

# The Acton Free Press

Member Canadian Weekly Newspaper Association  
THURSDAY, FEBRUARY 2, 1923

THE ACTON FREE PRESS is published every Thursday morning at the Free Press Building, Mill Street, Acton, Ontario. Subscription price is \$2.00 per annum in advance. Postage is charged additional to office in the United States. The date in which subscriptions are paid is indicated on the address label.

ADVERTISING RATES:—Transient advertisements, in cents per line per insertion. For 14 insertions and 5 cents per line for each subsequent insertion. Contract display advertisements for 25 insertions or more are made on special terms. Advertisements without specific directions will be inserted full length and charged accordingly.

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## EDITORIAL

### Wars Must be Wiped Out

War and rumors of war, must be wiped off Europe's slate," in ringing tones Lloyd George declared in a speech before the National Liberal Council on Saturday. It was for this purpose above all others that all European nations have been invited to Genoa to a conference to secure this much-desired end.

### The Voice of the Majority Should Count

Will the temperance question in Ontario ever be allowed to rest in peace where the people of the Province have placed it? It has been voted on time and again. Different phases of the problem have been presented to the people. Every popular verdict had been an approval of still more drastic provisions in favor of prohibition. The voice of the majority is certainly entitled to recognition.

### The Friendly Spirit of United States and Canada

Increased friendliness between the United States and Canada was urged by George H. Ross, of Toronto, trustee of the Kiwanis Club, International, in an address before representatives of fifty Kiwanis clubs, at Chicago last week. Kiwanis clubs in the United States at the meeting, during the first week in April will observe Canadian Day, and those in Canada will similarly observe a United States Day, he announced. This spirit of mutual neighborliness will surely engender permanent goodwill.

### Nations Are Healthier Without Liquor

The New York Times reports the conclusion of 37 leading American insurance companies that the year 1921 was the healthiest year in the history of both the United States and Canada. The figures for the first ten months indicate a lowering of the death rate among policy holders from 0.8 in 1920 to 0.74 in 1921. Despite the absence of liquor, pneumonia decreased 50 per cent from 1920. More prosperous, non-drinking residents of North America, however, were able to afford automobiles. The 37 companies supplying these figures transact about 80 per cent of the life insurance business of the country. There was a large decrease in deaths from tuberculosis.

### British Statesmen and Forestry

Great Britain, having been aroused during the war to the need of adequate timber supplies within the Empire, is determined not to permit things to drop back into the old rut. First she called an Empire forestry conference, at which Canada was represented, and took stock of the situation; next, she entered upon a definite planting programme in the British Isles, calling upon Canada, through the Dominion Forestry Branch, to secure about a ton and a half of tree seed per annum for this purpose; and lastly, to keep up the work and give people information on this most important subject, she has established an Empire Forestry Association with headquarters in London, which will link up the work of Dominion associations, like the Canadian Forestry Association, and its Lord Lovat expressed it "pool the resources of their knowledge." It is expected that conventions will be held in different parts of the Empire and that Canada will be one of the first Dominions to be thus honored.

### A Town Paper's 68th Anniversary

For a weekly newspaper to be in the hands of the family which established it for sixty-seven years is the experience of the Newmarket Era, one of our leading Canadian papers. Last week the Era commenced its sixty-eighth volume. It was established by the late Erastus Jackson, who conducted its destinies through the varying fortunes of a local newspaper for thirty years. His son, Lyman G. Jackson, the present editor and owner, has been at the helm for thirty-seven years. Its career has been marked by consistent and strenuous advocacy of the best interests of its constituency, and giving it the real status of a loyal, interesting, instructive paper for the home. It was the proud experience of the Era in the Dominion election campaign which culminated December 6th, last, to champion the cause of W. L. Mackenzie King, who was elected member for North York, and thereby became the leader of the Liberal party, and the Premier of Canada. The Era is as vigorous and prosperous as ever it was, and the Page Press offers its most cordial congratulations upon its present satisfactory condition and experiences.

### The Irish Bargain Will be Kept

It is very gratifying to all who have been longing for the peace of Ireland to learn of the present attitude of the leaders of the north and of the south. Sir James Craig, premier of the north, who was making his first public statement with regard to this conference, said when he entered into the discussion he had no idea of arriving at a specific agreement about anything, but that the conference proceeded; both participants saw the opportunity to arrive at a useful understanding. "I can promise you," said Sir James, "that Mr. Griffith and I will be faithful to the bargain we entered into, and there will be no disturbance of those people who desire to remain with us any more than there will be any disturbance of those desiring to go from under our jurisdiction. That seems to me to be a fair bargain, which will close a difficult matter—difficult from his point of view because he wants peace, and difficult from my viewpoint, because I will never give in to any rearrangement of the boundary that leaves our Ulster area less than it is under the Act of 1920." This mutual agreement has resulted in the withdrawal of troops, the raising of sieges, and has brought conditions into such near approach to harmony that peace and happiness in Ireland, as a whole, may now responsibly be anticipated.

## The Nations Getting Together Again

Definite action looking to the rehabilitation of Europe from an economic standpoint was taken at the first session of the Allied Council in Cannes on January 6, when it was unanimously decided to call an international financial and economic conference to meet in Genoa in March, in which Germany and Russia are to have a part.

### The Senate Outlives Its Usefulness

The Toronto Star is of the opinion that the only cure for the Senate is its abolition. Evidently it doesn't agree with the procedure adopted by the Dominion Government of reforming the Senate by filling it with Reformers.—Glegh Herald. A good many people throughout this Dominion coincide with the Star in desiring the abolition of the useless second chamber. The Liberal Government will make a woeful error if the Senate is perpetuated by filling it up with worst-out politicians.

### Canada's Banking System

For years Canada has been proud of her banking system. Since the passing of the day of the private banking house the chartered banks have engendered a confidence which has rarely been misplaced. Recent occurrences, however, give reason for demanding that even closer governmental inspection should be made. To this end the appointment of a parliamentary committee to make a thorough inquiry into banking conditions in Canada and the Canadian Banking Act will, it is reported, be made at the coming session of Parliament.

### The Election of Hon. Mr. Meighen

The people of Canada pretty generally are pleased that ex-Premier Hon. Arthur Meighen was given his seat last Thursday by the electors of Grenville with the very substantial majority accorded. Some of the heartiest good wishes for Mr. Meighen's success in this contest have come from Liberals who strongly opposed his Government. They say that the House will be stronger for his presence. In electing him the people of Grenville knew they were doing much more than choosing a representative for their own riding. They have the honor of sending as their representative to parliament one of Canada's brightest sons.

### Taxable Income From Manufacturing Concerns

Hon. H. C. Nixon, provincial secretary, informed a deputation representing the legal committee of the Canadian Manufacturers' Association that he was not prepared to make changes in the assessment law this session. The deputation wanted legislation to wipe out the comparatively new provision making income from industrial concerns taxable. The majority of the taxpayers of the province will agree that Mr. Nixon is quite right in his attitude. If the salary and earnings of the ordinary citizen working on salary or wages are to be taxable, why shouldn't the profits for the concerns of the members of the Canadian Manufacturers' Association be taxable?

### Evidence of Political Courtesy

The old-time slogan of the political parties: "To the victors belong the spoils," seems not to have been adopted by Canada's new Premier, Mackenzie King. Sir Robert Borden will continue to represent Canada on the British delegation at the disarmament conference in Washington. When the change of government took place Sir Robert, who was then in Washington, communicated with Premier King, stating that he presumed the new government might wish to appoint as representative on that delegation, someone who had shown a more sympathetic understanding of the new government and its policies than he himself had done, and that he placed himself in the new premier's hands and was ready to return to Ottawa at once if that was desired. Premier King, however, requested Sir Robert to continue to act as Canada's representative on the British Empire delegation. Since that time he has been communicating with Premier King, who is also minister of external affairs, as formerly he had been in communication with the former premier, Right Hon. Arthur Meighen. This little episode of political courtesy on the part, both of Sir Robert Borden and of Premier King will be appreciated by the thoughtful people of both parties.

## EDITORIAL NOTES

At its first meeting this year Newmarket Council voted \$200 to the Board of Trade to advertise the town. It will prove a good investment.

As another means of getting back to normal pre-war conditions, almost every one is quite willing to have the other fellow take smaller profits.

Japan's new budget shows a cut of \$55,000,000 in army and navy appropriations. This looks as if the Washington Armament Conference has really borne fruit of a practical kind.

The electors in the several constituencies throughout Canada who gave the various ministers of the new cabinet their seats without election, were certainly discerning, and quite willing to avoid another election turmoil.

The Ontario Government should tax unsightly bill boards which mar the scenery along our highways. At a time when the Provincial Treasurer is looking for money, he should not overlook this means of obtaining additional income.—Star.

Another local newspaper has succumbed—the Newcastle Independent. It has been taken over by the Bowmanville Statesman. The explanation is made that the revenue from subscriptions and advertising does not warrant the continuance of the paper.

Twenty-cent butter and ten-cent cheese were predicted at Elmhurst for the coming year at the annual meeting of the Elmhurst Co-operative Creamery held there last Friday. It is sincerely to be hoped prices will not drop so low as predicted. This would be below cost of production.

Two of the depreciable who robbed the Bank of Hamilton at Ossington Avenue, Toronto, in December, were sentenced last Friday by Judge Riddell to life imprisonment. Sentences of that nature should have the effect of deterring the bandit business somewhat. The judge remarked that if any similar cases come before him in future he would add whipping to the penalty.

## WHAT THE DRUMMER ADVISED

"We've been talking about putting our money together, and opening up a store in the city, Warren," remarked Luke Johnson, speaking to his chum, Warren Kent. "Why not just out Oliver Martin (down to the States)? We would be well running that store."

"Then he went to sell out?" asked Warren excitedly. "Yes, I was in there last night and he asked me how I'd like to buy him out, stock and good will. I guess he had heard that we had thoughts of opening up a store. He told me that he hadn't taken account of stock yet, but he thought that if I had a hundred dollars would cover stock and fixtures."

"I don't see why we might not do well," declared Warren. "Suppose we go down and talk it over" with him. Fifteen hundred dollars fits in long about right, in any way. It would be better to have a store in our home town—cheap rent."

"Yes, and our living expenses would be low," declared Luke. "If we did that, we'd have a talk with him, anyway." Both Warren and Luke, chums from early boyhood, both of them working well, had been of a saving turn of mind and now at twenty-one years of age their combined capital was in the vicinity of seventeen hundred dollars. They knew absolutely nothing about the carrying on of a business, but they were ambitious, and they were confident that it would not be so long before they would be able to get on their feet. Neither had a father to rely on for advice, so that they had learned to rely upon themselves the last few years.

It was about half an hour later that Warren and Luke walked into Oliver Martin's grocery store and finally the proprietor alone, broached the subject "business" in their minds.

"Yes, I would like to sell out," said Mr. Martin, taking a seat beside the stove. "The fact is I am not in very good health and I want to go away. I have a nice little business here and I am sure you would do well. As I was saying last evening, I've got a hundred dollars, but I think I can give you a better price. I am sure I can give you exactly what you want."

Warren and Luke talked with him for an hour or more, interrupted occasionally by the entrance of customers. Finally they took their departure, saying that they would be in the evening and decide one way or the other upon leaving the matter open. They had both monthly resolved to purchase before they left the store that morning, provided the sum named was not in excess of the above-mentioned amount.

They were a goodly party, and the following evening when the store was closed they found the proprietor had put on hand the next morning at a o'clock with the cash and it was agreed that immediate possession of the store was to be given them. They were very bright to them as they made their way homeward that evening.

The business transaction went through the evening without any hitch, and the two young men in possession of the store. But within a week the two new storekeepers regretted the step which they had taken. They found that the profits for that week they found that they had cleared less than twenty dollars. Customers they found were few and far between, and sales decidedly light. The passing of a month showed a decrease in profits rather than an increase. The two were in a decidedly gloomy state of mind, and it is not to be wondered at that they were the cause. They had worked hard for the money which had been invested in the store, and they were not to be blamed.

The time shortly came that they seriously considered the idea of advertising the store for sale. A traveling salesman happened in about that time, and they asked him if he knew of anybody who was thinking of going into the grocery business. "I don't call anybody to mind just now," he replied, "but I will keep you in mind." Then he asked them if they would mind if I made a rather pointed suggestion?" he inquired.

"I should say not," replied Warren. Luke too, nodded assent. "Well, if I were thinking of selling out I would like steps to try things out here," he said. "I don't want you to take any offense, but the place is not well kept. You allow your customers to throw things down and you don't straighten up after them. Then, too, the goods need re-arranging. I can tell you, young men that when it comes to selling a store, neatness counts a big figure. Another thing, your showcases and windows need polishing."

"The traveling man went his way and he departed with the two storekeepers he repeated his promise to keep the selling of the store in mind. "He's got the right idea, Luke," said Warren after he had gone. "Things do look pretty black here. Suppose we take the advice he gave us and we'll be well up at the job!"

A good showing was made that afternoon and evening, and when the following morning the shelves, stock, and floor were clean. That morning the show-cases and windows were washed, and early afternoon found Warren and Luke waiting clean and bright. There was not very much trade that day, but those who did enter the store seemed to have a way of looking around at the shelves, the showcases, the floor and the two storekeepers. Two or three remarked how much better the store looked.

A month slipped away and the same traveling salesman called once more. The two young men gave him an order for upwards of two hundred dollars worth of goods. "It isn't good business for me in any way," remarked the drummer, "but if you are planning to sell out, my advice would be for you to buy neatly light. Speaking of selling out reminds me that there is a man down to the city who is in the market for just about such a store as yours. I expect to see him to-morrow and if you wish me to I will send him out for you."

"We have changed our minds, Mr. Hutterick," said Warren, smiling. "Since you were here business has been coming our way. We have done so well that we've decided to stay right here. That was mighty good advice you gave us when last you were here. Cleaning up the store as we do attract a buyer brought us a string of regular customers which are standing right by us. We are here to stay, Mr. Hutterick."

It thought it was quite likely to work out that way," laughed the drummer. "I have been on the road a good many years and I have had occasion to give that same advice quite a number of times, and generally I have found it to be the best advice I have ever given. I found they were straightened up to sell—so I gave them all my advice."

## POTATO CANKER

"Potato Canker or 'wart disease' of the potato is a disease happily only known to most of the Canadian farmers by its name, perhaps to some few by its unusually dangerous character to the potato growing industry in other countries."

Ten years ago the Federal Department of Agriculture succeeded in averting the very near danger of its introduction into Canada from abroad, principally from Europe. The department then placed an embargo against the importation of potatoes from Europe with the usual emphatic objections generally resulting from such measures. It is gratifying for the foresight of the Department in Great Britain, notwithstanding every effort towards the eradication of the disease, some 22,000 cases and more have been reported during the period of one (recent) year. The disease attacks potatoes in various degrees of severity; other there may be slight infection or wholesale destruction of the crop, causing losses in all efforts to harvest a yield. Moreover, the disease persists under such conditions in the soil for 10 to 15 years, always re-infecting a crop even when the effects are entirely within their own borders, but also in the valuable export trade in potatoes. Canada is quite free from this disease, which causes such serious losses in other countries; but the danger since more losses are being discovered in certain areas of the United States.

Canadian farmers are well advised to continue their vigilance, especially as potatoes imported from the States are concerned. For persons who through negligence on his part causes the disease to become established in Canada, will cause this country serious injury, probably of a lasting and irreparable character.—Division of Botany, Central Experimental Farm.

Indifference is like the flower which is open to sun and shadow, is hated by both. Indifference is close kin to the gnawing grubs of discontent and they both feed themselves upon each other's weakness. Indifference is often irritating to those of earnest and positive aims and becomes a drag upon their worthy endeavors. Indifference sometimes indicates the moral lapse of the unsuccessful whose ambitions were born of the flesh rather than the spirit. Indifference is not a sign of knowledge or experience or to put either of them to good account. Indifference is a failure to place right values upon things and movements and that is why the indifferent are prolonged and left behind by the concerted and determined.

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## GOOD ROADS IN PERU

Down in Peru, the good roads movement is in fact gathering momentum. A bill is now pending in parliament, all miles from eighteen to sixty to work on the highways three days a year or else pay the government an amount sufficient to hire labor for that period. It is expected that most of the citizens will pay cash and that \$2,500,000 will be paid yearly in this manner. Goodrick Travel and Transport Topics.

## Holiday Goods!

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TO ASSIST those who may be out of employment in securing work THE ACTON FREE PRESS will insert free of charge for the next thirty days, all advertisements in which these men and women advertise their services in an effort to obtain employment—even of a temporary kind. Each individual taking advantage of this offer should state in his or her advertisement the different kinds of work he or she can do and for which they are best adapted. It is not necessary that the name be published—just the address—and if possible a telephone number where the party may be found. But the name of the advertiser must be given to the Free Press.

## Aesop's Advertising Fable

Once upon a Time there lived a Merchant Prince who inserted a small ADVERTISING Card in his local paper. The World and His Wives rushed to the Store and the Great Battle of Push and Take occurred. The Merchant Prince did such a Tremendous Business as a Result of this One Small Advertisement that He was able to Retire and Spend the rest of his Life playing at Golf.

That is a Fable!

But it still represents some folk's ideas of advertising.

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Get the facts from THE ACTON FREE PRESS.

A man's advertisement is your invitation and your guide. It means that he wants and appreciates your business and is proud enough of his store or service to ADVERTISE it.

## Shop Where You are Invited to Shop

Issued by Canadian Weekly Newspaper Association, Head Office, Toronto, Canada.

## Business Directory

DR. J. A. McNIVEN Physician and Surgeon Office and Residence—Corner Howe Avenue and Eighth Street, Toronto. Hours formerly occupied by Dr. J. S. Newell, Acton, Ont.

DR. E. J. NELSON Physician, Surgeon, Obstetrician Acton, Ontario. Successor to the late Dr. Gray. Office and Residence—Friedrich Street. Office Hours—2 to 4 p.m. and 7 to 9 p.m.

DR. C. F. W. ROSS Physician and Surgeon Mill St., Georgetown Phone 22. Ex-Honour Surgeon Grace Hospital, Toronto. Special attention to Diseases of Women and Children and Infant Feeding.

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States entrusted to R. J. KERR receive attention from date of listing to date of sale. List your sales with me. Residence—Bower Avenue, Acton Phone 36, Acton Call at my Expense

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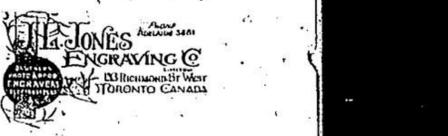
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The Old and Reliable Granite and Marble Dealers We are manufacturers and direct importers of all kinds of Monumental and Headstone work. We will direct to our customers at wholesale prices, thus saving our customers 40 per cent. We have the best appliances and the only machinery in the Dominion which can operate in the most proper manner. We can give references from hundreds of our customers in Toronto and other places, where others have to have law suits in order to collect. We have the largest and best stock of granite in the Dominion, or more than any three dealers in the West. We are justly called dealers and employ no agents, and do not employ or post customers by sending out ignorant agents soliciting orders—we employ only experienced and safe commission.

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