

WARNS AGAINST BOGUS STOCKS

**Kenneth Barnard Urges Need
of Better Business Com-
mission in London.**

**Cites Case of Toledo, Where
\$750,000 Flotation Sold
in 21 Days.**

After listening to an address by Kenneth Barnard, secretary of the Better Business Commission of Toledo, Ohio, on the methods employed by salesmen and promoters in selling fake stocks, members of the London Chamber of Commerce and London Advertising and Sales Club approved of a motion by U. A. Buchner, and seconded by W. C. Benson, that the C. of C. and the Ad Club should take steps toward the formation of a Better Business Commission for London, to which citizens and others could write for opinions free of charge on stocks being peddled throughout the district.

James Gray, chairman of the joint meeting of C. of C. and Ad Club, at the gathering held in the Tecumseh Hotel Wednesday night, stated that members of the C. of C. and Ad Club were seriously concerned at the inroads being made in London by fake stock-selling concerns.

Mr. Barnard gave a short history of the better business commissions in the United States. He stated that it was practically impossible to do business these days without advertising, which he characterized as the greatest business-pulling force of the age.

Began in Minneapolis.
The business commission movement had started in Minneapolis, and at the present time there were 36 commissions in the States.

Confidence is Essential.
"Confidence is more precious than gold," stated Mr. Barnard. "It is the corner-stone and foundation of all business. Better business commissions are enhancing, protecting and promoting confidence."

The speaker dwelt on the prevailing instinct in people to get rich, which meant that when the silver-tongued and oily promoter came into the neighborhood he was building on the foundation of what every man wanted.

"In Toledo last year three million dollars were lost forever through fake stock promotion," said Mr. Barnard. "It doesn't mean that this would have all gone into the hands of a few men, but it means that each branch of business would have had its share of capital that went down the sewer of economic waste, never to return. When some promoters come into the community and bleed it of its capital, that community has lost some of its life chance to make money. All the stock

To Sift Claim That Orford Farmer Lived in Shack With Ambrose Small

CHATHAM, May 17.—In order to have an interview with the Orford Township farmer who, in a letter to the provincial police, claimed he had recently been living in a shack with the missing theatre magnate, Ambrose J. Small, High Constable George Peters left today for the home of Robert Black, the writer of the letter.

Black is known in Orford Township. It is a serious thing we have to consider.

Urges Investigation.

"Before you invest, investigate," is the slogan in many cities today. Mr. Barnard told of the "one-call system" where a salesman insists that the prospect make up his mind immediately as he won't have time to call again, etc., with the best thing on the market.

"I don't know how you are in London, but I have been told of money that has gone down the sewer here. Are you going to sit still and let those fellows cut into the life blood of your city?" demanded Mr. Barnard, who went on to tell of some concrete cases of fraud in the United States.

Mr. Barnard outlined some of the stock methods used by clever promoters. There was never a successful promoter who wasn't a good fellow, stopped at the best hotel, sympathetic, and a friend of the widows and orphans. They were all top-notchers, as far as outward appearance went.

"When he gets in town he hooks up with some one of undoubted integrity," said Mr. Barnard. "Sometimes a preacher, a politician, or even Y. M. C. A. workers, and in nine cases out of ten, this somebody is absolutely innocent and gets on the board of directors. In Toledo, after the war, \$750,000 worth of stock was sold in 21 days and people lined up to buy it."

"After a time when people become suspicious, the promoter will point to a factory he has built or rented. These factories have been described as monuments of fraud," continued Mr. Barnard.

"Then there is the underwriting agreement and the export agreements made by firms never heard of who agree to take the entire output of the factory for a year. Some way or other these contracts become cancelled."

Overlooks Failures.
"The printed letter tells you of the outstanding success made by a few firms, but does not mention the thousands of failures," continued the speaker.

"When told that the investor's banker does not approve of the proposition, he will tell you that it is only natural. The banker wants your money at four per cent, and doesn't want to lose it."

"The fake promoter will tell you that his organization has not gone after the big men of the city because it wants to see little fellows get a

ship, but Peters has not yet been able to locate his farm exactly. He has got in touch, however, with County Warden J. Ward, asking him to find out exactly where Black lives. When he reaches Orford he will sift the clue to the bottom.

Peters is acting on instructions from Toronto, which require him to make every inquiry and overlook nothing that might be of value in the search for Small.

could have been disposed of to the rich men, but the workman must have his chance, etc.

"I really believe that all of us are standing on the threshold of a new commercial era," declared Mr. Barnard. "Salesmanship is again the need of a re-awakened world, and no salesman will pay better than confidence."

Raps "Dream Castles."
"When commercial truth becomes a fact, and not an ideal, and when promoters sell real assets instead of dream castles, prosperity will become a real fact. Truth will have supplanted the lie in business," concluded Mr. Barnard.

In reply to a question Mr. Barnard stated that one of the quickest ways to knock down a fake promoter was to ask for a financial statement. Nine times out of ten he would not give one, and if he did, would crucify himself with it.

W. R. Vendall gave a short history of the vigilance movement in London, and advocated a better business commission as did Major T. J. Murphy, K.C.

President George Clark of the Ad Club promised hearty co-operation on behalf of the members of the club in helping out such a commission in London.

DEMANDS COST SHEETS OF FIRM

STELLARTON, N.S., May 17.—(By Canadian Press).—A written demand by J. B. McLachlan, secretary district No. 36, United Mine Workers of America, that the cost sheets of the British Empire Steel Corporation, be submitted to the board and made public and the presentation of figures by Alex. MacNeil, representing the British Empire Steel Corporation, showing that certain Cape Breton mine employees had earned from \$1,200 to \$2,500 in 1921, featured the opening session here today of the initial sitting of the Scott conciliation board on the mainland of Nova Scotia.

Mr. McLachlan in making his demand quotes Hon. W. L. Mackenzie King as saying in the House of Commons that a conciliation board appointed under the industrial disputes act had the power of a royal commission to make a full investigation of the matters under inquiry.

Confirmed criminals never dream, is the conclusion reached by a medical research society after long investigation.

ANOTHER INDIAN ISSUE SETTLED

**Land To Be Returned To
Heirs of Original
Owners.**

**Receives Word From Ot-
tawa That Appeal Has
Been Sustained.**

Special to London Advertiser.
BRANTFORD, May 17.—Another Indian question has been settled, according to Alfred S. Jones, K.C., who is acting as counsel for S. E. Yardow, Joseph C. Isaacs, Wilson Butler, Mrs. Hannah Jacobs and Jacob General.

It appears that the Ontario government in 1833 erected a gristmill on the Six Nations Reserve for the benefit of the Indians. The water was dammed up, and as a result of this portions of the adjacent land were flooded and compensation was paid to the owners of the land for their loss. Later the mill was abandoned, the dam opened, the land dried, and the dam opened again, and the Indian council ruled that the compensation paid to the owners of the flooded lands was really the purchase money for the lands, and that the lands now belonged to the Indian council.

The heirs of the original owners asserted that the compensation was paid for the damage done only, and that the titles of the said land still remained in the hands of the original owners, and their heirs.

In spite of the protests of the latter, the Indian council assumed to sell the lands to other parties. All these transactions are now set aside by the ruling just made, and the land is declared not to have passed from the hands of the original owners and those claiming under them. It is stated that the land is a very large tract, and the heirs of the owners were very wrathful with the Indian council over the action it took in the matter.

Mr. Jones states that he has received the official word from Ottawa this morning that the appeal of his clients has been sustained. As a result those who have purchased from the council will be obliged to vacate the land thus acquired, and will be entitled to receive back from the council the purchase money paid.

EXPECTS BILL TO BAR NEW RADIALS

TORONTO, May 17.—It simply makes it impossible for municipalities to go on with radials; there is no doubt about that," said Mayor Maguire, president of the Hydro Radial Association, when asked for his opinion of the radial legislation introduced in the house yesterday by Premier Drury.

"Municipalities can't build under that legislation. I don't know whether that is Mr. Drury's purpose or not, but that will be the result."

HISTORICAL BODY ELECTS OFFICERS

At the annual meeting of the London and Middlesex Historical Society, held in the public library building Tuesday night, officers were elected as follows: Honorary president, Mr. H. Macklin; president, Principal John Dearness; vice-presidents, Major T. J. Murphy and Miss S. Macklin; secretary, Miss Z. Fawkes; treasurer, Dr. J. D. Barnard; curator, Dr. S. Woolverton. Committees were appointed to provide a program for next year, and also to add to the membership of the society. The new president was appointed as a delegate to represent the society at the annual meeting of the Ontario Historical Society next month.

CREDITORS GET 7 CENTS ON DOLLAR

MONTREAL, May 17.—Creditors of the defunct brokerage house of E. H. Clarke & Co., which operated in Montreal, Toronto and New York, will receive scarcely 7 cents on the dollar, according to recent developments in the liquidation proceedings. Montreal liabilities aggregated about \$15,000, as compared with assets of not more than \$600 in securities and some office furniture. The sale of the latter yielded \$800, but at least \$500 will be required for the burial ceremonies.

Full particulars of the competi-

PLAN FORESTRY ESSAY CONTEST

**Directors of Canadian As-
sociation Offer Prizes For
School Children.**

**Three Cash Awards To Be
Made in Each of Nine
Provinces.**

The Canadian Forestry Association announces a prize essay competition for the school children of Canada whereby rewards of \$25, \$15 and \$10 will be given in each of the nine provinces to those writing the most intelligent essays dealing with some phase of forestry or tree-planting based upon local conditions. The object of the competition is to stimulate study and inquiry as to the forest resources of Canada and their protection against the devastation of fire; the planting of trees on urban streets; the establishing and improving of farm woodlots, and the developing of tree-planting on the bare prairies.

Full particulars of the competi-

tion will be sent to every school teacher in the Dominion, and replies should be in the hands of the Canadian Forestry Association, Ottawa, not later than Nov. 1.

The schoolboy or girl living in the village, town or city, far removed from forest, is asked to tell of the importance of shade trees along the streets and in the parks, the service they render in human betterment and what species have been found to thrive best in the particular community.

Children living in a community close to the forest or where wood-using industries such as lumber or pulp and paper mills are located, are asked to describe the value of the forest as a source of employment, and the great importance of preventing forest fires.

The child living on a farm is asked to tell about the use of wood in the running of a Canadian farm with answers to a series of questions regarding the woodlots or bushlots in the district, whether they are better or poorer than twenty years ago, and how a thriving woodlot on a farm may be developed.

For the child living on the prairie, the task is given of describing any shelter belts of trees about local farms and their beneficial effect in stopping the drifting of the soil, saving the crops from being blown out by gales. In these prairie essays also some attention will be given to the value of trees in beautifying home surroundings.

What to Take for SICK HEADACHE

Take a good dose of Carter's Little Liver Pills then take 2 or 3 for a few nights after. They restore the organs to their proper functions and Headache and the causes of it pass away.

THEY REGULATE THE BOWELS and PREVENT CONSTIPATION

Genuine bear signature—*Small Pill, Small Dose, Small Price*

Standard Drug Stores ARE REAL OPTIMISTS

They are always anticipating and working for bigger business, and that is probably one of the reasons why they have, in spite of all talk of depression, continued to make gains. Probably another reason is the prices they offer, such as are to be found among this list of

Bargains for Friday and Saturday

Standard Toilet Paper 8-ounce rolls Reg. 15c Friday and Saturday 5 for 39c	Mecca Ointment For burns, cuts, etc. Reg. 25c 15c Reg. 50c 29c Reg. \$1 59c Friday and Saturday	25 CASES Pluto Mineral Water The biggest bargain in this we have offered in over a year. Small size, reg. 25c.... 18c 18c each, \$1.99 per dozen Large size, reg. 50c.... 34c 34c each, \$3.99 per dozen Friday and Saturday	8 Gross Baby's Own Soap 3 cakes in a box. Reg. 45c a box Friday and Saturday 34c	Asophen Tablets 5 Gr. Best of Aspirin Box of 24 tablets 19c Box of 48 tablets 37c Bottle 100 tab., 69c Friday and Saturday
Snowflake Ammonia 3 pkg. 22c	Snap Hand Cleaner 15c, 2 for 29c	Introductory Offer M. S. C. Lemon Shampoo This promises to quickly become the biggest selling shampoo in Canada. Reg. 50c Friday and Saturday 39c 3 for \$1.00	Rigo Transparent Nipples 3 for 25c	Jergen's Royal Palm Soap 3 cakes 25c
Lyman's Malt Extract 1-lb. jars 49c	Mennen's Talcum Powders Six Kinds. Violet, borated, sen yang, flesh tint, cream tint and tale for men. Friday and Saturday 15c, 2 for 29c.	5 Gross Peroxide Tooth Paste One of our best sellers. Reg. 25c a tube 18c, 2 for 35c	A. B. S. & C. Tablets 2 bottles 25c	Wayne Wardrobes Keep your garments in splendid shape. They are dust and moth proof. Various sizes. Various prices.
Sunset Soap Dyes 2 pkgs. 25c	Castoria Reg. 40c 24c	Mentholatum Reg. 25c, 15c Reg. 50c, 29c	Johnson's Baby Powder 25c	Hamilton's Pills Reg. 25c 17c
Pebeco Tooth Paste Reg. 50c 34c	Scott's Emulsion of Cod Liver Oil Reg. \$1.30 88c	Pepsodent Tooth Paste Reg. 50c 31c	Zonox Anti-Acid Tooth Paste 34c	California Syrup of Figs Reg. 60c 44c
Bulldog Chloride of Lime For disinfecting 1/2-lb. pkg. 7c 1-lb. pkg. 12c Friday and Saturday	Cutex Manicure Sets A complete manicure outfit. Reg. \$1.50 Friday and Saturday 94c	Gin Pills, for the kidneys. Reg. 50c 29c	Ingram's Milkweed Cream and Velveola Face Powder A jar of cream, reg. 50c A pkg. face powder, reg. 25c Total Value 75c Friday and Saturday The Two for 39c (See demonstration at 168 Dundas Street Store)	25,000 ZONOX Linen Envelopes 25 to a package Reg. 15c a pkg. Friday and Saturday 4 pkgs. 29c
Lyman's Waterglass 15c 1-lb. tins 2 for 29c	Safetee Shaving Cream Reg. 35c 2 for 45c	Horlick's Malted Milk For infants and invalids. Reg. 50c 37c Reg. \$1 77c Reg. \$3.75 \$2.98 Friday and Saturday	Developing and Printing This department continues to grow bigger and bigger. There's a reason.	Pond's Vanishing Cream . 34c Nujol Mineral Oil Reg. \$1.50 \$1.22 Fellows' Syrup of Hypophosphites, Reg. \$1.50 \$1.14
Kkovah Health Salts Keeps you right Reg. 20c a tin Friday and Saturday 2 for 24c	Derma Viva Flesh, white and brunette. A well-known liquid face powder. Reg. 75c Friday and Saturday 49c	Piver's Face Powders Azorea Le Trefle Safranor Floramye, etc. Friday and Saturday 69c	Pure Gum Toodle Pants A diaper with an elastic waist band. Reg. 85c pair Friday and Saturday 57c	

Tomorrow Morning,
Bright and Early,
we're going to tell
you all about

P Y

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