NEWS PARADE...

REAL PEOPLE: We Canadians have for so long been accustomed to thinking of the Royal Family as figureheads, or pawns in the game of the Empire, that it comes with a shock of surprise to many of us to realize that the King and Queen are real live people — human and warm; to know at first hand that the King is a fine man, the Queen a beautiful woman. Since the moment they stepped off the ship at Quebec we have been feeling that here is the genuine article. Instead of a stereotyped tour run off on a dry schedule, their Majesties' visit in the Dominion is being marked by unexpected contacts with ordinary folk, handshakes, exchanges of friendly words between these two human beings (who happen to be royalty) and their fellows.

FOOTHOLD IN SPAIN: The suspicion is growing that, although they didn't make as much noise about it as the Italians, the Nazis' participation in a war on Spanish soil has netted them a nice haul. Spanish Morocco and the Basque country with their iron ore, have become spheres of German commercial interest, exploited by the German businessmen who quickly followed German soldiers into Spain. Gestapo agents, builders and contractors from the Reich have long been on the scene.

Furthermore, in a future war, the Germans may be able to use the guns they have placed on the Spanish territory near the British-held Gibraltar; the five submarine bases they have helped to build; the modern airports reputedly constructed near the French border.

PROPHET OF DOOM: We nominate Webb Miller, the noted foreign correspondent, who is accompanying the King and Queen on their tour across Canada, as this week's No. 1 prophet-of-doom. Says Miller (who has covered the World War, the Ethiopian War, the Spanish War, Munich, etc.): "A major war is coming in Europe, barring a miracle. When or where it will come I or no one else knows. When it does come they will slip into it in spite of themselves. The nations seem to be in the position of a person on a high place, afflicted with vertigo, who throws himself over in spite of himself, although desiring to live." (In London, England, they're stocking up on black window blinds for use in air raids, oil lanterns and tinned foods).

Yes, Mr. Miller, but a miracle might happen. If Britain, France and Russia could really get together, oh what a day for peace that would be!

THE WEEK' QUESTION: How successfully is the Dominion-Provincial youth-training program now working out in the matter of establishing unemployed Canadian youth in jobs? Answer: Federal Labour Minister Rogers has announced that 40½ per cent. of the youths completing the government training courses designed to lead to employment have been able to secure jobs.

Salesmen, Less Talking Please!

As A Rule You're Much Too Wordy — Six Impcrtant Rules To Follow

As a rule, salesmen talk too much, John Wesley Coates, lecturer on business psychology and personality development, declared last week at Windsor Vocational School, opening a course on the science of selling.

Personality is the greatest single factor in successful salesmanship, the speaker said, defining personality as "the ability to interest and influence other people."

The speaker listed as six things every salesman, salesmanager, executive, and, in fact, everyone, should know, as follows: (1) Don't try to do all the talking; (2) Never interrupt; (3) Never contradict; (4) During the first part of your interview, ask questions; (5) Find out the prospect's chief objection; and (6) Sell him exclusively on that point.

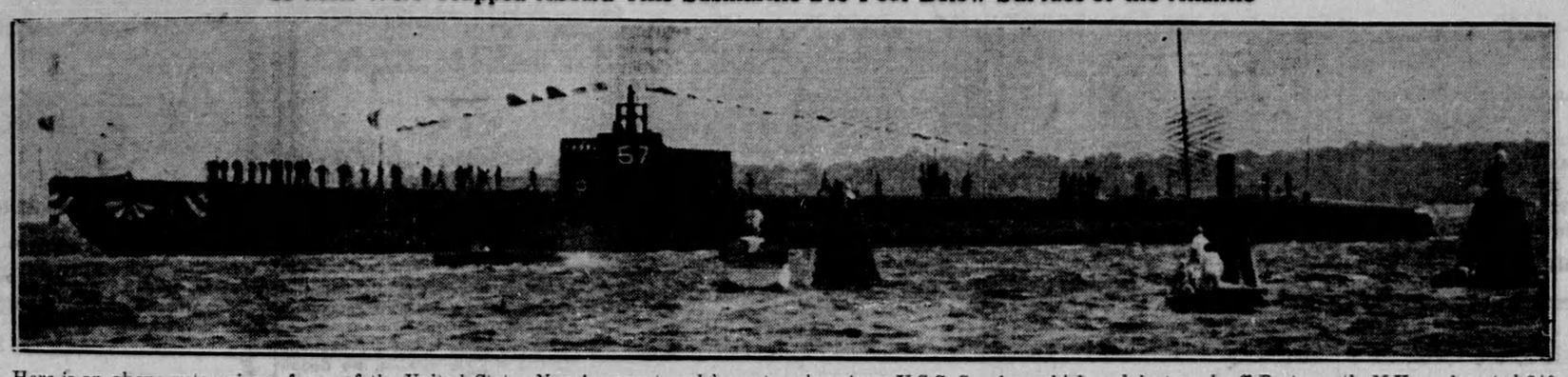
The four steps in completing a sale were listed by Mr. Coates as follows: (1) Attracting favorable attention; (2) Creating interest; (3) Arousing desire; and (4) Closing the sale, or "action," the name on the dotted line.

Vegetable Fuel

A car that produces its own fuel by "grazing on vegetables and digesting chips of wood" has been developed by a 25-year-old Japanese inventor, now in Shanghai.

Television of plays on Sunday in England has been protested on the grounds it is unfair to theatres, which cannot give stage performances on that day.

59 Men Were Trapped Aboard This Submarine 240 Feet Below Surface of the Atlantic



Here is an above-water view of one of the United States Navy's newest and largest submarines, U.S.S. Squalus, which sank last week off Portsmouth, N.H., and rested 240 feet below the surface of the Atlantic with 59 men aboard.

Wait Until Other People Have Gone

To Correct Your Child's Manners—Children Resent Being Spoken To Sharply In the Presence of Strangers

Jane's mother corrected her one day before some relatives. Another time she told Jane not to interrupt when Mrs. Evans, a caller, was speaking.

Mrs. Jones gave Jane a good going-over, eventually, about telling some family affair that was confidential. Jane was worried the minute the word had passed her lips and she was at the point when any reference to it doubled her shame. She was trying to do things right, but the constant correcting she was getting at the wrong moments was making her very unhappy.

She said to her mother, "Mummy, you'd get better results if you waited till we were alone to correct me."

"Why, darling, maybe you are right. I never thought about it."

We cannot always wait until the next day, that is sure, when children need instant correcting and even punishment. But it is true, also, that a postponed suggestion, made when the child is less nervous, often gets better results.

Doctor Wipes Out Account

Halifax Physician Cancels All Bills Owing Him (Total $21,000) As He Retires In Poor Health

Patients of Dr. K. B. Mahabir had their bills wiped off the Halifax (N. S.) physician's books last week.

Dr. Mahabir announced that, coincident with his withdrawal from practice because of ill-health, he had cancelled the accounts of 342 patients totalling $21,000. These were collectable accounts: previously, he had written off those he regarded as "bad" debts, Dr. Mahabir said.

"I felt it was something of a strain on many people who were really trying to pay," the physician declared.

Dr. Mahabir said he did not care to comment on reports published here a month ago to the effect that he had been left a £50,000 legacy in the will of a man whom he was said to have saved from drowning in Cairo, Egypt, 20 years ago. "I should like it if that rumor died a natural death," he observed.

Says Canada Impregnable

Igor I. Sikorsky, famed Russian aeronautical engineer, who addressed Affiliated Engineering and Allied Societies in Ontario recently, informed his audience, composed chiefly of engineers drawn from almost every branch of the profession and from all parts of Ontario, that Canada is practically impregnable to attacks by air.

ONTARIO OUTDOORS

By VIC BAKER

FISH AIRS

The external oxygen supply determines the ability of fish to live in certain waters, which accounts for the reason why each species of fresh water fish tends to occupy only a particular region of the lakes and rivers and why their haunts vary with the season.

"We find that the ability of the fish to utilize oxygen in the water is influenced by the amount of carbon dioxide in the water," three scientists from the Edward Martin Biological Laboratory of Swarthmore, Pennsylvania, told a recent meeting in Toronto of the Federation of American Societies for Experimental Biology.

The three biologists, Laurence Irving, Edgar C. Black and V. Safford, reported that "each species of fish has its own characteristic tolerance and the species may be arranged in regular order beginning with the trout as the most sensitive, following with the sucker, perch, sunfish, chain pickerel, bass, shiner, carp, eel and catfish. This suggests that the external oxygen supply determines the ability of the fish to live in certain water."

Canada Trains R. A. F. Pilots

Mackenzie Tells House 15 Are Given Courses Each Year

Fifteen pilots are partially trained each year in Canada for the Royal Air Force, Defense Minister Mackenzie said in a statement last week at Ottawa amplifying his recent anouncement of an agreement with the United Kingdom Government for the full training in Canada of 50 pilots a year.

Are Taking On Britishers

The first course under the partial training plan was held from January to October, 1938. The graduating officers received their pilot's flying badge and proceeded to England to continue advanced training and to take their place in flying squadrons. The second course began last January and will end this autumn.

In addition, many Canadians were medically examined and selected by the Royal Canadian Air Force for short service commissions in the Royal Air Force in 1937 and 1938, the latter year seeing 118 go overseas.

The 50 British pilots to be trained yearly will receive the intermediate stage of their training at Camp Borden, Ont., and the advanced stage at Trenton, Ont.

68 Minute Pipe

By making his pipe last for 1 hour 8 minutes 35 seconds, M. Leon Bastyn won this year's smoking competition at Menin, a village on the frontier between Belgium and France. Each competitor received about seven-hundredths of an ounce of tobacco and a match.

Osimiridium, produced solely from the refining of gold, brought $170,000 to mining companies of the Transvaal of South Africa last year.

Peru has adopted the principle of obligatory social insurance.

Rumania's Oil Wells Valuable

Produce About 7,000,000 Tons Per Year—Mixed People Inhabit Country Including Gypsies, Slavs, Germans, Rumanians

A great deal is being heard just now about the Rumanian oil wells. It is interesting to know something about the country and the product.

Rumania, which was formed as an independent country from two Turkish provinces in 1861, became a kingdom 20 years later. Its people are very mixed, including Gipsies, Slavs and Germans, but the majority are Rumanians.

The oil wells, which are exceedingly valuable, produce about 7,000,000 tons of oil a year.

Ancient seas it is thought, ebbed and flowed across the lands where oil is found, leaving at each movement deposits of animal and vegetable matter, with a great deal of mud.

This organic matter, being sealed up for ages, decomposed slowly, till at last it became the petroleum oil which is now so much sought after, and from which gasoline and other valuable products are obtained.

Men Folk Serve Tea At Church

Just possibly it was a woman's idea—but it was the men who put it over.

When McDougall United Church, Edmonton, decided to hold a tea, it turned into something to write about. Only the preparation of the food fell to the women. The pouring, serving and receiving was conducted by the men. Their wives sat around and grinned and grinned and grinned.

Responding to the call for "pourers" for the tea—first of its kind ever held in the Alberta capital and staged by the church's Men's Association—were Mayor John Fry, 250-pound Chief of Police A. G. Shute, three Alberta cabinet ministers, the city commissioner and several aldermen and a flock of business men, clergymen and other professional men.

Working in 30-minute "shifts" at the serving table, they disposed of 500 gallons of tea, 3,000 sandwiches and 2,000 pieces of cake in four hours.

"They did a lovely job." comchurch.

Britain's income from shipping services last year was $575,000,000.

WATCH

You can depend on the special sales the merchants of our town announce in the columns of this paper. They mean money saving to our readers. It always pays to patronize the merchants who advertise. They are not afraid of their merchandise or their prices.

The Specials

VOICE of the PRESS

ONE WAY AXIS

Mussolini axis Hitler but Hitler tells Mussolini. — Brandon Sun.

HMMMM !

More people could sing "O Canada," it is claimed, if the pitch were lowered to the range of the human voice. Yes, and if they also knew the words. — Windsor Star.

X MARKS THE SPOT

In the Canadian pavilion at the world's fair is a huge map of Canada made of burnished copper. One can just see one of those visitors pointing with his cane and saying: "And just about here is where I hooked that big muskellunge." — Toronto Star.

BOYS ON TRAFFIC DUTY

Although there have been some 90 traffic acidents of one kind or another in the Sault since the first of the year, there has not so far been one at the schools and the police are inclined to give a large share of the credit for this to the school boy patrols which have been organized at three of the public schools where there is heavy traffic. — Sault Ste. Marie Star.

WAIT TILL FLY TIME

Girl from Toronto, now on a farm near Kincardine, writes home to say that she is learning to milk a cow, and reports "the cow I'm learning on is trying to be patient and helpful." It's to be hoped that the young lady gets on to the hang of the thing before fly time arrives or she may have to revise her opinion of the cow's attitude. — Peterborough Examiner.

CAN'T TAKE IT

In a Northern Ontario town recently, a teacher was haled before the trustees on a charge of making marks on a boy's legs with a pointer. Things are changing in the lickin' business at school.

A few decades ago when the teacher crooked his finger to the offending youngster, it meant a march double quick to the front to face the wallop. And how the school teachers of former days could hit! — Guelph Mercury.

After travelling 1,600,000 miles in its 53 years of service, the first cable street car of Melbourne, Australia, is to be placed in Melbourne Museum.

A first edition of Oliver Goldsmith's "Vicar of Wakefield" was sold at auction for $1,700 in London.

Click ... and it's open!
Click ... and it's closed!

Bee Hive Offers
Drip-Cut SYRUP JUG
At Big Saving

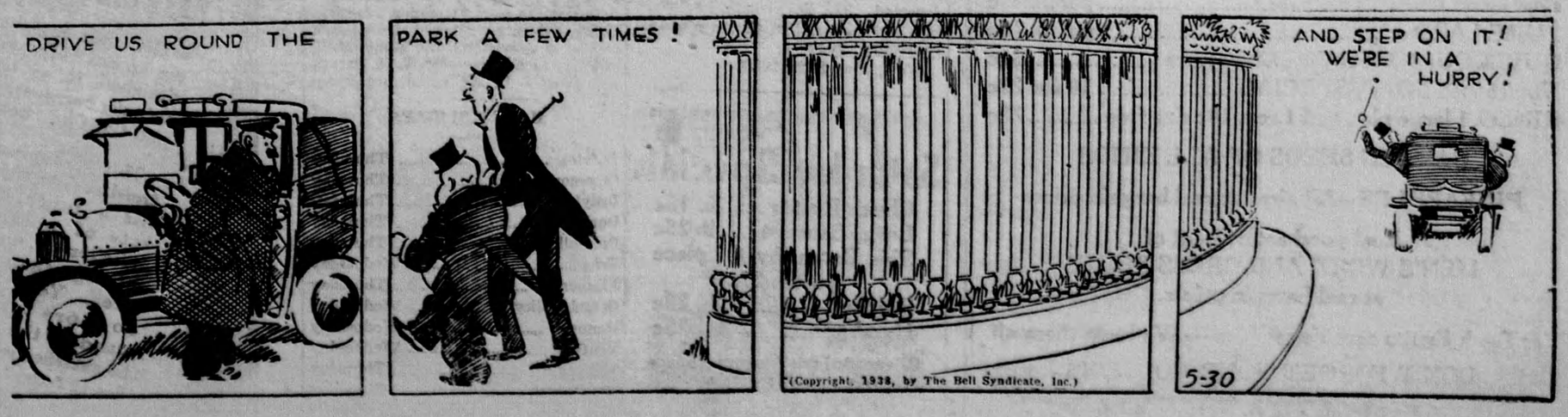
A smooth aluminum band snaps over the opening and cuts off the syrup—there is no drip. It is a grand jug to serve syrup from. To get yours at a big saving send 50c and four 5-lb. Bee Hive Syrup labels (or the equivalent in lbs. and 50c) for the 12-oz. size that retails at over $1. For the 40-oz. size send ten 5-lb. Bee Hive Syrup labels and $1 (or the equivalent in lbs. and $1). The 40-oz. size sells retail at $3. Mail requests to the manufacturer—the addressisoneverylabel.

Beehive Syrup

LIFE'S LIKE THAT

By Fred Neher

"Ma wants to borrow a cup of sugar and I'd like to borrow a nickel."

POP—Hustling to Get Nowhere

By J. MILLAR WATT