

of tickets and take complete charge of the entertainment for a proportion of the net receipts—usually not more than ten, fifteen or twenty-five per cent. He would then see to it that the expenses, including commissions paid to telephone canvassers and others, would amount to so much that there would be very few, if any, net receipts.

Another *modus operandi* was for the promoters to approach a well-known organization such as a branch of a national organization of women, usually in a small town, and ask them if they would like to receive one or two hundred dollars to help carry on their war work. This bait was usually swallowed hook, line and sinker with the result that immediately after the sum of \$100 was paid over, a 'boiler room' started operating. A boiler room consists of from five to twenty-five telephone salesmen working on a 'sucker list' containing the names, addresses and telephone numbers of all the prominent people and merchants in the town. Naturally these people resent being called several times to buy a ticket, especially after learning that the organization allegedly sponsoring the rally has already been paid off and is out of the picture.

These conditions existed until the Act was amended to provide that the promoter or promoters of a carnival, show, bazaar, exhibition or other entertainment for raising money for a war charity cannot spend more than twenty-five per cent of the gross proceeds to defray the expenses which are incurred. The ideal for every organization now raising funds for war charities is to endeavour, as far as possible, to see that one hundred cents of every dollar received from the public should be available for the war charity for which the appeal is being made.

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WITHIN three weeks of the declaration of war, the Toronto Better Business Bureau and the police cooperated in checking the activities of un-

scrupulous persons who used the telephone to sell tickets for a 'farewell ball' which was to be held in honour of the "boys going overseas." The arrangements were in the hands of promoters who for a small sum of money had purchased the endorsement of a certain *bona fide* organization. High-pressure tactics and glaring misrepresentations were made, while the names of some prominent men in Toronto were used without their consent or knowledge. The racket was exposed and the purchase price was refunded to everyone who had bought tickets.

Numerous schemes concocted by fly-by-night shysters have likewise been exposed. In one, the wives, sweethearts and mothers of soldiers were approached (in some cases directly and others indirectly) and requested to sign contracts for suitably-framed photographs or enlargements of their loved ones. Citizens have also been asked to pay for sending magazines to soldiers whose names and addresses are unknown.

A short time ago an impostor evolved a novel plan to collect funds from householders which were supposed to be used to send letters to soldiers overseas. These letters were printed and were supposed to be signed by the various householders who gave their support to the plan, which operated under the fancy name: 'Letter-writing Club'. The bureau heard about the scheme from a young man who had invested the sum of \$60 which represented the initial payment of a total of \$375 to be paid; upon payment of the full amount he was to receive a third interest in the 'club'. A number of young ladies were to be employed on a door-to-door canvass in an endeavour to collect five cents from every householder. Of each five cents collected, the canvassers were to receive a cent and a half, plus a dollar apiece a day. All money received over and above this outlay was to be handed over to the owners of the 'club'.