

LET'S TALK CARS

Case of The Experienced Shopper

Car buyers who insist on buying on price alone are running the risk of coming out second best in a battle of wits with an unethical dealer.

How this can happen, even to a buyer who has some experience with the "tricks of the trade" in price shopping, was illustrated once again recently in a case involving a travelling salesman.



When this particular buyer received an allowance quote on his used car some \$200 higher than competing dealers he was naturally pleased, though he suspected the figure might be a "highball". That's a fake high price allowance for his used car, offered in the hope of luring the shopper back to the dealer's premises after he has finished his shopping tour.

Cautiously, he had the salesman put the offer in writing.

He returned to the dealer some days later to pick up his new car after his price comparison tour convinced him that he was indeed getting a \$200 "bargain". It turned out the salesman had made a "mistake". The dealer couldn't possibly offer him that much, and, in any case, the offer hadn't been signed by the proper authority; they were sorry to say.

Meanwhile, our buyer had told his wife, friends and business associates how he had "saved" \$200 by some smart bargaining. Caught in the embarrassment of his own story, he bought the car at a price somewhat higher than a reputable dealer had offered him rather than confess he had been outsmarted.

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Hundred Attend York County Summary Day

One hundred women attended the Summary Day for the training school course, "143 Pounds of Meat". This course was offered through the Home Economics Service Programme of the Ontario Department of Agriculture to interested women's groups in the County.

Last November sixteen groups sent two leaders each to a two day training school. Miss Sue Lees, Toronto, instructed the women on how to buy, cook and serve meat. Summary Day gives each group a chance to review and show what they gained from the course. The Summary Day Program was held in the Newmarket Legion Hall.

The eleven groups which completed the course were: King, Belhaven, Vandorf, Gormley, Pine Orchard, Bogartown, Elders Mills, Snowball, Highland Creek, Mark Van, Schomberg. Seven colourful exhibits were on display showing various phases of the topic studied in the meat course. Four groups: Mark Van, Snowball, Gormley and Vandorf were asked to comment on their respective displays.

The main feature of the afternoon was a panel discussion on the topic "Municipal and federal laws related to the slaughter and sale of meat". Those taking part were Summary Day Committee members, Mrs. A. Rumble, King; Mrs. O. E. Smith, Belhaven; Mrs. G. Koryck, Elders Mills; Mrs. K. Thomas, Schomberg and guest, Dr. H. R. McCarnon of Newmarket.

At the conclusion of the program Miss Lois Smith, County Home Economist, discussed the training school choices for the following year.

Development of the all-electric home with electric heating, cooking, clothes drying, water heating, air conditioning and all the other home applications of electricity contribute to a better balanced 12-month system load for municipal electrical utilities. By encouraging volume sales with diversity of use, utilities can attain lower operating costs, and pass the savings on to the customer.

A Devonshire Immigrant, Robert Stapleton — Pioneer

THIRD INSTALLMENT

"Sure," said the honest Irishman she addressed, "you pays your passage and the boat takes you there."

"And how far have us to go?" "Oh, about five hundred mile or so, — but that's nothing in this country."

Poor Susan's heart sank within her. She was half sick and wholly discouraged, and with scarcely a shilling. She did what such people generally do at such times — she sat down and cried.

Now, in the second cabin, a part of the steerage partitioned off from the rest and somewhat better furnished and supplied, was a Mr. Wheeler and his family coming out to Upper Canada to join his son who had been out a year. He was from the same County and nearly the same place as the Stapletons, and when he saw Susan on the wharf and learned the situation, felt inclined to help her. He gave her four sovereigns and told her to repay him when she could — he would not press her.

All was now sunshine. Susan, with the sight of the green fields got better at once and the steamer soon reached Montreal. Her experiences were very like her husband's, with the "Durham" boats and the rapids, the steamer from Prescott, and the hotel at Toronto, only in her case it was a rather poor and cheap house near the waterfront.

And now for Bob — she had never had any address but Toronto, and how to find him she

knew not, nor had she taken the precaution to write him beforehand. But Bill had sharpened up wonderfully. "I tell ye what," said he, "I'll go and find he; he can't be very far away."

So, the next morning the two boys started up Yonge Street. Mile after mile they trudged on, just as Bob Stapleton himself had done the year before. They did not, however, make as good progress as he, and night overtook them before they reached Richmond Hill. They felt shy of speaking to grown people about shelter for the night but felt free to speak with a boy driving some cows back from milking. Having put up the bars, he returned with them and chatted as he went. Of course, he knew they were immigrants and had a good many questions.

By the time they got to what he called "our place" he made bold to say to them, "Well, come in anyway and 'git' some bread and milk. I guess there ain't no tea now." He told his mother about them and she, in the midst of her questioning, got them something to eat and drink. The boys had not had a drink of milk since they left England and enjoyed it accordingly. Soon the man came in, and as his grandfather had come from England, "from Shropshire or Shropshire or some 'sich' name, anyway it was a great place for orchards and so he guessed it was about the same place the boys came from," he made them welcome for the night.

This was only the second night they had slept in a bed, and it was very sweet thus to rest. The wind rustled through some orchard trees close to their open window and they dreamed all night of the splashing of the steamboat paddles so close to them as they slept on the deck of the lake steamer.

After a good breakfast in the morning, they set off cheerily in the search. The farmer advised them to turn off Yonge Street to the right at the first crossroad above Richmond Hill. "There's a man in there," said he, "I 'fright' his name but he tells me he has an immigrant workin' for him, a married man, and when he 'axed' him about his wife, he said 'her' was in England, so I guess you'd better hunt him out, for them that speaks that way all comes from the same place, I reckon."

At the tavern corners above Richmond Hill they accordingly turned off, and after going three or four miles, when passing a bush they heard men working with oxen beyond. "That's father," cried the younger boy, and listening again they heard the same voice along with others. The fact was, it was four or five men "logging" with oxen. The boys ran through the intervening bit of brush at headlong speed, and it would be hard to tell who was more surprised, the boys at seeing their father black from head to foot (for an immigrant never can keep the soot off him as a native can) with only his teeth and the whites of his eyes to relieve the picture, or the man at seeing his two English boys suddenly emerge from the woods. Stapleton came near fainting with excitement and sat down to get his breath and collect himself, while the younger boy stood with his lip quivering and tears gathering in his eyes, for he wanted to rush into his father's arms but dare not for the sootiness. Phil, who came running from the house, got his arms around his brothers and danced about them as in a polka.

And her's in Toronto," he called out to the boss. "Her has come across the sea and I never knowed it. I must get she up some way."

The boss said the logging would be all done by night, if they worked well, and he'd go to-morrow with the horses to Toronto and bring her up. So that was settled — Bob went with him and the boys rested.

He worked the remainder of that season with the same man, and got such jobs of work as he could through the winter, living in a small log house for which he paid a trifling rent. Just before the snow went off, he moved on a new "lot" in Uxbridge to begin with many others, "a life in the bush". It was hard work, and the way to do the work had to be learned. The boys learned more quickly than he, but he found the advantage of having a base of supplies, so to speak, in the neighbourhood he had left, and when he wanted some seed or a little flour, and a little later a cow and then a yoke of oxen, he was not quite a stranger and was able to get a reasonable credit. It was several years before he could repay the borrowed money to Wheeler. The latter, what with mills and one thing and another, had prospered in this world and made up his mind that if Stapleton paid him, was a good; if not, he would never ask him, not knowing, perhaps, how hard the other, with a large family and no education or business training, was struggling. At last, however, he came to Stouffville and paid Wheeler principal and interest, the latter making it nearly double the original amount.

Some years before this, two of Mr. Wheeler's sons were passing in a sleigh not far from where Stapleton lived, and turned off their way to make him a visit. He was glad to see them for their father's sake, and told them that although he had never seen the beef, pork nor mutton in the house, he could give them some meat for dinner. They wondered if thus early in the year he managed to have veal, but it turned out to be venison.

"I shoot all my own deer," said the father, "except when 'Bill shoots one. Him's good at the gun is Bill. And," said he further, "among all the children there isn't a pair o' shoes, and yet not one o' em is barefoot." In this case it was rude mockeries of his own making fashioned out of deer skin. To such shifts were the honest yeomanry of the bush put a few generations ago.

He and his wife are dead a good many years ago. She got her wish about a sugar tree, for many a good maple yielded its sap from year to year to sweeten her tea.

"Her was a good woman," said Stapleton, and all his neighbours believed him and all her sons revered. They grew up to be honourable men, diligent in their business and withal well educated, for Stapleton held that when he emigrated he left English disadvantages behind him, and one of them was, in his days, the lack of education among the poor.

One of his sons, Robert Jr., who was held in respect by everybody, died many years ago (in 1889) at Bloomington. His wife was Rebecca Mertens.

The story is true, and as a landscape painter "puts in" a tree here and a flower there — which may not appear in the scene before him but which seems necessary in order to complement the picture — so with a little filling in of small details, this Devonshire story is set before the reader.

NOTE: The above-mentioned Mr. Wheeler was a greatly cherished friend of the Stapleton family. (Submitted by Margery Mertens through the courtesy of Josie Patterson-Winterstein)



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