Tim took the paper from the Chinaman, on which was set out Chapter 97 of the Revised Statutes of Canada, 1906. He already knew of this law and of several convictions under it, and did not want to run the risk of putting his employers to any expense paying fines, as he would then likely lose his job. There was no one in Logville from whom he could get competent advice, and came to the conclusion that it would be well to keep the matter quiet. The government had made the bullets and Ah Sing had fired them.

Ah Sing saw that his remarks and the paper had had an effect on the lumberman and determined to follow up his advantage.

"Me thinkee me tellee 'bout you sending to Seattle for man," said he.

"No," answered Tim. "Say nothing about it and I'll let you go. I don't want any trouble."

"Al'ight. Me thinkee you owe me fi dolla hap."

"Eh!"

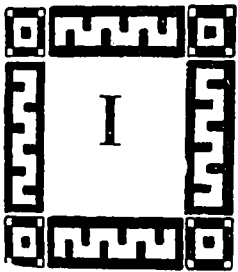
"Me do washee for you long time 'go. You owe me fi dolla hap. T'ank you. Intelest ten cen'. T'ank you. Good-bye!"

That night Ah Sing and his ten Hindoos went down the river to the cannery.

# The United States and the Money Question

THE SENATOR-MANAGER TELLS OF THE WORK OF  
THE MONETARY COMMISSION

*By Nelson W. Aldrich*



It is my purpose in this article to call the attention of the bankers and business men of the Northwest to some of the more salient features of the work of the United States

monetary commission.

The questions committed to the commission are so vast and involve so many collateral issues that my statement must necessarily be fragmentary and incomplete. The importance of the task of finding legislative remedies for the monetary systems cannot be overestimated.

The industrial and commercial development of the United States, the healthy growth of its banking facilities, in fact, the continued march of national progress and prosperity which all hope for, will be either greatly accelerated or retarded by the wisdom or unwisdom of the action which may be taken by the commission.

Perhaps it is proper that I should say at the outset, in order to relieve any possible misapprehension, that the question of a definite plan for reforming existing conditions has not yet been taken up or considered by the commission.

Furthermore no plan will be adopted until after an opportunity has been afforded for the most careful and exhaustive study of all the conditions that surround the problem.

We expect to be able to give to the public within a comparatively short time the fullest information with reference to the experience and practical methods of other countries and of our own. This investigation will be the most complete and comprehen-

sive with reference to these subjects that has ever been undertaken.

The inquiry, including as it does all phases of the monetary question, will enable those who are interested to give all the various elements surrounding the problem thorough study. The inquiries are intended to be exhaustive and to cover the historical, statistical and theoretical as well as the practical aspects of the question. With a few exceptions the American public, even those who are engaged in business and banking, have been too busy with their own practical affairs to have given much serious attention to matters that they have looked upon as largely academic and theoretical.

We found at the inception of our inquiry that there was little information available as to the character and detailed practical workings of foreign banking and monetary systems.

This fact created the necessity for patient original exploration, and I venture to express the hope that the results we have secured will be found satisfactory to all students of monetary science. When this record has been submitted and time has been given to analyze it carefully we shall, before reaching any decision, ask the representatives of business interests throughout America for an opinion as to what, if any, portion of it is pertinent and valuable in the formulation of a plan for the United States.

To the business men of the Northwest, whose enterprise, ability and foresight have contributed largely to the upbuilding of a great and prosperous last west, to the people of the financial centers in the west, I pledge the best effort to secure a revision of the monetary system which will adequately solve all the present problems and

which will be the wisest and best the world has seen. But in this connection I suggest that it is necessary the bankers of the American west also feel their own responsibility, individually and collectively, for the satisfactory outcome of the work.

In other countries, whenever great monetary systems have been constructed or essentially modified, men whose experience and research had given their opinions special value have been called upon for advice and assistance. Our commission will follow this wise precedent when the serious work of construction commences, as any plan to be successful must represent the consensus of intelligent opinion of the men of every section of America.

The task of the commission is not only important but it is surrounded by many difficulties. We have first to consider the wants of 90,000,000 of people, then the requirements of 25,000 banks (18,000 state, 7,000 national), with differing interests—some with the right of note issues, all jealous of their own rights, and all naturally conservative as to innovations, and all unwilling to accept changes that are not plainly along the line of acknowledged improvement.

The problem is too serious to be passed upon lightly. Too many interests are involved; it touches at too many vital points the economic life of the United States and the future development. The habits of our people, the relations which have been established between banks and their customers, the methods with which our people have become familiar through long usage under existing laws and customs, must all be taken into careful consideration in the determination of the character of the remedies to be applied.

Any radical changes must become operative only from time to time, so as not to disturb these conditions and relations. We shall surely encounter the ignorant prejudice of some, and the opposition and criticism of others who are committed to some plan of their own invention, and to which their personal and political fortunes they believe are attached. We shall have to overcome the natural and conservative inertia that hesitates or demurs at changes in established methods, especially when these have been satisfactory in narrow or

restricted circles. We shall have to meet objections of a sectional and political nature, have in the past been carried on mainly by professional writers and theorists, and have been as inconclusive in their character as they have been numerous. Practical men of affairs, even, have not always agreed as to the true theory and best practice in banking.

At all times when monetary questions are agitated or discussed a familiar class of cranks and demagogues, hanging about the outskirts of every public discussion, appear, swift to parade their views and wares in the public gaze of self-exploitation. To secure satisfactory results in the end it is evident that we must all lay aside our prejudices, our preconceived notions, perhaps our predisposition to advocate certain methods, but with a fixed determination to finally agree upon some plan—probably not one that any of us may deem the best in all of its details, but one which will fully represent the combined wisdom of all.

I have been greatly encouraged by the fact that since the appointment of the commission there has been manifested a general disposition to wait patiently for its action before indulging in adverse criticism. I appeal earnestly to all those who believe that reform legislation is necessary, and who seek a reasonable solution of these great questions for the general good, and who have no personal schemes to promote, to withhold their final judgment until the whole case in all of its phases can be presented to them.

Our investigation, contemplating as it does an ultimate, thorough, and scientific treatment of the whole subject, is naturally divisible into two important branches—first, with reference to note issues; second, with reference to the organization of credit or the requirements of our banking system.

At the beginning of our inquiry I had the opinion, which I think is quite common, that the question of note issue was the more important of the two; but further examination has led me to change my mind in this respect, and I now regard an efficient organization of the credit and banking system of the country as much more important. And a credit and banking system will be established which will restore confidence throughout the American nation in the American banking system.

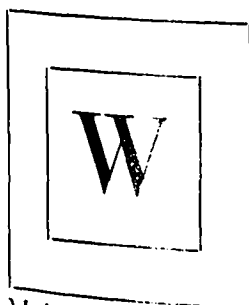


THE GIRL STANDS UP IN THE SKY AND "CHASES THE DIRT" WITH HER STICK, WHICH IS MADE TO MOVE UP AND DOWN WITH AN ACTION ALMOST HUMAN

## Inside the Electric Sign

HOW THE HUGE ELECTRIC SIGNS THAT ARE TRANSFORMING ALL THE AVENUES OF THE CITIES INTO FLAMING BILL BOARDS ARE MANIPULATED HAS CAUSED THOUSANDS OF PEDESTRIANS TO WONDER. HERE THE STORY IS TOLD, CONCISELY AND INTERESTINGLY

*By Louis Baury*

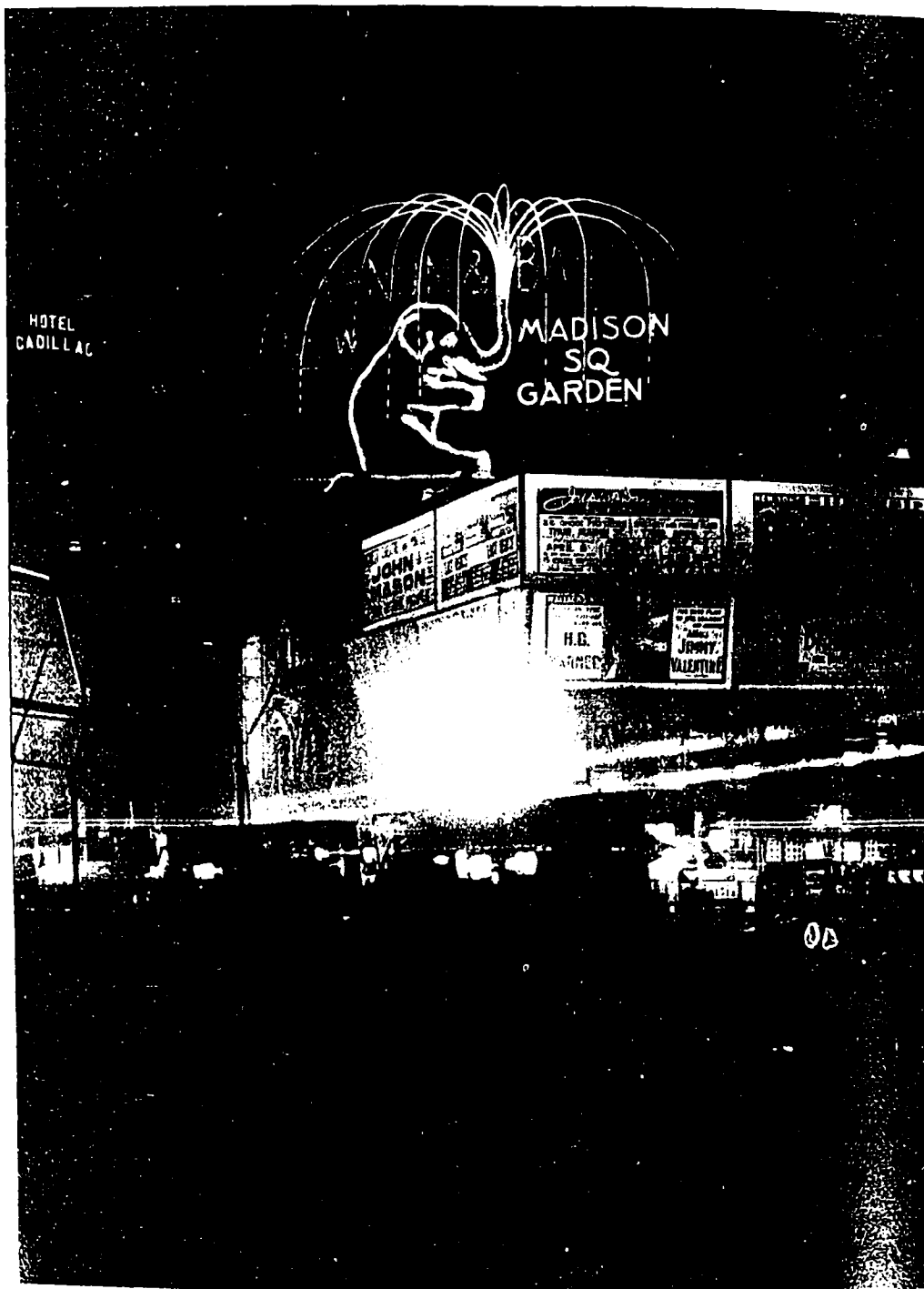


**W**EAR the Skintight Glove" — "Drink a Lime - an - Lemon" — "Fairform Corsets for the Fair" — "Use an Earth Typewriter" — "Try Us on Your Piano" — "Headean Makes the Headache Go" — These are the signs—these, or others much like them—which flare down in blazing incandescence wherever nocturnal crowds of the city congregate. In red, green, white, blue, orange, every color and tint known to art, they flash and glitter and twinkle, come on and go off, blazing meanwhile upon the memory of the passersby the particular virtues of that com-

modity for which they stand. Before them the countryman stands with neck craned back to the straining point, mouth agape and eyes wide with astonishment. The visitor from a small town gasps at the overpowering quality of the spectacular immensity of it all; and even the blase, unemotional city dweller, who prides himself upon being typical enough to have passed beyond the surprise stage, pauses for a second look.

The electric sign has reached that point in its evolution where it represents the acme of light and color. It is the spirit and witchery of the city. It is a resplendent magnet that is irresistible.

These vibrant signs are the crystallization



THE ELEPHANT TRANSFORMED INTO AN ELECTRIC FOUNTAIN. SEE THE SPRAY FROM HIS TRUNK EVERY HALF MINUTE.

of the spirit of the progressive commercialism of today. They are distinctively the signs of the times—an essential and characteristic part of the night life in any city. They have come to be so vital a part of it that they are habitually taken for granted; yet of the millions who nightly view them there is scarcely a man who has so much as a dim idea of their workings—their insides.

The business of making an electric sign has come to be a fine art, no less difficult or complicated in its way than painting or sculpture. When electricity was in its infancy a mere name in electric letters was considered striking enough for all purposes, if not positively elaborate. Then someone evolved the idea of combining a simple pic-

ture with the lettering. The more and more elaborate advertising man conceived of turning the letters around the off as a means of attracting success of this scheme was instantaneous, and so huge worked over it until they had as to make the pictures changing, as well as the letters. a simple matter of natural working out of color effecting and stupendous ideas, which electric sign to the state of it now enjoys. Today corks and liquids dribble in a flap in the wind; automobi-

ictures grew a clever notion of having a dash on an attraction. The course of electricians so perfectible and more that it was a progression a more dignified brought attention which from business; skin heels turn

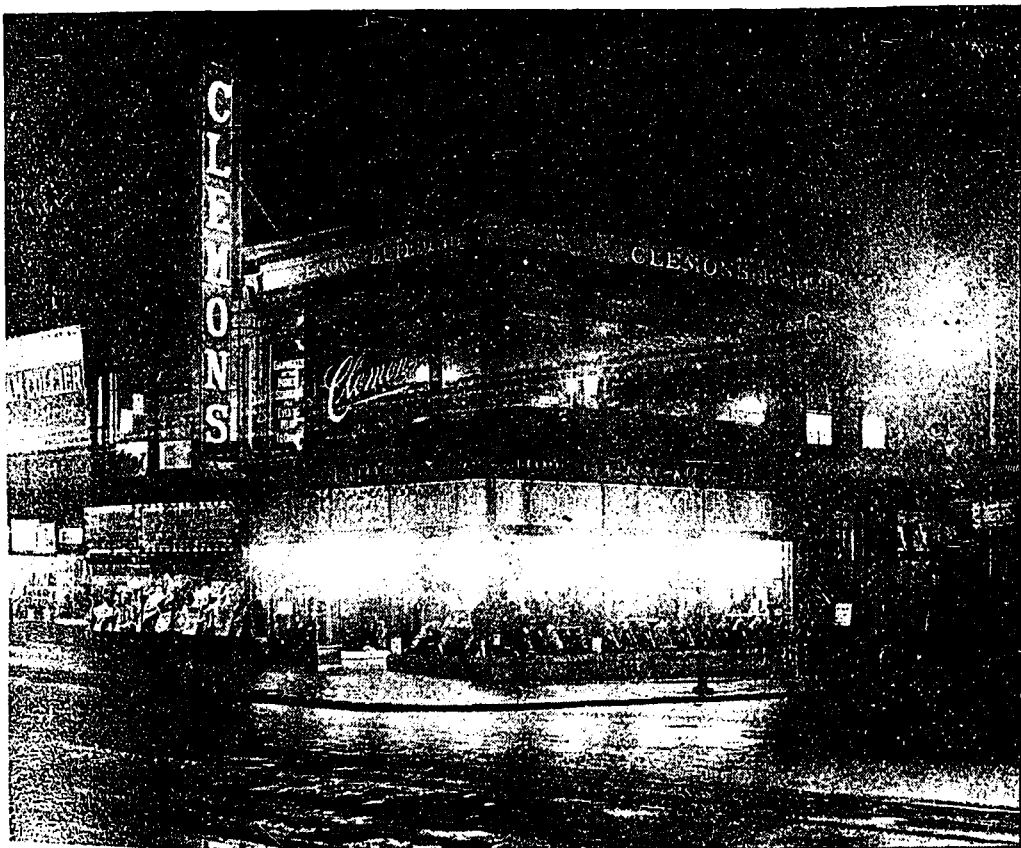
with no regard whatsoever to the speed laws; rain and snow pour down; fountains spout their spray aloft; girls dive into billowy waters—all in vari-colored electric lights on stationary iron boards. There is practically no end nor limit to the effects which can and have—been worked out in this fashion.

And the device responsible for them all is that same machine which some time ago the clever advertising man introduced to make those letters on his sign go on and off—a device known technically among the men who use it as a “flasher.”

The impact of each notch throws on the lights which it controls, so that while parts of the sign are flashing brightly others are quite dark. The speed of the whole is, of course, regulated by the motor.

The same set of lights may be connected with several of the notches, where “rapid-fire” effects are necessary. This, for instance, is true of rain pictures, spraying fountains, or bottles separating themselves from their contents.

Another form of flasher equally popular consists of a series of wheels, connecting with hinged steel struts, each wheel having



HERE YOU MAY READ AS YOU RUN, FOR IT'S LIGHT ENOUGH TO SEE FINE PRINT AT ANY HOUR OF THE NIGHT

The different styles of these flashers run far into the hundreds. Practically every sign erected requires the construction of a new and altogether separate one. In every instance the basic principle is unchanged. Most of those used are made of wood, and are cylindrical in form. Over the wood is an up-turned graduated cylinder, so that when the cylinder it has much the appearance of a flat miniature stairway. The whole revolves by means of a small motor. As the cylinder goes around the various points of the stairway-like cop-

per are in contact with the set of lights is connected. an arc cut out in it. The electric current is here thrown on by means of the strut which is supported by the wheel, until, in the revolutions of the latter, it reaches the arc, when it drops and the lights it controls go out. This likewise turns by means of a motor, and the principle is in every way identical with that of the cylindrical flasher. For the snake-like effects so often seen running about the border of a sign a cylinder with a continuous piece of waved copper wrapped about it is used; and similar ingenious devices are made for all like “special” effects.

To produce all this a most elaborate system of wiring is, naturally, necessary. Some-



times as many as a hundred and fifty wires are required for one small set of lights which may flash most unostentatiously for but the brief fraction of a second. Yet these are all so cleverly trained along the bars of the angle iron which constitutes the framework on which all signs are hung that not one of them is visible from the street.

The motor and flasher are placed in such a way that they cannot be seen from below—on the roof, if the sign be atop a building; at the base of the framework if it is suspend-

into operation and turned off at special hours by an automatic "time switch," also located in the "house." These time switches start the motor at the same time they throw the electric power; hence when they are employed, once the sign has been installed, it needs only an occasional oiling to work properly and send its message gleaming out into the night.

From an economical as well as an attractive standpoint, the flashing sign is pre-eminent. Only sixty per cent. of the power



A SPARKLING FOUNTAIN ADVERTISES A SPARKLING TABLE WATER. LIGHTNING FLASHES FROM THE NEXT BUILDING.

ed from the side and is encased in a small wooden "house" lined with zinc and asbestos. Frequently the "house" is fashioned in the form of a chimney or something of that nature which will appear to be a part of the building when viewed from a distance. All the wires run down one of the main bars of the framework into this. In most cases they connect with a common switch, so that the whole sign may be put

is used which would be the same sign—however steadily. This more than makes for mere "location," which runs high into the thousands of acre Square district in New York City, for example, where many who spend pass, and pause to read, much as \$20,000 is charged and particularly desirable

consumed—burdenizes the city in many cases. In the Lower East Side of New York City, where they run, some large locations.

But as a rule the average business man does not go into detail, even to the extent of finding out this, when he wishes to post a sign informing the public of the advantages to be derived from doing business with him. He is usually as ignorant of the science and art of sign-building as the man on the street who gazes on. There are companies who make a specialty of this work.

All that is necessary is to go to them and announce that you wish a sign erected and state the nature of your business. They have men who do nothing but devise ideas and draw plans, and the many-hued signs with their startling devices blinking down all over the city attest to their ingenuity and resourcefulness. Having drawn up the plans, they secure a location and go about the actual erection of the sign itself. This in itself is a matter necessitating a nice accuracy, and the

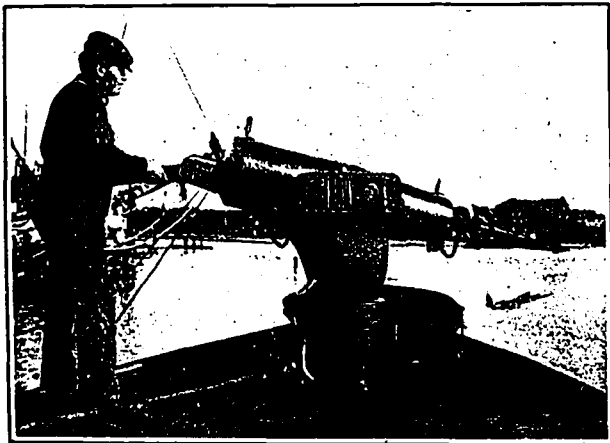
stringing of the network of wires used on large signs calls for the experience of a corps of experts. With the sign thus erected and "ready for business," the sign company then installs the flasher and motor, contracts for the power, and gives the business man a "flat rate" per annum for the whole.

And so, high up in the air, myriad electrical posters flash out their messages, and the man whose goods they herald knows generally as little of them as the throngs for whom they are erected. The commonest feature of the Manhattan night, that which is taken most as a matter of course, the flashing, changeable electric sign, with all its glamor and appeal, is at the same time to the man in the street—so far as its inner workings are concerned—the most mysterious of all the glittering things the night holds out.



THE CORK ACTUALLY POPS, AND THRONGS OF STRANGERS STAND ON THE CORNER AND WORK UP A THIRST WHILE TRYING TO FIGURE OUT HOW IT'S PULLED

# The Whale Fisheries of Vancouver Island



*"In the North Sea lived a whale,  
Big in bone and big in tail"*

By Ernest McGaffey

**O**N the West Coast of Vancouver Island, northward from Victoria, and in the turbulent waters of the north Pacific Ocean, a strange and marvelous harvest is annual-

ly reaped where hissing bolts are sowed in the deep-sea furrows from the guns of modern whalers. The romantic days of the old-time sailing vessels engaged in this calling have faded. The breezy cry of "there she blows" is heard no more. The brawny harpooner of Nova Scotian and Nantucket ancestry is little more than a legendary myth. The ardor of the chase is missing, with its attendant dangers and Titanic encounters. Science steps in while brute strength bows itself out, and whaling has been reduced to the least common denominator of supply and demand.

The famous fisheries of Norway and Sweden have become almost, if not quite, obsolete. Time was when the schools were followed to the death by many a fleet of the descendants of the Vikings; but that time has gone, probably never to return. From the whaling stations of the American ports comes the record of a gradual falling off in the industry, a slow cessation of activity in the Arctic whaling movement, a lagging of the pendulum which will soon mark a full stop.

But the Vancouver Island whale fisheries are still only fairly in the beginning. The schools have not yet begun to be depleted, and despite the wail of the pessimist the supply continues to hold its own. There is something stupendous in the latter-day methods of "bobbing" for whales with a harpoon gun; something in angling never dreamed of by Izaak Walton. It is not in any sense of the word "contemplative sport."

The ships are trim and staunch vessels without a shred of superfluous tackle or appurtenance aboard. Steam-driven, they combine speed with power, and their crews are skilled in the highest degree in their calling. Danger has been minimized, and modern whaling in the North Pacific has been so systematized that it can be figured out on a basis of profit and loss as closely as almost any line of commercial enterprise.

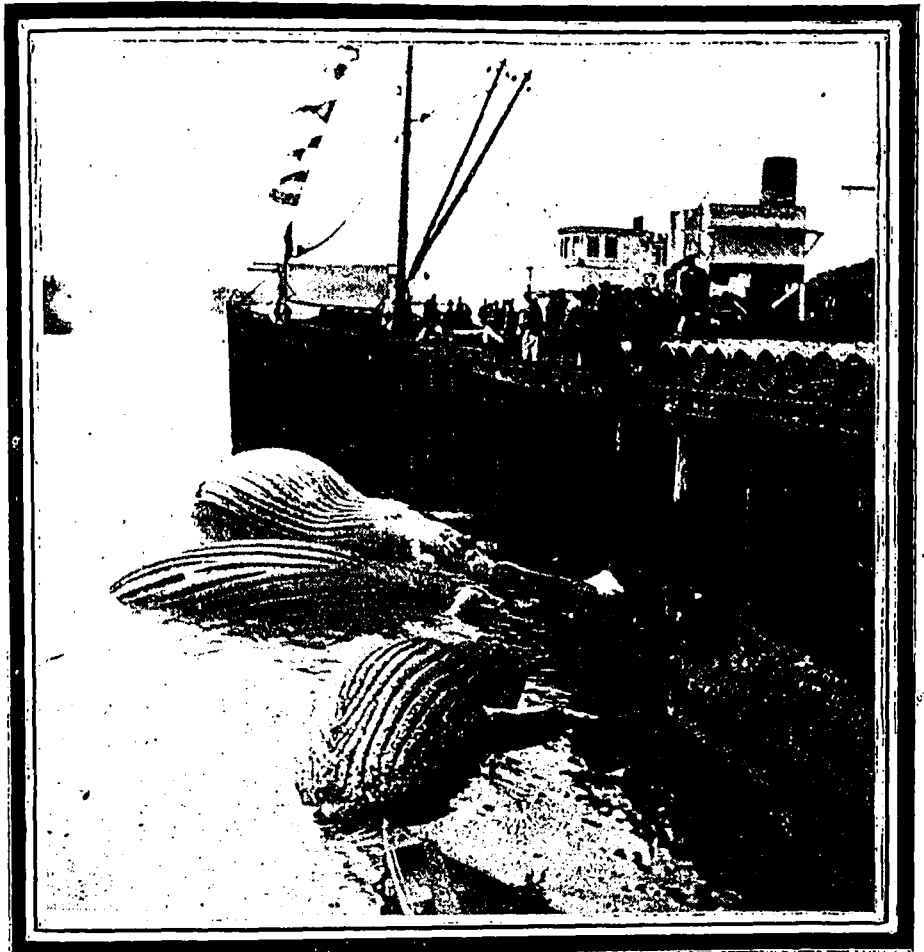
The season during the entire year is only limited by weather conditions. It is next to impossible to do any whaling in very rough weather, and on the north Pacific waters that commodity is fairly frequent. But the ships go out regularly in weather which a landsman might consider as rough, and they very seldom return unsuccessful.

A whaling crew consists of eleven men. The ship is, of course, rigged solely for the purpose of capturing the whales and towing them to the station, or rendering plant. From two up to fifty miles from shore the

whales are found, sometimes singly, sometimes in schools. These schools may run from five to twenty-five, and even larger, in number. The whales hunted are the hump-backs, fin-backs, the sulphur-bottoms, and the sperm whales. From three to seven whales in a day have been caught. A large whale will measure from seventy-five to eighty-five feet in length, and will weigh one hundred tons. They are indeed leviathans of the deep. The ship can tow as many as four or five to the station at one time.

The harpoon gun, a smooth-bore mounted at the bow of the ship, is a short, powerful cannon, and the harpoon to be fired from it has a cable chain attached. The ship approaches close to the whale, the bomb is fired into the great bulk of the mammal, and as near to the shoulder as possible, and the time fuse presently explodes, the flanges of the harpoon in the mass of blubber making a secure fastening, and leaving the dead monster held by the cable. In this way the whale is usually killed and caught by the same shot. The bursting of the fuse is instantaneously fatal, and the flare of the iron gives a secure hold to the cable.

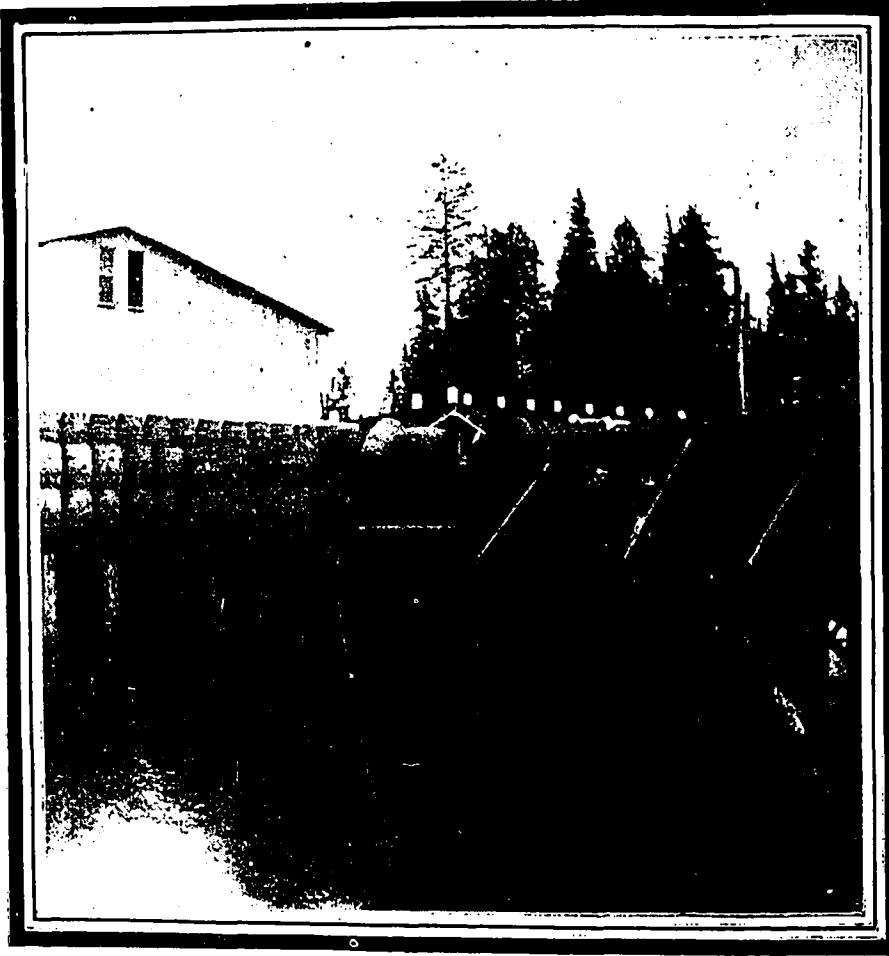
The next step in the order of events is to inflate the huge body with air, buoy it, and cast it adrift in order to follow up the school, or look for another whale, if it is a



"BLOWN-UP WHALES ARE MOORED ALONGSIDE THE DOCK, THE GREATER PORTION OF THEIR VAST BULK SUBMERGED"



"YOU CAN CUT THE SMELL, WITH A KNIFE, OR PHOTOGRAPH IT AND FRAME IT"



THE STATIONS ARE NOT LARGE, BUT THEY DO AN IMMENSE AMOUNT OF WORK



"BARRELS OF OIL, AND TONS OF FERTILIZER STAND ON THE DOCKS"

solitary specimen which has been captured. By means of a steam-fitted appliance, specially made for the purpose, the whale is "blown up" to an unwieldy and grotesquely shapeless size, buoyed carefully, and left to float. The air in the carcass prevents it from sinking, and the hunters are ready for another shot. The roar of the cannon does not frighten the whales enough for them to seek safety, and the ship steers from one to another, much as a man might follow up the "points" made by a bird-dog on scattered grouse. It is a relentless, remorseless "picking up" of the whales as the ship makes its "points."

But for picturesque and gigantic effects it can hardly be equalled. The waves, tipped occasionally with spumy white-caps, and seaward the sweep of mingled green and blue; far skies, chequered with shredded clouds; the pulse of heaving rollers, the minuet of advancing billows, or at times the unruffled expanse of sleeping waters; the heavy report of the gun, and the flight of the bomb; the shuddering quiver of the great animal as the missile bursts in its vitals; the commands of the officers, and the alert movements of the crew—all this lends a broad sweep to the canvas, a largeness of detail and a tense interest to the scene.

As the whales are towed in to be cut up

and reduced into commercial integers, their huge bodies leave wakes in the rear where the wandering sea-birds follow. At the station they are hauled up on the runway, divided, and taken to the rendering vats, and the whalebone, taken from their vast and cavernous mouths, is stripped and put into the sun to dry. The oil is the chief product. Fertilizers are manufactured, and some experiments have been made in canning whale meat for the market.

Around the wharves and docks at Sechart the idlers gather, the Siwash women and their papposes, some of the mothers being mere children themselves of fourteen or fifteen years. Barrels of oil and tons of fertilizer stand on the docks, or are piled in sheds on the wharves. Blown-up whales are moored alongside, the greater portion of their vast bulk submerged, and the station hums with activity and movement. The factory pipes belch smoke, and the Indian and the white man work side by side in the buildings and on the docks. Aboriginal basket-makers frequent the landing and offer their native-wrought mats and baskets to the occasional tourist. The little Siwash "shacks" rise on rude-hewn piles close to the water's edge, and wrinkled and ancient crones peer suspiciously from these hovels as the stranger passes.

It is something of a dip into the strange

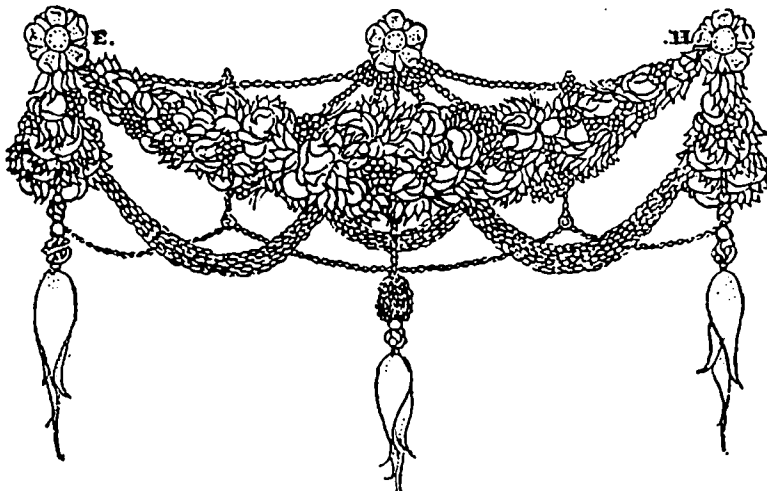
and mysterious to drop suddenly down from the reverend heights and serene beauty of the Alberni Canal, grandest of all natural waterways, to the bustle and commercial unity of Sechart. There is also, sad to say, an awakening to the fact that around Sechart there linger, at least during the whaling season, no odor of "Araby the blest." You can cut the smell with a knife, or photograph it and frame it. It is pungent, powerful, penetrating and permanent. It is really something ferocious. The poet who sang:

"In Coln, a town of monks and bones,  
Of steeples, towers and sharp-fanged  
stones,

Of cowls and beggars, dogs and wenches,  
I counted seven and seventy stenches"

ought to have visited a whaling station in its busy season.

And yet a little space away, and the blue Pacific breaks into view, "hull down along the horizon," and a vista of alluring enchantment. There the whales spout, sending a stream of salt water jettingly into the air. There the ships plough and the dull reverberation of cannon falls muffled from the distance. There commerce trends, and there, remote from the era of the harpoon and the long-boat, the modern whaler pursues his avocation on the wild west coast of Vancouver Island.

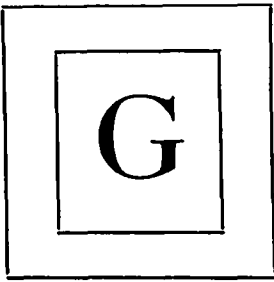


# Give Your Boy a Chance

AN APPEAL TO THE FATHER WHO FAILED

By Jewett E. Ricker, Jr.

*Editor Opportunity Magazine*



IVE your boy a chance.

Remember that he is but human, after all, and that the same mistakes that characterized *your* life are likely to fall to him.

If your life has been a failure, it is your duty to see that *his* is not. Every pitfall that you have had should be a stepping stone to progress when applied to the life of your boy. It is sometimes easier to learn what to avoid than it is to learn what to pursue. Through the failures of one come the achievements of another.

There is little glory in being the chip of a bad block. And so, if you consider that you have made a failure of your own life, see to it that your son sets sail in a different course. Don't imagine just because *you* were becalmed in the heat of the race that your son is doomed also to miss the winning breeze. There is little doubt that somewhere in the race toward the buoy you yourself erred; that somewhere in the course you took the wrong tack. You had "bad luck," you say now. Maybe so, but it is nevertheless likely that you could win a second race. In your boy you have this chance. It is not enough to settle back and curse the man who took the wind out of your sails. In your boy you have an entrant in a new race. It is your business to see that he is not "blanketed" in the way you were. It is your duty to see that no one scuttles his ship.

In foot-racing it is considered a great advantage for a runner to gain the "pole"—to be the one nearest to the inside rail. It is an advantage owing to the fact that it presents, mathematically, the shortest course. The turns at the ends are not so great. But, of course, it is impossible for everyone to run next to the rail. You—

perhaps—are among those who have failed. And yet, as you look back upon your life now, you can see the very spot where you had the opportunity to win the pole. You can almost place your finger on the turn in the course where—had you sprinted—you could have gained the inside track. Failure to grasp opportunity is a sad story at best. There are few things in life more pathetic than to look back through a vale of mistakes.

And yet it is through the lessons of the past that the progress of the present must be gained. Advancement gets its momentum through its ability to rear real structures on the ruined castles of the past. There is no more idle sentence than that which has its beginning in the phrase—"If I had my life to live over." To the man of family it is a sacrilege against the law of life. It is a confession that his personal disappointments outweigh—in his scale of usefulness—his duty to the generations to come. The man of stamina records his failures alongside his victories in the great book of Experience and leaves the balancing of his account in the hands of his son.

He is keenly aware of the fact that in his boy he has the opportunity to redeem the errors he has made; that through him his very failures may become assets of inestimable worth. And so instead of idly philosophizing on the mistakes of his own existence he spends his energy in fulfilling his determination to have his son succeed. He sheds his silent tear, perhaps, over the errors that he has made, but is at heart an optimist through the enthusiasm he feels in setting out upon the right course a *new* life.

We have heard so much in the last few years about the sinfulness of race suicide that we have forgotten—some of us—that there is another side to the question. We have forgotten that the perpetuation of the

race depends as much upon quality as upon quantity; that it is more important that virile men are brought into the world than it is that a host of weaklings be entered in life's strife. We have had the importance of large families and the imperativeness of attaining wealth sounded in our ears so long that many of us have become forgetful of the higher and better principles of life.

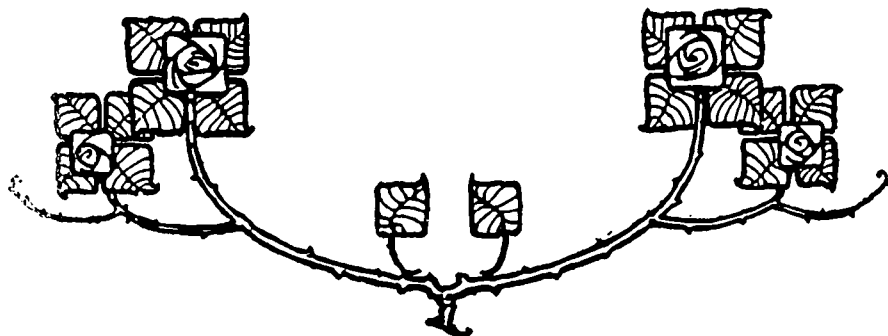
It is time that we change our point of view. It is time that we place character, health and good citizenship above these things. The new generation is the proper place to begin. It is pretty near time that we have one of those great pre-inventory sales and—having disposed of our false standards—that we lay in a new stock of goods. It is time that we get back once again to a more serious understanding of life. It is all very nice to bequeath to one's sons great wealth and have them pay—after a few years of riotous living—the cost of a father's neglect; but is it not, after all, fairer to *your boy* to give him a good position on the starting line of life's race? Is it not fairer to show him the advantage of the windward tack?

If you consider that you—yourself—have failed, do not forget in the sound of the crash that there may be some lessons in the wreckage about you that will help to give your boy *his* chance. A pile of fallen plaster is often a better object lesson in the eyes of a builder than a thousand girders of flawless steel. And so if you have felt, during your own life, the handi-

cap of education see to it that your boy receives the best within your power to give. If the evils of life have fastened their fangs unduly upon you resolve that your boy shall give them a wide berth. If opportunity failed to come within your grasp determine, in your own heart, that it shall not elude your boy.

Give your boy a chance. Forget, if it preys upon your mind, your own shortcomings and remember that you have in your boy a brand new entrant in a brand new race. Health and virility will be the chief essentials in the new contest. Robust manhood is coming more and more into demand. Education will be a growing factor in the generations to come. Moral cleanliness will yet come into its own. Optimism will count.

See to it that your boy has these things. Give *him* the qualifications that *you* have lacked. The day when character will be valued greater as an inheritance than wealth is not far off. We have already written the word FAILURE in large letters too often over a *merely good father's* grave. We have been too forgetful of our coming generations in our chase for wealth. We have spent too much time at the clubs to the seclusion of our boys. Our estimates have been wrong. We have been placing quantity on too high a plane. The day is not far off when a readjustment will occur, and in the meantime it is our duty to give our boys a chance—to do what we can to insure a continuance of a *race of men*.



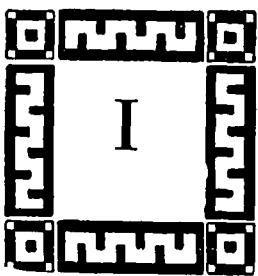


# The Story of Vernon

THE CHIEF CITY OF THE OKANAGAN VALLEY  
AND ITS OPPORTUNITIES

*By J. T. Reid*

Editor's Note—This is the second of a series of articles dealing with the cities of British Columbia, Western Canada and the American Northwest, their natural resources, their needs, the opportunities they offer and the attractions they hold out to the tourist. The Eastern mind has little conception of the development of the cities of the new West during the last few years, and an altogether inadequate idea of the future that has been marked out before them, because of the vast natural wealth lying around them.



**I**n the West, towns are measured by their ability to make money for you. That is the first hard fact that was driven into my mind when I stepped out of the East. And

I stepped out of the East into Vernon, chief city of the Okanagan valley, population 3,000, forty-five miles south of Sicamous Junction, which is on the main line of the Canadian Pacific Railway, and from the junction there is a train a day to Vernon. But what does this mean—this population, this closeness to the railroad, this daily train, when you are taking Vernon's measurement? They will tell you up there that it means a lot. It doesn't. The real story of Vernon is not learned until you have found out all about the productiveness of Vernon soil. When you hear that story you forget about the 3,000 population, for you know that ten times three thousand will be in Vernon before the end of another decade; you know that Vernon will not be near Sicamous Junction, will not have only a daily train, but a network of rails will be laid into Vernon before the end of another decade. These things you know after you have been in Vernon—the little city of three thousand

people and a future that cannot be measured by the number of names in its directory.

Vernon—what that name means when you have found out that all around Vernon are orchards and farms that are yielding a percentage on the initial investment that throws a shadow on the luckiest gambles in the stock market! Here is one story:

In the Okanagan valley, of which Vernon is the chief city, ten acres of land may be bought at \$250 an acre. This means the investment of \$2,500. Put a fence around this property and another \$100 has been spent. Add \$500 for setting out trees, cultivating and spraying during the first year. Then add to this sum \$1,000, which represents the cost of cultivation for the next four years at the rate of \$250 a year—considered a high rate—and you will foot up your column of costs and find that the entire investment amounts to exactly \$3,750. You have figured liberally to be on the safe side. And what are your returns to be from this investment? A very conservative estimate of the value of a five-year-old, ten-acre orchard is \$6,000. And how are your returns obtained? Another table of figures is presented to you, and you verify them and find that they represent only the average per acre. I made a careful investigation of the returns from producing fruit lands in Vernon, and



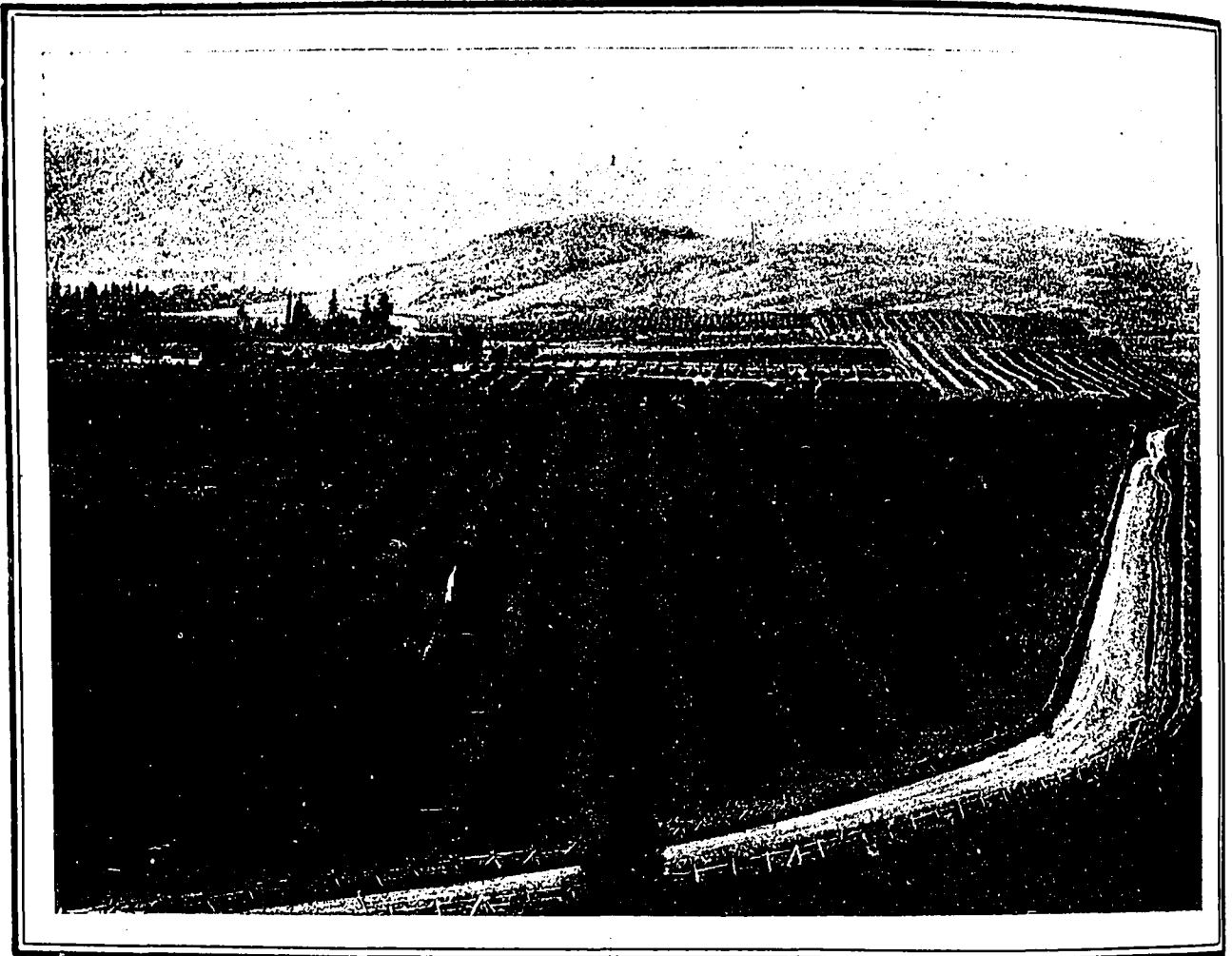
BIRDS-EYE VIEW OF THE LITTLE CITY OF VERNON, WHERE FORTUNES ARE BEING MADE OUT OF THE FERTILE FRUIT LANDS OF THE OKANAGAN VALLEY

I found out that one man was getting \$227 worth of fruit from twenty six-year-old pear trees, which means a yield of over \$1,000 an acre; that another man got in one year 125 crates of raspberries from one acre of land, yielding him \$375. Another man got 1,453 crates of cherries from 233 trees, which is equal to over \$800 an acre per annum. A fourth man planted 11 acres with apples, and in the year 1909 this holding added \$10,000 to his bank account. Figure the outlay against the returns and you have a measurement of Vernon and its opportunities that cannot be made by counting up the names in its directory or by pacing the distance between Vernon and the Canadian Pacific Railway. It is the wealth of its soil, its natural resources, that are making for Vernon a place among the cities of the Last West.

And after the productiveness of the Okanagan soil has been proved in figures, you want to know what kind of a city Vernon really is—this growing centre of British Columbia's fruitful valley.

At an elevation of about twelve hundred feet, Vernon is most advantageously situated at a centre from which radiate excellent roads leading to the northern towns of the valley, to Coldstream, White Valley, and the rapidly growing large district about and beyond Lumby, also to Grand Prairie

and Kamloops. Daily communication with the towns on Okanagan Lake is made by means of first-class swift steamers, equal in comfort and speed to anything in British Columbia. The city nestles on one of the most beautiful sites of the many lovely sites in British Columbia, and the magnificent scenery around Vernon will continually charm the settler and linger forever in the memory of the traveller. The city is fortunate in having surroundings that make a fitting frame for the dignity of such an important city as Vernon is bound to become in the near future. Occupying a broad flat between rising grounds, which serve admirably as a location for residences, the situation of Vernon is most charming, circled with hills, and in a region of lakes and streams. About two miles away is Long Lake, the beauty of which is hard to describe. It stretches for over ten miles, gleaming in the sunshine like a beautiful flashing blue sapphire, encircled by nature's gems. Two miles in another direction lies Swan Lake, well known for good duck shooting, while four miles to the south Lake Okanagan stretches away for a distance of about ninety miles in the midst of the finest scenery in Canada, with several quickly growing and prosperous towns on its shores. The Okanagan Valley is famous for its climate among other things,



THERE IS NOT A SQUARE FOOT OF THE FERTILE VALLEY WHICH DOES NOT OFFER AN OPPORTUNITY FOR CULTIVATION

and Vernon is particularly favored in this respect. It is entirely free from the excessive humidity of the coast and does not suffer from the extreme cold and blizzards of the East. The heat of summer is not generally oppressive, the air being dry, and the nights are cool and pleasant. The glory and delight of an Okanagan summer, lasting as it does from April to November, are something to be desired. Many people spend the summer in camp on the lake shores, and good bathing, boating and fishing form part of the summer recreations. The winter lasts from about the beginning of December until the end of February, and the weather is pleasant indeed compared with the extreme cold in the East and the rain at the coast, while in comparison with the winters in the Old Country, with their terrible fogs, rains and bitter winds, this district may be considered a paradise. Our winter sports include sleighing, skating, curling, and hockey, while dances, concerts and occasional visits of theatrical companies offer sufficient entertainment to the public. This city is the central point of the valley and has many important business houses carrying large

stocks of every variety. Among the labor employing industries are sawmills, sash and door factories, brickyards, cement works, etc., and there is an ever-increasing demand for labor in connection with the fruit business. Vernon has two newspaper and printing offices and branches of the Bank of Montreal and Royal Bank of Canada. Six hotels offer every comfort and luxury to suit all comers. The city is particularly well off as to educational advantages. A first-class new public school has just been erected at a cost of about fifty thousand dollars, and there is also an up-to-date high school. Children have every chance to get a very thorough education, passing up to the point of being prepared for college matriculation. In this city the provincial government office and court house for the Okanagan district are situated. The different religious bodies are represented. The Bank of Montreal company has just completed a very handsome new building at a cost of about fifty thousand dollars, and this is in itself a good indication of the future that Vernon is expected to have. A contract has been let for the building of a large new post office and customs house,



AND FRUIT IS NOT THE ONLY PRODUCT OF THE OKANAGAN VALLEY.  
A BIG PROFIT ANNUALLY IS MADE FROM GRAIN RAISING

and a site has been purchased for a new court house. A new hospital for the valley, equipped with every modern appliance, has just been erected here at a cost of about fifty-five thousand dollars. This city has now reached a very high standard in public facilities and is second to none in this way in British Columbia. We are blessed with excellent water, and have electric light, also telephone system connecting Vernon with many outside points. A sewerage system was installed last year. This summer, cement sidewalks have been laid on the principal streets, and an electric tram line for the district, with headquarters at Vernon, has been under consideration. Two companies are established here for the handling of the fruit and produce in connection with the markets. This place has a great future before it as the centre of the finest fruit-growing district in Canada. Within two or three years there will be about two millions of trees bearing fruit in this valley, and Vernon will undoubtedly be the central point for the very large business which will result. Our markets in the northwest territories are practically unlimited, and thousands of new settlers pour in there

year after year in ever-increasing numbers, out of all proportion to the increase of bearing orchards. The Old Country also will provide a splendid and eager market for our fruit within the next few years. The most important fruit dealers in Britain have been here within the last eighteen months and strongly emphasized this point. Our fruit is well known to fame, and a large proportion of the British Columbia fruit exhibits which have been on exhibition for some years past at the principal shows throughout Great Britain was composed of Okanagan fruit. These exhibits gained the highest awards at every show, and the gold medal of the Royal Horticultural show at London, England, has been awarded to British Columbia fruit for some years past. Besides apple-growing, the climate and soil are eminently suitable to the growing of pears, plums, prunes, peaches and cherries, while strawberries and small fruit and vegetables can be grown to perfection. A distinct and most valuable point in connection with this district over many other districts is the fact that the great fruit pests, Codlin moth and San Jose scale, are unknown, and the strictest

precautions are taken by the Government and the people to prevent such pests coming in here. A special point to be noticed, with reference to land around this city, is that most of it requires no clearing, and the balance can be very easily cleared. This is a point in favor of the new settler, as he may start to put his land in shape and plant his trees the moment he has arranged his purchase instead of having to wait for a year or two before he has his land cleared sufficiently to start fruit farming. The social life in this district is very enjoyable. There is an entire absence of the rough element to be found around towns in mining districts. Fruit growing does not attract the lazy man, and this district is peopled with a good class of well-educated and desirable settlers. Many of these have come away from the

Old Country's severe climate and are glad to find a place where life is indeed pleasant and where money can be made without the awful struggle they had in the Old Land. The free and easy life here, the absence of formality, and the pleasure of living in the pure open air appeals to a man, not only for himself, but should do so on account of his family. No country on earth has a future before it like Canada, and no Province in Canada has a brighter prospect than British Columbia, while it is not too much to say that no district in British Columbia is so highly favored with climate and excellence of soil as Vernon. To the tourist, few places can offer more attractions, finer scenery or better fishing than this place, while to those looking out for an ideal place to live in, Vernon offers every possible inducement.

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## Find Your Star

*By Herbert Kaufman*

If you haven't a definite goal ahead  
 And you don't know where you'll make your bed  
 You're in a bad way ;  
 Oh, you may say  
 That you'll know your chance when it comes your way ;  
 But you'll never get far  
 If there isn't a star  
 Tow'rd which you strive.  
 And you can't arrive  
 If there isn't a place fixed in your mind  
 Which you've determined and sworn to find.  
 All else is blind  
 Grind.

*Copyright 1910 by Herbert Kaufman.*

# Progress of the West in Pictures

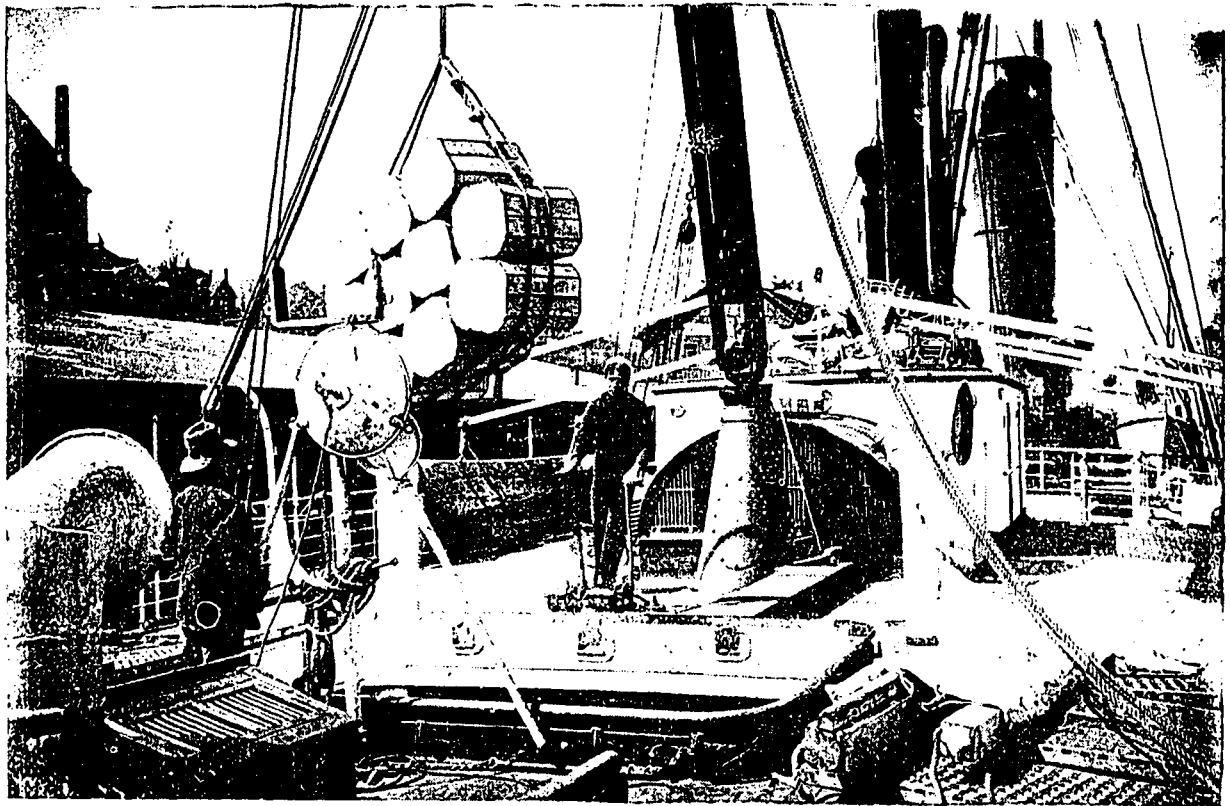


Granville street, Vancouver, looking toward the Canadian Pacific Railway depot from the offices of the Man-to-Man Magazine

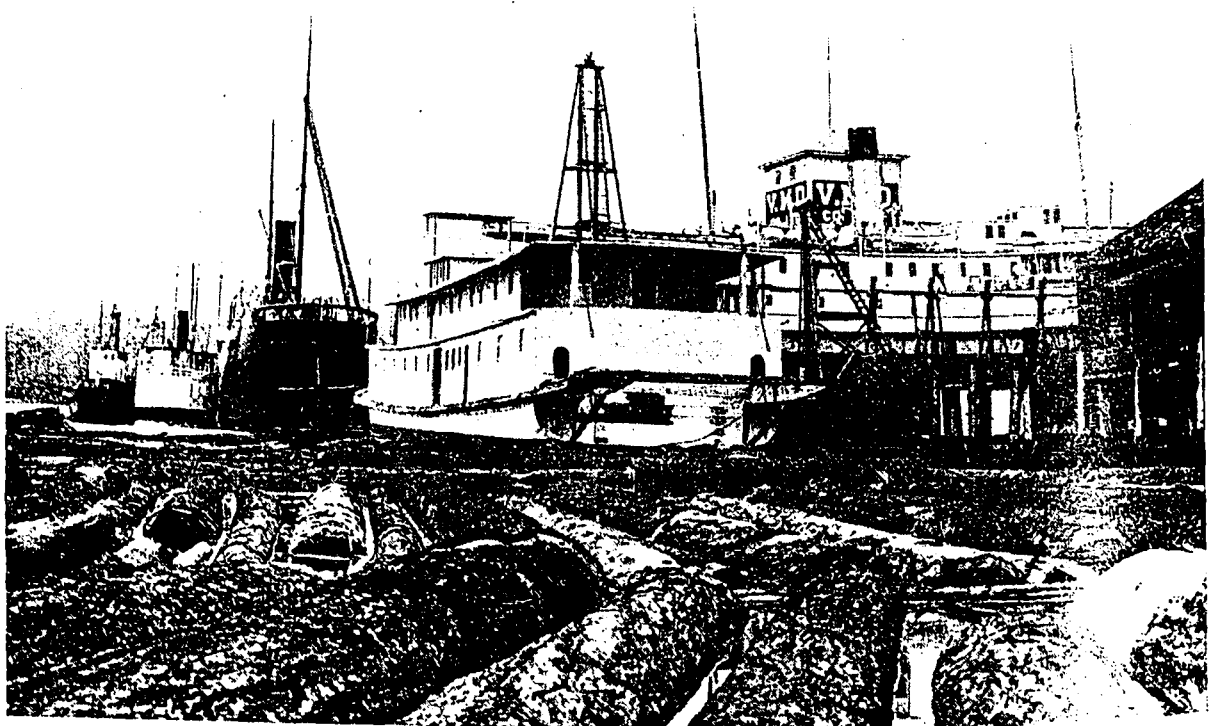
**G**RANVILLE STREET, Vancouver, is one of the main arteries of trade in the British Columbia metropolis. At the foot of Granville street is the Canadian Pacific Railway depot, and year after year this thoroughfare has slowly been built up until today it is walled by buildings its entire length.

Five years ago there was only one building of any description—and this was a corner drug store south of the Vancouver hotel, which is only six blocks from the depot. The cost of new buildings erected along Granville street during 1910 will approximate \$1,500,000 before the end of the year. Two of the new buildings are of steel construction. These two new Granville street buildings are typical of the kind of buildings that are rising everywhere in Vancouver. Apparently a building fever has seized the city, for the structures that two or three years ago were regarded as thoroughly modern and adequate are being torn down to make room for buildings of steel and granite.

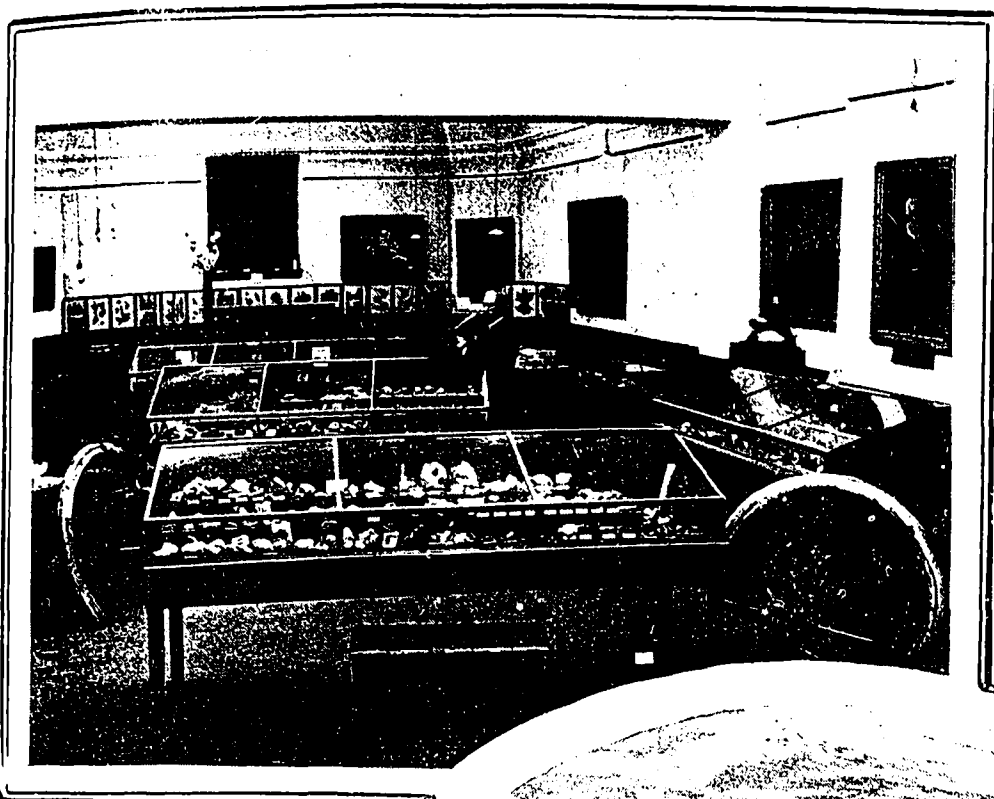




Onion growing is a profitable industry in the agricultural sections of British Columbia. The onions are packed in octagonal boxes, and shipped to all parts of the world



This picture suggests the varied industries represented along Victoria's water-front



A corner of the interior of the Vancouver Museum, where are displayed all the products of British Columbia

The journey by boat from Vancouver to Victoria is just long enough to be thoroughly enjoyable

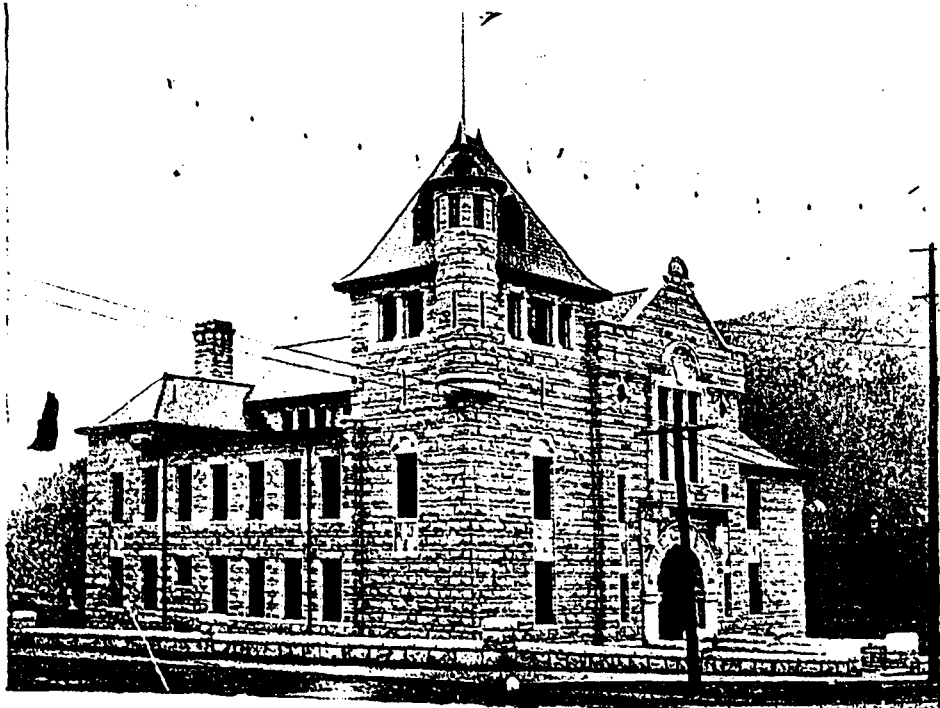


Beacon Hill Park, Victoria, lacks the wildness of Vancouver's Stanley Park. It is just a playground for the children, and the children own it

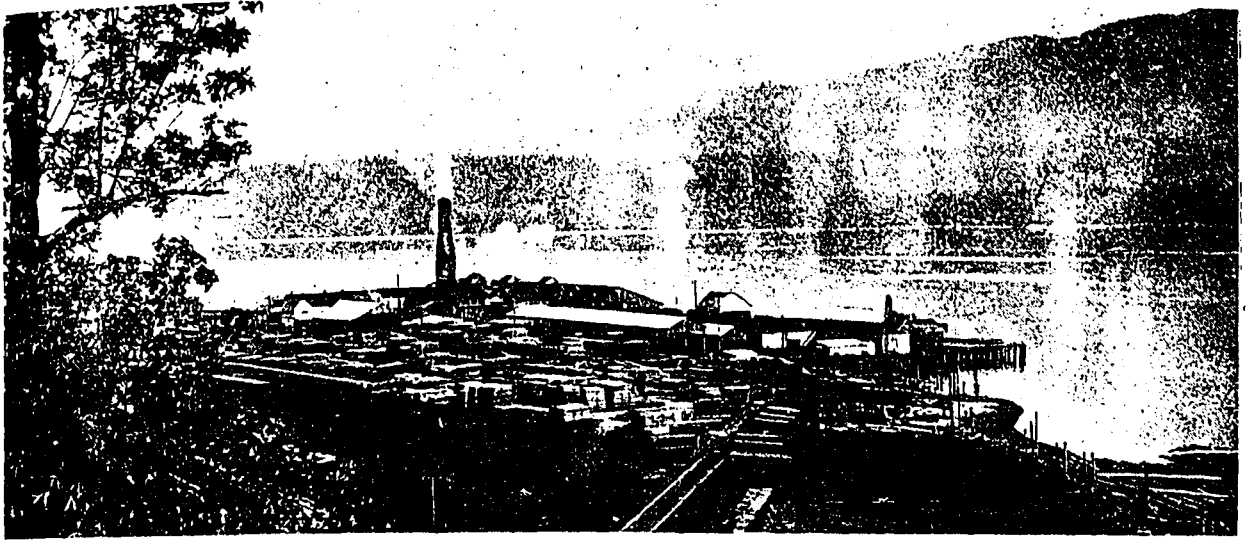




Interior of the English Cathedral at Victoria



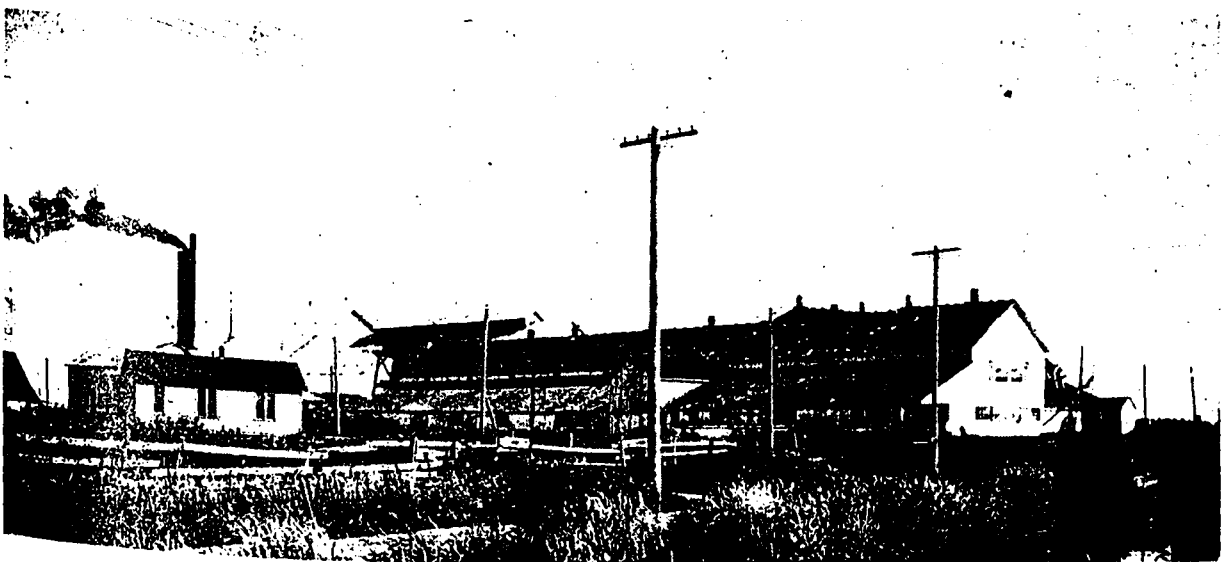
The new court house at Nelson, B.C., is built of British Columbia marble from the Keon-may quarries



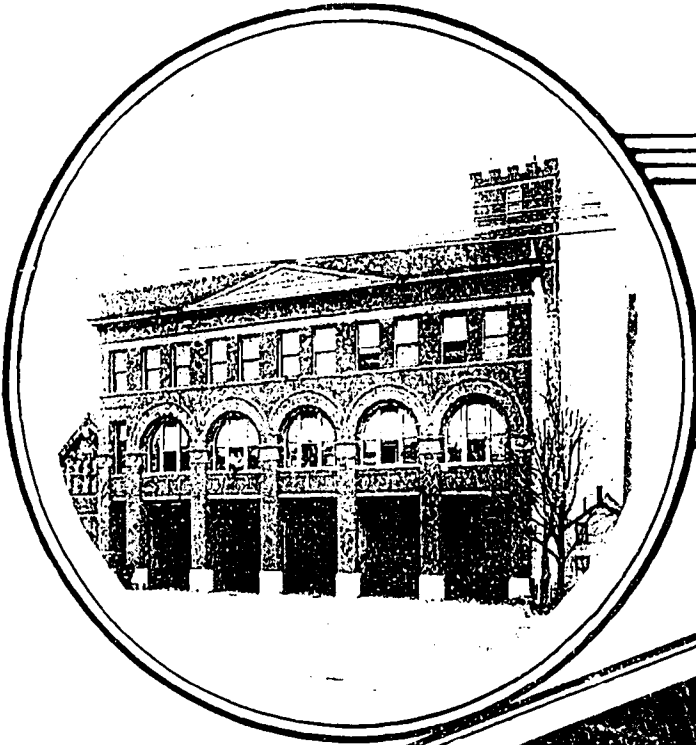
Lumbering long has been British Columbia's chief industry, and the saw mills that line the Fraser river at its mouth are among the largest in the world



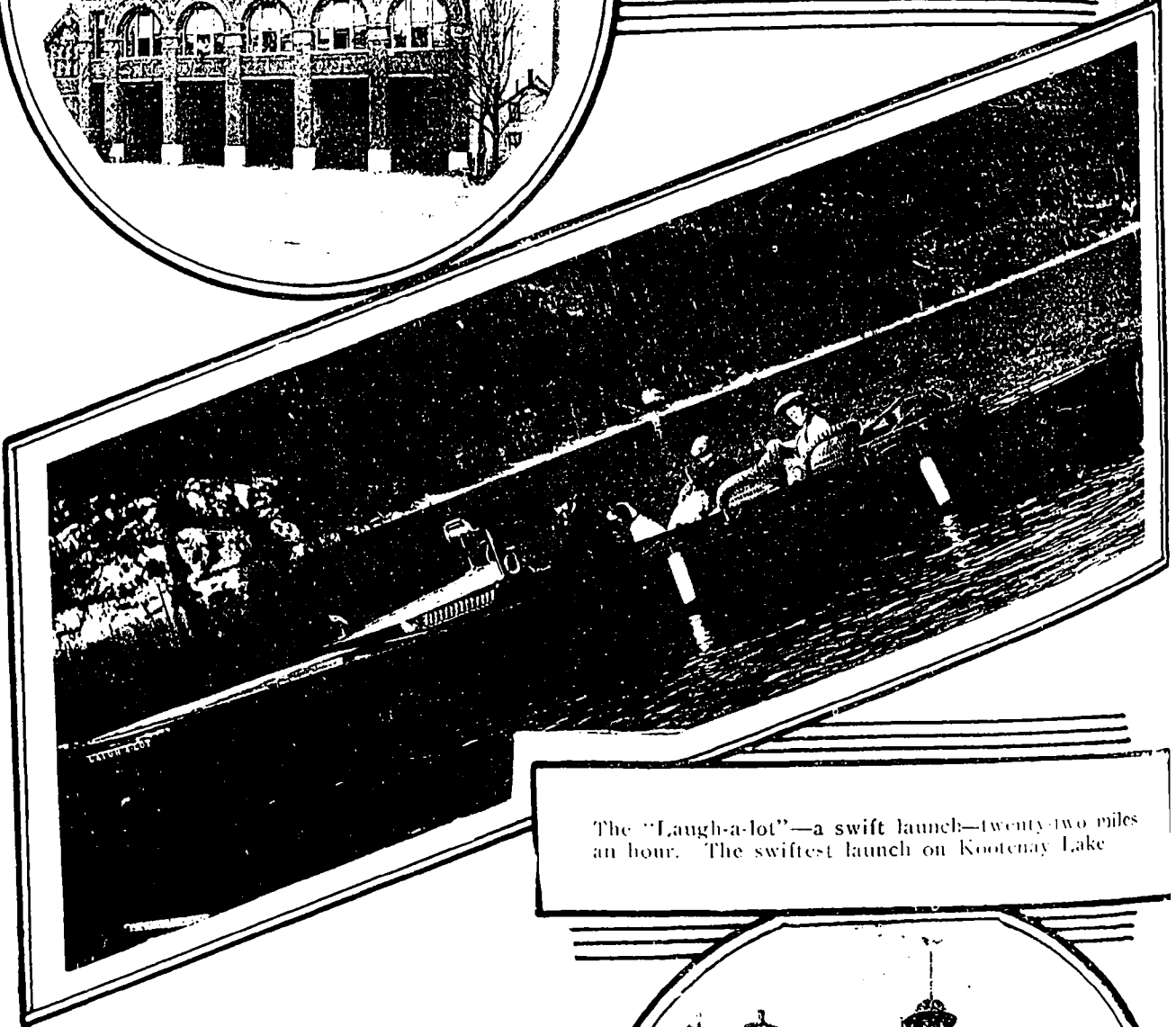
Just a few miles from Vancouver, along the banks of the Fraser, are great stretches of level agricultural land



One of the newer Fraser river saw-mills

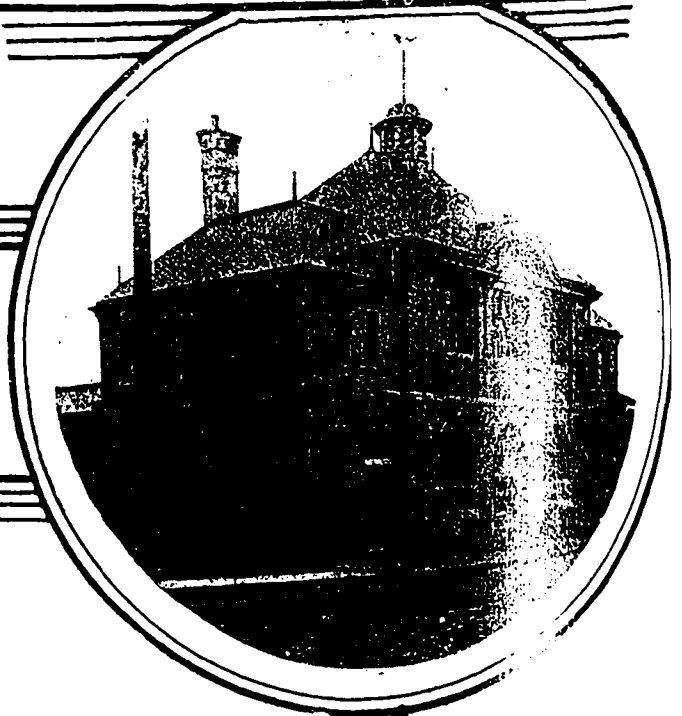


The Vancouver fire houses are equipped with every modern convenience and are not surpassed anywhere

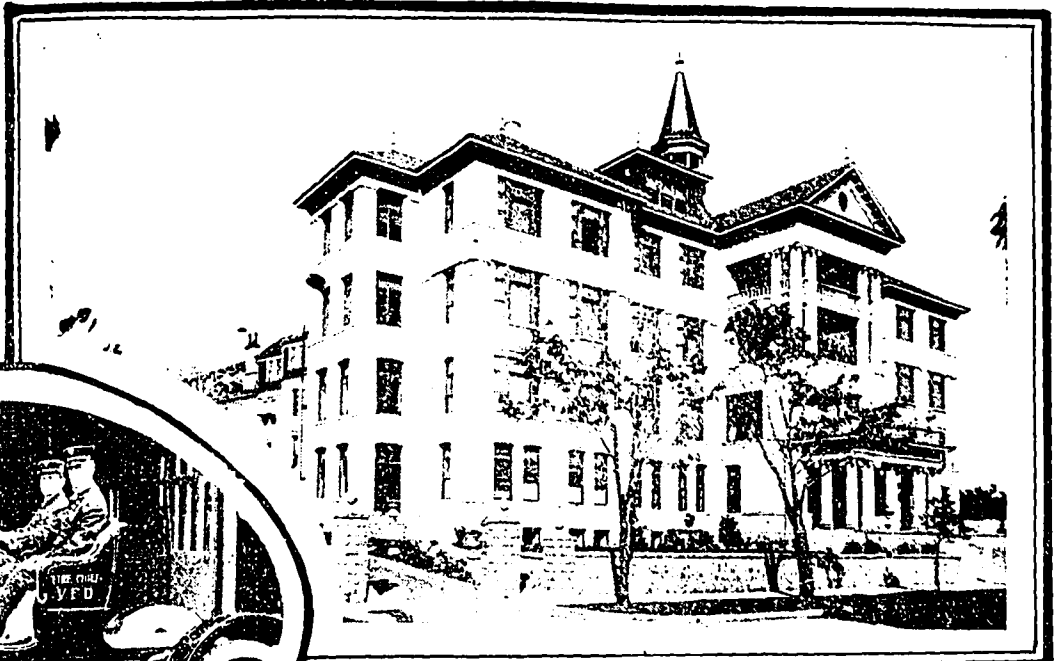


The "Laugh-a-lot"—a swift launch—twenty-two miles an hour. The swiftest launch on Kootenay Lake

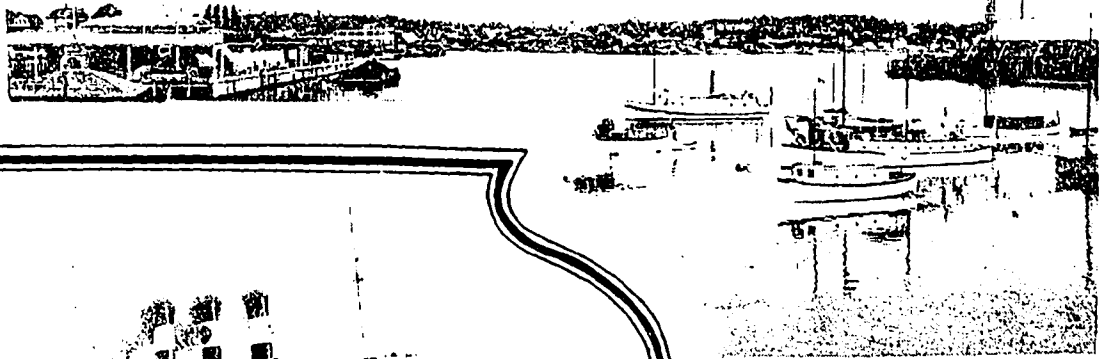
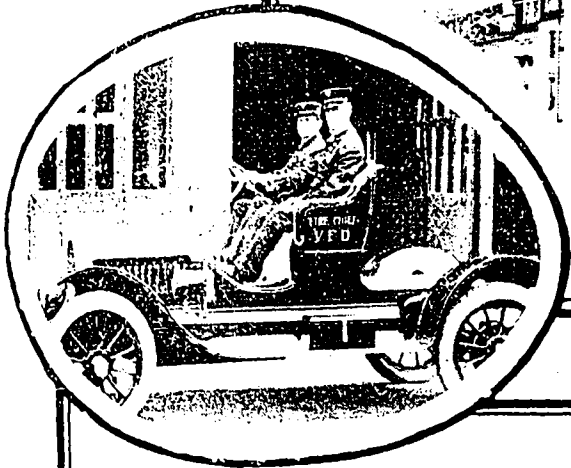
The Vancouver police stations are well built, clean, sanitary—a thing that cannot be said of the police stations of a majority of the larger cities



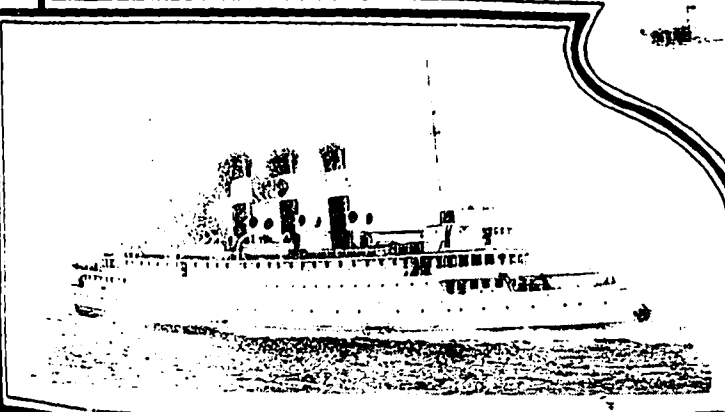
Victoria's finest hotel  
loses no time in get-  
ting to a fire. He  
has the swiftest auto-  
mobile in Victoria.



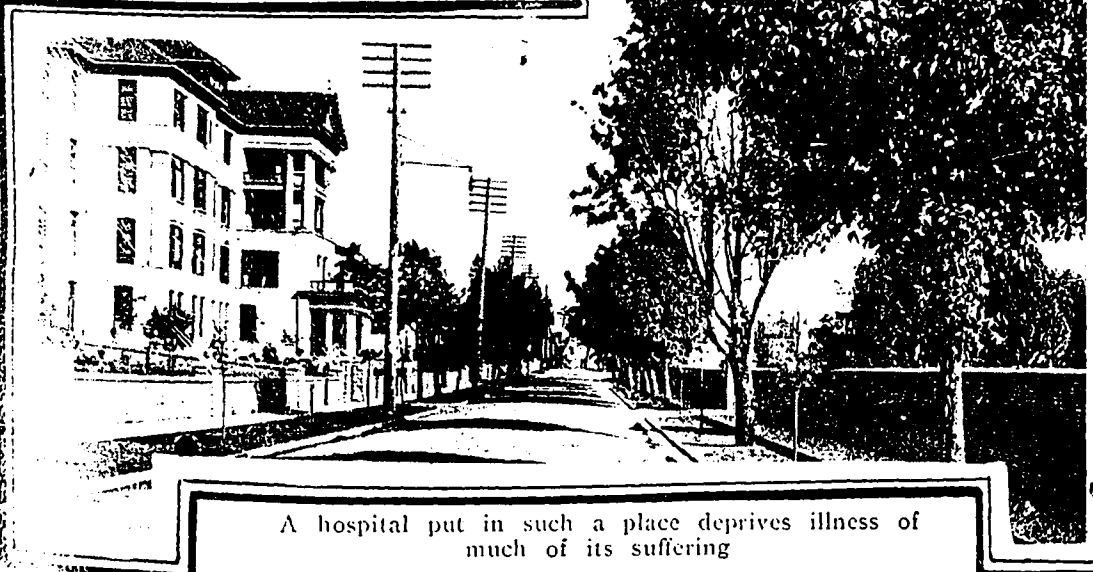
The Victoria hospital is beautifully situated overlooking the bay



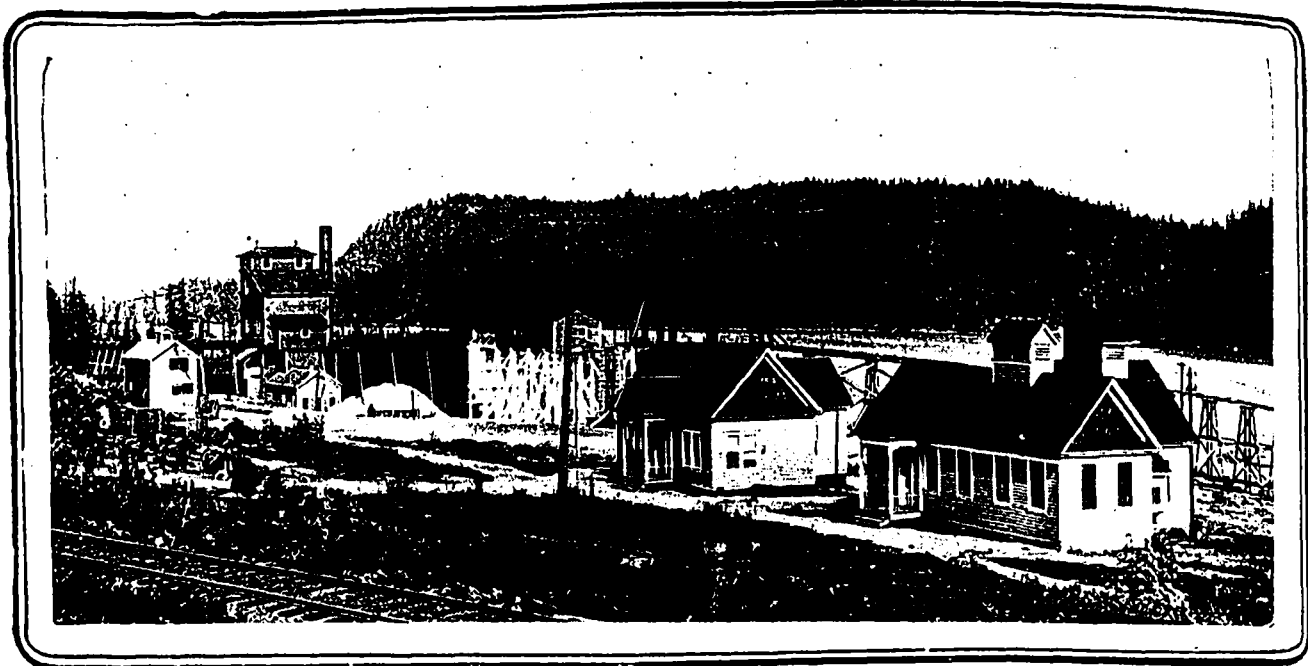
A glimpse of Victoria harbor



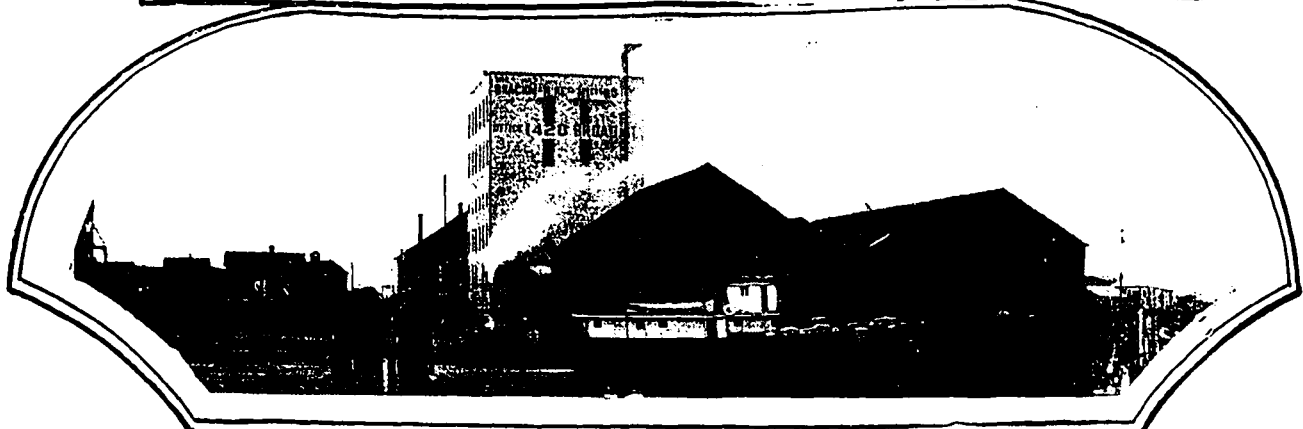
The new Grand Trunk Pacific steamer "Prince Rupert"



A hospital put in such a place deprives illness of much of its suffering



Copper mining is becoming an important industry in British Columbia, and smelters are a familiar sight



A typical water-front scene at Victoria



Sixty-eight girls are employed in the clothing manufacturing establishment of the Turner Beaton Company at Victoria

# Speaking as Man to Man

THE EDITOR'S PERSONAL VIEWS AND SHOP TALK

"The highest talk we can make with our fellow is,—Let there be truth between us two forevermore"—Emerson

## THE CONFESSIONS OF A CONVERTED CHECHACO.

*How I, an Eastern ignoramus, came West, got converted, got sorry, confessed and became an Evangelist, denounced as a liar by my own people—a prophet not only without honor where I came from, but set down as a reincarnated Ananias.*

I am a reformed Chechaco. Thus am I able to put down my confessions. Most Chechacos refuse to reform. They are content to go through life like the little maid in the *Hoosier's Schoolmaster*, who continually prattled about the time she "was to Bosting." They come into the west from Boston, New York, Philadelphia, or even, strangely enough, from Quebec, Montreal and Toronto—yes, from London, too—and their delight is to attempt to fit everything in the west into their eastern-made moulds, to take their old standards of measurement and ask the new west to shrink itself into their limitations. They are the "better than thou" kind of men who come into the west with their chins tilted, their cheeks puffed out, their shoulders thrown back, a cynical smile playing on their lips, voices pitched to a soft key framing amiable words in which they complacently admit that "really you are quite an enterprising people out here." They never come out and say, in a man-to-man way, what they really think about the west. They don't dare. They have to go back home and tell their people that the west is over-estimated, its opportunities exaggerated, its people coarse and uncultured, its lands arid and unfruitful, its buildings relics of a dead generation. They have to tell them that to keep them in the east so that they can go on carrying along their business of making money. There is another kind of Chechacos—the kind that don't go back; the kind that come west, stay west, make money

west, like the west, but write home every week that they don't know what they'll do if they have to stay west much longer. In the cultured east these men would be tarred and feathered, but in the uncultured west they are let alone. And there is another kind of a Chechaco. He's the man who likes the west, wants to stay here, makes more money here than he ever made in his life before, appreciates its opportunities, likes its people—but won't admit anything. He just sits back and yawns and talks about Delmonico's and the Astor, about the things he's done in the east, the social lion he was back there, the buildings they have there, the chances to make money, the culture, even the clothes they wear. I met such a man the other day. He was from Chicago. I let him talk. He was out here looking over the country. Yes, he had decided to stay. But he was sorry he had. He missed Chicago, missed the Pompeian room at the Annex, missed the College Inn, missed the theaters, missed Mrs. Palmer's dances and her charity balls, missed State street, missed the splash of the waves on the Lake Shore drive, missed Michigan avenue and its shops. I was asked to meet him one evening in the billiard room at the Vancouver hotel. I was sitting at a table and he was brought over. He strutted over to the table, shook my hand limply and dropped into a chair. I was informed that he was the confidential advisor of Mr. F——, the president of the —— Electric railway in Chicago. He was told that I was from America. They didn't tell him I was from Chicago. That was lucky. He admitted that he was in Vancouver, admitted that we had a "very nice city," admitted that he was surprised to find such a prosperous city so far out west. He made all these admissions with his chin sunk over his collar until it doubled over the immaculate linen, and his voice

was full of "ahs" and there was an occasional yawn. It was plain that he was bored. I did not want anybody to be bored in Vancouver, so I proceeded to brighten him up a bit. I assumed the "ah" attitude.

"So, ah," I said, "you are the confidential man of Mr. F.—are you?"

He admitted that he was.

"Well, ah," I continued, "how did Mr. F— come out? When I left Chicago his road was in the hands of a receiver. The grand jury was discussing the advisability of indicting Mr. F.— and his associates. What did the jury do?"

I had intended to ask him what he was doing here. But when I looked up he was gone. I have not seen him since but I have learned that he was out here trying to sell stock in that defunct company and had become a cynical Chechaco because he had been unable to line up any victims. He is still here—in Vancouver. He's not going back. He seems to like the west, after all. But he is the kind of a Chechaco who never reforms. No matter where he goes he will always talk about Chicago and that defunct railroad of which he was the confidential financial man, because he will never again have quite such a good job. Out west financial men of his stripe can find no happy abode. And that's why they never reform—because they come out here thoroughly imbued with the self-complacent notion that the men of the west were sitting back in their offices waiting for some young, conceited chap to come out of the east and pull the wool over their eyes. He was disappointed. He will never be anything but a Chechaco. And there is still another kind of a Chechaco and this is the kind of a Chechaco I was before I was converted. They are the men who have lived all their lives in the East—men who since the cradle have been taught that the west is a place where men shoot up towns, wear chaps and ride bronchos. They have been unable to keep apace with its rapid development. They have been too busy with their work in the east to form a definite conception of the new west. If they come west their amazement surpasses any mental sensation they have ever before experienced. I was that kind of a Chechaco. I had a misconception of the west until I came west. A Chechaco can't confess until he has been converted. I did not know I was a Chechaco until I had been converted. A con-

verted Chechaco—like a converted Christian—becomes an enthusiast—an enthusiast who would be put down as a liar were he ever to go back east. His neighbors would tap their fingers on their foreheads.

Most Chechacos are bigots. And before I confess I want to make it clear that I was not that kind of a Chechaco. The bigot is the man who comes boasting of his perfect creed. He will always get his music out of the old harpsichord. He is a relic of the society that measured people by what kind of work they did instead of by what kind of men they were. Self-complacency is the foundation upon which they erect all their opinions. Their minds are not open to conversion. They are the kind of Chechacos who never confess. In them—although they make their money in the west, rear their families in the west, make ready to die in the west—there is only one ambition, one desire, one impulse—to go back east. Let them go. The west is full of them. They never go. They stay longer than any of the rest. But they keep on talking just because they know inside of them that they can never amount to anything out here and that the only way they can get along in society is to compel society to believe they amounted to something in the east.

This has been a long introduction. It has purposely been made long. I would not have anyone think that I am that kind of a Chechaco. Conversion may be an instantaneous result, or it may be the slow outcome of a score of years. With me it took two or three weeks. Now my chief concern is to forget the east as rapidly as possible—to become as much a part of the west as is possible in the shortest space of time. I am completely converted. The best man who ever engaged in the cause of temperance was the drunkard. The best man who ever enthused over the west was the man from out of the east. That's the kind of reformed Chechaco that I am. And in this series of articles that I am beginning with this one it is my purpose to destroy a lot of the false estimates that have been built up in the east about this last Canadian west.

That the west is not better known is because education has failed. Education should have the power to grasp the whole world and to wish with Alexander that there were other worlds to be so divinely

conquered; it should divest the human mind of all its false estimates, it should pass it through a fire, burn out the old dross, and send us on with plenty of room in our heads to form an adequate conception of more than the things around us, to look out toward the world with a feeling that there is much more for us to see than we have ever seen, much more for us to know than we have ever known. That is the task that the philosophers long ago called on education to perform. But the philosophers did not reckon with provincialism when they built up their ideals—that kind of provincialism that builds up in the New York mind the idea that there is nothing east of that gigantic bronze goddess that holds up her hand like a policeman in the harbor, and nothing west of Broadway except Eighth avenue; the provincialism that whispers in the ear of the Bostonian that the world ends on the outskirts of West Newton, that tells the Chicagoan that there is nothing on the other side of Hinsdale—nothing worth looking for, nothing worth thinking about. Alexander born in New York, or Chicago, or Boston, would have made twenty dollars a week rounding up the bums for election day, squandered it on lobster or tickets to hear Blanche Ring, and would have been content to let those other worlds look after themselves. It is this kind of education, this provincialism, that is holding the world back. It is keeping good men from making a good living. It is keeping mothers and their children hungry because their bread-winners haven't the nerve to pack up, come west and find their place out here. They know of nothing beyond their horizon and that's what education has done for them. It has painted a picture of their surroundings, narrow, cramped, shadowy, unclean, unsanitary, and it has said to them "This is a picture of the world." They have fallen into the habit of being parts of machines. They don't know what it means to be anything else. To them the west—the last west—is a country of scattered huts, of fishermen's shacks, of semi-barbaric men in chaps with pistols protruding from their belts, without school houses, with dried meats and potatoes served at meal times, with no theaters, no opportunities for recreation, nothing to read except stories of Jessie James, no schools worthy of the name, no churches that aren't made of wood and painted

white, with little steeples appealing to the sky. Yes, that's what the middle-class in the east thinks of this west of ours. The better class—the better educated class—has just as vague a picture, knows little more of the west, likes it less. They are thoroughly self-complacent. They think they know all about it. They do not want to know more. If you attempt to tell them the truth you are put down as a liar.

A few days ago a letter came to me from the editor of an eastern magazine of good standing, a contributor to nearly all the magazines. It said:

"I am sending you a copy of this week's Saturday Evening Post. It contains my most recent contribution to what some folks call "literature." I want you to read it and let me know what you think of it. I was afraid you might not be able to get a 'Post' out there."

That letter came from a learned man—a man who enjoys the reputation of being well-read, an editor, somewhat of a genius. But a man out of step with the times, a Provincial New Yorker, who looks one way and sees not beyond the statue of liberty, who looks the other way and suffers his eyes to be blinded by the glare of the Great White Way.

When I left the east to come out west I knew little more about the great west than he did. I thought I knew all about it. So does he. In a great newspaper office I had had my hand on the world's pulse for years, and yet the best part of the world I did not know—this west, this Canadian west. In my mind the west was Seattle, Portland, Tacoma—Spokane was just beginning to be heard from. Tacoma, over-advertised, shone out in this galaxy. To me, and to many others, it was the greatest city of the trio. It was as big as Seattle, as enterprising as Seattle! It was the place for me to make my fortune. And oh! the disappointment. I stayed longer in Tacoma than I wanted to stay, because I couldn't get enough money to move on, and I wanted Tacoma to pay me back in real money for those lies they had told me to get me there. I at once appreciated the value of telling the truth in advertising a city. It is better to bring one satisfied man out from the east than a thousand disappointed men. Some one told me they told the truth about Vancouver. I came to Vancouver. I am here. I am a converted Chechaco. I am



a rabidly enthusiastic convert. Ever since I have been in Vancouver I've been waking up. And that's why I'm confessing. There are others who ought to wake up—others in the east who really know the west as little as I knew it—or less than I knew it. I want to wake them up.

How did I happen to come west? I don't know. Something seized hold of me and I was sick with it. It must have been the western fever. There in the east I was part of a huge machine. I longed to be free. I looked around me. I studied maps. I came west. I freed myself. I tried Tacoma, I tried Seattle. I settled in Vancouver.

And Vancouver—a great city practically unknown in the east! My mother sends me warm, lined mittens for the hard Canadian winter—God bless her!—and my old newspaper friends regard me as a second Peary who has passed out of God's country into the great unknown, the great frozen wilderness that lies between San Francisco and the Arctic Circle. Slowly I am making my perilous way in the direction of the north pole. I left the outskirts of civilization when I moved over from Seattle. Spokane is walking distance from Seattle. Skagway is an hour's ride, Nome is an easy run on a bicycle—that is the eastern conception of this last west. In the eastern mind it is all jumbled together in a mighty confusion. All the cities are grouped in the only warm belt and Vancouver is not in the belt. In Vancouver we are wading in snow up to our necks from the first day of November until the last day of March. Blizzards are daily occurrences. They do not know that roses bloom in Vancouver nearly the whole year round, that folks go Christmas shopping in their tailored suits, without furs, with the sun shining down upon them out of a blue sky. And they don't wear chaps out here, either, or pistols in their belts. For twelve years in Chicago I carried a gun in my hip pocket, and I discarded the habit when I came into this wild, last west. They carry guns here for only one emergency—a hand to hand encounter with a grizzly, and I have been in Vancouver for half a year and haven't met a grizzly on the streets yet, even in the deepest night, although I believe they have a stuffed one in a fur store that was trapped one night in the early eighties.

Vancouver, the end of the last west! And

they drive behind nervous thoroughbreds. They know Chippendale and Sheraton! They endure Bernard Shaw and Ibsen! They know about Maeterlinck and Sudermann! They have read "Pippa Passes!" They buy old English prints and put them in rosewood frames! Their mahogany is done in the dull finish! They have no parlors in their houses. They have living rooms! There is no red plush furniture in their homes, no embroidered doilies plastered to the chair-backs! They do not like Battenburg! They have no fringed throws on their pianos, and the doors are not ornamented with scrolls or with gilded wooden spheres dangling at the ends of gilded strings.

*(The second instalment of my confessions will appear next month.)*

Congratulatory letters continue to pour in. Here is one from Ed. Cahn, the well-known short story writer:

Mr. David Swing Ricker,  
Editor "Man-to-Man,"  
Vancouver, B. C.:

DEAR MR. RICKER,—

At last! What we have all been sighing for, wishing for, yes, praying for; a real live, up-to-date, and down to the minute, straight out from the shoulder, look you in the eyes, honest, get up and get there, Canadian magazine—Man-to-Man.

It's here, not just because it's here, but because it is needed (how sadly we writers think we know perhaps better than anyone) by all the people of Canada.

The people in the eastern part of Canada do a great deal of wondering lately about the western part.

Eastern Canada wants to know what all this stir is about, who the big men are, what they are doing, in what way conditions differ in the West from their own; why the West wants free trade; what about the forests of British Columbia, the shipping, the climate, the opportunities, and what sort of places Vancouver, Victoria, and all the other cities are.

The West wants to know a bit about the East. A good big bit, when one comes to think of it; questions that cannot be answered by newspapers loaded down with English and American magazines; nor even those given a thin veneer of Canadianism by their enterprising editors.

We have long needed a magazine to answer these, and hundreds of other questions, and "Man-to-Man" appears at a happy moment.

"Man-to-Man" is good all through, its paper, type, illustrations, sensible, timely covers, pithy articles, real poetry and artistic stories. It is destined to be a power in the land, and will give its readers a better understanding of each other, this vast land of ours, and what it holds for us.

Yours very truly,  
ED. CAHN.

From the Manager of The Progress Magazine. Chicago:

Mr. David Swing Ricker,  
633 Granville St.,  
Vancouver, B. C.:

DEAR MR. RICKER,—

I have yours of August 27th, and I also received a copy of your magazine, "Man-to-Man." I want to congratulate you on the make-up of it. You have certainly done remarkably well in the short time that you have had the magazine. I am surprised at your ability to make the magazine jump from a third-rater to a first-rater without the intervening step.

With best wishes for your success,

Sincerely yours,

EDWARD E. BEALS.

New York, July 22, 1910.

D. S. Ricker, Esq.,  
Managing Director,  
"Man to Man" Magazine,  
Vancouver, B. C.

Dear Sir:

On behalf of the New York public library I have honor to request that we may be placed on your complimentary mailing list to receive the regular issues of your publication "Man-to-Man," as they appear.

We have recently had our attention called to this magazine, but owing to the limited funds at our command for periodical subscriptions we are unable to supply all publications for which requests may be made. Many of the periodicals

in our reading room however, are sent to us regularly as gifts, and should you see fit to consider this request favorably, the courtesy would be greatly appreciated both by the library and its readers.

Very respectfully,  
(Signed) J. S. Billings, Director.

From Major General James H. Wilson,  
U. S. A., retired:

Dear Ricker:

Your magazine is not only in step with progress, but ahead of it. I have not read it thoroughly yet, but your Chinese story will be read with great care, as it will recall to me the unforgettable march from Tien-tsin to Peking in 1900. From outward appearances you have here in the far west a magazine equal to any publication anywhere, and it will be my pleasure to read it from month to month, knowing that my old friend is behind it. We are all gratified at the progress that is being made in Western Canada, and I look to British Columbia to set a new mark for rapid development. You have a wide field and I am sure that your magazine will fill it.

Very truly yours,  
(Signed) JAMES H. WILSON.

From Jacob H. Schiff, New York financier:

Your magazine is a credit not only to Western Canada, but to the whole Northwest. It speaks of progress.

Yours truly,  
(Signed) JACOB H. SCHIFF.

## Electrical Experimentation Offers Great Opportunities

IMPORTANT POSITIONS WELL PAID; OEHTR  
WORKERS GET STARVATION WAGES

By Hollis W. Field

*In the Workers' Magazine of the Chicago Tribune*

**P**ROBABLY the greatest field of endeavor that ever has opened to mankind is that of electrical experimentation and exploitation. Its infancy is almost within the recollection of the average man of forty years. Within twenty-five years its evolution has astounded the civilized world.

Today there is scarcely a line of human work that is not materially invaded and affected by the electrical current. Let a man stand where he will in the centers of human activities and look to right and left of him, he cannot escape one, or two, or half a dozen practical manifestations of

electrical progress. Yet it was not until the Philadelphia centennial exposition that it was discovered in experimentation with electric lights that this expression of power in lights could be switched around, and the light be turned into power. And it was long afterward that discovery was made that the brilliant incandescent burner is expending only about 5 per cent. of its energy in light, while about 95 per cent. wastes itself in heat.

These two paragraphs are enough to point the fact that in this evolution of electricity a tremendous army of men with brains and bodies have been busy. And after a first quarter century of record-mak-

ing progress in the electrical field the situation today is promising still vaster opportunities to armies of men as yet unborn.

In this rapid evolution electricity has adapted itself to so many unexpected utilities in modern life that half a dozen lines of industry have been hurried in making themselves ready for its innovations. Not only have the workers in electricity pushed into the van of electrical development, but the staid worker of the age of steam has been crowded into preparations for availing himself of electrical ingenuity.

In this way electrical development has affected the worker at large in greater measure than has almost any other innovation of the century.

"I have gone into electricity," says the young man who has just left school and who has entered his life work.

But the explanation is about as vague today as if he had said he had gone into the manufacturing business. What line of electricity, and in what department of the line, are necessary to an understanding.

The electric telegraph was one of the first expressions of practical utility of this unseen force. The Brush light and the telephone came into life about the same time. After the Philadelphia centennial in 1876 the possibility of electrical power began to be studied. Electric power in transportation evolved. And within the last dozen years the electric current has been shifted, twisted, and trained into a cooperation with almost every interest affecting civilized man.

Men, by hundreds of thousands, are finding occupations in its branching, growing fields of adaptation. Yet at the time thousands of these men first had knowledge of things an engineer in electricity was not known. Within their period of growing up and fitting for electrical technicalities most of the possibilities of the specialty have opened up and developed.

Today the worker who is fitting for the field of electricity is facing an opportunity so big as to be bewildering. By instinct and choice he feels that he is fitted for electrical work. But in what field of electricity? Where, in the next few years, are to be the greatest developments offering him opportunity?

Some one a few years ago canvassed the field in Chicago, asking of practical electrical men where this greatest development

might be expected. Taking the replies of these practical men and tabulating them as by vote, the returns above ten votes each indicate choice of opportunities in the following order:

Railway electrical work.....	63
Telephony .....	36
Transmission .....	30
Electro-chemistry .....	29
Power applications.....	21
Lighting developments.....	12
Manufacturing .....	11

But in the course of my own questioning as to opportunity, I found a long-headed successful manufacturer in the electrical field who says that of all openings that appeal to him today, that of power transmission offers most to the young man.

"No young man should enter electrical work expecting more than a living," he says, "unless that young man is prepared to specialize in his work. It is not sufficient for marked success that he drop into place somewhere, prepared to follow the routine of established precedent. The whole field is so great, and so new and unexplored in its vastness, that the man who is to make a mark must specialize."

As suggesting this possibility this practical man told me of a young fellow who had worked for him for several years and who decided to leave him for another place. He was given a letter of recommendation to a large concern manufacturing motors. This young man had been looking into the question of efficiency of motors in proportion to their weight, and he was not satisfied that these proportions were in harmony.

In the larger house he was given opportunity to see what he could do. His employers were more than willing that he should do something if he could. The result was that the young man was put to work redesigning electrical machinery, and at the end of his first year he had saved the concern more than half a million dollars. Out of routine work as an electrician he had stumbled upon the economy possible in material reductions in weight of motors, and while reducing their weight he had eliminated heating in a marked manner.

At the same time, this newness of electricity has its pitfalls for the young man, who is not up on standard manufactures and on the history of developments. One well-known electrical engineer in Chicago has said that one of the saddest things in

his experience is to have a young man come in bringing with him the design of a new motor which he has built himself. He explains what his motor will do under certain conditions. The motor will do all that he claims for it, too, but already some more experienced, technical man has produced something so far its superior as to make the young man's work absolutely worthless.

Split up, as electrical utilitarianism has demanded the electrical field shall be, it nevertheless offers to the worker about the same general classifications in every line. Wherever the young man drifts he finds himself facing the same designing, engineering and constructing lines of work. His nominal position with any concern operating in electricity has been named for him, whether he be in lighting, power, or telephonic fields.

The other day a man with a knowledge of the practical in electricity prepared for me a list of these positions in the order of their significance to the further development of electricity. In his judgment, electricity had evolved at the hands of the workers in just this order.

When the list was complete I asked him to rearrange it in the order of the compensation which the workers might expect. The showing is especially interesting when set in parallel columns:

RELATIVE ORDER IN DEVELOPMENT BY SALARIES.

- |                              |                              |
|------------------------------|------------------------------|
| (1) Inventor.                | (1) Salesman.                |
| (2) Designer.                | (2) Engineer.                |
| (3) Draftsman.               | (3) Supply man.              |
| (4) Engineer.                | (4) Designer.                |
| (5) Supply men.              | (5) Construction men; union. |
| (6) Salesman.                | (6) Draftsman.               |
| (7) Construction men; union. | (7) Operator.                |
| (8) Operator.                |                              |

"The poor devil of an inventor—he doesn't get anything out of it," said my

authority when his attention was called to the fact that in the list considering salaries and emolument the inventor had been lost.

Studying these lists one may see at a glance how the importance of a man's technical accomplishment may be out of proportion to the income from his work. Without the inventor, designer and draftsman in the first list, no salaries would be possible to anybody. But in the position as earner of compensation the salesman—last of the line—is first; the designer is away down in fourth place, while the draftsman may earn less than the unionist lineman who is stretching wires to carry current.

In these tables, however, the arrangement is as to the highest possibilities in the work. They anticipate that the men are unusually capable and equipped. This is one of the facts, which must be considered, in choosing electricity as a field of work—that an "average" salary for such men is hard to approximate. One salesman, selling cars, may have an income of \$10,000 a year, while another selling lamps may earn \$100 a month. In the attempt to average the pay of men in certain work of exploitation, however, here are some figures from a practical man:

Salesman .....	\$1,800
Electrical engineer.....	1,500
Operating engineer.....	1,500
Constructing engineer.....	1,500
Operating manager and superintendent .....	2,000
Consulting engineer.....	2,500

These are not large salaries. The figures may shock many young men who have been looking to electricity as a road to high compensations for a life work. But they are the figures of a competent Toronto employer who has been employing such men, and in seeking his help he has had no lack of applicants for such positions at such salaries. They are worthy of all credence and consideration.



# Agents Wanted

We want active agents to represent Man-to-Man permanently in every city and town in the Dominion of Canada. We have a special offer for cash subscriptions, and also renewals, by which a live agent can make a profitable business, and still handle it as a side line.

The low price of Man-to-Man Magazine as compared with any other publication in Canada is considerably less than half. We solicit correspondence with all news dealers and news agents, and feel confident that our offer is the most attractive as a money-maker of any magazine in the Dominion.

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## **Man-to-Man Company**

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633 Granville Street

VANCOUVER, B.C.

*Address all communications to the Circulation Manager*

# LEADING CITIES AND TOWNS

of BRITISH COLUMBIA and the NORTHWEST  
*The Opportunities They Offer and The Industries They Desire*

Complete information regarding these places and their special advantages for certain industries are on file at the Bureau of Opportunity, conducted by the Man-to-Man Magazine, or may be obtained by writing direct to the secretary of the local organization

## Figures Tell the Story of Vancouver, British Columbia

The B. C. E. Railway Company pays to the City certain percentages of the receipts on its tram lines. The growth of Vancouver is indicated by the amount of these payments:

1901-5 .....	\$20,626.69	Average per month.....	\$ 343.77
1906 .....	10,163.38	“ “ .....	846.94
1907 .....	16,366.96	“ “ .....	1,363.90
1908 .....	23,182.43	“ “ .....	1,931.86
1909 .....	33,694.80	“ “ .....	2,807.90
1910 (8 months).....	26,759.60	“ “ .....	3,344.95

### Bank Clearings—

	JUNE	JULY	AUG.
1910 .....	\$37,092,464	\$37,630,303	\$36,533,143
1909 .....	22,073,266	22,973,715	24,969,077
1908 .....	14,725,316	15,690,197	15,483,153

### Land Registry—

	JUNE	JULY	AUG.
1910 .....	\$17,407.74	\$14,752.94	\$15,024.00
1909 .....	11,529.20	11,843.70	11,037.65

### Customs—

	Duty	Other Revenue	Total
August, 1909 .....	\$333,360.71	\$24,105	\$357,465.71
“ 1910 .....	465,894.00	91,106	557,000.00

### Building Permits—

	1909	1910
First 5 months .....	\$2,836,165	\$5,722,940
“ 6 “ .....	3,493,185	6,885,800
“ 7 “ .....	4,042,292	7,425,410
“ 8 “ .....	4,883,430	8,270,645

12 months, 1909.....	\$7,258,565
8 " 1910.....	8,270,645
Increase.....	\$1,012,080

All Government and Committee Publications sent free upon request. We have on hand copies of the following minutes and publications, which we will send upon application to Department D, Vancouver Information Bureau, Vancouver, B.C.

The Annual Reports of Vancouver Board of Trade and Board of School Trustees. Vancouver "Province," "World," "News-Advertiser" (dailies), "Saturday Sunset" (weekly), "Man-to-Man," "Fruit Magazine" (monthlies).

**GOVERNMENT PUBLICATIONS**—New British Columbia, describing the Northern Interior (Bulletin No. 22), Agriculture in British Columbia (Bulletin No. 10), Hand Book of British Columbia (Bulletin No. 23), Game of British Columbia (Bulletin No. 17), Budget Speech, 1910. The Mineral Province, Report Minister of Mines for 1908, B.C. Medical Register, Report on Northeastern part of Graham Island, Annual Report of the Public Schools of British Columbia.

**GOVERNMENT MAPS**—British Columbia, Northern Interior of British Columbia, Southwest Portion of British Columbia, Southeast Portion of Vancouver Island, East and West Kootenay District, Portion of Coast District, R. I. and Prince Rupert District, Western Portion of Vancouver Island, New Westminster District and adjacent Islands, Alberni District, Vancouver Island, Bella Coola District, Hazelton, Summerland, Burnaby, Nechaco Valley, Great Central Lake, Vancouver Island, Yale District.

**COMMUNITY PUBLICATIONS**—North Vancouver, Victoria and Vancouver Island, New Westminster, Prince Rupert, Similkameen, Kamloops, Ashcroft, Chilliwack, Penticton, Naramata, Vernon, Port Moody and surrounding Districts, Railway folders and pamphlets.

## Firms Represented by Members of the Vancouver Tourists' Association

Members will kindly advise the Secretary regarding any errors in addresses, classification of business, etc., that may occur in this list.

### ARCHITECTS.

Bayly, G. M., 614 Dominion Trust Building.  
Dodd, W. M., Bank of Commerce Building.  
Donnellan & Donnellan, 319 Pender Street.  
Fee, T. A., Fee Block.  
Gamble & Knapp, 66 Davis Chambers.  
Grant & Henderson, 413 Granville Street.  
Griffith, H. S., 912 Dominion Trust Building.  
Hooper, Thos., 527 Winch Building.  
Hope & Barker, 603 Hastings Street W.  
Keagey, James W., 1156 Bute Street.  
Macaulay, D., Cotton Building.  
Marbury-Somervell, W., 43 Exchange Building.  
Whiteway, W. T., Molsons Bank Building.  
Wright, Rushford & Cahill, 709 Dunsmuir Street.  
Stevens, W. C., 172 Hastings Street W.  
Thornton & Jones, 563 Hastings Street.

### ACCOUNTANTS, AUDITORS, ETC.

Brooks, James, 337 Carrall Street.  
Buttar & Chiene, 536 Hastings Street W.  
Chambers & Wilson, 347 Pender Street.  
Clarkson, Cross & Helliwell, Molsons Bank Bldg.  
Crehan, M. J., 615 Pender Street.  
Devlin, E. E., 29 Flack Block.  
Fisher, Wm., 10 Winch Building.  
Winter, George E., 508 Dominion Trust Bldg.

### ARTISTS

S. P. Judge, 8 Court House Block.

### AUCTIONEERS.

Miller, J. J., 44 Hastings Street.

### ADVERTISING AGENCIES.

Ads. Limited, 1210 Dominion Trust Building.  
Noble Advertising Agency, 543 Hastings Street.

### BOOT AND SHOE DEALERS.

Stark, Edward, 623 Hastings Street.

### ART SUPPLIES

S. J. Thompson, 610 Granville Street.  
Art Emporium, 901 Georgia Street.

### BUTCHERS.

Burns & Company, P., 18 Hastings Street.  
Vancouver-Prince Rupert Meat Co., Ltd., 150 Hastings Street.

### BUILDERS' SUPPLIES.

Anvil Island Brick Co., 324 Seymour Street.  
B. C. Supply Co., 635 Granville Street.  
O'Neil, Wm. & Co., 623 Pender Street.

### BANKS.

Bank of British North America, Hastings Street.  
Bank of Hamilton, Hamilton and Hastings Sts.  
Bank of Toronto, 446 Hastings Street W.  
Bank of Vancouver, Cambie and Hastings Sts.  
Eastern Townships Bank, Cambie & Hastings Sts.  
Royal Bank of Canada, Hastings & Homer Sts.  
Royal Bank, East End Branch, Westminster Ave. and Hastings Street.

Traders Bank of Canada, 346 Hastings Street.

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Cassidy, R., K.C., Crown Building.  
Jenns, E. S., 633 Hastings.  
Shoebottom, Thos. B., Cotton Building.  
Williams, A., K.C., Molsons Bank Chambers.  
**BOOKSELLERS AND STATIONERS.**  
Bailey Bros., Ltd., 540 Granville.  
Forsyth, G. S. & Co., Cor. Homer & Hastings Sts.

Thomson Stationery Co., Hastings Street.  
 Vancouver Book Co., 932 Granville Street.  
 White & Bindon, 113 Hastings Street.

**BUSINESS COLLEGES**

Central Business College, Pender and Richards.  
**BROKERS.**

Bedlington, R. G. & Co., Cotton Building.  
 Bowell, Albert J., 300 Loo Building.  
 Brown, Reginald C., Ltd., 301 Dom. Trust Bldg.  
 Canadian Development Co., Ltd., 336 Hastings.  
 Couids, Ltd., 47-49 Exchange Building.  
 Faulkner, S. G., 555 Granville Street.  
 Gibbs, G. M., 555 Granville Street.  
 Gray, Heal & Gray, 207 Cotton Building.  
 Grossman Trust & Loan Co., Cotton Building.  
 Hanley, J. J., Bower Building.  
 Mather & Noble, 629 Hastings Street.  
 MacMillan & Oliphant, Bank of Commerce Bldg.  
 McTavish Bros., 207 Hastings Street.  
 Smith, F. J., 414 Seymour Street.  
 Wolverton & Co., Ltd., 70+ Dominion Trust Bldg.

**BAKERS.**

Hampton Bros., 581 Granville Street.  
 Vancouver Bakery, 850 Granville Street.

**BREWERIES.**

Vancouver Breweries, Ltd.,

**CABINET MAKERS**

Davidson & Labsik, 610 Seymour Street.

**CASH REGISTERS.**

National Cash Register Co., 301 Cordova Street.

**CITY DIRECTORIES.**

Henderson Publishing Co., Flack Block.

**CIVIL ENGINEERS.**

Cartwright, C. E., Cotton Building.  
 Tracy, Thos. H., 411 Howe Street.

**CONTRACTORS.**

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 Cotton, M. P., 103 Cotton Building.  
 Disette, J. J., 436 Hastings Street.  
 Hepburn, Walter, Crown Building.  
 Irwin, Carver & Co., 319 Pender Street.  
 McLean Bros., Molsons Bank Building.  
 McLean, Robt. & Co., 532 Granville Street.  
 McLuckie, J. M., Cordova and Carrall Streets.  
 Prudential Builders, Ltd., Manitoba & Front Sts.  
 Weeks, W. C., 30 Burns Building.  
 Wells Construction Co., Exchange Building.  
 West Coast Bridge & Dredging Co., Exch. Bldg.  
 Y. Aoki, 313 Alexander Street.

**COMMISSION BROKERS.**

Des Brisay, M. & Co., Fairfield Building.  
 Evans, F. G., 139 Water Street.

**CONFECTIONERS**

R. C. Purdy, 750 Robson Street.

**DRUGGISTS**

Henry Ferguson, 1201 Granville Street.

**ELECTRICAL FIXTURES.**

Hinton Electric Company, 606 Granville Street.  
 Northern Electric & Mfg. Co., Ltd., 918 Pender.

**ELECTRIC LIGHT AND POWER.**

B. C. Electric Railway Co., Ltd.

**ELECTRICAL WORKS**

R. Hoffmesiter, 1271 Granville Street.

**ENGRAVERS.**

Dominion Illustrating Co., 605 Hastings Street.

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A Loose-Sleeved, Full-Skirted,  
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To raise fruit successfully there should be a ready access to markets, both home and outside; plenty of facilities for transportation; no extremes of weather whereby so many promising crops have been ruined, and steady paying prices.

The home market demand alone will pay at Victoria.  
The outside shipments guarantee steady prices.  
Transportation facilities are rapidly increasing.  
Year in and year out Victoria's climate is superb.  
Fruit growers in Victoria and vicinity make money.

To those who wish to engage in the business of raising fruit for the market, Victoria offers an excellent field. To experienced and industrious men the profits will be steady. Fortunes are not made quickly in the business, even by the most skillful growers, but a fair profit can be made every year by competent and industrious men. Those wishing to engage in the business should have both experience and some capital.

DEPT. 44	
<b>Vancouver Island</b>	
<b>Development League</b>	
VICTORIA, B.C.	CANADA

<i>Vancouver Island Development League</i>	
<i>Victoria, B.C., Canada, Dept. 44</i>	
Please send me, free of charge, Booklets, etc.	
NAME .....	
ADDRESS .....	

# OPPORTUNITIES CLASSIFIED

**C.** The rate for advertising under this head is five cents a word. Count six words to the line. Cash must accompany all orders, which must be received by the 20th of the month for publication in issue following

## Become a Shareholder

in the

### Vancouver Sewer Pipe and Refractories Co. Limited

The stock of this Company is being rapidly subscribed and immediate application is necessary to secure allotment. To thoroughly secure every subscriber, whether large or small, no stock will be allotted until the entire issue of \$100,000.00 required to build the factory and provide the working capital has been subscribed.

**Send in Your Application Today**

**BRITISH COLUMBIA CO. LIMITED**

Cotton Building, Vancouver, B. C.

**FOR SALE** Seven hundred acres land at Ganges Harbor, Salt Spring Island, of which 15 acres full-bearing orchard, 55 acres cleared and in meadow; 6 1-2 miles sea frontage; 9-roomed house, barns, etc., good water, all fenced; coal rights go with property. Price \$30,000, \$10,000 cash, balance on long terms. Clears at least \$2,000 a year profit over living expenses.

## Croft & Ashby

Room 5, Winch Block, Vancouver, B.C.

## BUSINESS CHANCES

**IF WE PAY YOU A SALARY** will you help us introduce System, the Magazine of Business, to business men in your locality. We can guarantee you a salary each month under a plan which will not interfere with your regular work in any way. Write us today, before your territory is covered. Address The System Co., 151-153 Wabash Avenue, Chicago, Ill.

**START AN EASY AND LUCRATIVE BUSINESS.** We teach you how to establish a successful collection agency and refer business to you. No capital required. Write for "Free Pointers" today. American Collection Service, 16 State St., Detroit, Mich.

**SPLENDID OPENINGS FOR FACTORIES.** Exceptional opportunities offered for the establishment of plants for the manufacture of lumber, shingles, boxes, furniture, cement, clay products, etc. Free sites, reached by every transcontinental railroad in the Northwest. Cheap and unlimited electric power. For full information, address J. A. Gibbs, Secretary Commercial Club, Newport, Wash.

**BIG OPPORTUNITY FOR HUSTLER.** A good solicitor should make from \$20.00 to \$30.00 a week on commissions getting subscriptions for Man-to-Man Magazine; one representative made \$8.00 in one day. Write for particulars. Address Circulation Manager, Man-to-Man Magazine, Vancouver, British Columbia.

## INDUSTRIAL OPPORTUNITIES

**DO YOU WANT A CHANCE** to make a lot of money by using some of the money you've got? In the attaining of success the first principle is, "Do not wait for opportunity to make you. Make your own opportunity." Here is a chance **TO MAKE YOUR OPPORTUNITY.**

I have a boat that a client wants me to sell for him. It's a bargain. \$10,000 will buy it and on this sum it ought to be a mere bagatelle to realize 50 per cent. It would not surprise me if you could make 100 per cent in the first year. The reason I say this is because this ship is a bargain. It must be sold. And it must be sold NOW because my client needs the money.

Here is what my client says in a letter he wrote to me on Aug. 10:

"This ship was bought by the United States government in Manila in 1898. The government was in need

of coal. She was then loaded with coal, and in order to get her cargo they had to buy the ship. This ship was built in Glasgow, Scotland, in 1884, and consequently is under British Register. Three years ago she was sent over here from Manila to Bremerton under her own steam. A few months ago she was sold by our government at auction to some private parties here, and therefore is now for sale by them.

"I have examined her hull and find her in good condition. Her engines and boilers, I am informed, are in first-class condition. Her dimensions are as follows:

Length, 215 feet.

Beam, 31 feet, 8½ inches.

Depth, 21 feet, 3 inches.

Tonnage, 1062.

Engine, 34; 66x42 stroke.

(2) Single-ended Scotch boilers.

Donkey boilers, steam steering gear; also hand.

(850) Indicated horse power, fore and aft compound engines, and the captain that brought her here from Manila says she will steam 15 knots, but the government puts her at 12½.

"If the steamer could be bought, I have looked up for her the following run: From Tacoma to Seattle; and Vancouver to Prince Rupert; Port Simpson canneries on Portland Canal and Stewart City. On this run she can make four round trips a month.

"I also find that there is a large amount of freight shipped from Tacoma and Seattle to Vancouver every month, the shippers paying at present from Tacoma to Vancouver per ton in car load lots, the highest \$9.60 per ton, and the lowest \$7.00 per ton. There is one house in Tacoma that is shipping from three to five carloads per month. They told me they paid 35 cents per hundredweight.

"I also find that Seattle shipped to Vancouver last year, by water, \$2,500,000 worth of goods, but we have no record of what was shipped by railroad. I therefore conclude that there must be a large amount of goods shipped from Vancouver north every month. Coming this way there is lots of ore shipped from British Columbia to the Tacoma smelter, and also a large quantity of coal from Nanaimo to Tacoma and Seattle.

"In conclusion, I wish to say that I could give you a longer report, but if there should be something that you would like to be informed upon, kindly drop a line and I will immediately let you know, for I believe this is one of the best bargains that has come to the attention of shipping men for a long time."

You've read the letter. Isn't that proposition a corker? Let me hear from you. Address A 27, Man-to-Man Office.

When writing to Advertisers please mention Man-to-Man Magazine



## INDUSTRIAL OPPORTUNITIES

**PRODIGIOUS PROFITS IN CALIFORNIA OIL.** A 100-barrel well is worth \$100,000. Send for free booklet telling how to invest to make big money. W. H. Wise, Laughlin Building, Los Angeles, Cal.

**BIG OPPORTUNITY FOR HUSTLER.** A good solicitor should make from \$20.00 to \$30.00 a week on commissions getting subscriptions for Man-to-Man Magazine; one representative made \$8.00 in one day. Write for particulars. Address Circulation Manager, Man-to-Man Magazine, Vancouver, British Columbia.

## EDUCATIONAL

**MAIL COURSES** in Shorthand, Bookkeeping, Matriculation, Ad-writing. Dominion Business College, corner College and Brunswick, Toronto: J. V. Mitchell, B. A., Principal.

**THE KENNEDY SCHOOL** is devoted exclusively to the better training of stenographers and office assistants; has won all the world's typewriting championships. Booklets free upon request. 9 Adelaide Street, Toronto.

**BIG OPPORTUNITY FOR HUSTLER.** A good solicitor should make from \$20.00 to \$30.00 a week on commissions getting subscriptions for Man-to-Man Magazine; one representative made \$8.00 in one day. Write for particulars. Address Circulation Manager, Man-to-Man Magazine, Vancouver, British Columbia.

## TELEGRAPHY

**LEARN WIRELESS AND R. R. TELEGRAPHY!** Shortage of fully 10,000 operators on account of eight-hour law and extensive "wireless" developments. We operate under direct supervision of telegraph officials and positively place all students when qualified. Write for catalogue. National Telegraph Inst., Cincinnati, Philadelphia, Memphis, Davenport, Ia.; Columbia, S. C.; Portland, Ore.

## LANDS

**"BACK TO THE LAND"** is the cry heard from the densely populated centres of the universe.

**WHY?** "Because the farmer is the most independent man on earth. He is in partnership with nature, and with her assistance produces what all the world must have—**FOOD.** There is a never-ending demand for his product. Agriculture holds forth to the young men the promise of independence, comfort, peace and full enjoyment of life."

**CAN WE ASSIST YOU** in becoming one of nature's partners in **SUNNY SOUTHERN AND CENTRAL ALBERTA C.P.R. Farm Lands**, where unequalled opportunities exist for all kinds of farming?

Prices \$11.00 per acre and up.

Easy Terms one tenth Cash, Balance 9 years at 6 per cent.

Call or write us for further particulars.

**D. E. BROWN & MACAULAY LIMITED.**

General Agents in B. C. and the Yukon, Canadian Pacific Railway (Colonization Department), Alberta Farm Lands.

Phone 1887

Vancouver B. C.

P.O. Box 1002

**NOTE:** We arrange special Railway Rates to Alberta to Bona Fide Land Seekers.

**FLORIDA LANDS**—1000 acres land for home-seekers in 10-acre lots; easy terms; pure water; school; daily mail; railroad surveyed; map. W. H. Overocker, Lakemont, Polk County, Florida.

**OREGON, CENTRAL POINT**—Come to the Rogue River Valley, Oregon, the garden spot of the world, where fruit grows in abundance and receives the highest prices in all markets of the world. Also an ideal climate to live in, with no cyclones, no earthquakes, and no cold winters. Buy your railroad ticket to Central Point, Ore., and direct all letters for information to the Central Point Real Estate Co., Lock Box 194, Central Point, Oregon.

**WRITE TODAY** for descriptive booklet. Price list Timothy, clover, alfalfa, small grain, stock ranches, non-irrigated. Tell us what you want. Box 696, Colfax, Washington.

**BRITISH COLUMBIA TIMBER**—We are exclusive dealers in British Columbia Timber Lands. No better time to buy than now, for investment or immediate logging. Write us for any sized tract. E. R. Chandler, 407 Hastings Street, Vancouver, B. C.

## FRUIT LANDS

**SELF-SUPPORTING HOMES** in the Glorious Fruit District, Southern British Columbia, for \$10 cash and \$10 monthly, without interest. Annual profits \$500 to \$1,000 per acre. Orchard, garden, poultry; scenery, hunting, fishing, boating; delightful warm climate; church, school, postoffice, store, big sawmill; daily trains; close to markets; unlimited demand for products. Write quick for maps, photos, free information. **WEST KOOTENAY FRUIT LANDS COMPANY,** Dept. M, Drawer 1087, Nelson, B.C.

## MISCELLANEOUS

**\$25.00 TO \$50.00 WEEKLY** easily made by any live young man. In spare time. In your own town. No mail-order scheme. Particulars 25c. Nicasio Co., Box 521, San Francisco, Cal.

**PLANNING TO BUILD?** Send two 2c stamps, postage, for copy of my beautifully illustrated booklet "Country and Suburban Homes," full of interesting, valuable and practical information for home builders. E. Stanley Mitton, Architect, Vancouver, B. C.

**PATENTS AND TRADE MARKS** obtained in all countries. Rowland Brittain, Registered Patent Attorney and Mechanical Engineer. Call or write for full information. Room 3, Fairfield Block, Granville street, Vancouver, B. C.

**HAVE YOU AN IDEA?** If so write for our Books: "Why Patents Pay," "100 Mechanical Movements" and a Treatise on Perpetual Motions—50 illustrations. All mailed free. F. Dietrich & Co., Patent Lawyers, 60 Ouray Block, Washington, D. C.

**MAKE YOUR OWN FURNITURE** one-fourth cost. Full size patterns; complete directions. Send 10c for hall-seat pattern. Satisfaction guaranteed or money refunded. Get catalogue. Home Furniture Pattern Co., 401 Potter Bldg., Birmingham, Ala.

**"STROUT'S FARM CATALOGUE NO. 30,"** 96 large pages, pictures of buildings, describes the choicest bargains in money-making farms throughout 17 states; \$500 to \$35,000; easy terms; stock, crops and tools included with many. It is Free. Save money by getting it. It tells you how to make money. Station 2720, E. A. Strout, 47 W. 34th Street, New York.

**BIG MONEY** easily made fitting eyeglasses. Write today for free "Booklet 59." Tells how. Easy to learn. Best and easiest money making business. National Optical College, St. Louis.

**ANY** intelligent person may earn good incomes corresponding for newspapers. Experience unnecessary; send for particulars. Press Syndicate, 882 Lockport, N. Y.

**THIS FREE BOOK** tells How to Collect. A book that is "different." Tells exactly how to proceed to collect old, slow, outlawed or "deadbeat" bills and accounts. How to prevent making the debtor "sore." What to do and what not to do. If you will simply send a postcard, and tell the line of business you are in, book will come by return mail prepaid. The Phil System, Commonwealth Bldg., Philadelphia.

**BIG OPPORTUNITY FOR HUSTLER.** A good solicitor should make from \$20.00 to \$30.00 a week on commissions getting subscriptions for Man-to-Man Magazine; one representative made \$8.00 in one day. Write for particulars. Address Circulation Manager, Man-to-Man Magazine, Vancouver, British Columbia.

## MORTGAGES

**REAL ESTATE MORTGAGES** net 5 per cent to 7 per cent. and can be had from \$500 upwards. Absolutely safe and steadily increasing in value. Not affected by trusts or panics. Better than Savings Banks. Worth investigating. Write to Bonds and Mortgages, Monadnock Block, Chicago, for free sample copy. It tells all about them.

# Industrial and Agricultural OPPORTUNITIES

**\$50.00**

per acre cash, balance on very easy terms, for the choicest market garden land, **on main line of Canadian Pacific Railroad**, one mile from a thriving town equipped with telephone, electric light and public schools.

☐ The land is deep black loam, partly under-drained, the remainder ready for cultivation.

☐ It can be had in five and ten-acre lots, each lot fronting on a sixty-foot road. The Western Canada Power Company will pass through or adjacent to this property in the near future, giving **light, power and railway facilities to the entire district.**

☐ This is a seldom-offered opportunity to obtain acreage ready for the plough; highly productive soil and **only eighteen miles from the City of Vancouver**, on such small payments as we are asking.

☐ Write **at once** for full particulars.

**THE VANCOUVER TRUST COMPANY, Ltd.**  
542 Pender Street VANCOUVER, B. C.

(This Company is one mile east of Westminster Junction)

## REAL ESTATE

CAMBRIDGE AND THE SURROUNDING country offers cheaper and better investments in Fruit, Hay, Grain, Dairy, Stock, Farms, Gold, Silver and Copper properties and first Mortgage Realty loans than any State in the Northwest. Situated on the P. & I. N. R. R., Washington County, Idaho. For reliable information, call on or address the Crouter Realty & Brokerage Co., Rooms 1 and 2, Stuart Building, Main street, Cambridge, Washington County, Idaho.

ONE, FIVE AND TEN-ACRE TRACTS adjoining Tekoa; price \$150 to \$300 per acre; one-fourth cash, balance in five annual payments, with 8 per cent interest. F. J. Mahoney, Tekoa, Washington.

WANTED—Some good live men with small capital to invest in our Arrow Lake Orchards. Fine paying investment and work guaranteed. Write today for full particulars. Arrow Lake Orchards, Ltd., Dept. 11, Box 679, Lethbridge, Alberta.

SOUTHERN CALIFORNIA OPPORTUNITY EXTRAORDINARY. Famous McCoy ranch now selling in 5-acre tracts (planted to Muscatel grapes and cared for until first paying crop is produced) on \$10 monthly payments. Table grapes net \$150 an acre. Rich frostless land adjoining ideally-located valley city on railway. Free illustrated booklet and introductory offer. W. E. Alexander, Escondido, California.

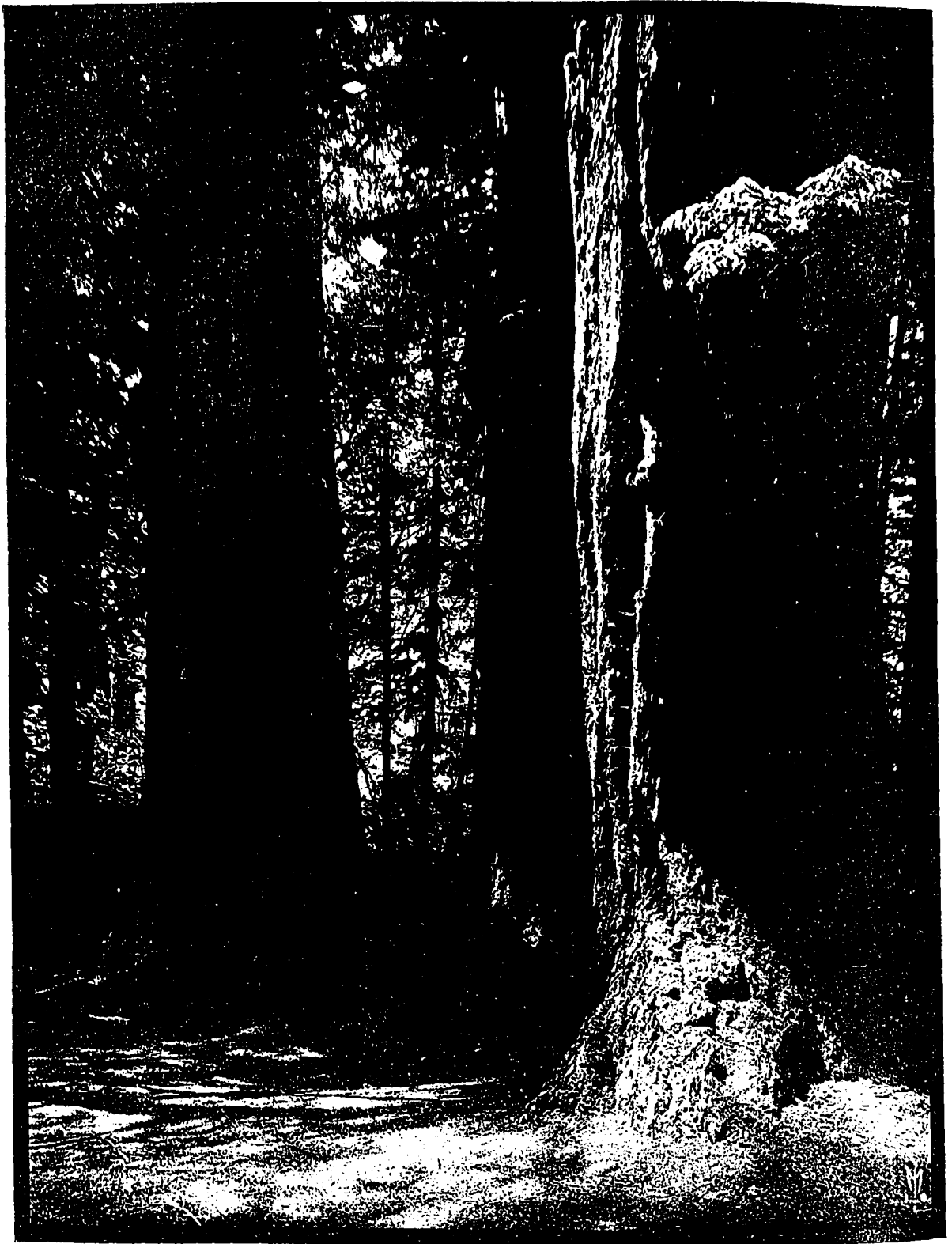
"DON'T DECIDE TILL YOU SEE DAYTON." The Touchet Valley is the gem amongst the Northwest's favored spots. Richest in wheat and grain production. Contains the world's record 100-acre apple orchard. Healthful climate and favorable weather conditions. Excellent railroad facilities. Write for illustrated booklet to the Secretary of the Columbia County Boosters Club, Dayton, Washington.

CALIFORNIA FARM HOMES NEAR SACRAMENTO. Fine neighbors. Fruit center. Poultry very profitable. Oranges and vegetables harvested all winter. Not one serious drawback. Best water and cheapest irrigation. No floods. Perfect health. \$75 per acre. Easy terms. New town and electric railway. B. Marks, Twin City Colony, Box E, Galt, California.

\$300.00 PER ACRE PROFIT FROM TEXAS TRUCK LAND. Be your own boss, live in an ideal climate where snow and cold weather are unknown, where oranges blossom, flowers bloom and vegetables grow all winter. Raise vegetables when prices are sky high. Others are becoming rich. Five acres will only cost you \$200.00. Pay for it \$12.50 per month. Fine illustrated literature FREE. Burton & Danforth, 582 Gibbs Bldg., San Antonio, Texas.

BIG OPPORTUNITY FOR HUSTLER. A good solicitor should make from \$20.00 to \$30.00 a week on commissions getting subscriptions for Man-to-Man Magazine; one representative made \$8.00 in one day. Write for particulars. Address Circulation Manager, Man-to-Man Magazine, Vancouver, British Columbia.

When writing to Advertisers please mention Man-to-Man Magazine



**BRITISH COLUMBIA'S FOREST WEALTH IS UNEXPLOITED  
CAPITAL INVESTED NOW WILL WIN FORTUNES**

**TIMBER LIMITS**

**MILL SITES**

**EUGENE R. CHANDLER**

**British Columbia Timber Lands and Investments  
407 HASTINGS STREET    ::    ::    VANCOUVER, B. C.**

*When writing to Advertisers please mention Man-to-Man Magazine*

# The Joys of the Harvest

How much greater cause for Thanksgiving you would have next month, if you were to celebrate the international holiday on your very own, income-bringing, fruit ranch!

What a source of satisfaction it would be after you had gathered your family round about the bountiful board and feasted to your heart's content, to show them the results of your harvest—the boxes of red and yellow apples—each of them representing a definite milestone on your path to independence!

Is there any joy greater or more satisfying than that of the producer who gazes upon the products of his labor with the consciousness of well-merited achievement?

Can you imagine any scene more conducive to optimism, more likely to reassure a man that this old world is a pretty good place to live in after all—than the sight of row after row of trees with boughs fairly forced to the ground with their burden of luscious fruit? Makes you smile to think about it, doesn't it? And the philosophy true of life is just summed up in that one word—SMILE.

There is going to be an apple show in Vancouver in November, worth your while traveling miles to see. If you look all over that exhibition we prophecy that you will not find any apples to beat those which come from the beautiful valley of the Okanagan, the richest fruit growing district of British Columbia. Why, the Creator himself must have had the word "Apples" in his mind when he started in to form the gently rolling uplands, side hills and slopes which surround the beautiful lakes of the Okanagan.

Now, right in the heart of that district and regarded by experts as its choicest fruit growing land is a property known as the Allyndale estate, which after much persuasion, we have induced the owners to place within the reach of the man of moderate or humble means through the plan of subdivision. Already we have disposed of many desirable ten-acre tracts to people who know and recognize values in fruit lands.

We would much prefer to have you see the land for yourself, but for the benefit of those who can not spare the time to take a trip to the property we have prepared a very complete and expensive book

called, "In the Shade of the Old Apple Tree." This describes every detail and contains pictures taken right on the property. The information is absolutely guaranteed as being authentic. Below you will find a coupon which filled out will bring the book to you.

Just one more question: Are you satisfied with the daily grind of your present life; with the noise and rush of the city; with the wages which you receive and the fact of being at the beck and call of a "boss". Are you tired of the deadly spirit of competition which prevails in the cities?

Suppose, before next Thanksgiving comes around you change all that. It won't cost much. A few hundred dollars saved will make you the owner of a tract big enough to support you for the rest of your life. If you have the initiative and a fair amount of determination we will show you how you can obtain an orchard with very little capital. Think of it. One year from today you may be in your own home and on the highroad to wealth. Won't you enjoy that Thanksgiving dinner? Don't say you can't, don't put it off till tomorrow. Just a few strokes of the pen may mean a new life of happiness. See—here is the coupon.

Marriott & Fellows,  
Vancouver, B. C.

Gentlemen: I am interested in British Columbia opportunities; kindly send me a free copy of your booklet, "In the Shade of the Old Apple Tree," describing the Allyndale Estate in the famous Okanagan District.

Name.....

Address.....

## MARRIOTT & FELLOWS

Real Estate and Financial Brokers

Vancouver, B. C.

When writing to Advertisers please mention Man-to-Man Magazine



☪ I have a few sets of the Stanley Park photographs—the ones reproduced in last month's Man-to-Man. They are done in sepia. They tell the true story of the most remarkable park in the world. They are handsomely mounted. I will sell them to you singly or in the set at a reasonable price.

L. HAWEIS

THE ROSETTI STUDIOS :: :: 319 PENDER STREET W.

# Man - to - Man Magazine Travel Bureau of Information

Q. We will gladly furnish information about any part of British Columbia and the Northwest, and all countries and parts of the world to which passage may be taken at any Western Canadian or American port. We will tell you how to get there, what the cost will be, what the hotel accommodations and rates are, and will send you descriptive books, maps and folders—in fact, all the information our great facilities enable us to give. No advertisement will be permitted herein, the reliability of which has not first been determined. We will be glad to furnish full information about any advertisement appearing in this department.

MAN-TO-MAN MAGAZINE  
633 Granville Street, Vancouver, B. C.

Seattle's House of Comfort

## Hotel Washington Annex

Canadian visitors to Seattle invariably make this hotel their headquarters. It is centrally situated in the heart of the theatre and shopping section. Modern in every particular with excellent cuisine and service. Auto 'bus meets all trains and boats. Wire for reservation.

J. H. DAVIS, Proprietor



**"Twelve Stories of Solid Comfort"**

Building, concrete, steel and marble.

Located, most fashionable shopping district.

210 rooms, 135 baths.

Library and bound magazines in reading rooms for guests.

Most refined hostelry in Seattle.

Absolutely fireproof. English Grill.

Rates, \$1.00 up

## Hotel Metropole COMMERCIAL HEADQUARTERS

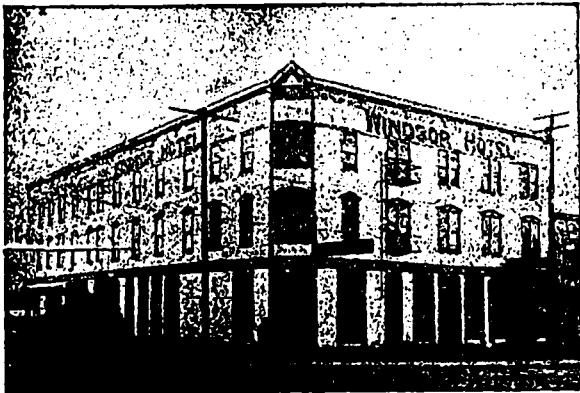
Corner Cordova and Abbott Streets, Vancouver, B.C.

Rates---\$3.00 and Up

American and European. Auto bus meets all trains and boats. Steam-heated rooms with private baths, hot and cold running water. Sample rooms.

George L. Howe, Proprietor

*When in  
The Royal City  
stay at the*



**WINDSOR HOTEL**

(Next to the Tram Office)

**P. O. Bilodeau, Proprietor**

American Plan.....\$1.25 to \$2.00

European Plan.....50c to \$1.00

New Westminster, B.C.

THE NEW  
**Dominion Hotel**  
VICTORIA, B.C.

THE MOST REFINED HOTEL  
IN THE CAPITAL CITY.

ELEVATOR, STEAM HEAT, 135 ROOMS 40 WITH BATH ATTACHED, HOT AND COLD WATER, FREE BUS

AMERICAN PLAN \$2.00 UP. EUROPEAN PLAN \$1.00 UP.

*Stephen Jones, Prop.  
Thos. Stevenson, Mgr.*

**GRAND and HAMLIN**

San Francisco's Popular Priced Hotels Under one management  
KIRK HARRIS P. A. YOUNG

**GRAND HAMLIN**  
*Taylor near Market Eddy near Leavenworth*

Grand in every detail. Two hundred and fifty rooms, beautifully furnished in mahogany with one hundred tiled baths. In the centre of the department store and amusement district. Rates \$1.00 and up; with bath, \$1.50 up.

Only three blocks from the Postoffice, City Hall, U. S. Mint, Railroad Offices and Tourist Ticket Validating Bureau. 150 finely furnished rooms with 50 private baths. Steam heat, hot water and phones to every room. Rates \$1.00 up; with bath, \$1.50 up.

Free bus meets all trains and steamers. Write for illustrated folders

*The Springs that made  
Lake County Famous*

**A D A M S**

*By its Cures of Stomach, Liver  
and Kidney Complaints*

For information and literature address

**Dr. W. R. Prather, Proprietor**  
Adams Springs Lake County Californ

**GRANADA HOTEL**

Corner Sutter and Hyde Sts. SAN FRANCISCO

ABSOLUTELY FIREPROOF

American or European Plan Moderate Rates

Booklet on Application

**HOTEL STEWART**

Geary Street above Union Square

San Francisco

Omnibus meets all trains and steamers

European Plan \$1.50 a day up, American Plan \$3 a day  
Located in the centre of the theatre and retail distr

**STANLEY PARK**

*Mountain Resort Near Santa Barbara*

Up-to-date hotel. Cottages and tent houses. Excellent table; best of everything. Booklet at Southern Pacific Information Bureaus, or address J. Henry Shepard, Carpinteria, Cal., or Home Phone No. 2, Carpinteria, Cal.

**Richardson Mineral Spring**

One of the best in the State

Ask your friends about them, or address  
**LEE RICHARDSON, Manager, Chico, Californ**

MAN-TO-MAN DIRECTORY OF SCHOOLS

# St. Ann's Academy

Victoria, B.C.      Founded 1858

Day and Boarding School for Girls—Students prepared for Entrance, High School and University Matriculation certificates.

*Music, Art and Commercial Departments*

Special attention given to Refinement of Manners. A thoroughly equipped addition under construction. Pupils received at any time during the year. For particulars, address

*THE SISTER SUPERIOR*

# St. Hilda's College

Calgary, Alberta

Residential and Day School for Girls, Under Direction of the Church of England Full University Matriculation Course. Preparatory and Kindergarten Departments. Special courses in Music, Vocal Culture, Art, Elocution, Physical Culture, Domestic Science, etc.

For Prospectus and Terms, Apply to *THE PRINCIPAL*

## THE ASSOCIATED BOARD

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*Royal Academy of Music*

—AND—

*Royal College of Music*

LONDON, ENGLAND

For local examinations in Music in the British Empire

Patron: His Majesty the King

Ⓒ The Annual Examinations in Practical Music and Theory will be held throughout Canada in May and June, 1911.

Ⓒ An exhibition value, about \$500.00, is offered annually.

Ⓒ Syllabus, music for the examinations, and all particulars may be obtained on application to

M. WARING DAVIS,

Resident Secretary for Canada

87 Shuter St., MONTREAL.



## Toronto College of Music

LIMITED.

In affiliation with the University of Toronto. Dr. F. H. Torrington, Mus. Dir. Western Examinations June and July. For application forms address Secretary

12 and 14 Pembroke St., Toronto, Ont.

## PITMAN'S Shorthand and Business COLLEGE

The oldest, largest and best equipped College on the Pacific Coast. All commercial subjects taught. Individual tuition. Special attention given to backward students.

**FEES**—One month \$15 three months \$40 six months \$75. Tuition free.

Write for Prospectus. Sent free to any address.

32-634-636

Seymour Street

Vancouver, B.C.

## Vancouver

WESTERN CANADA'S GREATEST SCHOOL

## Business Institute

336 Hastings Street, VANCOUVER, B.C.

Youngest in British Columbia yet it has a larger equipment than all the others combined. Men and financial advancement the reason for our growth. Write for Catalogue

R. J. SPROTT, B.A. Manager

J. R. CUNNINGHAM Sec. Treasurer



# Sheldon's Latest Business Ideas

Success in business depends upon IDEAS backed up by personal EFFICIENCY.

Sheldon gives you his money-making ideas, every month, in *The Business Philosopher*. He also tells you how to run your own thinking machinery so that it will turn out profitable ideas. And he shows you how to develop greater efficiency in backing them up.

The business world has long recognized Sheldon as its earliest and greatest business scientist. It has paid him over two millions of dollars for his man-building and business building ideas. Some single firms have paid as high as ten thousand dollars. Why? Because those ideas helped them to **MAKE MORE MONEY!**

Why are some of the largest and most progressive business institutions on this continent and in England taking from thirty to over two hundred and fifty copies of *The Business Philosopher* every month, for their men, and renewing their orders year after year? Because it helps them to **MAKE MORE MONEY!**

Why do many of the keenest and most successful business men on both sides of the Atlantic write us that they wouldn't be without *The Business Philosopher* if it cost ten times as much as it does? Because it helps them to **MAKE MORE MONEY!**

Why should you send for this great business magazine today? Because it will help you to **MAKE MORE MONEY!**

Besides Sheldon's editorials every month you get live, practical ideas and experiences for yourself and your business from big business builders and educators—people like George H. Eberhard, President of the Geo. Eberhard Co.; Hugh Chalmers, President of the Detroit-Chalmers Motor Co.; George W. Wilkie, Vice-President of the R. H. Comey Co.; Glenwood S. Buck, Advertising Expert; B. C. Bean, Editor of *The Business Magazine*; Luther D. Fernald, Assistant Advertising Manager of *The Housekeeper*; Walter D. Moody, Business Manager of the Chicago Association of Commerce; Thomas Dreier, Editor *The Caxton*; C. R. Trowbridge, Advertising Manager of *The Dodge Manufacturing Co.*; Franklyn Hobbs "Himself," and many others.

Send today one of your Two-Dollar Bills and get the magazine for a year. Or send a Dollar Bill with the Two and get "Tales of the Road," by Charles N. Crewdson, "From Poverty to Power," by James Allen, and *The Business Philosopher* for one year.

## Sheldon University Press, Libertyville, Illinois

### P. WISE, *Tailor*

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Suits made up from your own goods \$22.00  
Good work guaranteed

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Fruit Trees, Shrubs, Bulbs and Flowering Plants  
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### Coal Harbor Engine Works

ARMSTRONG & FULTON  
Marine and Stationery Engineers  
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## If You Are Ambitious

write to me and I will tell you how to turn your spare time into cash. I will put you in touch with an opportunity that will lead you into a permanent business of your own. Address

H. K. Goodall  
160 Adams Street, - Chicago, Ill.

# Architects, Contractors, Builders

## MARBLE: --

☐ We supply and erect marble work of every style and description. We can supply any style of marble and guarantee the perfect erection of same.

## ORNAMENTAL IRON:--

☐ We supply and erect Fire Escapes, Metal Stairs, Elevator Enclosures, Artistic Grill Work, Bank Railings, Iron Fences, Metal Lockers, etc., etc.

## TILING: --

☐ We supply and install all kinds of wall and floor tile, including the celebrated "Sanitary Metal Tile" which is especially adapted for walls and ceilings of Bath-rooms, Kitchens, Halls, Elevator Shafts, Hospitals, etc., etc.

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☐ We supply and install Ceramic floor tiles, Mosaic floor tiles, Marble floor tiles, and make a specialty of Terrazzo Flooring. We are better equipped to supply and install Terrazzo Flooring than any firm in British Columbia.

## INTERLOCKING RUBBER TILE:--

☐ We can supply and install Interlocking Rubber Tiling most promptly, and at a price that will save our clients money.

☐ Samples and catalogues will be mailed to any address in British Columbia promptly upon request.

## The British Columbia Supply Company

General Importers and Contractors

635 Granville Street

Phone 6161

Vancouver, B. C.

**The Beer  
Without a Peer**

**CASCADE**

**The Vancouver  
Breweries  
Limited**

**A LITTLE BOOKLET**

**THAT TELLS YOU**

- A Few Things You Know*
- A Few Things You Do Not Know  
and*
- A Few Things You Ought To Know*

**“WINNING THE PUBLIC”**

by  
**“ADS, LTD.”**

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**IF YOU ADVERTISE YOU WILL BE INTERESTED  
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AND . . . BUT THE BOOK TELLS THE REST AND THE ONLY  
COST TO YOU IS THE REQUEST**

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**Do YOU Want a Better Position?**

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Do not stick in an underpaid position. Learn to market your ability. Few persons ever secure the highest market price for their ability. Many remain in lowly positions because they do not know how and where to find something better. Others remain out of employment for the same reason.

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The  
**Fruit Magazine**  
 of Vancouver, B.C.

Official Organ of the  
 B. C. Fruit Growers' Association  
 and the  
 Canadian National Apple Show



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 entirely devoted to the interests of  
 Fruit Growers, Fruit Dealers and  
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Mailed to any Address in the World for  
 One Dollar a Year **C. Agents Wanted**

The  
**Pioneers'**  
**Fire Insurance**  
**Company**

Authorized Capital.....\$500,000.00  
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 HEAD OFFICE---BRANDON, MAN.

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A Canadian Company  
 for  
 Canadian People

**C** This Magazine is from the complete print-  
 ing plant of the Saturday Sunset Presses,  
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When writing to Advertisers please mention Man-to-Man Magazine

# Fort George Lumber & Navigation Co.

## Operating Four Steamers on the Upper Fraser, Ne- chaco and Stewart Rivers

From Soda Creek to Tete Jaune Cache, on the Fraser, and from Fort George to Fraser and Stewart Lakes on the Nechaco and Stewart Rivers.

This is the only company operating a complete through service to Soda Creek to all points on above-mentioned rivers and lakes.

### TRANSPORTATION SEASON OPENED ON MAY 1ST

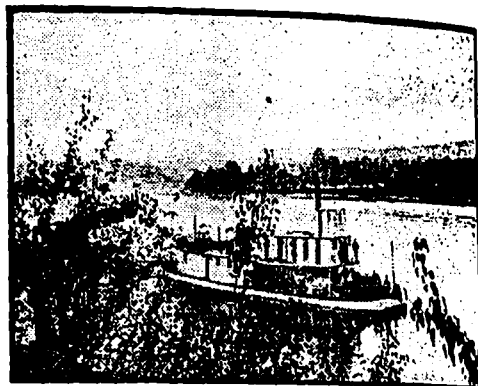
The company's boats will run in connection with an automobile service from Ashcroft to Soda Creek, thus providing an up-to-date and pleasant method of travelling.

Advance charges will be paid on all freight shipped to the company's care at Soda Creek, B.C., and at the same time will be cared for and carried forward on first out-going steamers.

A branch office of the company will be opened at Ashcroft, where intending settlers and travellers can obtain the fullest and most reliable information regarding all points in the interior of British Columbia.

The company is prepared to furnish all kinds of Rough and Dressed Lumber at their mill at Fort George, or will deliver orders to any points on above-mentioned river and lakes.

For full information as to Freight, Transportation and Lumber Rates, apply at the Company's offices, 614 Hastings Street West, Vancouver, B. C., or at the Company's offices, Fort George, B. C.



Steamer "Fort George"

## We Pay Liberally

- ☐ For securing subscriptions to *THE PROGRESS MAGAZINE*.
- ☐ Subscriptions are wonderfully easy to secure because of the excellent quality of the magazine and the great value offered for only \$1.00.
- ☐ We will tell you exactly how to go to work in order to succeed in securing subscriptions in case you have had no previous experience.
- ☐ Spare time workers as well as those who devote their whole time to securing subscriptions are invited to write for our liberal terms.
- ☐ **Write today.** It can do no harm and may be the means of putting you in touch with an opportunity that will make you independent.
- ☐ Address

Manager Agency Department

**The Progress Magazine**  
Chicago, Illinois

## Judicious Advertising

☐ IT IS OUR BUSINESS to give you the expert assistance in advertising that your lawyer gives in matters of law. *We do more-- WE HELP TO CREATE PROFITABLE BUSINESS.*

☐ But there is this difference: It costs you nothing to make use of our services. We shall be glad to go into this matter with business firms and boards of trade.

**NOBLE ADVERTISING AGENCY**  
LIMITED

Molson's Bank Bldg.

Vancouver, B.C.

SIMPSON'S

PREPAID

EXPRESS

WE NOW PREPAY CHARGES TO DESTINATION



**W**ITH the issue of our new Fall and Winter Catalogue, the Robert Simpson Company Limited, starts a new chapter in the mail order business of Canada.

To further develop our Great Mail Order System and spread its benefits to all parts of the Dominion, we will, until further notice, pay all charges on the great bulk of our shipments, and thereby put our mail order customers on an absolute equality with city customers.

Even if you live a thousand or more miles away, the goods will cost you just what they would in Toronto—no need now to figure out postage, express or freight rates because

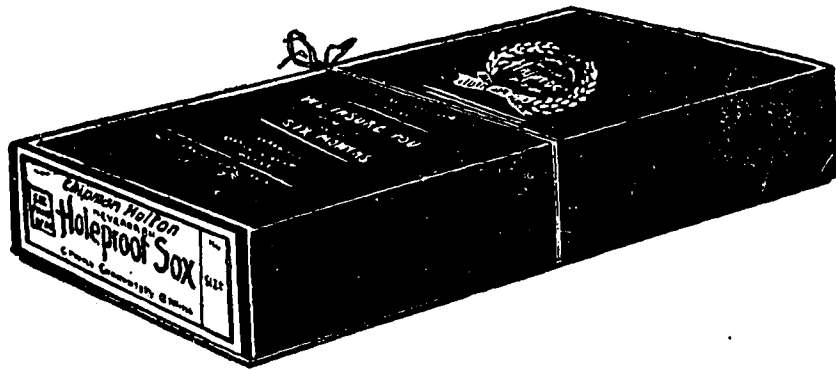
*The prices you see printed in this new catalogue are, with a few exceptions, exactly what the goods will cost laid down at your nearest railroad station.*

**This makes Every Railroad Station, Every Post Office, Every Express Office in Canada Practically a branch of this famous store.**

The Robert **SIMPSON** Company Limited  
TORONTO

N. B.—To get this new catalogue send Post Card addressed to Department No. 38





## No holes in your stockings

That's what Neverdarn Holeproof Hosiery means. It is not merely an advertising claim but an absolute guarantee. We guarantee six pairs to wear you without holes for six months. This guarantee is in every box, signed and dated. Could we make a fairer offer? We want you to know Neverdarn Holeproof Hose. We simply ask you to try them and guarantee to give you free of charge a new pair for any pair that comes to holes in that time. We could not do this with ordinary hose, but

# NEVERDARN Holeproof Hosiery

For men, women and children

are made differently. Only the finest prepared maco and long fibre Egyptian Lisle yarns are used, and interwoven by special machinery. The heels and toes are doubly reinforced, as are the knees of the children's sizes. This weave makes them extra durable, yet soft and easy on the feet. Then the Holeproof dye is absolutely fast—never rubs off. Neverdarn Holeproof Hosiery is stylish in appearance and perfect fitting—hosiery comfort heretofore unknown. Buy six pairs to-day, do away with darning or mended hosiery.

**6 Pairs Guaranteed 6 Months, \$2.00**

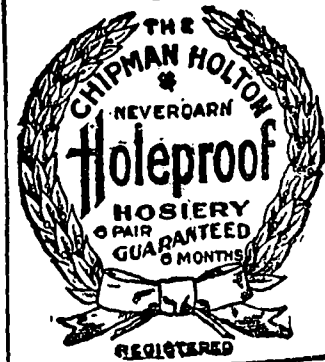
### Our Guarantee

If any or all of these six pairs of hosiery require darning or fail to give satisfaction within six months from date of purchase, we will replace with new ones free of charge.

Neverdarn Holeproof Hosiery for men and women, six pairs to the box, \$2.00. Children's sizes, three pairs in box for \$1.00. Only one size and color in each box. Made in black and tan.

Order from your dealer. If he hasn't them write us enclosing money order or bills, and we will send them express prepaid. State size and color. Write to-day.

"It's the name behind the guarantee that makes it good."



**The Chipman-Holton Knitting Co., Ltd.**

Mary and Kelly Streets . Hamilton, Ont.

2518

# ADVANCE STYLES FOR SUMMER

*in high grade  
Hand-Tailored Suits  
for men and young men*

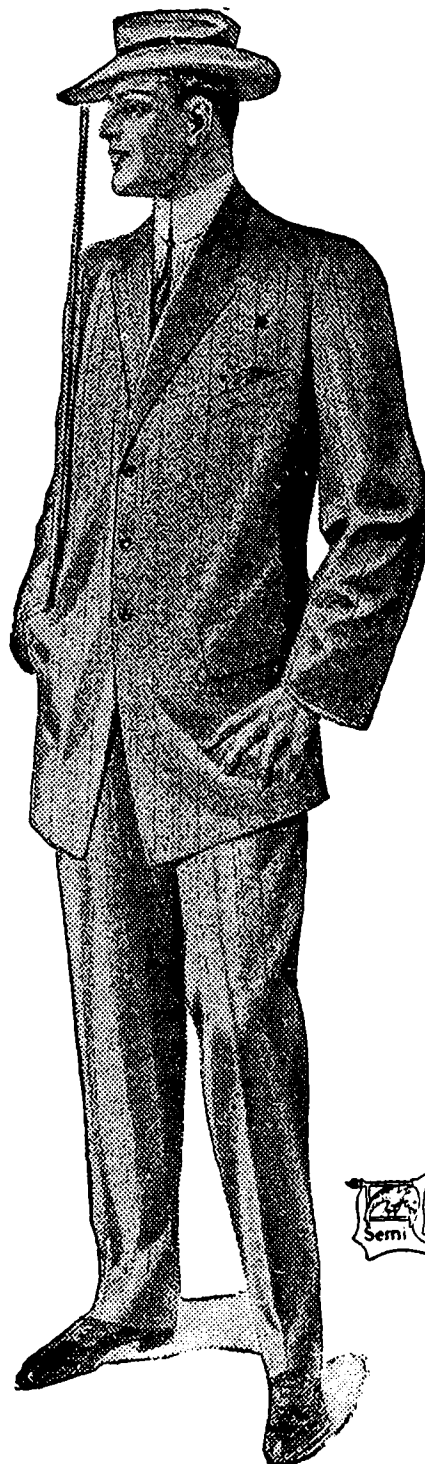


We raked the market early and now we can invite you to an inspection of what is new and correct for Summer. You will be particularly interested in our display of strictly hand-tailored Suits and Top Coats, such as you thought could be produced only by the best merchant tailors.

Try on some of our new models and you will be surprised how easily we can fit you.

*Prices range from  
\$15.00 to \$35.00*

We carry *Everything for the Man.*  
Mail orders given prompt attention.



## B. Williams & Company

*Exclusive Agents for Semi-Ready Tailoring*

Clothiers and Hatters

614 Yates Street, Victoria, B.C.



**Send This  Coupon To-day**

Where we have no dealer, we sell by mail. Mattress shipped by express, prepaid, same day check is received. Beware of imitations. Look for the name Ostermoor and our trade mark label sewn on end.

THE ALASKA BEDDING Co., LTD. Tear off this Coupon  
Point Douglas Ave., Winnipeg.

Without obligation on my part, please send me your illustrated booklet "The Test of Time," so that I may learn by word and picture the wonderful sleep-inducing properties of the Ostermoor Mattress. Also please send me name of the Ostermoor dealer here.

Name.....

Address.....

**BUILT  
NOT  
STUFFED**

Trade Mark



Reg. U. S. Pat. Office

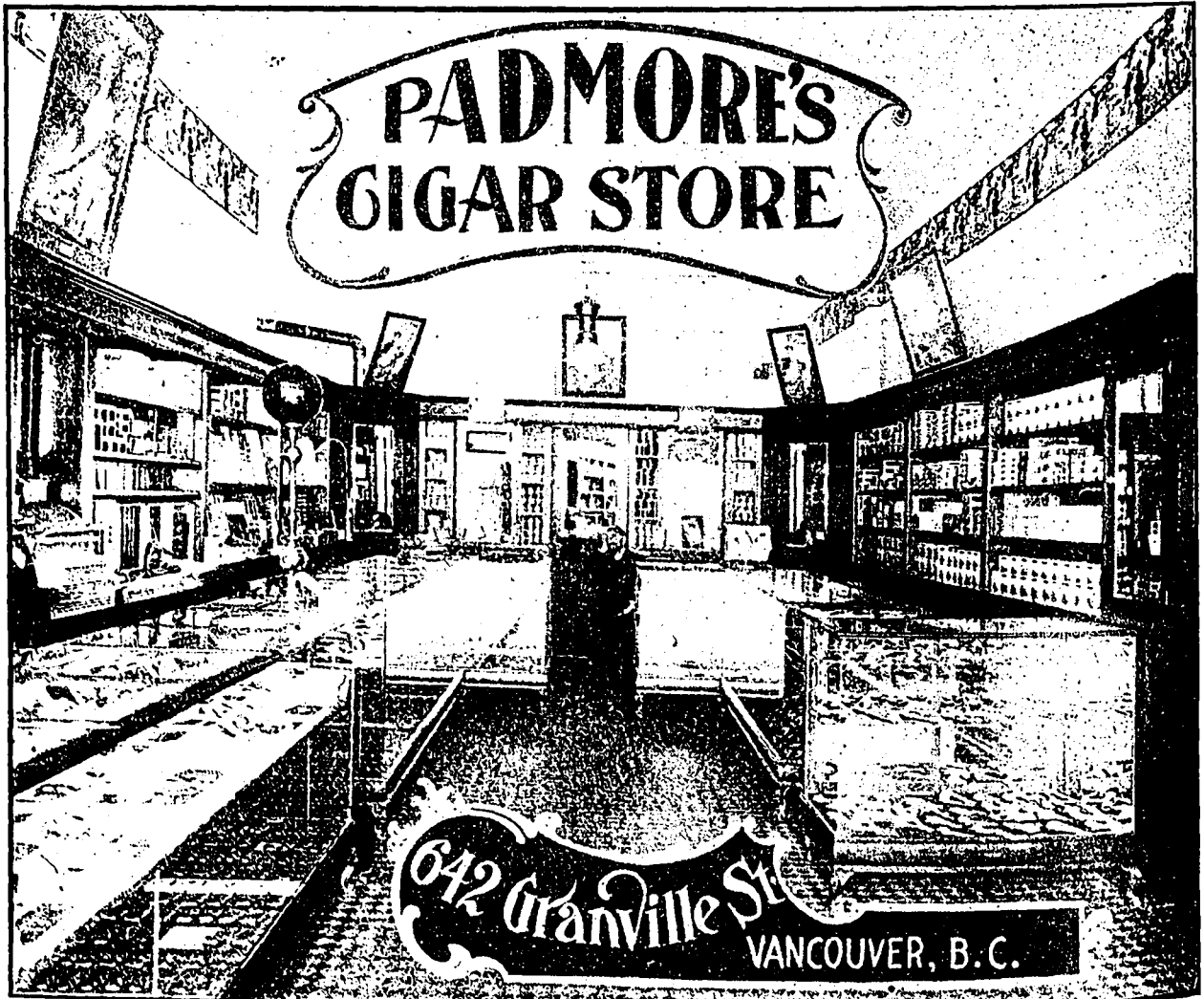
**\$15**

# STERMOOR

It would not be fair to the Ostermoor or to you to attempt to describe it in this small space, or tell how it is built of soft, springy, uniform Ostermoor sheets which can never lose their shape or get lumpy. Therefore, we want to send the book and tell you of *thirty nights' free trial* and the exclusive Ostermoor features. Fill out the coupon, and the book will be sent by return mail. It will be worth your while.

Sizes and Prices	
2 feet 6 in. wide, 25 lbs.	\$9.50
3 feet wide, 30 lbs.	11.00
3 feet 6 in. wide, 35 lbs.	12.50
4 feet wide, 40 lbs.	14.00
4 feet 6 in. wide, 45 lbs.	15.00
All 6 feet 3 inches long.	
Express Charges Prepaid.	
In two parts, 50 cents extra	

**THE ALASKA BEDDING COMPANY, Limited,**  
Point Douglas Avenue, Winnipeg.



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# When You Are Ready

To get out that souvenir edition,  
catalogue or any high class edition  
in which high class plate  
work and art work is required  
**COME DIRECT TO  
THE RIGHT PEOPLE**



**ANGELL**  
ENGRAVING CO.  
VANCOUVER, B. C.

Half-tone, made direct from design in clay

*Makers of the High Grade Cuts*

## Books

**Technical  
Educational and  
Classic**

### Summer Fiction Magazines

Cameras and Photo Supplies, Private and  
Commercial Stationery, Printing, Ruling  
and Binding, Rubber Stamps and Electro-  
types.

**Thomson Stationery Co.**

LIMITED

325 HASTINGS STREET

and

**GASKELL, ODLUM, STABLER, LTD.**

683-685 Granville Street

649 Columbia Street, New Westminster, B.C.

## Stanley Park Stables

*Your impressions of  
Vancouver---the "Sunset  
City"---will be made  
All the more lasting  
By seeing the City and  
Magnificent Stanley  
Park in one of our  
Comfortable*

Hacks  
Broughams  
Victorias  
Surreys or  
Carriages

**Stanley Park  
Stables**

**Alex Mitchell  
Manager**

**Vancouver, B.C.**

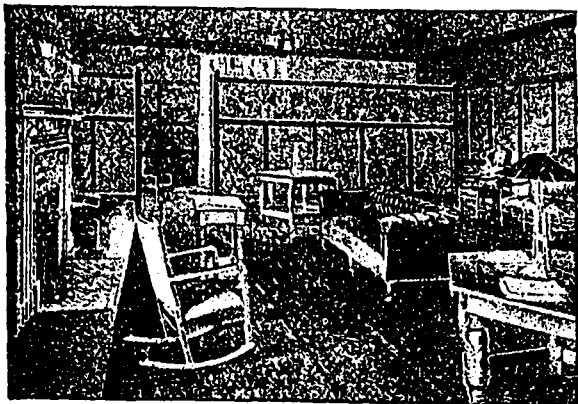
# BOVRIL

## PROVIDES A RESERVE FUND OF STRENGTH

With the use of BOVRIL the ordinary activities of life do not exhaust one's strength—there is always an unused fund of energy.

BOVRIL is an ideal summer food.

## Beaver Board



Is not only a substitute, but an immense improvement on

### LATH AND PLASTER

both as regards cleanliness, comfort and appearance, while the initial cost is not increased. If your local dealer cannot supply you, let us know. We are the wholesale agents for British Columbia.

*Wm. C. Thomson & Co.*

Agents and Importers

Phone 3394 319 Pender St. West

VANCOUVER, B. C.

Medal for Excellence, World's Fair

## THORPE'S SODA WATER

Vancouver, Victoria and Nelson

## The AUTO Shop

Expert Automobile Repairing

Our Work Guaranteed  
and Prices Right

Phone 2881

668 Seymour Street Vancouver, B. C.

A poor digestion and flagging appetite can be much improved by using

# Seal Brand Coffee

a natural Coffee of the highest grade, unadulterated, undoctored.

Sold in 1 and 2 lb. Cans only.

117

**CHASE & SANBORN, MONTREAL.**

The Purest  
of all Spirits in  
the Best of all Forms.

Aromatic  
Schiedam

## WOLFE'S SCHNAPPS

A beverage for all times and all weathers, for men and women, the healthy or the ailing.

It is the BEVERAGE that BENEFITS. Not simply a thirst quencher, not merely a stimulant, but just the purest, most inspiring, and most health-infusing spirit that has ever been produced. It prevents the formation of uric acid, and therefore secures immunity from Gout, Rheumatism, and diseases of the Kidneys, Bladder and Urinary organs.

Wolfe's Schnapps not only combines happily with Soda or other aerated waters, but is admirable as a Pick-me-up, Tonic, or Digestive.

Every Home should keep this splendid Domestic Safeguard.

**A Glass in the Morning, another at Night,  
Braces the system, and keeps the heart light.**

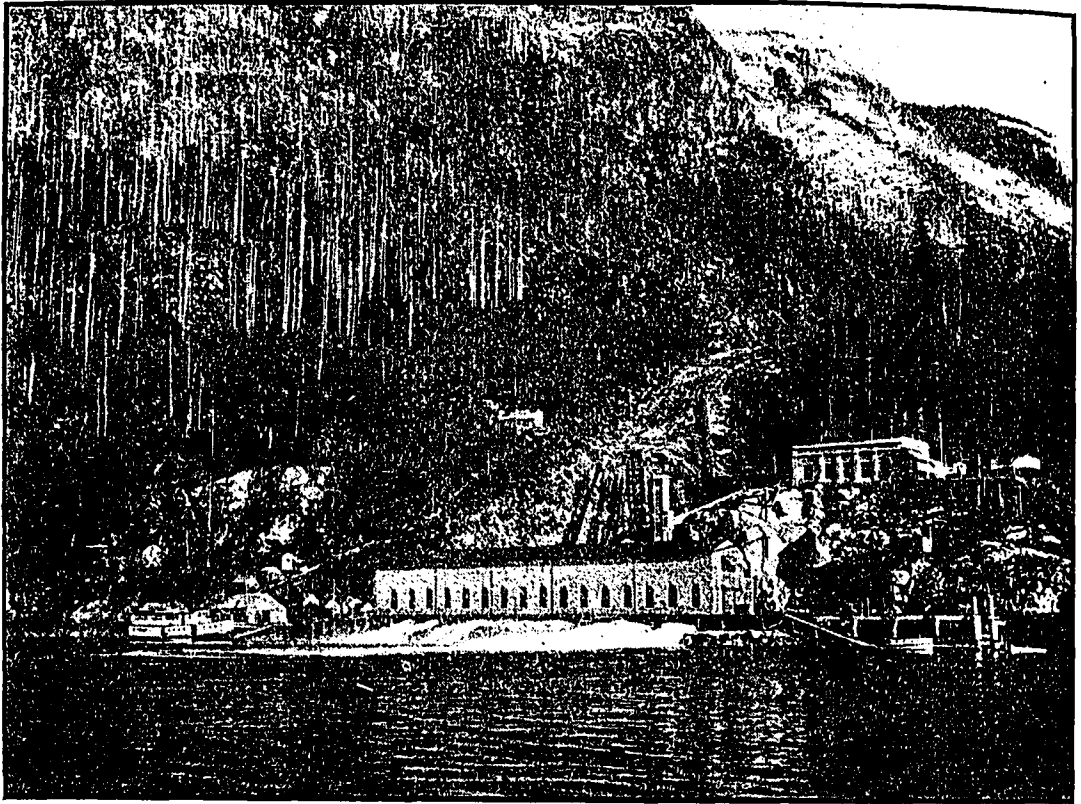


Agents—

Obtainable at all Hotels and Retail Stores.

**J. Colcott & Co.,** Metropolitan Bdg., Vancouver, B.C.  
—Homer Street,—

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## Electric Current FROM Water Power

Is one of the foremost arguments in favor of Vancouver, New Westminster and the country tributary to our extensive distribution system, as most satisfactory for manufacturing purposes.

Not only are you enabled to better meet competitive prices by taking advantage of our low per kilo-watt hour rates for power, but you have also the assurance of freedom from the many operating troubles generally encountered where other motive power is used. We stand ready to serve you

Twenty-four Hours Per Day

FOR FURTHER PARTICULARS ADDRESS  
Manager Light and Power Department

**British Columbia Electric Railway Co. Ltd.**

VANCOUVER, BRITISH COLUMBIA

# BRITISH COLUMBIA

HAS PROVEN A LAND OF ENORMOUSLY PROFITABLE INVESTMENTS—WHEN THESE INVESTMENTS HAVE BEEN MADE THROUGH RESPONSIBLE AND THOROUGHLY INFORMED BUSINESS INSTITUTIONS.

## Our Entire Business Career Has Been Devoted To British Columbia Properties

We are joint or sole owners of all the properties that we offer for sale. Every investment to which our name and endorsement is attached is "hand-picked"—selected from thousands offered to us, because of

1. Our well-known standing as successful handlers of properties of intrinsic merit.
2. Our having the largest selling organization in Western Canada.

## Let Us Tell You About Fort George

Simon Fraser established Fort George over 100 years ago. But we introduced it to the world in its true commercial and strategic importance as the natural—the inevitable—site of the metropolis of the rich agricultural and mineral country of the interior of the richest province of Canada. There will be 5,000 people there when the G. T. P. reaches Fort George. Superb climate, and the place to make money for years.

Business Lots \$250.00 to \$600.00 each. Easy payments \$10.00 to \$20.00 a month. No interest.

## DIFFERENT, BUT QUITE AS INTERESTING, IS MASSET.

Masset has a superb climate. Masset has the only fine, large agricultural area in the Pacific North Coast. Masset has coal lands that will make a great shipping point. Masset has a world-famous fishing industry. Masset has uncounted billions of feet of the finest timber tributary. Masset Inlet is a salt water river that runs alternately both ways. Masset has one of the finest harbors on the whole Pacific Coast.

Business Lots \$100.00 to \$250.00, payable \$10.00 a month. No interest.

### CRESCENT BAY ORCHARDS

On the Arrow Lakes is the grandest Fruit Orchard proposition in the West Kootenay District of British Columbia on both railroad and water transportation. An ideal place to live, as well as a splendid place to make money—land is increasing in value very rapidly.

5- and 10-acre Orchard Tracts, \$100.00 to \$150.00 per acre; one-quarter cash, balance easy payments.

### BASQUE FRUIT FARMS

These are in the Irrigated District, only 200 miles from Vancouver, on the C. P. R. and the C. N. R. Land is under cultivation, with abundance of never-failing water. Now producing profitable crops. New orchards are being developed.

5- and 10-acre Orchard Tracts, \$350.00 to \$500.00 per acre; one-quarter cash, balance easy payments.

Let us send you, free of charge, a copy of the "BRITISH COLUMBIA BULLETIN OF INFORMATION," giving synopsis of Land, Mineral, Timber and Coal Laws, and up-to-date information of development and wonderful opportunities for investment.

## Natural Resources Security Co. Limited

GEO. J. HAMMOND, President

### OFFICES:

Vancouver, B.C.  
Fort George, B.C.  
Astoria, B.C.  
Nanaimo, B.C.  
Westport, Man.  
Vancouver, B.C.  
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### BANKERS:

Bank of Vancouver  
Bank of Vancouver  
Northern Crown Bank  
Canadian Bank of Commerce  
Bank of Montreal  
Union Bank of Canada

### Head Office:

The Bower Building

Vancouver, B.C.

# VICTORIA GULCH

between Eldorado and Bonanza Creeks, consisting of four claims with strong quartz leads literally encrusted with gold, one of the "MOTHER LODES," from which \$51,500,000.00 in placer gold was derived, the vein matter having been eroded by natural processes and washed down into the streams.

**10,000 Treasury Shares are  
Offered  
at 50 Cents per Share**  
Par Value \$1.00, Fully Paid and Non-Assessable

payable 25 cents per share on application and 25 cents in three months. Only 10,000 shares will be sold at 50 cents.

A company will be incorporated with a capital of \$1,000,000, \$500,000 of which will be Treasury Stock, and the balance pooled for one year.

Samples assaying \$12,000 per ton on view at my office. Write for information.

**A. E. GARVEY, Fiscal Agent**

160 Hastings Street West, Vancouver, B. C.