

Shirley Whittington



The eyes are the windows of the soul, and a recent study suggests they may also be barometers of the personality, the litmus paper of the character and the mod rings of the psyche.

Some medical scientists are now convinced that there is a link between eye colour and behaviour which suggests that you may be able to assess people immediately, just by looking them in the eye. A quick check of eye colour and you'll know right away how an individual will react to the insane proposal you are about to put before him. (At the same time, he will be checking your eye colour and similarly assessing you -- a sobering thought.)

Babies have always known this, and cleverly enter the world with uniformly slate coloured eyes. Parents are forced to wait for a few months to find out whether a kid is obstinate, moody, tempestuous, or gregarious.

These British researchers think now that eye colour affects different parts of the brain. I don't know how that works but maybe it's something like the light that filters through a stained glass window and colours everything it falls upon.

At any rate, these scientists have discovered that the darker the eye colour, the tougher the personality. My mother has snapping black eyes and she's tough. You should have heard her when I failed algebra or forgot to make my bed. Those black eyes glittered, orders were issued, and I hustled.

Black-eyed people are impulsive, hot tempered, and tend to take charge in times of crisis -- so say these researchers. I have done some research of my own on this and I find that black-eyed mothers react to sibling warfare with "I don't care who started it! I'm finishing it! BAM!" Blue-eyed mothers lock themselves in the bathroom with the newspaper until everything has blown over.

Think of all the dark-eyed people you know. Do their characters match the criteria established by the researchers? Are they able to cope with unexpected difficulties? Do they get mentally sloppy when things get boring? Do they seek out activity and look for action? Are they restless if they find themselves in non-challenging positions? Are they a touch short in the fuse?

If your answers are all affirmative, the researchers must be onto something.

Brown-eyed people seem a lively lot and I am amazed at the lazy approach of the

songwriter who had only the following to say about brown-eyed people: "Beautiful beautiful brown eyes. Beautiful beautiful brown eyes. Beautiful beautiful brown eyes. I'll never love blue eyes again."

Is that any way to talk about the coloratura wing-nuts of the world? If that guy isn't careful, some brown-eyed individual is going to give him a black eye.

People with lighter brown eyes are highly individualistic and may possess some anti-social tendencies, say the experts. They find it difficult to take orders from superiors and many of them are self employed.

Hm-m-m. Fidel Castro has brown eyes. So did Picasso.

But the world needs more than unbalanced brown eyed hotheads. There is, thank goodness, a large contingent of blue-eyed people who keep things orderly and legal.

Research has revealed so far that people with blue eyes have extraordinary stamina, but tend to be sentimental. Blue eyes can also be moody and hold grudges. Generally speaking those with blue eyes are careful and determined and able to retain a great deal of knowledge. Lady Diana has blue eyes and has already shown herself to be determined. Margaret Thatcher's eyes are blue -- those of

her Argentinian adversaries are I think, black.

All that stuff about green eyes and jealousy is poppycock, according to these researchers.

They have discovered that green-eyed or hazel-eyed people are extraordinarily happy, emotionally stable, imaginative, and determined with a good understanding of their own limitations. I know very few green-eyed people. No wonder. Such paragons must be scarce.

At any rate, if you are contemplating marriage or any other long term partnership it sounds as if you'd better stare deeply into the eyes of your intended before you put anything in writing. It seems to me that brown-eyed people ought not to be unleashed upon the world without the steadying influence of a blue-eyed mate.

Conversely, a blue-eyed soul, awash in sentiment and bursting with vital and useful information really ought to hitch up with a wild and crazy brown-eyed person.

This system works. I'm brown and he's blue and we've been married for twenty-seven years.

Of course, I wore dark glasses until I actually snared him.

Bill Smiley



YOU know what you do when you're out in a winter blizzard. You hunch your shoulders and try to make your entire body smaller so that the cold won't make you lose an appendage or two.

Well, I think, and my wife disagrees with me, so it's probably a good idea, that it's time for families to "hunch" against the bitter winds of a depression-inflation period.

Now, I haven't developed this into a doctoral thesis, and there are some rough edges to be polished, but I'll give you the general outline.

Basically, by hunching, I mean a drawing-together of families, or any other units, pooling resources, putting their backs to the wind, and surviving.

We have a number of friends our age, all of them living in big houses, burning tons of oil and millions of kilowatts. Our children are grown up and gone. But we keep these great barns going so that, "The kids will have a place to come home to." Sentimental slob.

We oldsters could hunch, board up the rambling barns for the winter, at least, and save thousands of dollars. We all have furnaces and electric stoves and washers and

dryers and television sets and cars.

Most of us have room to put up four couples. Why keep four big houses going when we could all live in one, at least through the nine brutal months that Canadians must suffer?

Most of us have some sort of gift or talent.

A couple are gourmet cooks. One or two are excellent sewers (as in to sew). Some are first-class mechanics or woodcrafters, or general handymen. Another couple are entertainers. Among us we have three or four languages, a knowledge of drafting and physics and typing and book-keeping, and various other useful odds and sods. Why not pool our talents and our TV sets? We could probably build an ark if we had to, and yours truly could write the news release about it, while encouraging the hewers of wood and drawers of water.

As I said, I sounded out my wife on the idea, quite enthusiastically. She merely commented that I'd go to jail for life for being an accessory before the fact of murder. She didn't spell it out.

I had to admit that Jack's moroseness and Jill's ebullience would be hard to take seven days a week; that Jim's pomposity and

Jane's 60-minute monologues might be a bit hard on the nerves; that George's nose-picking and Mabel's sherry-sipping might wear a bit. And, of course, we'd have to have eight television sets, so that each could watch his own. But, dammit, it could work.

When she just sat there, gently shaking her head, I fell back to my second line. "What about families, then? Why can't we hunch? Your brother and his son-in-law are out of work, along with your son and your daughter, and your father is retired and fragile. I'm the only one in the family working."

"Yet your daughter is paying \$450 a month for an apartment, your son dear-knows-what for another, and your Dad is clinging to a house that burns about \$1,300 in oil, not to mention taxes and stuff."

"Why don't we just hunch, the way families used to do back in the depression, with everyone kicking in what he can, and nobody going on the dole or missing a meal?"

Why couldn't we hunch at our place, I pursued. Our son could mow the lawn and shovel the walk, which cost me about \$300 a year. My daughter could get a job as a waitress, steal food from the kitchen, and

she'd have no outlay for baby-sitters.

We could all grow beards, except the women, and save on razor blades and shaving cream. We could dig up the backyard and put in a garden. We could buy a huge freezer, hijack a calf and a pig, shoot a deer and live on the fatta the lan'.

The grandboys could grow up with a real sense of family: great-grandad, grandad, uncle, grannie, mother, instead of the nomad life they lead now.

The women could abjure cosmetics and save a mint. She, my wife, a great seamstress, could "run up" clothes for everybody.

We could put in wood stoves, cut down all the maples and oaks on the property and laugh at the oil companies and that latest leech, Consumers' Gas.

We could build a still and save a thousand a year. The possibilities are endless. But she still sat shaking her head the way you do when listening to someone senile.

Then I played my trump. "And we'd save about \$1,500 a year on long-distance phone calls." Her eyes lit up like a Christmas tree.

I think hunching is going to sweep the country. How about you?

Time for hunching!

Investor's Inquiry



by Charles Colling

There are many sources of information available for tracing old stocks and for acquiring up to date information on stock which is currently trading on the market.

The Financial Post publishes a weekly financial paper and also provides an updated card service for specific stocks. Available from them as well is a Survey of Predecessor and Defunct companies. Their annual surveys of Industrials, Mines and Oils have been published over a long period of time and cover present and past fairly comprehensively.

The Financial Times, which I personally find particularly informative, is also

published on a weekly basis.

The Northern Miner carries information on mining and oil stocks, publishing weekly. They also have published annually for many years a Canadian Mining Handbook. They have recently added an edition on Canadian Oil and Gas which publishes on an annual basis.

I think the most highly regarded daily publication is still the Toronto Globe and Mail due to the wider coverage it carries.

Stock exchanges and securities commissions issue bulletins on all stocks that have applied or been given regulatory permission to proceed with some corporate

development.

Your broker can supply you with any of the foregoing if you do not wish to take out subscriptions. Most brokers have research areas which they are happy to share with people seeking information.

There are a number of letters being published by various groups and individuals which are also available for a subscription fee. It must be remembered when reading any information that all articles are written by people and are subject to error and misinterpretation. It is advisable to read all articles on any company in which you are interested at least twice and then, before acting on any course pertaining to the stock, stop and consider the reason for the article, any comparison by different writers, the future possible action of the stock or if the

immediate previous activity has already discounted the implications in the article.

Another thing to watch for is duplication of the same article in different papers over a period of time. This could produce two or three price fluctuations of the security over a short period of time for the same reason.

Charles Colling is the resident manager of Yorkton Securities Inc. in Midland. In sending in questions to be answered, please remember Securities Commission Regulations will not permit opinions or recommendations on any specific securities.

All other signed inquiries will be answered as soon as possible. In all answers only the inquirer's initials will be used. Address all questions to "Investor's Inquiry", c/o The Midland Times, Box 609, Midland, Ontario.

Info abundant

You and Your Credit



by Paul Mattar, Credit Bureau of Midland, Penetanguishene, Collingwood

The other day I watched a T.V. interview program with the subject of "Pay Up." There was an indepth discussion with people who make their living as bill collectors. The interviewer was attempting to establish just how hard, fast and tough a bill collector would go after their 'quarry' who are, of course, people who don't pay their obligations.

When I listen to this type of exercise, I never cease to be amazed at the perception a lot of people have as to exactly why an account would be turned over to a collection

agency for recovery.

It seems each time the subject comes up there is always an exaggeration of the negative. The discussion invariably turns to the extreme case, whether it be about the totally incapacitated debtor who has absolutely no capacity to pay and what does the collector do.

If not this, then it's about the hardhearted collector who has no scruples and no compunctions about doing anything short of murder to accomplish the end result which is, of course, to collect.

Each of these perceptions can of course happen, but in the first case the obvious does

happen - the debtor does not pay and the account is written off if in fact the debtor's plight is true.

In the second case, this kind of collector does not last long since this is the kind of attitude and approach to recovering unpaid bills that invariably results in dismissal from the job.

A business elects the services of a collection recovery service for one reason and one reason only. To recover their funds from people who won't pay for whatever may be the reason.

It is the collector's responsibility to establish exactly why the debt is not being paid. It is the collector's further responsibility to insist, by appropriate motivation, that the consumer live up to the original terms and conditions of the agreement.

If the consumer's circumstances have legitimately changed from the time of the agreement, the collector is trained to recognize this fact and to act compassionately. If the collector establishes that the consumer is using some real or imagined ruse to delay or avoid paying, then it is the collector's responsibility to cut through the promises and get the account paid now.

An account is usually assigned to a collection recovery service when no payment has been received from 90 to 120 days after it has been promised. Usually then only after the efforts of the business itself to collect have failed.

If you have specific topics or questions you would like to have discussed, just write to "You and Your Credit," P.O. Box 176, Midland, Ont., or call Paul Mattar at 526-5468.