IN BUSINESS

merce and Canadian Club.

LAUDS UNIVERSITIES

Appeals For Consideration For College Graduates.

hich have inaugurated courses in business administration, was urged by Ellis H. Morrow, M.B.A., director of extension work at Queen's University, in an address delivered o a joint meeting of the chamber of commerce and Canadian Club Wed The speaker outlined the course

business administration, and pointed out that it was in its infancy in Canadian colleges, and, therefore, in need of every encouragement from businessmen. At the conclusion of address a discussion was held, Mr. Morrow answering all questions propounded by the members present. the United States," he began, "but it is just beginning in Canada. It is ime to begin now, because such large ers of our best young men go o the United States to get this train-

and never return that only three per cent of the men going into business make competent executive timber. The college man, n account of his training develops usiness ability. This is the basis f the training, and a university must have a clear cut objective in business raining. The first objective is gen-

ng, take positions in business houses

ut of college to an executive posis an executive must think as he sits dy his principles to business prob-The immediate objective is to rain men to be of service to their mployers within a reasonable time fter graduation.

each them absolute thoroughness in they undertake. To train hem to think in terms of the busi-ess and not in terms of the job The speaker pointed out that of view of some business neads is that a college training is a detriment in business while others

"A doctor does not learn his profession by beginning to wash instru-'nor does a lawyer become such by nd their experience is obtained on I say that it is possible to train businessmen on similar lines.

Rules to Every Game.

ules. Let them get into the game, Mr. McLa and you teach them how to play. The mowledge that a man acquires in his our years at college is infinitesimally HAROLD SALES ARRESTED mall. Because it is not of much use e must emphasize in the university raining right habits rather than to ram with atoms of knowledge. He explained that the tutor

usiness administration must employ nethods varied from those of the lassical college professor. isiness course embraces lectures, adings, laboratory work, problems nd field work with particular emhasis on the latter two features. e problems are derived from desks the business world, and must be olved by the student. These were ustrated by Mr. Morrow, who

Field work means an actual job for student. The speaker asked the usinessmen present to send in their classes to work on, and to be

Give Graduates a Chance

Finally," concluded Mr. Morrow. ive the graduates a chance when le patience toward him. The best versity in Canada will be the one comes into contact with busi-Universities that do not might as well lie down and quit. The uble, if any, will be the over imistic businessman, who puts too ch responsibility on the student. The student's reward will be prolearn a great deal in organizing vice of the university on his ss problems. Harvard is floodsuch problems for research of

Look Ahead!

rn to Page 11, Column 2.

a it is March, and on the f this month Spring offi-begins. That means that it it time that you were be-to look ahead a little to nts and needs that Spring ummer will bring with

today to plan for the eason. Make a list of the bu want to do. Then let t Ads help you fill your d accomplish your tasks find that a deal of the comes with change of it disappear in no time. Want Ads to combat r: Teleuhone 3670.

EXPERT URGES REDUCE WAGE OF STREET CAR MEN

LEADERSHIP OF LIBERAL PARTY MILITIA BRANCH

in Toronto.

Hay, Tolmie and Sinclair All Expected To Seek Gathering's Vote.

Special to London Advertiser. Liberal convention, which opened ARSENAL MAY BE CLOSED session in the Foresters' Hall. Toronto, this afternoon, is character- Further Retrenchment ized by intense enthusiasm, 700 dele gates, from all parts of the province There has been a lot done in 57 of whom are women, gathered for ousiness training in universities of registration this morning, all filled with hope for the cause of Liberal-

Wellington Hay of North Perth, acting leader for the Ontario Liberal party, and whose name is prominentis a big subject. It is a fact ly mentioned as the coming leader, was conspicuous in the crowd of assembling Liberals by reason of the gracious manner in which he greeted the fiscal year, March 31. old friends and the scarlet carna- The majority of these employees tion, which he wore in his button- are in the records branch, and were

olc.
Major J. C. Tolmie of Windsor, the staif. Other economies will be who is also mentioned as leader, was another important visitor this morn- who, while a merciful man, cannot the ontario coampions of Liberalism for the next two days. He too had a friendly hand and a genial glance for everyone. A third name mentioned for Liberal leader is that of W. E. N. Sinclair, K.C., of South On- required.

M.P., of South Renfrew: Alexander nd to stick to scientific principles business. Above all, we aim to such a business. Above all, we aim to such a business. organizer and outstanding legal authority on election matters; J. B. McColl. ex-M.P., of Cobourg: A. S Young, president of the Ontario Reform Association; Judge Colter of St. the Eastern Ontario Liberal Associaold that a graduate must be the E. S. Little, ex-mayor of London; the building trades council and Mrs. Norman F. Wilson, president of ciation to reach an agreement over a the Eastern Ontario Women's Liberal wage scale for 1922. The old con-Association, whose name is being tracts expired last midnight, accordments," he remarked significantly, mentioned for the assistant chair- ing to the contractors, but the unions manship of the convention; Mrs. Cartrades council have a membership of when it comes to women having the politics. Greece needs intelligence about 25,000. penter of Hamilton, and Mrs. Grant The first session opened at 1:30

Little, William Heaman, J. C. Elliott, of the employers' association, pre-J. M. Wever, C. C. Ferguson, Mrs. dicted that the tie-up would be comand we aim to teach students the Ed. Grange and Frank McLaughlin, plete, while Charles Smith, secretary Mr. McLaughlin representing North

BY JACKSON AUTHORITIES

Youth Wanted in St. Thomas Waives

(By Staff Reporter.)

St. Thomas, March 1.—After a chase, extending over four months, Harold Bruce Sales was arrested to day at Jackson, Michigan. Detective Joseph McCully left for the American city to bring Sales back for trial at St. Thomas.

Sales, who waived extradition, is wanted by the St. Thomas police on It is expected that he will be arin the St. Thomas court, Thursday.

STATES CHANGES ey are through. A chance to apply and the has learned and exercise a RAILROAD POLICY

Washington, March 1 .- Two im portant changes in Government pol-cy towards the United States railroads became effective today. The section of the transportation

act fixing six per cent as the return on railroad properties which railroads are entitled to earn under inon and pride. Your reward will terstate commerce regulations exthe enjoyment of teaching, and he pired today, and is superseded by the transportation act provisions which erial, and will get the benefit of hereafter require the interstate commerce commission to make rates that will give railroads "a reasonable return on the value of property used in transportation."

EXPLOSIONS FOLLOW STRIKE.

increasing in the disturbed mining The court ordered the confiscation of starts, a man giving satisfaction will business," which, she declared, was districts of South Africa, Reuter's a large cargo of "hard stuff" seized have little difficulty in getting an dispensing contraband drugs and Johannesburg correspondent states, on Champagne's premises. Eight heavy explosions occurred to-day, five on the power line. Little damage was done, however. An attempt was made on the railway line, near Apex station, while other atempts at damage were reported on the water line at Benoni. There has also been an explosion near Boks- abortive. burg, but the exact location-has not yet been ascertained,

E. H. Morrow Addresses Joint MENTION 3 FOR Wield Economy Axe at Ottawa He's Trade Wizard Mention of Chamber of Com-

Delegates From All Ontario DISMISSES 400 Register For Big Rally Co-operation of businessmen of London with universities of Canada. MANY WOMEN ATTEND WAR EMPLOYEES

Department Serves Notice On Temporary Clerks in Records Office.

Rumored in Prospect When Fiscal Year Ends.

Ottawa. March 1.-In the interests of economy, the axe is being swung the militia department. Upwards of 400 clerks in that de

notified that their services will be no longer required after the end of

ing at the building which will house blind his eyes to the crying need for the Ontario, champions of Liberalism retrenchment in the war department.

Among other outstanding figures at the convention are Dr. M. MacKay, WAGE DISPUTE TIES UP

Twenty-One Unions Insist 1921 Scale Operative Until May.

Cleveland, O., March 1 -Construcions of many buildings was at a were idle as a result of the failure tion: H. Fisher, ex-mayor of Ottawa; of the building trades council and insist they are operative until May The 21 unions affiliated with the

Building mounts to approximately \$25,000. Present from London were: E. S. 300. William F. Hennessy, secretary of the building trades council estim- for philanthropy in Athens, but the fought so valiantly for Greece. ated only about 40 per cent would be

> The wage scale announced by the mployers Saturday was ordered into effect this morning pending a settle-ment. It provides for red ctions of rom 13 per cent to 36 per cent, which ne men refused to consider. Further conferences were sched

the conciliation board representing both sides consider the points at

FEAR KEEPS CITY IN DARK

Johannesburg Workers Quit When Protection From Strikers Lacks

London, March 1 .- (Canadian a charge of obtaining money under Press Cable.)-Johannesburg town false pretences. The information was in total darkness last night ex-was laid by Benjamin Honsinger, cept for a few places of amusement from whom Sales rented a garage, possessing their own lighting plants, as a result of the refusal of power raigned before Magistrate Maxwell, plant staff who recently abandoned the strike and returned to work, defrom Johannesburg.

FINE HULL LIQUOR

thousand dollar fines imposed for in-fractions of the Quebec liquor act ernment employment bureaus.

ied on Raymond Champagne, found London, England, March 1.—(Cana-dian Press Cable.)—Dynamiting is his possession for purposes of sale. but just as soon as the spring work ground that he had "injured their longular than the longular three longular th

> London, England, March 1.—(Canadian Press Cable.)—Negotiations between the heads of the engineering industry and heads of the engineering industry and number of replies had been received number of replies had been received ported to have told her landlady. of employers to exercise managerial functions regarding overtime were abortive. The position is not serious, and the danger of a stoppage of work of March 11 is now remote.

Prefers Study of Brains to Beauty



MRS. IRENE PHOTIADES.

beautiful and cleverest woman that convenient the various succeeding regimes in Greek politics.

Venizelists found her a most masses." admiration.

And she goes her very diplomatic way between seas of political in-

progressive women in Greece.

must have a better understanding.

BUILDING IN CLEVELAND ATHENS. March 1.—The most more religious women are rearried

Thomas: H. H. Horsey, president of standstill here today and many men the Eastern Ontario Liberal Association, standstill here today and many men Royalists look upon her with equal Photiades speaks English perfectly, as well as French. When her beauty

> "I am much more interested in than beauty," she said, "though I wouldn't be a true Greek if I disparaged the latter. My ideal "Greece, the oldest democracy, has is to see the aristocratic women of

SEEK MEN FOR QUIZ DRUG MEN WORK ON FARMS IN TAYLOR CASE

Receives Applications Daily From Agriculturists.

WAGES ALLEGES THREATS MADE

ployees Will Be Given Due Consideration.

With the advent of March, farmer of the district are turning their thoughts toward spring and summer clining to continue in the absence of work, and the local employment sufficient protection from the strik- bureau office, conducted by the On- knowledge of the murder of William Carabiniers Mont Royal, at their ers still out, says a Reuter's cable tario Government, is daily receiving Desmond Taylor, film director, a mess last night. All industries depending on elec- farm hands.

hundred police, with fixed bayonets, office, Wednesday morning.

appeared and ordered them to clear "The farmers like to have every-

get right on the land and get their also, according to the police, as Mrs. the minister of militia. seeding done. "We are filling these demands for an "eccentric."

perform,

in Athens! That is the title given to is not advancing the cause of mod-Mrs. Irene Photiades by leaders in ern Greece. "Bolshevism has shown us the results of the classes not helping the

> was referred to, she dismissed the subject in embarrassment.

under construction dency is for the aristocrat to stand Mrs. Photiades by right of title, if aristocrats represent the quality; the would bear that of princess-she We was Princess Irene Soutza, descendant of the family famed in the seven-"There is a sort of snobbishness teenth century when the Phanariotes

ried for today in an effort to have Local Employment Bureau Six Peddlers and Bootleggers

Taken Into Custody Following Quarrel. LOWER

Farmers Declare Good Em-Prisoners' Housekeeper Claims Silence Ordered When Boarder Accused of Slaying.

Los Angeles, Cal., March 1 .- Furpeddlers and bootleggers as to their by the officers of the 65th Regiment inquiries from farmers who need month ago, was planned today by the farm hands.

"Orders for farm help are coming fige. Their arrest was said to have."

"Their arrest was said to have and the district attorney's ofby any regular militia unit, and the the unloading is proceeding satisfactors." trical power are at a standstill. The strikers were holding a meeting in large numbers," stated J. C. fice. Their arrest was said to have been the result of a quarrel between speech-making, the main addresses to minute and the district attorney's of-by any regular militia unit, and the unit occasion was marked by generous torily. one of them, Ray L. Lynch, 22, who being those of Lieut.-Col. Ranger, O. said he was a gas fitter, and their Right Hon. C. J. Doherty, Rev. E. A. REPORTED CA

communicate our needs to other gov-laborer; George Calvert, 25, gas fit-ernment employment bureaus.

| Communicate our needs to other gov-laborer; George Calvert, 25, gas fit-ernment employment bureaus. | Communicate our needs to other gov-laborer; George Calvert, 25, gas fit-ernment employment bureaus. | Communicate our needs to other gov-laborer; George Calvert, 25, gas fit-equally well treated to other gov-laborer; George Calvert, 25, gas fit-equally well treated to other gov-Ottawa, March 1.-A brace of one clearing house system by which we occupations as William East, 36, the minister, "that I shall do all in rnment employment bureaus.

"There are points in northern of a motion picture, studies and that there are points in northern of a motion picture, studies and the weather was respectively."

"There are points in northern of a motion picture, studies a motion picture, studies are points in northern of a motion picture. featured the afternoon session of the There also expired today the period There are points in northern at a motion picture studio; John of any regiment, regardless of what ported fine and cold or fine and mild.

The second thousand fine was icy. up there just now.

The second thousand fine was icy. up there just now.

"Wages being offered are not threats against Taylor, on the

have little difficulty in getting an increase. Farmers whom I have talked to have stated that they will not let a few dollars stand in the of the men of having killed Taylor.

FIELDING SEEKS TO LIFT CANADA TRADE BURDENS

Official Statement On Mission Not Expected Until Minister Returns.

TARIFF HALTS EXPORTS

Since Bill Passed Wheat Shipments to United States Fall \$64,000,000.

Ottawa, March 1. - (Canadian Press) .- An official statement as to the purposes of the visit to Washington of Hon. W. S. Fielding, minister of finance, is not likely to be made available until after Mr. Fielding's return, which is expected on Thursday night. But while there has, it is authoritatively stated, been no formal decision of cabinet to re-open reciprocity negotiations, it is generally accepted that Mr. Fielding is sounding out the situation generally. Lightening of the burden placed on Canadian trade by the imposition of the Fordney tariff is thought to be the immediate purport of the Washington

conversations.

During the period which the Ford ney tariff has been in operation i has, in the view of officials here, seri ously affected Canadian exports to the United States, although general trade depression, coupled with falling prices, have no doubt contributed to the decline in the value of Canadian exports. Canada's shipments of tarns products has been affected most criously by the tariff.

During the eight months' opera-January, 1922, as compared with the corresponding eight months of the previous year, Canadian exports of value from \$77,650,986 to \$13,356,674; butter and butter substitutes, from \$2.649.029 to \$1.033.697; fresh or frozen beef, veal, mutton, lamb and pork, from \$5,586,063 to \$3,027,294; preserved, condensed and sterilized milk, from \$1,533,207 to \$205,746 potatoes, from \$2,250,393 to \$638,458; wool, from \$1,818,064 to \$13,562; wheat flour and semolina, from \$8, 413,535 to \$1,844,155.

When in Opposition last session Mr. Fielding urged that the passing of the Fordney bill would be an injury to Canada, particularly in re-gard to exports of wheat and cattle, and took the ground that it was the Mrs. Charlotte Pickford, mother of when he jumped off the back of a part of Canada to make the first the movie star, to refute the claim wagon on Quebec street, directly in move in any reciprocal negotiations, of Mrs. Cora Wilkenning that she the path of a motor truck driven brought down a motion favoring business matters and that she had held by the police on a charge of conclusion of the old reciprocity of \$108,000 due in commissions.

considerable element in the United | 000 to \$10,000 a week. States, including even Republicans, would welcome a basis of agreement afternoon. looking to reductions in the present United States tariff.

MONTREAL CARABINIERS DINE NEW MILITIA HEAD

Hon. George P. Graham Promises All Units Will Be Treated Fairly.

Montreal, March 1.-Hon. George ther questioning of six alleged drug P. Graham, minister of militia, was vices to the American relief adminis-

The police took possession of thing in shape so that when spring blant.

Said he was a gas fitter, and their Right Hon. C. J. Doherty, Rev. E. A. housekeeper, Mrs. John Rupp, known Deschamps, chaplain of the 65th, and

Mr. Graham, in his address, prom May Lynch, and said by them to be LAW VIOLATORS "We are filling these demands to help to a large extent, but expect to get more men soon by reason of our occupations as William East, 36, the minister, "that I shall do all in ised fair treatment to all units irrespective of nationality and panied by any of the traditional lionduring which railroads were controlled by the government during the war.

Guilty of selling liquor other than lumbering during the winter, will be the government during the war.

Guilty of selling liquor other than lumbering during the winter, will be there, will be the prospects of a continuation of the same. Only in the Maritime provinces was there any sign of disprovinces was there are any sign of disprovinces was the sign consider to be best in the interest of

BLOWN TO PIECES WHILE AT WORK

ron was blown to pieces, and the more than \$200,000,000, emphasized dynamite department in which he the importance of the relationship of was working, was completely wrecked birds to agriculture," says a circular this morning by an explosion in the issued by the department of agriculfrom farmers who had received a circular letter sent out by him, asking Mrs. Edith Spitzer, the day after the

line morning by an explosion in the lissaed by the cular letter sent out by him, asking Mrs. Edith Spitzer, the day after the landlady, at Beloeil, near here. A machine beconsumption of insects by birds, the their help requirements, amount of murder, that she "knew who killed ing operated by Charron detonated injury and loss to domestic animals wages, duties the men would have to Taylor." Afrs. Spitzer was said by some sticks of dynamite being and crops would be far greater than perform, and crops would be far greater than packed.

LONDON, England, March 1 .-If Russia regains her place in the family of nations as a result of the coming Genoa confer ence, she will owe it largely to the operations of one man-Leonid Gregory Krassin.

Krassin is the soviet minister of commerce, railways and food. He's now here acting as Bolshevist trade representative. Krassin is soviet Russia's big-

gest man today. He's a keen business man, a railway expert, a subtle propagandist, a skilled engineer and an electrical genius. His hand can be seen in every economic and commercial victory soviet Russia has won-and in

WIDOW, CHILDREN HELD FOR KILLING

some of the military ones.

Knoxville, Tenn., March 1.-Belat- for overtime and a weeks holidays at ed correspondence from Winfield, a some time during the year. alleged kills there Web 10. of Dewey Wader. 2002 a widow contend, with the provisions of the daughter and two small sons. The "The situation in Hamilton, where tragedy is said to have resulted from Walker teasing the children who were playing marbles. The onslaught of the mother and children followed. is said to have cut Walker in the heart, death ensuing in a few minutes. The mother and daughter each and the boys under \$500 each

MARY GIVES HALF

an amendment to supply, he had ever represented the actress in by David Sheppard, who is being

conclusion of the old reciprocity of \$108,000 due in commissions.

1911, but it was defeated by 100 to daughter's business also was hers, FIELDING WON'T Doubt is felt here if Mr. Fielding, testified that Mary had gone to work view of the fact that a Republican on the stage at 5 years of age for \$8 dministration is now in power at a week and at 15 had entered the Washington, intends to take up re- movies at \$25. Last week it was newal of the full reciprocity pact of testified that Adolph Zukor, movie 1911, although he holds the view that producer, had raised Mary from \$4,-Mary took the stand late in the

STARVING REDS GET U. S. GRAIN

corn purchased with the United States congressional appropriation of \$20,000,000 reached the actual starvation belt when a trainload arrived at Tsaritsyn, in the Saratov region, on Feb. 25, according to adtration headquarters here.

Twenty-five trains from Novoros sysk, on the Black Sea are now moving to the various hunger points. Six the unloading is proceeding satisfac-

REPORTED CALM

Toronto, March 1 .- If the advent of the month of March was accom like propensities, they were dropped turbance of the lamb-like conditions prescribed by the calendar.

EMPHASIZES VALUE OF BIRDS Ottawa, March 1.-"The statemen made recently by the Dominion en tomologist that the annual loss to Canada in field, orchard and garden Montreal, March 1 .- Joseph Char- crops, due to destructive insects is more than \$200,000,000, emphasized

FIRM CARRIES

Employees Will Defer Retaliatory Action Until End of Week.

WALKOUT NOT EXPECTED

Union Officials To Appeal To Courts in Any Event.

While the London Street Railway Company made good it's two-mouthold threat to make effective Wednesday morning a general reduction in wages of three cents an hour, no action will be taken by the men or their union officers until the end of this week or the commencement of

The executive of the union will, neet before that time when it will be definitely decided just what action shall be taken. From present indications there will be no walk-out, the courts will be asked to restrain the company by injunction from placing this proposed reduction into effect. At the same time the union will

voice a decision upon the countermove a month ago by the men who moved that the present agreement be While the company seeks to reduce wages, the men ask for certain

ask for a board of conciliation to

increases, including time and a half When the union asks for the ser remote moustain section, tells of the vices of a board of arbitration it will

> "The situation in Hamilton, where a board of conciliation is sitting, is the same as in London," said Ald Ashton of the street railway men's

> "We will have to do the same thing. It will be threshed out some time this month."

CHRISTIE INQUEST ADJOURNED WEEK

Coroner Dr. Robert Ferguson, the PAY TO MOTHER inquest into the death of 7-year-old Frank Christie, which was to have New York, March 1.—Mary Pick- been held in the police station Wednesday night, has been nostnoned to

TALK OF MISSION

Washington, March 1 .- Hon, William Washington, March 1.—Hon. William, S. Fielding, the Canadian minister of finance, who is understood to have come to Washington to confer with United States government officials as to the possibilities of a trade reciprocity agree-ment between the United States and Canada, had an engagement today to see President Harding. White House officials said they had no information as to the nature of the conference b tween the president and Mr. Fielding

The Canadian minister continued to

The Weather

FORECASTS. snow tonight. Thursday-Some light snow, but

partly fair, with somewhat higher tem A moderate disturbance which has moved northward from the Gulf o Mexico is centered over the Lowe dississippi this morning, while a de reloping area of low pressure centered over Newfoundland is causing strong winds and moderate gales over the Canadian maritime district.

Temperatures. The highest and lowest during the 24 hours previous to 8 a oday were:

The weather is fair through



Kingston Halifax . -Below zer

LOCAL TEMPERATURES. The highest and lowest temperatures corded in London during the 24 hours revious to 8 o'clock last night were The official temperatures for the 13 ours previous to 8 a.m. today were

Barometric Readings.
Tuesday—8 p.m., 29.88.
Tog. v. 8 a.m., 29.78.