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London, Ont., Friday, May 19.

Mr. Baxter in Toronto.

HON. J. M. BAXTER, formerly a minister in the MEIGHEN government, but now viewing matters from the cold shades of opposition at Ottawa, paid a visit to Toronto a day or so ago and addressed the Conservative Businessmen's Club there.

The bent of his address was that the premier was not in command of the situation at Ottawa, but that it really rested at the say-so of SIR LOMER GOUIN.

It is a wonder that Mr. BAXTER would bring up that matter, for the reason that it is an old and discredited story. The speaker must have taken it for granted that the men at Toronto did not know the real conditions, and on that account sought to impose on their credulity.

Or it may have been that once the honorable gentleman got away from Ottawa; away from the place where the Conservatives are the smallest group in the House; away from the scene of some of the most humiliating defeats on division—it may be that he took on a new courage in Tory Toronto, and spoke of things as he would like to see them rather than as they really are.

Mr. BAXTER turned again to the question of the soldier bonus, although he knew full well that it had been threshed out on the floor of the House, and that the Government had been sustained on a forced vote by a majority that constitutes a record for the House. And in concluding his remarks on this point he stated: "The flag is still flown for vote-catching purposes, as the Germans flew a Red Cross flag over a machine gun battery." Gratuitous slander such as this comes with poor grace from a man to whom facts are a nuisance and responsibility an embarrassment.

"The present government has no fixed policy." Such is another of the taunts that Mr. BAXTER threw out to delight and entertain his Toronto friends.

If he means that the government has not decided in advance what it is going to do on all sides, regardless of whether it is the proper thing when new conditions arise, then he is right. The King ministry has shown to a marked degree a desire to interpret the wishes of the people in all legislation it has enacted. A government that is going to guide Canada through its present state can never be too alert in searching out new conditions, and bringing all possible new information to bear on the questions under discussion. The King government does not need and does not want a policy that will conform to the old idea of a fixed policy. No business institution can run on that basis, neither can any country. Policies must meet conditions as they arise, and these conditions have been arising with startling rapidity in Canada during the past few years. It is to be hoped, notwithstanding all the cheap talk and claptrap of Hon. J. M. BAXTER, that the King government will ever remain sensitive to the needs and desires of the majority of the Canadian people.

The wheat board and railway rates were also instanced to show that the government was not ready to announce what it was going to do. It is hard to understand how a man like Mr. BAXTER, who has been at Ottawa, and who has had the opportunity of attending sessions of the committee on agriculture, where the question of the wheat board was discussed, and where experts were examined day after day, can claim that the question was not approached in the fairest possible way. He also knows exactly what the government is desirous of doing in the way of securing evidence in the matter of railway rates, and he knows that it is a question so big and so complicated that it will involve every district from the Atlantic to the Pacific. Yet, possessing this knowledge, he runs off to Toronto, and here spoon feeds local Tories with a lot of rubbish about how the government should, in the twinkling of an eye, stand up and tell exactly that should be done on these questions.

Mr. BAXTER made a mighty poor show of himself. He has failed entirely to grasp the idea that Canada is passing through a time as serious as any it ever faced—that the duty of men in opposition in such a case is not to ridicule and misrepresent, but to criticize intelligently and constructively. He evidently had only one thing in mind, and that was to deliver himself of as much railing criticism and thin political soap as his Toronto audience could and at one session.

Consideration Needed.

MAYOR WILSON'S declaration to the members of the special jury committee that seven of the twelve members of the council never saw what they are voting on when solutions come before the council depicts a rather sorry state of affairs, if true.

The mayor instanced the ASHLAND railway motion as a case in point, and from remarks made and

opinions expressed by aldermen the day after the council meeting, the charge of the mayor would seem to have some basis in fact in this regard.

All lovers of good municipal government will regret that a breach, has been opened among the members of the council, but when the whole matter is sifted down and the kernel of the matter got at, it will be found that a hastily-prepared, ill-conceived motion of MAYOR WILSON and ALD. CHILDS is absolutely responsible—just what the mayor has condemned.

A resolution to cut all salaries 10 per cent was presented to the council, ALD. CHILDS moving it. This, by the way, is the motion that contained the proposal that all bonuses be discontinued, and which has led to ALD. JUDG. DOUGLASS and others charging that something was slipped over the "green" aldermen.

However, that is beside the point. The balance of the resolution proposed a gross reduction of 10 per cent. The ADVERTISER contended at the time that the motion meant reduction in salaries, but this was rather vehemently denied.

Now it is admitted that the resolution did mean a reduction in all salaries, but the mayor and ALD. CHILDS have not an iota of information on the salaries paid when they prepared their resolution. Later they learned that it was absolutely impossible to carry out the terms of their own resolution, and then sought a loophole. They found one and it was filled with trouble.

The point is that it was a hastily prepared resolution, drawn up without a knowledge of the facts, that is today the cause of the split among the members of the council. Mayor WILSON is learning, and his criticism of the aldermen, to say the least, is not slow.

Listowel's Experience.

IT is one thing to get industries, and another to get good ones. Listowel started out on what looked like a good proposition, but it took only a few weeks to show that the town would have been much better off without the firm that was ready and willing to come in and take all the place had to offer.

The worth-while concern is not out with its hat in its hand, looking for favors.

Rather is it out looking for location where the people in its employ will be contented and satisfied.

Many papers are taking a full out of Listowel over the unfortunate experience with the company that was brought to that town to make wheels. Many of the references savor of the "I told you so" type. Listowel is not the first place that has made a mistake, and the chances are that it will not be the last place.

Listowel may be a bit sadder over the experience, but the chances are that it is also a bit wiser, and it is the wisdom that is bought and paid for that can be put down as a real asset for years to come.

A worth-while manufacturer will come along some day to a snug little town like Listowel, and he'll realize at once that the place is of the worth-while variety. Listowel does not need to go around with its hat in its hand, and it should not try to do so.

LITTLE 'TISERS

The level crossing is dangerous enough, but has nothing on the man who tries to work the double-cross.

Seems hard to convince either the house at Ottawa or the one at Toronto that brevity is the soul of wit.

Once they get the budget speech in the Dominion House members can go ahead and prove they won't budge an inch either way.

If you'll save your laundry tags for a few weeks you may be able to pronounce the names of some of those Chinese generals in the new east war.

Now that there is not going to be war on the Brantford reserve the citizens of Brantford, as usual, will move along to the Indian fall fair at Ohsweken.

Doctors in Hamilton are going to take a half-holiday on Wednesday, which leads the Vancouver Province to remark that patients with a mid-week thirst will have to make their plans accordingly.

The editor of the *Gloucester Transcript* rubbed the dust out of his eyes and sat down and penned the following:

"We love our country, but we're figgered if we like to eat it. Hurry up with that street oil."

There was some doubt as to whether Russia would be allowed to go to Genoa at all. Once there the Russ has spread himself all over the stage, and is almost using the wings and dressing-rooms for his laundry and dirty clothes.

The way in which the most of the Progressive members voted on the stopping of the manufacture or sale of oleomargarine in Canada was at least consistent with their general stand against protection. They voted to allow oleo to stay and be made, although it is the chief competitor of butter, the product of dairy farmers. Their claim is that to have stamped oleo out would be protecting the dairy interests by killing off a competitor, and they are opposed to the principle of protection. It was a significant vote with considerable backbone behind it.

READ YOUR CHARACTER

By Digby Phillips.

NO. 218—SELLING THE RESTLESS MAN.

The restless man or woman is rather puzzling and irritating to a great many salesmen, and, in fact, to anybody who may have occasion for attempting some course of action.

Restlessness may indicate several very different things, and before you know how to handle the restless one it is necessary to form some idea of its cause in each particular case.

Suppose your prospect is seated, but is showing his restlessness by tapping on the desk with his fingers, shifting his position, moving his arms and legs frequently.

It may be temporary or habitual with him, and it will make some difference also as to what it is. If it is temporary, the chances are that it is due to some annoyance or irritation to which he recently has been subjected. He's merely worked up or nervous. Observe whether he is following closely what you say. If not, the chances are that his restlessness is temporary. If you can possibly arrange to do so, cut your visit short without bringing your sales talk to a climax and leave the way open for another visit. If you find on the next visit that he is still nervous and restless the chances swing around the other way. It is probably habitual with him, and your best course lies in furnishing him with some outlet for his energy. Take him somewhere where you talk to him, or get him to take you somewhere. Watch him when he walks. Does he stand erect? Is there anything of the crouching attitude about him, any impression of this sort? If so his restlessness is undoubtedly an evidence also of a suspicious nature, and you'll have to overcome this suspicion before you make much headway with him.

Tomorrow—Selling the "Rocky" Man.
(Copyright, 1922, by Public Ledger Company)

LEARN A WORD EVERY DAY

TODAY'S word is USUFRUCT.

It's pronounced—u-zu-frukt. With accent on the first syllable. It means—the use of the fruits or profits of an estate or other thing belonging to another, without impairment of the substance.

It comes from—Latin "usufructus," derived from "usus," or use, and "fructus," fruit.

It's used like this—"Italy, waiving her demand for the return of property which her nation formerly owned in Russia, asks that the usufruct, at least go to the original owners."

Our Own Country

Question—Who laid the foundation stone of the Houses of Parliament in Ottawa?

Answer—King Edward the Seventh, when Prince of Wales, laid the foundation stone of the Ottawa Parliament buildings when he visited Canada in the early sixties. The corner stone of the new structure was laid by the Duke of Connaught, the brother of King Edward.

25 YEARS AGO TODAY

HERE WE HAVE ITEMS OF LOCAL AND DISTRICT INTEREST AS RECORDED IN THE ADVERTISER OF 1897.

FRIDAY, MAY 19.

Weather—Unsettled and showery.

The executive committee of the Canadian Ticket Agents' Association met in the city yesterday. The members in attendance were: John A. McKenzie, Woodstock, the president; W. E. Rispen and W. H. Stewart, Windsor, and E. De La Hooke, of this city, secretary-treasurer. The visitors were taken to Springfield and shown the city by the local ticket agents, and were highly pleased with their reception. The date of the annual meeting at Windsor was changed from October 13 to October 6.

The Ivan Choral Club gave its incentive concert on Monday evening last in the Melville Presbyterian Church. At least 100 conveyances came in from ten miles around. The concert was a great artistic and financial success. The reorganized Imperial Quartet from London, with T. Adams, as first tenor, secured a great success, and will be looked for in the future. Ruthven McDonald, in his songs and recitations, showed his versatility, and held his audience as he always does. W. E. Collins, from the London contingent, also contributed to the program, and his singing of "Mary of Argyle" was greatly admired and applauded. Of the local contingent, Capt. T. E. Robson, Miss Patterson and Miss Kate Maclean, all of Ilderton, contributed to the enjoyment of the concert. The whole success of the organization and concert can be attributed to J. T. Dalton of this city, who, as singer and conductor, demonstrated his ability. Mrs. H. McDonald and Miss Colvin presided at the organ. The Ivan Choral Club will give an outdoor concert early in the fall.

F. Daly, city, is among the

DR. BISHOP'S ADVICE.

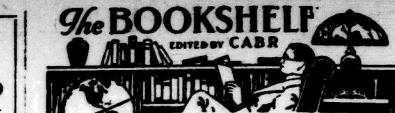
ATHLETE'S HEART



ANY great athlete, idol of college mates, goes to pieces in mature life, becoming morbid and morose, simply because he developed through strain, that organic defect called athlete's heart.

Such an infirmity comes when the valve leading from the heart to the largest artery fails to close properly. Thus part of the blood, with each heart beat, fails to get out, and returns to clog up the heart chamber.

Violent muscular efforts, such as lifting, running, bicycling, ski-jumping, boxing, wrestling, weight throwing and tug-of-war, rupture the valve. In most such cases, however, the valve has been weakened through



ONE WOMAN. By Alfred Ollivant. Doubleday, Page & Co., Publishers, New York.

WHENEVER the name of Alfred Ollivant is mentioned someone immediately says: "Oh, yes, the man who wrote the story about the dogs." This is undeniable but also unfortunate. It would be a much happier thing if Mr. Ollivant were known for his Sussex tales, "Two Men," and the sequel to it under review, "One Woman." But relations between dogs are much simpler and much more understandable than those between humans, and when a dog story is done with the perspicacity of a Mr. Ollivant it is not surprising that it should please the public more than a complicated story of people.

Mr. Ollivant is a sincere and able novelist. He endows all his characters with the breath of life and casts them so deftly that their positions, their natures, and their actions are perfect patterns in themselves and blend perfectly into his story as a whole.

"One Woman" carries the fortunes of the two Casper brothers, Ern and Alf, still farther than "Two Men" and plunges them into a maelstrom of living that all but sucks down the slow, stolid, honest Ern, Alf, crafty and unscrupulous, abusing himself and fawning on his superiors seizes every opportunity for his commercial advancement and soon reaches a position of eminence that fills him full of a rich and untoward contempt for his weaker brother who finds the world a bit too much.

The "One Woman" is Ruth, the wife of Ern, whose stormy career was unfolded in the preceding book. Ruth is a magnificent and artistic creation. She is epic in the greatness of her femininity. She is the essence of muliebrity, the great, beautiful and primitive female. Around her revolve three men, her husband, whose life becomes a dull thing with her merely a part of it; Jo Burt, a labor leader, friend of Ern, a great strong man, ruled by iron principles, which melt at the sight of Ruth and Alf, sneaking and boasting and trying to get Ruth into his hands by any means. The superb womanliness of Ruth and the struggle between her and the three men are admirably conceived and written.

The book pictures graphically ante bellum labor conditions, it looks intelligently and unerringly upon the pre-war army, upon conditions of the English poor, upon the right of the laboring man to have a family and it contrasts for us the new and old spirit of the church.

Against this intelligent and interesting background Mr. Ollivant has placed his living and moving story, a most human document, full of poignant joy and sorrow, told with skill, and told by a man whose books prove him to be a true and a sensitive artist.

WYATT'S

For the June Bride

Quality

Each and every bride has long dreamed of a house she could call her own. Now that she is to have one, the furnishing is to be considered. Let us show you how reasonably you can purchase good furniture at this large store.

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A wide assortment of dainty odd pieces of furniture in living-room, dining-room and bedroom. Odd rockers, chairs, small tables, library tables and articles too numerous to mention at very low prices.

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Beautifully-Finished Genuine Tennessee Red Cedar, guaranteed mothproof. \$20

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MAHOGANY AND WALNUT BEVEL PLATE MIRRORS.

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Walnut finished, bevel plate mirror, \$25.50

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Pure layer felt, roll edge, good ticking, made by Simmons, reasonably priced \$9.00

Knechtel Kitchen Cabinets

Golden oak, white enamel finish. A wonderful work saver.

Gate Leg Tables

Walnut, rubbed finish \$35

Kitchen Tables

SANITARY WHITE ENAMEL TOP finished in snow-white enamel.

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A Medal for Service to Humanity

Until the poisonous match was legislated from the world, annually there were deaths amongst match workers and children from match poisoning.

The Diamond Match Company ended the suffering with its invention of the non-poisonous match and was awarded the Louis Livingston Seaman Medal for service to humanity.

The combined resources, patents and processes of the world's three greatest match makers—The Diamond Match Company, the biggest—Bryant & May, Ltd., the largest in the British Empire—and Maguire, Paterson & Palmer, Ltd., of Liverpool, England, the second largest in Great Britain—are in the hands of the Canadian Match Company, makers of the new Maple Leaf Match.

Your first glance at the new match will surprise you. It is different and better. The sturdier, stronger, longer sticks—the perfectly finished heads—are something new to Canada.

Sponsored by the match masters of the world; Maple Leaf Matches are a product worthy of their name. They are NOT poisonous, the sticks are longer and stronger, the heads do not fly off, no live sparks when extinguished, a light every time, they withstand more wind and moisture.

Take any match from any Maple Leaf box and examine and test it against any other match that you can buy.

Ask your grocer to show them to you to-day

—they cost no more

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Toronto Montreal Winnipeg