PRIDE MUST GO TO BRING TRADE BACK

Fungus Growth of Arrogance Must Be Wiped Away to Start Business.

Economists and others in discussing readjustment and liquidation think and speak only in terms of materials and money. There is something more to be liquidated. It is the fungus growth of arrogance in many lines of business.

Before the war manufacturer and merchant, to a large degree, appreciated the virtue of the policy "The public be pleased." Some went so far as to say "The customer always is right," which is not a fact.

With the war and a pronounced shortage of goods there was a sudden change. "Take it or leave it" became the rule. The seller acted as if he was conferring a favor on the customer.

Labor either took its cue from business or had the same idea. It had something to sell that was in large demand and it assumed a dictatorial pose. There was no particular difference in the attitude of the highest grade of worker and the lowest. The driveter or the carpenter or the stonemason worked only as he wished or prescribed. If he didn't have conditions exactly to his liking he quit or struck. So, too, with the hotel or restaurant waiter. He acted as if he was conferring a favor in bringing your food to you, and if you didn't tip him he was insulting or showed his displeasure in no uncertain way.

Even the washerwoman got the fever. She raised her rates over and over again and then came to the point where she laid down the rule that you had to bring the wash to her and take it back or she wouldn't have anything to do with it.

"Take it or leave it" is a bad policy whether in merchandising or in employment. It does not make for profit or good will or good workmanship. It is arrogant and wrong. It is worse in the merchant than in the worker. It may disappear in the general process of liquidation but, if not, it will have to go anyhow.

In New York the telephone people have 80,000 applications for 'phones that they cannot fill. In Philadelphia there are 12,000 applications which the telephone people are unable to fill. Throughout America the situation is about the same proportionately. In a general sense, the situation might be described as that the telephone is one year behind the nation's requirements.

Equipment is the chief trouble. The Western Electric Co. is the big manufacturer of telephone apparatus. It is doing the best it can, but it is having the deuce of a time catching up. Its force was impaired considerably by the war requirements. Its business has increased tremendously since the war. In less than ten years the use of the telephone has increased 50 per cent. or more in this country. The total number of 'phone subscribers now is in excess of 12,000,000.

Here in Philadelphia there are sections in the business district where persons cannot get 'phones. The telephone people are helpless. They cannot string wires aerially because the ordinances inhibit it and they cannot for love or money get cables to add to those in the conduits.

AGAINST THE JAPANESE.

By a vote of three to one, the California people have approved the new anti-Japanese land legislation. The anti-American section of opinion in Japan will term this action a fresh proof of unfriendliness by the United States.

The Japanese in California now control more than 600,000 acres of the best agricultural land in the State. This is an increase of 400 per cent. in ten years. Last year, they produced more than $60,000,000 worth of foodstuffs. About 35 per cent. of the vegetables of Los Angeles are raised by Japanese. In some districts, Japanese have crowded out the white population entirely. The California land laws have not prevented this growth, nor is it likely that any law can. In 1913, the Legislature passed enactments forbidding ownership of land by Japanese, or leasing of lands to them for more than three years. To get over personal disabilities, corporations were formed by the Japanese to hold land. Trustee ownership was resorted to, native-born Japanese children owning the property. The new law prohibits corporation ownership of land by Japanese, and heavy penalties are to be imposed on whites who act as dummies. However, native-born Japanese children will become large landowners, because, under the United States Constitution, they are United States citizens, and cannot be prevented from owning land, even as minors.

The Californians do not object much to the productive activities of the Japanese. But they make farm work by whites almost impossible. Living in a hovel, working from morning till night, employing the whole family in the fields, they produce at a cost impossible to the farmer of American standards.

A WAR MYSTERY.

Quite a number of letters and parcels are being delivered this week, after a lapse of six years from the date of posting. But the Post Office is without blame for the delay this time. Many bags of mail which were on their way across Europe when war broke out are now coming to land. In almost every case the contents are intact, all the 1914 souvenirs. Where the bags have been all these years is one of the war's little mysteries which will probably for all time remain unsolved.—London Daily Ex-

BOY WHO CLAIMS HE KILLED MOTHER MAY BE PREACHER

Arnel Love Whose Father Was Hanged for Slaying Wife, Talks of Ministry.

Special to The Standard

Owen Sound, Nov. 7—Arnel Love is practically a free man and is now working at the Queen street asylum in Toronto, and will be there for another few days visiting friends in Owen Sound and possibly Flesherton. He intends to go to Chicago in about six weeks and will there train for Christian work, and possibly for evangelical work. These facts were contained in a remarkable letter received a few days ago by a prominent business man. Anyone reading reading the letter could not but be impressed that Arnel Love was really converted to a Christian life. He only wants an opportunity to bring the Christian message to as many as possible.

Some time ago it was stated that Arnel Love would not be tried for the murder of his mother for which his father had paid the death penalty. Though he confessed to the murder his confession has not been accepted by the authorities as conclusive evidence that he committed the crime, and to bear this out noted alienists have agreed that Love's confession is the result of a mental obsession.

APPEALS TO GOVERNOR FOR HELP AGAINST TYPHOID EPIDEMIC

Salem City Has at Least One-Eleventh of Population Sick Now.

Salem, Ohio, Nov. 7.—Declaring that the situation has gotten beyond control of local authorities, Mayor John W. Post today telephoned Governor James M. Cox for state aid in fighting the typhoid fever epidemic which has been raging here almost a month. Seven deaths have resulted.

Thirty n weases and one death were reported within the last two days. There are approximately 1,000 cases in the city, it was said, after a survey. Only twenty physicians and 200 nurses are caring for the patients who comprise about one-eleventh of the population.

CELEBRATED ITS 73RD ANNIVERSARY

Moncton, Nov. 7. — The Central Methodist church of this city today celebrated its seventy-third anniversary, the pastor, Rev. W. H. Barraclough, preaching at both services.

SENATOR VERY ILL

Vancouver, B. C., Nov. 7—Senator L. W. Shatford was this morning seized with a paralytic stroke and then taken to the General Hospital in a serious condition.

REPORTER IS SLAIN

Danbury, Conn., Nov. 7—Arthur V. Donahue, a reported of the staff of the New York American, died in a hospital hre early today from a bullet wound received about midnight last night in Newtown. A police alarm has been sent out for two men, one of whom fired the shot that killed Donahue.

MONCTON HIGH WON.

Moncton, Nov. 7.—The Moncton High School team defeated the Sackville High School at Rugby here Saturday afternoon by a score of 12 to 0.

MINERS BACK AT WORK.

Denver, Colo., Nov. 7.—Miners in the Northern Colorado coal fields who have been on strike since September 27, today void to return to work tomorrow, officials of their union announced tonight.

London, Nov. 7.—A despatch to the London Times from Constantinople hays the Nationalists under Kazim Kaarabekin Pasha outflanked the Armenians who fell on the fortress of Arka which was captured by the Turks. The despatch adds that Alexandropol and the railway between Erivan and Tiflis are menaced and that the situation of the Armenians is critical.

Toledo, O., Nov. 5—Announcement was made here today that the Willys Overland Auto plant, normally employing around 16,000 workers, will be shut down tomorrow for inventory and will remain closed for an indefinite period.

Prominent fat that comes and stays where it is not needed is a burden, a hindrance to activity, and a early cause of disease. Many forms of advice to reduce weight have been advanced, such as diet, hard work, physical exercise, etc., all of which are at best uncertain and tedious.

The latest, more modern and dependable method, which is now recognized by the leading men and women of nations, is a simple compound known wherever drugs are sold under the name of Marmola Prescription Tablets.

Regard all fat as the mark of death, shun it as you would a plague, and get a box of Marmola Prescription Tablets today. Take one after each meal for a week. Your reward will be a slender, graceful, healthy figure, free from the burdensome fat, with its attendant ills.

These tablets are sold by all druggists at $1 a box, or direct from the Marmola Co., 1000 Farnsworth Ave., Detroit, Mich., upon receipt of price.

MANITOBA HAS 150 SUSPICIOUS FIRES IN EIGHT MONTHS

Property Loss from Suspected Incendiarism is $327,000 and No Arrests.

Winnipeg, Nov. 7—Pyromaniacs are exacting annual fiery toll of thousands of dollars from property owners in Manitoba, according to Alexander Inch, deputy provincial fire commissioner. During the first eight months of 1920 reports have been received of 150 suspicious fires in Manitoba, with more than forty of these fires established as being of incendiary origin. The loss through incendiary and suspicious fires this year already amounts to $327,880, the commissioner stated, and not one individual has been brought to justice.

Riverdale Golf Club Opening

Moncton, N. B., Nov. 7—The opening of a new club house by the Riverdale Golf Club Saturday afternoon marked an important step forward by thhe golfers of Moncton. The new house is located in Gunningville, Albert county, less than half a mile from the city boundary, and the new course is expected to be ready for play next summer. About one hundred members and their friends attended the informal opening and all were delighted with the location of the new links, which overlook the city and command the finest view of the surrounding country around Moncton.

Speeches at the opening were made by the president, Hon. C. W. Robinson, Dr. G. J. Oulton, R. W. Simpson and Secretary Whitlaw.

No More Constipation or Blotchy Skin

Want a clear, healthy complexion, regular bowels, and a perfect working liver? All easy to obtain if you take CARTER'S Little Liver Pills, the sure safe and easy acting remedy. For headache, dizziness, upset stomach and despondency, they have no equal. Purely vegetable.

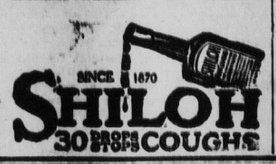
CARTER'S LITTLE LIVER PILLS

Small Pill—Small Dose—Small Price

Rugby Football Club Matches

London, Nov. 7 — (By Canadian Associated Press) — Rugby football club matches Saturday resulted as follows:

Northampton, ; Swansea, 9.
Coventry, 6; Gloucester, 3.
Liverpool University, 5; Manchester, 3.
Pontypool, 2; Beath, .
Aberavon, 9; Neath, 0.
Blackburn, 0; Cardiff, 15.
Newport, 34; Harlequins, 6.
London Scottish, 8; Cambridge University, 33.



SCHOONER OFF WITH VERY LITTLE DAMAGE

Favorable Shift in Wind Prevented "Ethel Cora" from Being Total Wreck.

Yarmouth, N. S., Nov. 7—The steamer Latour, and the tug Mary E. Cann arrived here today from Stony Island, Shelburne, where they succeeded in floating the Freeport, auxiliary schooner Ethel Cora, Captain Charles Morrell, which went ashore there on Thursday night. A fortunate shift of the wind shortly after the vessel struck prevented her destruction, and she was floated apparently undamaged.

"DANDERINE"

Stops Hair Coming Out; Doubles Its Beauty.

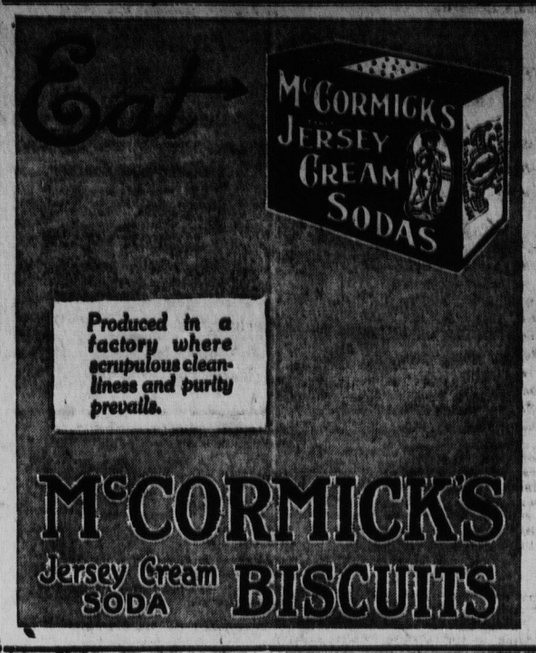
A few cents buys Danderine." After an application of "Danderine" you can not find a fallen hair or any dandruff, besides every hair shows new life, vigor, brightness, more color and thickness.

WASTING OUR COAL.

A lump of coal is a receipt from the sun for a certain amount of energy. It will cash in, if liberally discounted, at any coal burning power plant, but at the very best it is a wasteful and cumbersome medium. Three out of every five tons at least of coal burned in locomotive and factory are wasted, which is a pretty high rate of bank charge. It is said that this waste represents annually in this country more than $[illegible],000,000.—Detroit News.

PILES

Dr. Chase's Ointment will relieve you at once and soon cure you of Piles. Blind, Bleeding, Itching or Protruding Piles. 60 c. a box, all dealers, or Edmanson, Bates & Co., Limited, Toronto. Sample Box free if you mention this paper and inclose 2c. stamp to pay postage.



Goodyear Cost-per-mile Constantly Lowered

The cost per mile of Goodyear Tires has been decreasing for years.

This has been possible because the mileage from Goodyear Tires has steadily increased.

And the price of Goodyear Tires is almost at the pre-war level—less than 2 per cent. increase in some sizes—no more than 16 per cent. in any size.

The *mileage* has been *increased* by tire improvements and more intense training of workmen *AND* by the unceasing efforts of the Goodyear Service Station Dealer.

The *price* has been kept down by Goodyear's economical system of distribution direct from factory to Service Station, which saves about two dollars on every tire—in total, a tremendous sum which is put back into the quality of the tire.

You can benefit by Goodyear fair prices and Goodyear long mileage. See the nearest Goodyear Service Station Dealer.

The Goodyear Tire & Rubber Co. of Canada, Limited

These are examples of Goodyear mileages above the averages—mileages impossible six years ago. The increased Goodyear quality and broader Goodyear service which have made possible these greater mileages will also enable you to keep down your tire costs.

OWNER	MILEAGE	OWNER	MILEAGE
Dr. D. I. Siegel, Toronto	11,500	J. A. Rice, Beaver River	13,000
M. D. Caldwell, N. Battleford	12,000	F. R. Burton, Hamilton	13,000
J. T. Mitchell, Weyburn	10,555	Wm. Bell, Medicine Hat	12,000
A. Harridine, Vancouver	20,418	B. F. Corey, Petrolia	16,000
T. Eaton & Co., Toronto	10,085	W. F. Jarvis, Toronto	13,000
Hobson, Victoria, B.C.	9,500	J. L. Beaudoin, Beach Lake	12,000
Rodolphe Morcott, St. George, Beauce, Que.	13,000	F. H. Hopkins, Montreal	17,500
		John Spencer, Bradford	11,230
Mr. Dalbert, Cobourg	10,000	J. P. Challenger, Vancouver	15,400
Chas. Carr, Trenton	15,000	D. A. Nutt, Wolsely	11,360
C. M. Hooland, Bloomfield, Ont.	10,000	A. & W. Smith, Halifax	12,500
J. K. Anderson, Dayland, Alta.	13,000	Dr. Hamelin, N. Battleford	16,000
Jas. F. Durno, Digby, N.S.	16,000	Wm. McAuliffe, Ottawa	12,000
		Judge Barker, Nanaimo	15,000