



Pestering People to Buy

WE had two young men in last Saturday looking at Overcoats. They were just what they said they were when they came in—"Lookers." Our overcoat man gave them his best attention, which is the same to all, whether they are looking or buying. On their way out one of the young men said: "There is a big difference in stores. We have just come from one shop where all the clerks and the boss fairly surrounded us in an effort to make us buy whether we would or not." The sequel to this little story is that one of the young men came back this week and bought his coat from our salesman, and we feel sure that we have added another solid customer to our big list of pleased patrons. Service is our middle name and has been the means of building our splendid business to one of the best in Canada, combined with smart styles, bang up-to-date models and honest prices.

Looking ahead, we can see no immediate prospect of any drop in the prices of dependable fabrics, and there is going to be a lot of haphazard garments thrown on the market by some dealers in a frantic effort to make you believe the impossible has come to pass, and if you are not watchful you'll find yourself in the same position as a young chap we had in the other day buying one of our good \$48.00 serge suits to replace one that, to use his own words, was made from carpet. Someone has to pay the piper. Don't let it be you.

Oak Hall, Clothiers

Yonge and Adelaide Sts.

Open Till 10 Saturday Night.

J. C. COOMBES, Mgr

AUTOMOBILE DEALERS AND RETURNED SOLDIERS

Latter Should Be Given Assistance in Getting Remunerative Positions.

Towards the close of the retail automobile, garage and accessory dealers' convention in Oddfellows' Temple yesterday a batch of 29 resolutions were passed all calling for improvements in the laws relating to merchandizing in some form.

One notable exception was a resolution requesting the co-operation of all retail dealers towards securing satisfactory employment for returned soldiers who had been sales clerks. Yesterday was both "busy day" and "going away day." Every phase of the dealers' work in selling automobiles or accessories was dealt with in addresses and discussion, in fact the amount of store tonnage for slacked or disgruntled merchants administered by various speakers would fill a very respectable book.

J. C. Kirkwood of Toronto got down to hardpan with a cut and dry scheme for promoting sales. He presented every member with a diagram of it, showing how to lay out his field of operations in a series of numbered areas. Sales, in his opinion, depended on the effort made in the goods were satisfactory. Many men in the retail business did not know the names of the people in the district they were serving. Business was built on "at kind of information yet the majority of retailers sat waiting for the buyer to come in instead of soliciting business.

"Timothy Eaton's success," said Mr. Kirkwood, "was due to energetic soliciting by means of newspaper advertising. He found himself surrounded by men who sat in their stores and waited for business to come in. He went after it and got it. That is the only way. Get people talking about you and your business. Study your field; get the names of all the families; find out what kinds of goods they buy; then they stock that your community can digest and digest quickly. Put advertising in the newspapers. It is the quickest way to reach your people. If a paper has even just 15,000 circulation, in your community it is well worth while. Some men say: 'If I had more capital I'd soon develop my business. That is alright, capital and pep are both required, but between capital and pep the choice is for pep.'

Trade in United States. J. C. Thorpe, a visitor from the United States, who is president of the Urbana City Association of Commerce, brought a word of cheer across the line as to the progress made in organizing the trade there. Co-operation and competition, he said, went hand in hand. Dealers could co-operate as to the conditions under which they would work, and the automobile industry then the second largest manufacturing interest in the world. There was hardly a single direct relationship between automobile business and dealers. They would make their peak in the summer instead of winter. This summer urged frankness on the part of the dealer in dealing with his bank manager and the manufacturer. "Let them know your business," he said. "You won't lose anything by it. They have a right to know something about you."

G. Robertson, secretary of the Ontario Motor Association, stated that the Dominion government abolished the ten per cent. excise tax on automobiles imported from the United States. It might be imagined he said, that Canadian manufacturers would oppose the change but on the contrary they also business would rather have a great many cars at a reasonable price. An automobile was a public service machine and could no longer be classed as a pleasure car, or a luxury.

H. M. Powell, of the Imperial Oil Company, delivered a short address on the problem of the world's oil supply. There has been much aggravation of the destruction of oil wells in Rumania by the Germans. Canada alone used 20,000,000 barrels of oil annually. Europe was looking to North America for a supply of oil. Fortunately in the St. Lawrence river basin one of the largest oil fields in the world might yet be developed. The Imperial Oil Company were spending half a million dollars in exploration in this region and results to date had been very satisfactory.

Files Cured in 6 to 11 Days. Druggists refund money. OINTMENT falls to cure itching, blind, bleeding or protruding hemorrhoids; Soothers and Heals. You can get relief sleep after the first application. Price, 60c.

PARKDALE ELOCUTIONISTS.

Miss Thelma Bryant was honor prize winner in patriotic selections at last night's annual elocution contest held by Parkdale College in the assembly hall. Miss Melba Walker retained second prize in the same section. The honors in the humorous selections fell to Miss Irma Patterson. Miss Nora McAree following a close second. The judges were Mrs. W. E. Groves of Parkdale G.W.A. auxiliary, Miss Grace Edwards and F. W. Hayden, president of the Dickens Fellowship.

MOTOR THIEVING CHARGED.

George Tracey, 27 Alms avenue and Alex. Banks, 42 Beacomb street, were arrested last night by Acting Detectives Dawn and Nicholls on charges of theft. Both youths are alleged to be implicated in the theft of motor cars. At present they are charged with stealing a motor car Thursday night belonging to a man named H. J. Smith.

WARNING TO CHILDREN.

The danger of small children playing on the roadways, and the need for the establishing of more playgrounds in the city, were suggestions of a coroner's jury at the inquest last night. Coroner E. R. Hopkins conducted an inquest into the death of young Fred Spicer, who was killed last Monday by a motor car on Shaw street. The jury brought in a verdict of accidental death, exonerating the driver of the automobile, and the above suggestion was added as a rider to their finding.

REPLY IN COMMONS TO CIVIL SERVICE CHARGE BY HOCKEN

Hon. A. K. Maclean Says "Unfounded"—Government Willing for Inquiry.

NORTH AIR ROUTE Suggest Airplane Service to Dawson, With Edmonton as Base.

Ottawa, March 7.—Reply to charges against the civil service commission held the stage during the continued debate in the house today on the address. Earlier in the week, Mr. Hocken, member for West Toronto, had charged that appointments were made by the civil service commission from friendship rather than from fitness. He gave certain instances in support of his charges. Today, Hon. A. K. Maclean, minister in charge of the department, took the cases one by one. "I believe I have demonstrated beyond controversy," he added, "that in every single instance the statements of Mr. Hocken were absolutely unfounded, and cannot be supported by facts." Mr. Maclean also took the view that it was hardly fair to the civil service to make such charges without some effort to substantiate them. Moreover, if Mr. Hocken requested an investigation, the government would be glad to accede to the request.

The debate was continued in the evening by Arthur Trahan of Nicolet, Dr. Thompson, member for the Yukon, and Mr. Turgeon of Gloucester, N.B. Dr. Thompson suggested the establishment of an airplane service for the northland. There should, he said, be a base at Edmonton, thence the route would be to the mouth of the Mackenzie, then across to Dawson and back to Edmonton via White Horse and Athol.

A. K. Maclean in Debate.

Mr. A. T. Leger of Kent, N.B., drew the attention of the government today to the complaint of a French-Canadian soldier who wanted, during his eight days' leave, while his regiment was in England, to be allowed to go back to France to see the hand of his ancestors and his sweetheart there. He considered it a hardship that he should not be allowed to do so before returning to Canada.

Hon. S. C. Mewburn replied sympathetically. He said he had no personal knowledge of such a refusal, but would look into the matter. Incidentally he mentioned that the Third Division had returned to England. It was thought the First Division would embark as a French port for direct transportation to Canada, but this had not been found possible.

Hon. A. K. Maclean replied to the speaker's speech and the liberty of direct transportation to the assertion made yesterday by Mr. Lucien Cannon of Dorchester, that his speech and the liberty of direct press were gone, by remarking that after listening to the debate for ten days in the house he thought free speech and liberty of the press were more strongly entrenched than ever before.

Premier's Absence.

With regard to the question of the premier's presence at the peace conference, Mr. Maclean said that the judgment in the history of nations and institutions; it was the greatest confidence in human history, and it connected with the United States, which was not allowed to participate. If Canada should not be represented at the peace conference, why should the United States? Canada's effort had been as great as that of the country to the south of us. She had fought as a nation.

Mr. Maclean then turned to the charges made by Sir Sam Hughes that the various war loans had been floated at too high a cost. Sir Sam's figures, Mr. Maclean said, were palpably in error, and manifestly an injustice to the department of finance.

Flotation of Loans.

Sir Sam stated that he had taken his figures directly from the report of the auditor-general. Mr. Maclean replied that Sir Sam should have discounted the interest costs and discounts and had his figures worked out from the total figures would have reached the correct cost of flotation.

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He said that General Hughes was gravely in error in his statement of expenses in connection with the loan.

Discusses Hocken Charges.

Mr. Maclean, remarking that General Hughes' methods of calculation were wrong, went on to discuss the charges made by Mr. H. C. Hocken, of West Toronto, against the civil service commission regarding appointments. He did not know that any of the charges were ever made in the house against public service.

If they are true, Mr. Hocken should repeat them formally and ask for an investigation, and he thought it hardly fair to the civil service to make these charges without also making an effort to substantiate them. If Mr. Hocken requested an investigation the government would be glad to accede to the request.

Mr. Maclean expressed the opinion that in not one single instance could the charges be established or proven.

With regard to the appointment of the postmaster of Toronto, and his assistant, Mr. Hocken had declared that the postmaster had sent a recommendation for the appointment, it had been held up for months, and he was told the appointment was held up by the civil service commission, because the next senior man was a friend of the friend of the secretary of the commission. Mr. Maclean said these statements were untrue.

Mr. Hocken had stated, said Mr. Maclean, that the Toronto postmaster had recommended Mr. Elden Westman for the position of assistant postmaster. As a matter of fact, the first recommendation received from the postmaster was to the effect that Mr. Thomas T. Bower, assistant postmaster at Winnipeg, should be given the vacancy. Owing to the fact that Mr. George Ross, chief postoffice superintendent for the west, was overseas, this recommendation was not acted on until his return, but when he did return, he strongly advised against the appointment of Bower. He considered that it would not be to the advantage of the Winnipeg office to move this official to Toronto. The Toronto postmaster then recommended Mr. Westman, and he was given the appointment without delay.

In view of these facts, Mr. Maclean argued that the accusations against the commission were unfair and unjust. The member for West Toronto had also criticized the commission because of the appointment of a man from Victoria, B. C., as appraiser in the Toronto custom house. As a matter of fact, the commission had absolutely nothing to do with his appointment. It had been made under the authority of the customs department, and consisted in a transfer from Victoria to Toronto, of an official of that department.

J. C. Stead Appointment. Referring to criticism of the appointment of J. C. Stead as publicity agent for the department of colonization and immigration, Mr. Maclean said that an examination board, consisting of Sir John Willison, Toronto; F. D. Ross, Ottawa, and Mr. De Celles, of the parliamentary library, had found that Mr. Stead was best qualified for the position.

"What is the alleged justification for overlooking a returned soldier if he had the minimum requirements for the office?" Mr. F. Nickle asked.

"I do not say that the returned soldier in this case should not have received the appointment," Mr. Maclean replied. "I am not undertaking to say that Mr. Stead should have received the appointment. I am arguing today on behalf of the commission. I am attempting to relieve them of the imputation contained in the charges against them."

The appointment of a fruit inspector for western Ontario had, said the speaker, been criticized. It had been stated that the man appointed, Mr. J. B. Hastings, had been until recently an American citizen only naturalized a short time ago. The facts were that Mr. Hastings was a Scotsman who came to Canada in 1832. He had spent a certain time in the United States, but 13 years ago returned to Canada, and was now a fruit farmer at Winona.

Mr. Maclean then turned to a matter which, he said, had attracted some attention, namely, the selection of a man to fill the position of superintendent of penitentiaries. The name of Brigadier-General William St. Pierre Hughes had been mentioned and had received some support. A committee had been appointed to examine the applicants. This committee had decided that the advertisement calling for applications had not specified to a sufficient extent. It was decided that a new advertisement should be issued, and this had been done. No appointment had yet been made.

Mr. Maclean said that the effect of some of Mr. Hocken's statements was that there existed in Ottawa schools, which were specially favored by the civil service commission or someone connected with it. This was a serious accusation, which he said, should not have been made. If true, Mr. Hocken should ask for an investigation. In Ottawa, he said, there were schools specially organized for civil service examinations, but the commission was not responsible for these schools.

Then again Mr. Hocken almost directly accused the secretary of the civil service commission because stolen examination papers, received by some candidates. Mr. Maclean pointed out that the secretary of the commission never saw examination papers and the questions were set were put into the hands of the confidential printer of the commission. Mr. Hocken had nothing whatever to do with them.

With regard to the examination paper that had been stolen, the commission, he said, was doing everything it could to bring the culprits to justice.

The present system of appointments under the Civil Service Act, Mr. Maclean went on, was fairer, more just and more democratic than the old system of appointment on the recommendation of an M. P. It was not to leave any member of parliament the right to make a recommendation to a office which was virtually conclusive.

Mr. Hocken in the view of Mr. Maclean, had done a great injustice to William Foran, the secretary of the civil service commission. Mr. Foran was an efficient public servant, and a strong advocate of civil service reform. "I don't believe for one single moment," Mr. Maclean added, "that the secretary of the commission would be guilty of performing any of the acts which were charged and suggested against him by Mr. Hocken."

Continuing the debate on the address at the evening sitting, Arthur Trahan (Nicolet) said that no one on the Liberal side of the house objected to the prime minister attending the peace conference. Members of the opposition, however, felt that it was unnecessary for one-third of the cabinet to be overseas.

Referring briefly to the charges of Mr. Hocken against the civil service commission, Mr. Trahan expressed the hope that the member for West Toronto would insist on an investigation.

New Air Service.

Dr. Thompson then turned to a subject which he considered of primary importance to the future of Canada and the constituency which he represented. The government, he said, proposed to develop the highways of Canada. He

SHANNON
WAKE UP
People who fancy that Shannon Plumbing Service consists of the old-timey way of toddling along with a handful of tools—coming in and fire for forgotten tools—reckless and profligate waste of time—are still suffering from habits caught in the coils of the customs of the past. To pay good money for that kind of service isn't business or good judgment.

OUR CARS ANSWER ANY CALL—OUR CARS CARRY ALL TOOLS—ALL MATERIALS FOR EVERY JOB.

SHANNON THE PLUMBER
Park 738-739
Oakville Branch, Phone 334.

wished to draw the attention of the house to the fact that new highways had been discovered—the highways of the air.

What he asked the government to do, said Dr. Thompson, was to start an airplane service, with its base at Edmonton. The route which he suggested was along the valley of the Mackenzie River to its mouth, across to Dawson City, down the valley of the Yukon and back to Edmonton. The trip which he had mapped out could probably be accomplished within 48 hours actual flying time.

SCORE'S GREAT ESTATE SALE.
This is the fifth day of the Great Estate Sale of \$35,000 stock of Imperial Portland Cement, Sultana, Overcoats, Suits, Walscotings, Coats, and Trouserings, and each day as the sale progresses shows increased interest. Men are taking a serious business position to themselves and are taking advantage of selecting at such splendid discounts. Score's to measure clothes. The haberdashery special today is Pim's Irish Poplin Neckwear, regular \$1.75 for \$1.19. R. Score & Son, Limited, 77 King west.

WOMEN DO GREAT WORK TO HELP WIN THE WAR

The annual meeting of the St. Henry Pollard Chapter, I.O.O.F., took place yesterday afternoon at the Sherbrooke Club, in the presence of Mrs. Ambrose Small, in the chair.

The reports showed a year of great activity. \$8,027.41 being raised by the chapter in concerts, musicales, donations, entertainments, etc.

Amount disbursed for child welfare, \$254.37; salaries of officers, \$235.25; soldiers' dependents, donations, boxes, Canadian nurses' home in England, food, charts for schools, prisoners of war, French Relief and Relief during epidemic, \$5971.11, leaving a balance in the bank of \$55.30.

The chapter also raised the following amounts during the year in the various campaigns: Belgian relief, \$1260.30; Humane Society, \$820.18; Red Cross, \$1000.00; Armenian relief, \$448.81; war heroes, \$235.25; consumptive children, \$245.35; army huts, \$1450; sailors, \$2100; French relief, \$254.37; sale of Victory bonds, \$473,000; making the total for the chapter for the year, \$48,778.18.

A successful jam and pickle shower was given for the blind, dolls and forty-two cases of influenza were taken care of by members of the chapter; 108 men's jackets, as well as other warm clothing, blankets, etc., for the poor during the epidemic, 364 visits made to soldiers' families; 372 boxes sent to overseas at Christmas and 1204 pairs of socks; 200 articles of clothing for French relief.

The following officers were elected: Regent, Mrs. Ambrose Small; vice-regent, Mrs. W. A. Kavanagh; secretary, Mrs. A. M. Hobbes; treasurer, Mrs. W. S. Milne; standard-bearer, Mrs. C. M. Doherty; educational secretary, Miss M. L. Hart; corresponding secretary, Mrs. Crofton Kelly; Eobos' secretary, Mrs. John Doherty; councillors, Mrs. Charles McKenna, Mrs. George Suter, Mrs. Roland, Mrs. James Egan, Mrs. Frank Russell, Mrs. W. D. Balfour, Mrs. J. R. Bone, Mrs. T. H. Shepherd, Mrs. F. E. Phelan, Mrs. L. J. Appleghat.

Success for 1919

Success depends on the power of brain and body. Defective vision, seemingly quite a small thing, can do much to impair your efficiency and chances of success. An examination by us will cost you little and will set at rest any doubts you may have concerning your eyes. If glasses are needed we can fit you with the correct lenses.

Mariage Licenses Issued

F. E. LUKE, Optician
167 Yonge Street (Upstairs)
Opposite Simpson's

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