

## GROCERS TAKING LESS PROFIT ON MANY LINES

### Red Rose Tea People Make Further Statement.

Some of our friends among the grocers, in speaking of our letter to the press on grocers' profits have indicated that apparently it has been construed by some readers to mean that Red Rose Tea was the only article on which the grocer takes a smaller profit, in order to give his customers a higher quality.

It was not our intention to convey such an impression, as we know that most grocers sell well known brands of other goods at less profit than they could make on some brands equally well known, and for the same reason that they recommend Red Rose Tea, simply to give their customers the best possible value.

In our letter we mentioned Red Rose Tea because it naturally came first to our mind and because we knew that grocers were selling it at a less profit than they make on other teas.—T. H. Estabrooks Co., Limited, Toronto, Ont.

### Sonnet to the Youth of To-day.

Slow down, slow down, young Driver of your Life;  
Step lightly on the gas. Let just one car  
Breeze past you now and then. Perhaps you are  
So eager for the thrill of joy and strife  
That slowing down means flower gone to seed;  
"Swiftness is but the breath of youth!" you say.  
Yet weariness, who, 'spite her sluggish way,  
Is ever close upon the heels of speed,  
Can cause enthusiasm and zest to die,  
And life is dull without those precious two.  
Albeit existence seems at times humdrum,  
Slow down, though slightly, as you onward fly;  
For later life is longest, youth's years few;  
Then keep some show of speed for years to come.

### WHY LOOK OLD?



When one application of Milton's Hair Restorative every 2 months keeps the hair natural. No oil, no dirt; the hair can be washed when desired. Try it. Black or Brown. Price, \$2.00. Sent prepaid to any address in Canada.

M. A. Carnochan, Powell Ave., Ottawa

## Smoke Candle Vapor Deadly.

One of the many ingenious contrivances developed during the recent war was the "smoke candle." Such candles were little cylindrical boxes containing smoke-producing chemicals, which could be ignited at a moment's notice by a sort of friction device. They were used to conceal the movements of small groups of men. When touched off they were simply placed on the ground, to make a smoke screen.

The Americans thought it would be a good idea to use smoke candles that would give off a poisonous smoke. These improved candles did not come into use during the war, but since then the chemists of the U.S. War Department have perfected them. The poison stuff used is a coal-tar product which, at ordinary temperatures, vaporizes in the heat of the burning candle. The vapor will penetrate most gas masks. The military authorities think that such poison smokes will find very extensive use in future warfare.

The smoke of a smoke-candle is usually white. To be effective for concealment, it must, of course, be as opaque as possible; and it must also be heavy, so as to be not easily blown away by a light breeze. Candles that produce a smoke of zinc chloride meet these requirements admirably, but the addition of "diphenylchlorine" makes them poisonous as well.

### Planting a Tree for Each Tree Cut Down.

Sometimes it is said that in certain European countries the law compels the planting of a tree for every tree cut down, and it is urged that such a law should be enacted in the different provinces of Canada. The expression, however, is only metaphorical. What European countries do provide, is that for every acre of forest cut down, in certain areas unsuitable for agriculture, another crop of trees must be started by either natural or artificial methods of regeneration on that area. When forest trees are planted the trees are set, say 2,000 to the acre, and when they are harvested sixty or seventy years later, they stand from 150 to 200 to the acre. If they had been planted 200 to the acre they would have grown short and full of limbs from the ground up, and would be useless for lumber. Planted thickly they reach upward for the light, making long, clear trunks. The trees which never reach maturity are thinned out either naturally or with the axe after they have served their purpose. Important facts about tree growth are set out in Forestry Bulletin No. 69, "Care of the Woodlot," which may be had free upon application to the Director of Forestry, Ottawa.

## —and the worst is yet to come



## About the House

### A Neighborhood Club That Won Success.

Looking back over twenty years' experience in a club, the membership of which is composed of women of different ages and nationalities, I have found that the best programs were those in which every one took part, and the poorest programs were those which gave most of the time to an outside speaker.

Now we have settled down into a routine in our club, and this is the way it works out: We make every effort to have our meeting begin on time. The meeting is called to order, and we take turns around the circle

giving quotations of prose or poetry, reporting some current event, or recounting a housekeeping experience, and we emphasize the fact that a failure may teach more than a success. The program committee determines and announces a subject for discussion at the next meeting.

We have one invariable rule—that every member must at some time during the year take a leading part; and at every meeting during the year must take at least a minor part. Failure of any member to respond helps to fatten the pig—a bank in the shape of a pig which, when full, is made to disgorge for the benefit of the flower fund. The member who has to pay a forfeit is the object of attention while she puts her small coin into the pig, and she is thus encouraged to overcome her shyness.

A program is determined upon for each year and the general subject is subdivided. Every member is responsible for a special part, and must either prepare or have some one else prepare to discuss the topic assigned her. Reading of a paper is prohibited. We have seriously discussed the problem of money-making projects for women, but household problems interest us most. One year we had the house as our subject and took the different rooms for each program. We gave two days to the kitchen. We had plans made by individuals, and used provincial college and government bulletins as text-books.

We have found that bulletins may be secured on enough topics to provide text-books for several years. A bibliography of bulletins gives required information. When we have a farmers' institute, we send for a complete list of bulletins and hang them around the room. It is interesting to see men and women look them over and note down the numbers.

When our girl members marry, we give them loose-leaf cook books—those made with rings for holding the leaves. We first distribute the leaves among the members and each member writes upon her leaf her best recipe, which must be signed and dated. The amount each recipe makes is also noted for convenience in cooking for two. The leaves are then assembled in the loose-leaf covers and the book is given to the bride, and our brides treasure these books for all time.

When one of our neighbors lost her house by fire, we met and made clothes for her and her children. One of the members had everything cut ready for sewing, and two other members brought their sewing machines, so that the day showed a good "stint" of work done.

Has the club been worth while? The following incident is only one of many which prove that it has. When one of our members lay upon her death-bed she sent for the secretary and said: "Tell all the club sisters 'good-bye' for me. Tell them I have had a better home life and a better heart life for having joined the club."

Amber is found colored black, white, green and brown, as well as yellow.

## HOW TO SAFEGUARD YOUR DIGESTION

### The Blood Should Constantly be Kept Rich and Pure.

If you suffer from any form of indigestion your diet should be carefully chosen. Over-eating is always harmful, but at the same time one must take enough food to supply the needs of the blood. It must be remembered that the blood has to carry nourishment to every part of the body, find fuel for its energy and defences against disease, as well as the requisite juices for digestion. Hence when the blood becomes weak and fails to do its work, indigestion arises; also when indigestion begins the blood still further suffers. Therefore, to safeguard your digestion, the blood should be kept rich and free from impurities. For more than a third of a century Dr. Williams' Pink Pills have been a favorite tonic for enriching the blood and strengthening the nerves. If, therefore, you find yourself troubled with indigestion, or other ailments due to weak, watery blood, you will find Dr. Williams' Pink Pills both safe and effective. The value of this medicine in cases of stomach trouble is shown by the experience of Mrs. J. Lewis, Lake George, N.S., who says: "I suffered very severely with indigestion. I had severe pains in the stomach after every meal. I had a loathing for food, my rest at night was very much disturbed, and my general health was declining. I was under a doctor's care, but did not find any improvement. Reading of what Dr. Williams' Pink Pills had done in a similar case I decided to try them, with the result that after giving them a fair trial, my general health was improved, and all symptoms of the indigestion that had afflicted me disappeared. I feel very grateful to Dr. Williams' Pink Pills for saving me from so much misery."

You can get Dr. Williams' Pink Pills through any medicine dealer, or by mail at 50 cents a box or six boxes for \$2.50 from The Dr. Williams' Medicine Co., Brockville, Ont.

### Worm Makes Soil Tillable.

The worm, persecuted, abused and misunderstood, is worthy of consideration, according to Professor J. Arthur Thomson, of Aberdeen University, who has just completed a series of lectures on the evolution of life. Professor Thomson says that the worm is one of our earliest ancestors and was the first creature to emerge from the sea with the coming of dry land.

Realizing the great risk that lay before them, the worms at once began the custom of moving with one end of the body forward. Plowing beneath the surface of the earth, they turn over the soil for a depth of three inches once every fifteen years. Were it not for this natural aerating of the land, trees, plants and grains would not grow, and the earth would be a barren sandy place unfitted to sustain any form of life.

Approximately 500,000 workers in all are involved in the crisis in the British spinning industry.

# SUN LIFE ASSURANCE COMPANY OF CANADA

1871 HEAD OFFICE MONTREAL 1921

## JUBILEE YEAR

HALF a century has elapsed since the Sun Life Assurance Company of Canada issued its first policy in 1871. The figures submitted herewith indicate the size, strength and outstanding position to which the company has attained among the life assurance institutions of the world, as a result of its operations during those first fifty years.

### SYNOPSIS OF RESULTS FOR 1920

| ASSETS   |                  |
|--|------------------|
| Assets as at 31st December, 1920   | \$114,839,444.48 |
| Increase over 1919   | 9,127,976.21     |
| INCOME   |                  |
| Cash Income from Premiums, Interest, Rents, etc., in 1920  | \$ 28,751,578.43 |
| Increase over 1919   | 3,047,377.33     |
| PROFITS PAID OR ALLOTTED   |                  |
| Profits Paid or Allotted to Policyholders in 1920  | \$ 1,615,645.64  |
| SURPLUS  |                  |
| Total Surplus 31st December, 1920, over all liabilities and capital.   | \$ 8,364,667.15  |
| <small>(According to the Company's Standard, viz.: for assurances, the Om (5) Table, with 3½ and 3 per cent. interest, and for annuities, the B. O. Select Annuity Tables with 3½ per cent. interest.)</small> |                  |
| TOTAL PAYMENTS TO POLICYHOLDERS  |                  |
| Death Claims, Matured Endowments, Profits, etc., during 1920   | \$ 10,960,402.00 |
| Payments to Policyholders since organization   | 102,187,934.30   |
| ASSURANCES ISSUED DURING 1920  |                  |
| Assurances issued and paid for in cash during 1920   | \$106,891,266.23 |
| Increase over 1919   | 20,342,416.79    |
| BUSINESS IN FORCE  |                  |
| Life Assurances in force 31st December, 1920   | \$486,641,235.17 |
| Increase over 1919   | 70,282,773.12    |

### THE COMPANY'S GROWTH

| YEAR | INCOME        | ASSETS         | LIFE ASSURANCES IN FORCE |
|------|---------------|----------------|--------------------------|
| 1872 | \$ 48,210.93  | \$ 98,481.06   | \$ 1,064,350.00          |
| 1880 | 141,402.81    | 479,532.93     | 5,897,139.11             |
| 1890 | 889,078.87    | 2,473,814.19   | 16,739,356.92            |
| 1900 | 2,789,226.52  | 10,486,891.17  | 57,980,634.68            |
| 1910 | 9,575,453.94  | 38,164,790.37  | 143,549,276.00           |
| 1920 | 28,751,578.43 | 114,839,444.48 | 486,641,235.17           |

## CLEANLINESS IS HEALTH

GILLET'S EYE  
G is one of the most useful and economical articles on the market.

"Let Gillett's Eye do it" is a common expression among those that are familiar with its many uses.

Read the directions under the wrapper.

## GILLET'S EYE EATS DIRT

MADE IN CANADA