

GIVES LECTURE ON PSYCHOLOGY

Arthur Black Farmer Begins
Series of Talks at
Masonic Hall.

Explains Relation of Study in
Human Nature to Suc-
cess.

Arthur Black Farmer, B.A., L.V., delivered an illuminating lecture Monday night in the Masonic temple on the subject of "Meaning and Might of Mind Power." His audience, composed largely of businessmen, was a large and appreciative one.

It was the opening lecture of a series which will continue daily, both afternoon and night, until Nov. 1. Mr. Farmer will treat on all the varied phases of subjective and objective psychology in their relation to building up character and health, and after the conclusion of his lectures on Nov. 1, will conduct an advanced class for the ensuing week.

Mr. Farmer dealt with the science of selling in the first lecture. "By sales people," said the speaker, "I do not mean the person behind the counter, for a good many of them are nothing better than substitutes for slot machines. Of course, we have the ten-cent stores, where articles are sold on the cafeteria plan; the articles are laid out in full view, tagged with price tickets, and all that the girl behind the counter has to do is to place the purchased article in an envelope and hand out the cash receipt from the register. This business does not require a great amount of intelligence in the sales force, and as far as the sales force it is not productive of great financial returns. It does, however, produce fair returns for the management, and it is there that the intelligence is required."

The speaker declared that the real psychology of selling, if properly studied, enabled a man to go out and create a desire for an article. His only requirement there was to satisfy that desire by speaking. "It was applicable in the case of the good insurance salesman. In the majority of cases the man approached as a prospect was not aware until the salesman called of the need for insurance. He created a desire and then satisfied it."

Mr. Farmer picked three young men from the audience after the conclusion of his address, and from the formation of their heads he disclosed interesting facts concerning their characters and mental traits, some of which caused not a small degree of merriment for the listeners-on.

The first youth examined was found to be lacking in temperament and to have a sense of humor. Mr. Farmer advised him to pursue a vocation where domination would be unnecessary, as he was found to have only a moderate degree of vitality and to be lacking in aggressiveness.

The second young man, Mr. Farmer stated, had a winning way with women, and the fair sex were not averse to holding him in conversation.

The third man was found to have a limited physical energy and to be inclined to soon tire of computing figures; he was slow in making friends, and had a retiring nature; he was a book lover and fond of art and colors; he was an optimist, self-confident, industrious, and would make good in the advertising game.

Each of these men whom Mr. Farmer examined admitted as true everything that he had said about them, which is an apt example of this particular psychologist's versatility.

PASTOR ACCEPTS CALL TO COLBORNE STREET CHURCH

Rev. H. J. Uren of Mitchell to Succeed Rev. S. J. Kelly.

Announcement was made Monday that Rev. H. J. Uren of Mitchell had accepted the call to the pastorate of the Colborne Street Methodist Church and would commence his ministry here next July, when Rev. S. J. Kelly, the present pastor, concludes his four-year term.

Mr. Uren will be remembered by those who attended the London Methodist Conference held here in the early summer, as he took a prominent part in the activities of the conference, and was also a candidate for the presidency.

He is known as a forceful preacher, and of great ability as a church organizer.

Kaffirs habitually smoke cigars with the lighted ends in their mouths, and their tongues adroitly tucked out of harm's way.

IT'S PURE!
Strong's Baking Powder
Half pound, 25c. Pound, 50c.

STRONG'S DRUG STORE
184 DUNDAS STREET
The Name
Strong's
Means
Satisfactory Photographs.

Fresh Meats of all kinds—Steaks, Chops and Cooked Meats. Complete Stock of Groceries. Phone your order 5834. We deliver.

Vining & Hobbs
59 DUNDAS ST.

Town Topics.

A THOUGHT FOR TODAY

We then that are strong ought to bear the infirmities of the weak, and not to please ourselves.—Romans xv., 1.

WE are to be rewarded, not only for work done but for burdens borne, and I am not sure but that the brightest rewards will be for those who have borne burdens without murmuring.—Andrew Bonar.

THE PINE LAWN arbitration commission is still in session, and Tuesday afternoon renewed their inspection of the houses in question.

QUARTERLY EXAMINATIONS for clerks in the various offices of the London postoffice are being held in the customs house from Oct. 24-27.

TUESDAY EVENING, Western University Glee Club will meet to rehearse and rehearse other important business. The meeting is set for 7:30 p.m., and some features for the coming year will be considered.

JOHN MORKIN, through his solicitor, M. P. McDonagh, has issued a county court writ at the court house in London, asking for possession of "all that part of lot number one, on the south side of Sydenham street, in the city of London, according to registered plan number 65, now in exclusive possession of the defendant." Both parties are residents of London.

THE FIRST PARADE of the West-End C. O. F. C. takes place this (Tuesday) afternoon at the Armories at 4:30. Col. W. J. Brown will be in command, with Major Dr. K. R. P. Neville next in charge. Dr. G. A. Smith has been appointed major, to replace Major Black, who is in command. Major Corbridge and Capt. Balder, both of headquarters staff M. D. No. 1, will review the corps.

MAJOR GORDON B. JOHNSTON, Canadian trade commissioner to Ireland and Scotland, will address a lecture on "The Commerce of the Keweenaw" in the Town Hall at 12:30 Wednesday on trade conditions in those two countries. The London Chamber is arranging interviews with Major Johnston and London manufacturers and exporters who are interested in trade with Ireland and Scotland.

DIPHTHERIA, SCARLET fever, and whooping cough still maintain their hold among the cases of communicable diseases noted during the past week, according to the statement just issued by Dr. W. S. Downham, medical officer of health. Two cases of diphtheria were observed, the total is all that is recorded in the community at this moment, while eight instances of whooping cough creates a total of nineteen. The city is particularly free in other respects.

ALTHOUGH THE DATE for issuing licenses for standard hotels in Ontario has been changed from May 1 to November 1, all applications for licenses in this district have been sent to Toronto, the former licensing authority. The late James J. Keenleyside, having attended to the matter shortly before his death, Word has not been received in the city of the appointment of a temporary inspector yet, nor of any applications being made for the permanent position. Although it was rumored that a local police official would be a candidate for the post, this was officially denied at the district license office this morning.

DENIES INCREASE IN HYDRO RATES

General Manager Points Out
Rumor Caused by Error
in Discounts.

There has been no increase in local hydro rates, utilities officials stated Tuesday, despite the fact that an "evident attempt has been made to mislead the public in that respect."

The charge has been levelled at the hydro department that consumers are being deprived of their discount on the 75c minimum.

"This can be easily explained," General Manager Buchanan assures. "About a year ago our department did commence discounting bills to this effect. In this way certain of the consumers paid 65 cents in lieu of the 75c minimum."

MUCH WORK IN UNITED STATES

Washington, Oct. 24.—Improved business conditions and increased employment with almost no idle men, according to reports from practically all sections of the United States, the department of labor reports. The conclusion is based upon telegraphic responses to a query sent out through the United States employment service to every state the agents of the service in their answers indicating an almost universal shortage of common labor, and a very general demand for skilled workmen in a wide variety of trades and occupations.

TWO DIE WHEN AUTOS CRASH. Wooster, Ohio, Oct. 24.—Aurea Kaufman, 40, and Glen Burk, 35, were killed and six persons injured last night, when two automobiles met in a head-on collision on the Lincoln Highway, east of here.

ABANDON WELL IN SOUTHEAST

Ohio Drillers Decide to Cover
Hole For the Time
Being.

Find Much Sand Interferes
With Supply of Clear
Water.

The city's new well east of Egerton street, Southeast London, has been abandoned following an inspection Monday afternoon by T. O. Poe of Massillon, Ohio, general manager of the Ohio Well Drilling Company. Tests for further probable sources of water will be immediately undertaken in three or four likely locations, in both the north and south sections of the city, it was announced Tuesday.

The American experts, who have been actively engaged in well-boring pursuits in London district during the past year, state positively, however, that they are not by any means through with the southeast well. It will be covered and protected and efforts will be made later to place it in proper shape.

Water Available.

It appears that there is plenty of water available within the radius of the new well, but for several days past the drillers have been hindered in their work by the presence of sand in seeming unlimited quantities. While there is a strong water pressure, indicating, the experts state, probably one or two million gallons daily yield, it would only be with the greatest difficulty that the water could be pumped free from the sand. That the city is in no way financially bound by the abandonment of the well is the information forthcoming from the public utilities officials, who maintain, and are prepared to reveal the contract, that the city's agreement with the well drillers calls for "no water, no pay."

Fix Price on Supply.

"The price was based upon a million gallons a day," E. V. Buchanan, general manager of the utilities commission, explained Tuesday. "If the well yielded one-half million gallons the price would be cut in half. If it yielded one million, it would be cut in half again. If it yielded two million, it would be cut in half again. If it yielded three million, it would be cut in half again. If it yielded four million, it would be cut in half again. If it yielded five million, it would be cut in half again. If it yielded six million, it would be cut in half again. If it yielded seven million, it would be cut in half again. If it yielded eight million, it would be cut in half again. If it yielded nine million, it would be cut in half again. If it yielded ten million, it would be cut in half again. If it yielded eleven million, it would be cut in half again. If it yielded twelve million, it would be cut in half again. If it yielded thirteen million, it would be cut in half again. 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