

LEAF SIGN NEW OUTFIELDER

Toronto Secures Likely Youngster From Pittsburgh Nationals

Toronto, Jan. 3.—Young Mr. Nineteen Seventeen made his Toronto baseball debut last night with the announcement that a new and promising outfielder had been signed for the Leafs.

Manager Jimmy Calahan of the Buccaners is unstinted in his praise of the lad. McPherson is a college product, a football and track performer, six feet in height and a left-handed batter and thrower.

"Red" McPherson broke into professional ball three seasons ago and has played in the New England and Carolina Leagues. Last season in the former circuit he batted .416.

Calahan says the lad is a sure enough big leaguer. His training in football and track athletics steered him in good stead.

Boston sporting writers refer in glowing terms to the ability of the young collegian.

SMASHING THE KAISER IN THE COLONIES.



The photograph shows the effect of the British bombardment of a German town in Gorman last week. The Germans were everywhere severely trounced in this profitable colony which they have now on-erely lost.

Chinamen and Insurance

By Clarence Axman. Chinamen are good prospects for life insurance agents if the latter are good fellows, but if persons non grata they can have the finest protection proposition in the world to offer and they will be met only with an indifferent shrug of the shoulders.

Barnes Moss, formerly of Atlanta, and representing a life insurance company in North China has a reputation in Shanghai of being a good mixer among Chinese bankers and merchants, which may account for the fact that he can and does write a million dollars of life insurance in a year.

"I spent a day with him while he solicited risks. The first thing he did was to go to a bank and pay a death claim on the wealthiest Chinaman in Shanghai who had died a short time before."

"The Chinaman loves prompt payment," said Moss, "and we make it a point to pay the claim in the quickest possible time because of the impression it makes."

"We entered the bank, went directly to a room in the bank and seeing the beneficiary Barnes shouted so that all could hear him: 'Boys, I've got the check!'"

"I'll tackle that whole bunch for life insurance inside of a week," said Moss. "They have all had an object lesson in life insurance."

Going into an ivory store, Moss wrote an income policy by showing the proprietor that on his great birthdays—from sixty up, a large sum of money would be due him each year.

"Over in America there is only one way to sell life insurance," said Moss, "and that is by talking of the protection to the family. The widow and the children. But that kind of talk here would make me starve to death. The Chinaman is interested in himself, not in the family. He is interested in what he is going to get out of the proposition, and does not worry what is going to become of his family when he passes away."

We had an illustration of this after returning to the office before lunch when a young Chinaman, his face alight with smiles, came in and said with an air of great joy: "My father died to-day." He was the beneficiary under the policy.

Opportunities in the Engineers

From their depot in Brantford, the Canadian Engineers are carrying on a very successful campaign for recruits. The recruiting sergeant finds that many do not realize that the Sapper (private in Engineers) is a specially trained man, and has charge of working parties carrying on various forms of engineering work at the front.

The Canadian Engineers, because of their excellent work in the field have established for themselves a very enviable status; and the Sappers and N. C. O.'s in the Canadian Engineers have been given all kinds of opportunities to get commissions in the infantry, in the Royal Engineers as well as in the Canadian Engineers.

Many availed themselves of these opportunities, but many did not, preferring to remain in the ranks of the Canadian Engineers. One returned sergeant in the Canadian Engineers, who is at present home on sick leave, says that he would prefer being an N. C. O. in the Engineers to being a captain in the infantry.

This shows how interesting the work of the Sapper is; and is proof of the fact that the best man, if qualified for the Engineers, will find in this branch of the service every opportunity of using their ability and every opportunity for advancement.

Tradesmen of all kinds are qualified, particularly if they have had charge of work in their trade; horsemen are also desired for mounted sections; men particularly desired are construction foremen, superintendents, etc., civil engineers, etc.

EAST OAKLAND (From our own correspondent). Mrs. James Beals spent the holidays in the city with her son.

Mrs. J. W. Stevens is stopping with her parents at present. Mr. Alfred Townsend went to the city on Saturday.

Mr. Andrews and wife, were the guests of Mr. Alfred Townsend on Monday.

MARKETS

Table listing market prices for various commodities including Apples, Bacon, Beef, Butter, Eggs, etc.

Table listing market prices for various commodities including Beans, Celery, Carrots, Cauliflower, etc.

Table listing market prices for various commodities including Butter, Creamery, Eggs, etc.

Table listing market prices for various commodities including Hogs, Sheep, etc.

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Financial and Commercial

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Wish One and All a Happy and Prosperous New Year

Our friends generally will be glad to know that the old agency is still forging ahead. We take great pleasure in stating that our business for 1916 was in advance of 1915, and is coming back to the good times of 1907-12.

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FOR SALE—Two storey brick house on Murray street, six rooms, three bedrooms, bath complete, gas and electric, full sized cellar, large lot.

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Flannelette, reg.

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