PLAIN TALKS ON INVESTMENTS

By Mark Harris

No man ever became wealthy by hard labor alone—a few by laboring hard two-thirds of a lifetime put aside enough to keep them from want, but the vast majority die poor.

Before any man can hope to attain ease and comfort in this world he must not only work, he must also learn to save and then to invest his savings.

Everybody with or without brains can work and save—that is providing they enjoy good health—but when it comes to investing that is a different matter and the ultimate result depends to a large extent on the amount of grey matter you have in your head.

In spite of all the arguments on the subject the truth is that there are mighty few investments in this world that can be truthfully described as "absolutely safe."

Aside from our Victory Bonds, which are backed by the entire resources of the country, I don't know of another security that I would care to recommend as an absolutely safe investment in the true sense of the word.

There are of course hundreds of stocks and bonds that are about as safe as anything can be, but still we must remember that even in the best there is a small element of chance.

This, however, should not discourage anyone from investing money, because the same thing applies to life itself and we all know that we take some chance every time we cross a street.

No one would think of staying indoors simply to avoid being hit by a street car, but if we did we would be taking a chance of having the roof cave in or of falling down stairs; so while we must take some chance when we invest money we can, by using good judgment, reduce it so that it is practically nil.

With the war practically over and with capital energetically seeking to develop the vast natural resources of Canada it is indeed an opportune moment for the man who has worked and saved to invest his funds.

What could be better or safer than an investment in a Canadian company that is actively engaged in developing some of nature's vast resources?

I don't know of anything better, and I don't think that the reader does either.

The one great industry that is still in its infancy in Canada is the oil industry and the man or woman who invests today in legitimate Canadian oil companies should reap a rich reward in the next decade.

The present is a particularly good time to invest your money in Canadian oil companies because under wartime restrictions which are still in force, it is impossible for any concern to offer its shares for public subscription without first submitting the proposition to the finance minister at Ottawa and thereby securing an official permit.

While this permit does not in any way constitute an approval of the stock, it is quite obvious that no fake company or wildcat scheme could secure such a license, and as this measure was enacted primarily to protect the small investor who is not familiar with finance it is the duty of all loyal Canadians to insist on a company having such a license before making a purchase.

During the past two years I have made a careful study of the Canadian oil industry and in my opinion it will rank second to none in the near future.

How rapidly a new industry is developed in Canada is fully illustrated by the official record of our gold production.

In 1910 there was produced in the entire Province of Ontario only $68,498.

In 1916 the total production of gold was exactly $10,339,259.

At the present time we depend to a great extent on the United States for our supplies of oil, but this condition may be reversed in the next few decades.

What has been done in gold can be repeated in oil, but this time I hope that Canadians instead of our neighbors will reap the reward.

I know of one Canadian oil company organized less than six months ago that has already made a wonderful record and the best part is yet to come as only a few hundred acres out of more that 19,000 have been developed.

You can share in the future prosperity of the Canadian oil industry in only one way and that is by securing a small interest in some of the legitimate companies that are going ahead and doing big things.

Drop me a card and let me send you full data regarding one such company that in my opinion represents opportunity in its rarest form.

This company is earning enough money from work already to pay shareholders regular dividends of 4½ per cent quarterly, and as the next dividend is due next month it is worth while acting quickly so you can share in this payment.

A postcard or a phone call will secure all the information free of cost without any obligation on your part to buy.

Faithfully yours,

Mark Harris

Telephone Adelaide 52. Royal Bank Building, Toronto, Ontario.

HAIG REVEALS TACTICS THAT WON THE WAR

Great Leader Describes How Tide Was Turned.

TENACITY WINS VICTORY

Historic Document Traces Events From April Last.

LONDON, Jan. 7.—(British Wireless.)—An historic document, written by Field Marshal Sir Douglas Haig, commander-in-chief of the British armies on the western front, is to be published tomorrow. It deals with the operations of the British armies from the end of April, 1918, when the situation was most critical, up to the conclusion of the armistice.

The document opens with a recital of the situation when the British armies had been forced to give ground before the tremendous German onslaught in the spring of 1918 and when the German forces on the western front greatly outnumbered those of the Allies. The only course open for the Allies was to preserve their front unbroken until summer could bring additional American forces and enable them to face the Germans on something like a footing of equality.

Tenacity Wins Victory.

By an exhibition of wonderful tenacity, says the document, the Allied troops preserved their line intact until July 18—when they did more. Marshal Haig says the complete success of the Allied counter-attack on that date marked the turning point in the year's campaign. There followed, he adds, a complete change in the whole military situation.

"The German army," Field Marshal Haig continues, "had made its effort and had failed. The period of its maximum strength had been passed, and the bulk of the reserves accumulated during the winter had been used up. On the other hand, the position of the Allies in regard to troops had greatly improved.

Situation Reversed.

"Fresh troops made available during the late spring and the early summer had been incorporated and trained. The British army was ready to take the offensive, while the American army was growing rapidly, and had already given convincing proof of the high fighting qualities of its soldiers."

From that time, Marshal Haig, says, until the victorious conclusion of the armistice, the Allies never looked back. First came the onslaughts which drove the Germans from their carefully-planned positions, each in itself a tactical event fitting into the superb strategy conceived by the Allied high command. Regarding the preparations for the attack at Amiens, the field marshal says:

Deceiving the Enemy.

"Instructions of a detailed character were issued to the formations concerned calculated to make it appear that a British attack in Flanders was imminent. Canadian battalions were put into line on the Kemmel front, where they were identified by the enemy. Corps headquarters was prepared and casualty clearing stations were erected in conspicuous positions in this area. Great activity also was maintained by our wireless stations on the first army front, and arrangements were made to give the impression that a great concentration of tanks was taking place in the St. Pol area. Training operations in which infantry and tanks co-operated were carried out in this region on a day on which the enemy's long-distance reconnaissance and photographic machines were likely to be at work behind our lines.

Completely Fooled.

"Rumor that the British were about to undertake a large and important operation on the northern front quickly spread. In the course of our subsequent advances convincing proof was obtained that these different measures had had the desired effect and that the enemy was momentarily expecting to be attacked in strength in Flanders.

The Germans were completely fooled. Field Marshal Haig says, and in the early morning mist of August 8 British troops caught the surprised enemy and captured thirteen thousand prisoners, nearly 400 guns and vast quantities of ammunition and stores of all kinds.

Following the storming of the German lines on all parts of the battle front came a period when the fighting was entirely in the open, except for such use as could be made of villages and natural cover. Here, according to the field marshal, British cavalry took a wonderful share in the operations, and the only aim of the enemy was temporarily to hold up the advancing Allies in order to unravel the tangle of their forced retreat.

NO MORE TROOPS OF BRITAIN WILL GO INTO RUSSIA

There Are Not More Than 20,000 There Now, Says Statement.

LONDON, Jan. 7.—The British Government has not the slightest intention of sending any more troops to Russia, it was announced today.

Not more than 20,000 British troops are in Russia today, a number of which are non-combatant, the announcement states, and these are being brought back as quickly as possible.

Stockyards To Be Soon Under Govt. Control?

BRANDON, Jan. 7. — That the Canadian stockyards will be under Government control within the next few weeks was one of the startling statements made at the Swine Breeders' Association meeting this afternoon. A. G. Hawkes, director of the Saskatchewan Grain Growers' Association, said that there were utter complaints of graft at the Winnipeg stockyards, and that the farmers complained justly that the people believed they received the 60 cents per pound which bacon sells for.

Mines and Torpedoes Can Have No Effect on Britain's Latest

LONDON, Jan. 7.—Canadian Press Dispatch From Reuter's.—Although no official statement has yet been made, it is understood that the British warship Hood, now nearing completion, will be the largest fighting vessel in the world.

She is 894 feet long and will carry eight 15-inch guns. Her hull is fitted with an outer cushion, against which torpedoes and mines will explode harmlessly. She is expected to attain a speed of at least 40 miles an hour. The Hood will cost £3,750,000.

BRITISH SOLDIERS INSIST ON EARLY RETURN TO HOMES

Demonstrations Urging More Rapid Demobilization Continue in London.

GOVERNMENT EXPLAINS

Men Are Urged Not To Act Inadvisedly in Present Situation.

London, Jan. 7.—Soldiers objecting to the delay in the demobilization of the British armies engaged in further demonstrations today. The vicinity of the war office was invaded by lorries filled with men and by marching soldiers. They came from the Shoreham camp. Many of them were on leave from Saloniki, and objected to being sent back.

On the sides of the lorries were signs reading: "Get a move on," "We won the war; give us our tickets," "Get on with it, Lloyd George," and other similar sentiments. The men were generally well behaved, and treated the matter humorously, although they refused to disperse until a deputation was seen by officials, who assured them that Viscount Milner, secretary of state for war, and Gen. Sir William Robertson were then in conference on the grievances advanced by the soldiers.

Press In Sympathy.

The press is generally displaying full sympathy with the troops, but the more influential newspapers do not hesitate to tell them that they are acting inadvisedly in taking their present course, which is not open to their comrades overseas, who are equally entitled to demobilization.

One of the chief causes of dissatisfaction is the belief held by some of the troops that they are to be sent to Russia. This will be dispelled by the official statement issued at the war office today, saying that there is not the slightest intention of dispatching new forces to Russia. It has been announced authoritatively that the rate of demobilization, which last week was 10,000 a day, has been already increased to between 20,000 and 25,000 daily.

Premier Lloyd George returned to London from Wales today, and is expected to bring about the alteration of some of the complicated formalities which has hindered the rapid demobilization of those men who can be spared before the treaty of peace is signed.

A war office statement issued tonight prints an address by Major-Gen. Fielding, commander of the London district, to troops assembled in the war office quadrangle today. He absolutely declined to consider grievances submitted in such a manner by the troops, and told them they must bring their objections to their own quarters and to their own commanding officers. He reminded them that the war was still on, and that "although we have won the war, we may lose the peace." He said he knew the trouble was being fomented by only a few agitators, and that "most of the men would be ashamed of the action they are taking if they only knew the danger in which they are placing the country."

Government's Statement.

The Government has issued a further explanatory statement concerning demobilization. It announced that from a date to be fixed no officer or soldier in France will be allowed to come to England on leave except on the distinct understanding that he will return to France at the expiration of his leave, and that on no pretext whatever will he be discharged during leave. The statement adds:

"Experience shows this order to be necessary in order to insure the maintenance of the army of occupation, the personnel of which must receive leave in their turn."

CREWS OF AUXILIARIES COMPLAINING OF SLOW DEMOBILIZATION PLAN

London, Jan. 8.—Discontent has made its appearance in the grand fleet over the slowness of demobilization, especially among the auxiliaries, whose duty it has been to sweep up mines. The crews of many of the auxiliaries were recruited from the fishing fleets, and the men wish to share in the huge profits now being made by the fishermen. They had been offered two pounds extra weekly to continue at work, but are agitating for their discharge. Further demonstrations by the soldiers took place today in London and other centres.

FLAGS HALF-MAST FOR THIRTY DAYS IN UNITED STATES

Wilson Cables Instructions For Nation's Mourning.

WASHINGTON, Jan. 7.— Vice-President Marshall, acting as the personal representative of President Wilson, committees of the Senate, House, state naval and war departments left Washington tonight for Oyster Bay, N. Y., to attend the funeral tomorrow of Col. Roosevelt.

President Wilson at Paris sent a personal cablegram to Mr. Marshall today, asking that he attend the funeral as the president's representative. Later Mr. Wilson sent an official proclamation to the American people, in which he paid high tribute to Mr. Roosevelt and directed that flags on all government buildings be displayed at half-mast for thirty days and that suitable military and naval honors be rendered.

Inquiries as to why government departments were not ordered closed during the funeral revealed that an act passed in 1893 forbids such marks of respect to former government officials. As far as possible, however, government activities will cease. The Senate adjourned over tonight until Thursday and the House of Representatives will meet for a brief session only. Most committee hearings set for tomorrow were abandoned.

About forty senators and representatives comprised the congressional party which left here late today in three special cars accompanied by Senate and House sergeants-at-arms and other officers.

FLOUR

Toronto, Jan. 7.—Flour—Ontario, war quality, $10.25; Toronto-Montreal, $10.25, new bags; Manitoba, war grade, $11.35, in bags, Toronto.

Millfeed—Carlots, delivered, Montreal: Shorts, $42.25 per ton; bran, $37.25; feed flour and middlings not quoted.

Montreal, Jan. 7.—There was no marked improvement in the volume of business in flour.

Demand for most lines of millfeed was better.

Rolled Oats were unchanged.

Flour—Manitoba spring wheat, war grade, $11.25@11.35.

Rolled Oats—Bags, 90 lbs., $4.25@4.50.

Bran—$37.25.

Shorts—$42.25.

Moullie—$68@70.

HAY

Toronto, Jan. 7.—Hay—Baled, on track, Toronto, in carlots: No. 1, $21@22; mixed, $19@20 per ton.

Straw—In carlots, $9.50@10.50 per ton.

Montreal, Jan. 7.—The only new development in the baled hay trade is the fact that the Government has agreed to pay present prices up to the 15th of the month for all deliveries made to them at their shed on the wharf, but it is fully expected that after that date there will be a reduction in prices.

Hay—No. 2, per ton, carlots, $20@21.

FINANCIAL AND COMMERCIAL

THE LOCAL MARKET

Hay is fairly plentiful at the local market. Yesterday 20 loads were sold, the price ranging from $18@20 per ton.

A slight drop took place in the price of oats; they are now quoted from $2 10 @2 15 per cwt.

The general price for straw of first-class quality is $9 50 per ton; a few loads are selling for $9.

Live hogs are now quoted from $17 50 @17 75 per cwt. Dressed hogs are quoted from $24@25 per cwt.

Dairy butter is scarce, but the price still ranges from 58@55c per lb retail.

Eggs are 70@75c per dozen.

Potatoes are slow, but no change in price has taken place.

Grain, Cwt.—			
Oats, per cwt	$2 10	to	$2 15
Wheat, per cwt	3 51	to	3 51
Grain, Bushel—			
Oats, per bu	71 2-5	to	73 1-10
Wheat, per bu	2 11	to	2 11
Vegetables—			
Cabbage per doz., wholesale	40	to	60
Cabbage, each, retail	5	to	10
Potatoes, retail, bag	1 60	to	1 60
Potatoes, load, bag	1 50	to	1 50
Potatoes, retail, peck	35	to	40
Celery, per doz	40	to	75
Spinach, per bu	60	to	60
Lettuce, per doz	40	to	40
Beets, per bu	50	to	60
Cauliflowers, per doz., wholesale	1 50	to	2 50
Cauliflowers each, retail	15	to	20
Sage, savory, doz	40	to	40
Dry onions, bu	1 00	to	1 50
Parsley, per doz	30	to	40
Carrots, per peck	20	to	25
Turnips, per bu	30	to	50
Parsnips, bu	50	to	65
Fruits—			
Apples, per bbl	2 00	to	2 25
Spies, per bbl	3 00	to	3 25
Apples, per bag	75	to	1 35
Snow apples, bu	1 00	to	1 00
Apples, per bu	75	to	1 00
Apples, cooking, 11-qt basket	25	to	30
Apples, snow, 11-qt basket, retail	25	to	40
Citrons, each	10	to	20
Hay and Straw—			
Hay, per ton	18 00	to	20 00
Straw, per ton	9 00	to	9 50
Dairy Products, Retail—			
Butter, creamery, lb.	58	to	54
Butter, dairy lb rolls	50	to	52
Butter, crocks, lb	50	to	50
Eggs, crate lots, doz.	65	to	67
Eggs, basket, doz	65	to	67
Poultry, Dressed, Retail—			
Spring chickens, each	1 00	to	1 50
Chickens, per lb	30	to	35
Spring ducks, dressed	1 10	to	1 50
Ducks, per lb	25	to	30
Geese, per lb	30	to	32
Geese, each	2 50	to	3 50
Turkeys, per lb	45	to	50
Live Stock—			
Hogs, dressed, cwt	24 00	to	25 00
Fat sows, cwt	14 50	to	15 00
Live hogs, cwt	17 50	to	17 75
Small pigs, pair	18 00	to	20 00
Beef, per cwt	16 00	to	18 00
Veal, per cwt	20 00	to	23 00
Heifer beef, cwt	20 00	to	22 00
Lamb, per cwt	23 00	to	25 00
Hides and Wool—			
Calfskins, per lb	25	to	30
Country hides, lb	15	to	16
City hides, lb	17	to	17
Sheepskins, each	1 00	to	2 50

GRAIN.

Winnipeg, Jan. 8.—Oats opened ⅝c to ½c higher for May, at 82¾c.

Barley, ¾c higher for May at $1 07½.

Flax, ½c lower for May at $3 44.

Inspections on Tuesday totaled 310 cars for all grades. The contract grades of wheat were 178 cars.

Chicago, Jan. 8.—Opening: Corn—January, $1 49⅝; May, $1 41¾.

Oats—January, 71½c; May, 73½c.

Chicago, Jan. 8.—Denial of the removal of restrictions on imports from Argentina brought about fresh advances today in the corn market here. Highest prices yet this season were reached by all deliveries. On the bulge, however, profit-taking was in evidence, and a reaction ensued. Opening quotations, which ranged from ⅜c to 1⅜c higher, were followed by a material setback, and then moderate new upturns.

Oats swayed with corn. After opening ⅝c off to ⅞c up, with May at 72⅝ @72½c, the market scored further gains and then fluctuated within narrow limits.

CHICAGO GRAIN MARKET.

[Reported by Thomson & McKinnon.]

Chicago, Jan. 8.

Corn—	Open.	High.	Low.	Close.
Feb.	$1 45½	$1 46	$1 44¼	$1 44¾
May	1 41½	1 43	1 41¼	1 41¾
July	1 40½	1 41¼	1 39¾	1 40¼
Oats—				
Feb.	72½	72⅝	72	72⅜
May	73⅜	73½	72⅝	73⅛
July	69⅞	69⅞	69½	69¾

LIVE STOCK.

Toronto, Jan. 8.—Trade in all branches of live stock was active at the Union stockyards, with prices generally firm. Sheep and lambs and calves sold unchanged, but the hog market was a little unsettled. Receipts, 57 cars, containing 666 cattle, 123 calves, 1,505 hogs and 512 sheep. Quotations:

Cattle—Exporters, choice per cwt, $14@15; do, medium, $12@13; do, bulls, $9 50@10 50; butchers, choice, $10 50@12; do, medium, $9 25@10 25; do, common, $5 75@6 25; do, cows, choice, $9 25@10 75; do, medium, $7 50@8 50; do, canners, $6@6 25; do, bulls, $8@9; feeding steers, $9 50@10 50; stockers, choice, $7 50@8 50; do, light, $6 50@7; milkers, choice, each, $85@130; springers, choice, each, $95@140; calves, $17@18.

Sheep—Ewes, cwt, $10@11; bucks and culls, $5@10; lambs, $16@16 50.

Hogs—Fed and watered, cwt, $18 50; f. o. b., $17 75.

East Buffalo, N.Y., Jan. 8.—Cattle—Receipts, 150; strong.

Calves—Receipts, 150; market easier, at $5@21 50, a few at $22.

Hogs—Receipts, 2,600; steady; heavy, mixed and yorkers, $18 50; light yorkers, $18 25@18 40; pigs, $18; roughs, $12@16 80; stags, $10@12.

Sheep and Lambs—Receipts, 1,600; steady and unchanged.

PROVISIONS.

Liverpool, Jan. 8.—Beef—Extra India mess, 370s.

Pork—Prime mess western, 330s.

Hams—Short cut, 137s.

Bacon—Cumberland cut, 152s; clear bellies, 160s; long clear middles, light, 160s; do, heavy, 159s; short clear backs, 157s; shoulders, square, 128s.

Lard—Prime western, in tierces, 149s 6d; American refined, in pails, 152s; do, in boxes, 150s.

Chicago, Jan. 8.—Higher quotations on hogs and grain lifted provisions. It was said that, contrary to recent gossip, the average price of hogs for February would not be fixed today.

OILS.

Liverpool, Jan. 8.—Tallow—Australian (in London), 72s.

Turpentine Spirits—125s.

Rosin—Common, 64s 6d.

Petroleum—Refined, 1s 6⅝d.

Linseed Oil—62s.

Cottonseed Oil—68s 6d.

War Kerosene—No. 2, 1s 2¾d.

London, Jan. 8.—Calcutta Linseed—Afloat, £32 10s.

Linseed Oil—58s.

Sperm Oil—£54.

Petroleum—American refined, 1s 4½d; spirits, 1s 5½d.

Turpentine—French, 105s; Spanish, 104s; American nominal.

Rosin—Type G, 55s.

LONDON STOCK EXCHANGE.

London, Jan. 8.—Closing prices today were:

British 5 per cent loan	94⅝
British 4½ per cent loan	98½
Consols, for money	59⅛
Atchison, com.	97
Baltimore & Ohio	52
Canadian Pacific	175½
Chesapeake & Ohio	59
Chicago Great Western	9
Chicago, Milwaukee & St. Paul	46
De Beers	16¼
Denver & Rio Grande	8½
Erie, com.	23
Erie, 1st pfd.	33
Grand Trunk	11¾
Illinois Central	102
Louisville & Nashville	124
Missouri, Kansas & Texas	8
New York Central	75
Norfolk & Western	111
Ontario & Western	24
Pennsylvania Railway	47
Rand Mines	3
Reading Railway	86
Southern Railway	33½
Southern Pacific	106
Union Pacific	134
United States Steel	102

WALL STREET.

New York, Jan. 8.—Wall Street, 10:30 a.m.—Today's session of the stock exchange, which will suspend operations at 12:30 o'clock as a mark of respect to the memory of Col. Roosevelt, opened with a firm but dull undertone. Oils showed little of their recent strength and activity, but other speculative issues, particularly the motor group and leathers and tobaccos, advanced substantially with secondary rails, notably Texas Pacific and Missouri Pacific, and local tractions added fractionally to yesterday's rally. Shippings and coppers were moderately reactionary.

Close.—The session of the stock exchange today was curtailed to half the regular period out of respect to the memory of Col. Roosevelt. Trading was moderately active, however, with a strong undertone, shippings and coppers furnishing the only exception. Oils, motors, tobaccos, sugars and leather rose 1 to 3 points, some inactive specialties of the investment class 2 to 4, and Texas Land Trust 37 points. Rails were sluggish, but heartened on a demand for strangers and coalers. United States Steel featured the prominent industrials at an advance of 1 point. The closing was strong. Sales approximated 300,000 shares. Bonds, including the Liberty group, were steady.

NEW YORK STOCK EXCHANGE.

Thomson & McKinnon, brokers, Royal Bank Building, report fluctuations in New York stocks for The Advertiser as follows:

	New York, Jan. 8.			
	Open.	High.	Low.	Close.
Allis-Chalmers	32¼	33¾	32¼	33½
Am. Coton Oil	43⅝	43⅞	43½	43½
American Car	90½	91¼	90½	90½
Am. Smelters	75⅝	75⅞	75⅝	75⅞
American Can	48½	49	48½	48¾
Am. Beet Sugar	73	73½	71¾	73⅝
American Hide	14½	15¼	14½	15¼
Am. Hide, pfd.	75	77¼	75	77⅛
American Sugar	113	114⅝	113	114
American Linseed	50⅞	52	50⅞	51¾
Anaconda Copper	59⅞	59⅞	59⅝	59⅞
Baltimore & Ohio	49	49⅛	49	49⅞
Baldwin Loco	75	75⅛	75	75
Bethlehem Steel	61⅞	62	61⅞	62
Brooklyn Transit	25⅞	26⅞	24¾	26⅝
Cal. Petroleum	23	23⅝	23	23¾
Central Leather	61	61¼	61	61¼
Col. Fuel & Iron	37	..	..	..
Chile Copper	17⅞	17⅞	17¾	17¾
Chino Copper	33⅝	..	..	..
Corn Products	49¼	50⅝	49¼	50
Crucible Steel	57⅞	58	57⅞	58
Cuban Sugar	29½	30⅞	29½	30⅞
Distillers	54⅞	55⅞	54¾	55¼
Erie, com.	17	17⅛	17	17
Erie, 1st pfd.	28	..	..	..
General Motors	130⅝	130⅝	130	130
Goodrich Rubber	57	..	..	..
G. Northern, pfd.	93¼	94	93¼	94
G. Northern Ore	33⅛	34	32¾	33⅞
Interboro- com	6¼	6½	6¼	6⅜
Interboro, com	6¼	6½	6¼	6⅜
Inspir. Copper	46¾	46¾	46½	46½
Inter. Nickel	32	..	..	..
Kennecott Copper	32¼	32¼	32	32
Lehigh Valley	55⅝	..	..	..
Marine, com	25⅜	..	..	..
Marine, pfd	110½	110½	107½	108¼
Maxwell Motor	29	..	..	..
Mex. Petroleum	185	186½	184½	185½
Missouri Pacific	25½	26½	25½	26
New Haven	32¼	32¼	32	32¼
Northern Pacific	92¼	..	..	..
New York Central	74½	74¾	74½	74¾
Norfolk & West	106	..	..	..
Pennsylvania	45⅝	..	..	..
Railway Steel	75	..	..	..
Reading Railway	82½	83	82½	82⅝
Republic Iron	75	..	..	..
Rock Island	25½	25½	25¼	25¼
Rubber, com	27½	..	..	..
Southern Railway	29	29¼	29	29
St. Paul	40¼	..	..	..
Studebaker	51⅝	52⅝	51⅝	51⅞
Southern Pacific	101	102	100⅞	101½
Texas Oil	186	186	185	185½
Union Pacific	128½	129¼	128½	129
U. S. Steel	93⅝	94	93⅛	93⅝
Utah Copper	71½	71½	70¾	71¼
Virginia Chemical	54⅞	..	..	..
Westinghouse	42	..	..	..
Western Union	78¾	..	..	..
Willys-Overland	25½	26⅛	25½	25¾
Wabash, A	33	..	..	..
Anglo-French 5's	97⅝	..	..	..

Sales to noon, 244,000 shares.

MONEY.

London, Jan. 8.—Closing: Money, 3 per cent.

Discount rates—Short bills and three months, 3 17-32 per cent.

Gold premiums at Lisbon, 67.00.

COTTON.

Liverpool, Jan. 8.—Cotton—Futures closed steady; January, 18.90d; February, 17.88d; March, 16.95d; April, 15.95d.

Continued From Page One

WITHIN SIGHT

termined to capture their objective, $75,000, within three days, to do their bit for the men who actually went over the top in the big war to wrest victory from the Hun, at the expense of eyesight frequently, of lost limbs and grievous wounds.

Full of the inspiration of the stirring addresses delivered at the campaign inauguration the previous night, the canvassers started on their rounds equipped to meet any argument that might arise in regard to the necessity of still "carrying on" in the Red Cross work now that the war is over. At night they returned to their homes or to their headquarters, rejoicing in the many shekels subscribed and gathered in towards the realization of the goal and the making possible of adequate service for "the men" who have suffered the most in the war, who are coming back to this district for restoration to strength.

Money Coming Freely.

"The money is coming in in handfuls," chuckled "General" John Bridge, director of the men's forces, at 6 o'clock last night. The faces of the district captains, R. D. McDonald, W. A. Martin, Clarence R. May and Major C. M. R. Graham, were wreathed with smiles.

One after one, the canvassers came back, telling stories of unexpectedly cordial receptions. To be sure, many people had raised the question, "Why is the campaign needed now that the war is over?" The answer of Mrs. Plumptre to this anticipated question came pat, "Because no armistice or peace ever signed was able to heal a sorely wounded man."

While there won't be new casualties coming in, the reminder was given that it will be one, two, three, and perhaps more, years before many of the men who have suffered in the war will be well enough to be discharged from hospitals. As long as they are the charges of the C. A. M. C., the volunteer auxiliary corps, the Red Cross must do its part.

Women Doing Well.

Following the first noon-hour rally and luncheon, the men canvassers started out promptly once more.

In the meantime the women were on duty, combing their districts with the thoroughness that is characteristic of women workers.

"We have been delighted with the results of the day's work," stated Mrs. John Campbell, president of the East End Red Cross. "In the scattered districts on the outskirts it meant a good deal of time and effort for very little brought in. But when people gave with good spirit, manifesting their interest, it was well worth while. Some houses didn't give anything, but the majority of people gave at least something."

Mrs. G. B. Sage, president of the east end Red Cross, states that her district is once more justifying the faith that West London will rise to the occasion in a patriotic campaign. So many have been the enlistments during the war from that end of the city that naturally sympathy runs high for any work that means better care for the boys who have fought, who have done their bit and suffered.

Sickness Hampers Many.

"The canvassers report good success," she says, adding, "People are willing to give, though we have so much also as last year, because we have only part of West London in our district. Again, the canvassers went to homes, where there had been much sickness, as a rule, influenza. It was simply impossible for the people to give, owing to their heavy expenses. But they were sympathetic and would have given if they could. Of course, some people were met who were not sympathetic and did not understand the great need, but these were a small minority."

Mrs. R. H. Dignan, another team captain with headquarters in St. Peter's Hall, says of her district, north of Oxford and west of Richmond: "Our canvassers had a most cordial reception everywhere. So far as I know, they didn't have a single refusal. No matter how little people were able to give, they all gave something."

Unfortunately the spirit of good will wasn't universal.

Women canvassers had at least one unpleasant experience. When they explained their errand to the "lady of the house" at one place, where they called, she informed them tartly, "I have no use for the Red Cross at all," and slammed the door on them.

That house is marked and is being reported.

Knows Its Value.

Very different in character is another incident of the campaign. There is a certain woman, a widow, with a family of little ones. A small truck farm along with pension money is their means of livelihood. Her husband gave his life over in France. She knows what the Red Cross means and earnestly desires through it to help the husbands, brothers, sweethearts and sons of other women back to health and strength through "the ministrations of the greatest mother in the world, the Red Cross." Even before the canvass proper opened she brought her offering, ten whole dollars, for the after-the-war Red Cross campaign. And she wouldn't allow her name to be used, because she was giving, not for desire that it might be known, but because the most she could spare was not too much for the cause.

"It takes all kinds of people to make a world, but most people are pretty decent after all," commented one canvasser at the close of the first day in the field yesterday.

"General" Bridge has another version. "The London people are a mighty fine lot, and they are going to rise to the occasion, just as the canvassers have risen to the point of enthusiasm and interest which is going to carry this campaign through to a victorious conclusion. Victory for our Red Cross? You can bank on it. Fall down after the way our men have measured up at the front? Not much."

Today, the canvassers will be out bright and early again, and the C. G. R. band is to furnish music wherever it goes up and down the street car lines, in a "run-about" street car especially provided for the purpose by the street railway company.

When the band plays a patriotic tune, some place away out in a suburb, people are sure to say, "Why is the band playing?" Someone will answer "For the Red Cross campaign," and that is going to set the people thinking about the canvass, which is good advertising. That is what the band is supposed to do, to rouse interest in the campaign in the outlying districts, just as it did downtown today.

Reports will be made at the noon-hour luncheon in the Tecumseh House, and it is expected the story told will be one of big advance in the drive in the twenty-four hours between noon yesterday and noon today.

Lieut.-Col. Walter J. Brown is organizing a team among the officers of the district headquarters staff, and big things are expected from the local military men.

Workers are badly needed, for though the receipts have been wonderful up to the present, according to "General" John Bridge, the ground is not being covered thoroughly as it should be, and everyone is urged to turn out and do their turn for the cause.

"Every wage-earner in the city should try to give something," said the general last night, adding, "Something, be it large or small. Every little bit is needed, as the last lap is always the hardest."

Checks or contributions may be left or mailed to the office of the London and Western Trusts Company, 382 Richmond street. Anyone who is overlooked in the canvass may leave their contributions with John S. Moore at that address.

Amid deafening cheers it was announced at the noonday luncheon yesterday tendered to the Red Cross canvassers by A. M. Smart in the Tecumseh House, that the total in the drive for $75,000 stood at $35,765.60.

The teams composed of men received $14,515.60 in subscriptions in the morning, while the feeling was that a much large amount would be gathered in the afternoon. The women's team did not make a report.

Some of the subscriptions announced by Mr. Smart were: Mayor C. R. Somerville, $500; R. C. Struthers & Co., $1,200; Ontario Loan and Debenture Company, $1,500; the McClary Manufacturing Company, $3,500; Major Gordon Ingram, $150.

Congratulates Workers.

Mr. Smart congratulated the workers of whom about 125 were present, on the manner in which they had raised [illegible] half hours' time. He felt that the men would reach the amount needed in order to carry out the work of the Red Cross.

Sir Adam Beck declared that the men did not need any encouraging words from him. Personally he had not had a refusal. Everyone had been glad to give. He stated that in the last month one hundred soldiers had been discharged from the Byron Sanatorium as cured. The Red Cross work among these men had been marvelous. The local attention was what these men desired and needed, and this was what the local organization had set out to do now that the overseas pressure had been abated somewhat.

Need Individual Work.

"If we are to arrest the Bolshevik movement in this country, we must interest the men," declared Sir Adam. "They don't want to be treated as paupers. The Government is doing a lot, but doesn't cover the individual work that is needed. When you convince the men that you are interested in them and want to help them, you're going to check the awful condition that is facing Europe, and is making great inroads in the city of Toronto, more than you know of."

The Team Records.

John Bridge, who acted as chairman, stated that the special subscriptions received Monday had been allotted to the 11 teams in $2,000 lots. These amounts are included in the list that was posted on the blackboard and which follow:

Advertising Club	$ 3,403 75
Thistle Club	2,760 00
Y. M. C. A.	2,260 00
Chamber of Commerce, No. 1	2,902 25
Canadian Club	2,404 50
Rotary Club, No. 1	3,416 00
Chamber of Commerce, No. 2 (incomplete)	2,206 25
Salvation Army	2,155 75
Rotary Club, No. 4	2,515 60
Victory Loan	2,813 50
Builders' Exchange	2,138 00
Teams' total	$29,015 60

Be Economical With Gas

WEATHER.
Lower Lakes and Georgian Bay — Fresh west and northwest winds; fair; a little colder tonight, then mild again.

The natural gas supply was in jeopardy last winter.

The extreme temperature caused a tremendous demand. This placed such a pull on the gas wells that many of them were nearly ruined. After a certain percentage of the open flow of gas from a well is taken, there is danger of pulling gas so fast from the well, that water rises from beneath and destroys it. Be economical, therefore, in your consumption of gas.

Although natural gas is cheap, do not waste it, the supply is not everlasting.

Southern Ontario Gas Co., Ltd.

Interest Paid on the date

No bother, no waiting for your interest. No tales of woe from the mortgagor who can't pay. No foreclosure proceedings and loss of time; and no lawyers' fees to eat up your earnings. Just call for your interest; it is cheerfully paid every six months.

5½% Mortgage Corporation Debentures

are issued in sums of $100 and upwards for a period of time to suit the purchaser. Nothing so simple or so safe. Thousands of people have invested their savings in these debentures without the loss of a dollar invested.

$100 invested at 5½% doubles itself in less than 13 years.

$100 saved at 3% takes 23½ years to do the same thing.

Write for Booklet entitled "Profits from Savings."

STANDARD RELIANCE MORTGAGE CORPORATION
HEAD OFFICE—TORONTO
Branch Offices:
AYR BROCKVILLE CHATHAM
ELM