S. S. LUZ BLANCA
One of our Contributions to the Allied Cause.
The Imperial Exhibit

The most interesting part of the Exhibit from our point of view was the exhibit of the Imperial Oil Limited, and the way in which Imperial Service contributed to the great success of the Fair. Outside the trina building and at the edge of the sidewalk was a Gilbert & Barker gasoline pump which was kept almost continuously.
TANK WAGON ON THE GROUNDS

The proximity of the tractor exhibits and the importance of the lubrication of farm machines brought many inquiries. The Kerosene Tractor is, of course, a recent factor in our business in Ontario, but it was pleasing to find that such a large number of tractor owners were acquainted with the high reputation and satisfactory working of Polarsine Heavy and Imperial Kerosene Tractor Oil.

Arranged artistically around the inside of the building were displays of Iron Legging Clamps for Polarsine Oil Pails. Transmission Lubricant.

In this model, the vast majority of them had to have an opportunity to see the working parts in operation, and they took full advantage of the exceptional occasion to make a minute examination. Our demonstrators were kept busy the whole day answering questions put by visitors. These questions showed that visitors realized, as never before, the necessity of selecting high-grade lubricants. Many of our visitors were satisfied customers, and their expressions of high praise for Polarsine Motor Oils and Polarsine Transmission oils and greases were the more gratifying from the fact that they were the result of actual experience under widely differing conditions.

In addition to the model, a belt test was demonstrated upon Polarsine in comparison with other oils. The oil was placed in narrow glass tubes. One set was kept on a table, so that the oil in them would remain at atmospheric temperature. A second set was placed in a steam jacket where a temperature of 300° F. was maintained. The third set was in a freezing machine where the temperature was kept at near average winter conditions, as possible. It is needless to say that Polarsine Oil showed the very great advantage, remaining fluid at low temperature when other oils became solid, and maintaining its body under high temperature relatively much better than the others. This part of our demonstration was very effective and convincing, and was the means of eliciting from our visitors much interesting information and many unsolicited testimonials for our products.

If you were the Boss

Write to the Editor of The Review. Say what you would do, what changes you would make, if you were the boss. You need not sign your communication unless you wish. Please write on plain paper and use a small envelope addressed to The Editor, Imperial Oil Review, 50 Church Street, Toronto.

If you were the Boss—if you had full authority, what would you do? What changes would you make in the way your work is now handled? If you knew that your suggestions were going to be followed in the letter, what suggestions would you make? If you know of anything that will improve the results of your work, or that will make your work easier or its results sure, we earnestly request that you write us. If you know of things that are now being done wrong, things that are interfering with your work and injuring yourself or your Company, we request—we would even like to command—that you write us about them. It is your duty to do so. Every communication sent to us will receive careful consideration. We hope that we can use most of them in The Review. Remember this communication is addressed to you, no matter where you are, or what your duty is. Do not leave the suggestions for someone else to make.

NEW STORAGE PLANT AT HAMILTON

Imperial Oil Limited have opened a new storage and shipping plant at Hamilton, Ontario, and it was quite fitting that an old resident of that city, Capt. Geddes, should be the first to take in a cargo of oil. Capt. Geddes was in charge of the Imperial tank-steamship "Sarnia" which made her initial call on the 11th of August. The "Sarnia" is one of the most modern of tank-steamers. She was built at Collingwood, Ontario, in 1916 for Imperial Oil Limited. She is 235 feet long, 45 feet beam and draws 17 feet of water. Her cargo consisted of 17,000 barrels of oil and was the first cargo of oil that has ever been put into Hamilton.

Capt. J. Willie, who has charge of all the shipping by boat of Imperial Oil Limited and who is also well known in Hamilton, had made all the arrangements. He was present himself to superintend unloading. His illustration shows the "Sarnia" at the centre of interest of a large number of visitors. Many of the spectators avoided themselves the opportunity thus presented and made a tour of inspection through the vessel.

The Outlook Improves with the Ascent

The climb may be hard, but remember...
MAIL BY AEROPLANE

IMPERIAL PRODUCTS SPEED WINGS OF NEW SERVICE.

For some time, opinion has been sharply divided as to the practicability of carrying mail in bulk by aeroplane, but a recent trial flight has demonstrated that special mail at any rate can be carried with ease and dispatch.

The flight was instituted by Col. W. Hamilton Merritt, President of the Aerial Club of Toronto, who obtained the sanction of the Postmaster-General and then secured the services of Lieut. Temper Longman of the 78th Squadron, C.R.F., as pilot.

The Trial Flight.

The aviator left Leaside Camp at 19 a.m. on the morning of August 15. He used a Curtiss R.14, and rising to a height of 2000 to 2500 feet reached Rockcliffe Camp, Ottawa, well within scheduled time. The last thirty-five miles was a perfectly straight course for he could see Parliament Buildings quite clearly in the distance. The journey from Toronto to Ottawa was made in four hours. Thirty minutes after he descended in the Capital, the mail, which consisted of sixty letters, was handed in at the General Post Office on Connaught Square to be sorted and sent out by Special Delivery.

The return journey was commenced at 7 o'clock on Saturday morning, August 17, sufficient time having elapsed by then enable those who received letters from Toronto to write answers to be carried on the return journey. First among these letters was one from the Imperial Oil representative in Ottawa to Mr. G. H. Hambley, Assistant Sales Manager, Eastern Ontario Division, stating that Lieut. Longman used Premier gasoline.

The Imperial Oil Express Delivery which brought the supply of gasoline and Mohabi for ordered for his aeroplane. To the right in the front row are Mr. Arthur G. Greenfield, Imperial Oil representative (right seat) and Postmaster Andrew G. Acheson of Ottawa. Although this is really the second trip with mail, it is known as the "First Aerial Mail Service." Our third illustration is of the well-known aviatrix, Miss Katherine Stinson, carrying mail between Calgary and Edmonton.

We may be justly proud of the part played by Imperial products in furthering such enterprise. Although we almost expect to see our products associated with all new and important innovations, it is nice to see grafting to be able to produce tangible proof of Imperial Service in National undertakings of such far-reaching possibilities.

The First Official Trip.

A second trip was made on August 17, in the same machine, by Lieut. A. Dunstan. Our illustration shows the aviator seated in his plane and ready for the start from Ottawa. Behind him is the Miss K. Stinson at Red Deer Fair. Service is not only the right thing in the right way but the right thing at the right time and place.

HANDLING CRUDE AND FINISHED PRODUCTS

Bulk Shipment In and Out of the Refineries

By CLAYTON D. DEMP, Mechanical Engineer.

Most of all, if not all of us, are more or less familiar with the slogan, "Time is money," and perhaps we are prone to accept the term without a clear idea of what it really means. The following article is written for the purpose of illustrating an application of these truisms in one phase of the refinery end of the oil business.

In all of our refineries, elaborate provision is made for handling incoming crude and outgoing finished products, and it will be appreciated by all that the handling of these commodities is always handled in bulk, while the larger percentage of the finished product is handled in the same wholesale manner. This will perhaps be better understood by remembering that the crude must be gathered in large or small quantities at the sources and accumulated in depots consistently laid out for the purpose, and from which it is distributed in bulk to the various refineries. The refineries in turn perform their necessary operations by connecting the crude to consumable forms and distributing the greater portion in bulk to the "strategic localities" from which the consuming public is supplied.

Methods of Handling.

The bulk handling of these commodities is now conducted by pipeline, tank cars and tank ships. These all have their special application, but it is the last two methods with which we are concerned in the present article.

Of the five refineries we operate, only the one at Regina has a distinctly inland location, and tank cars are used exclusively for the bulk handling of Petroleum and its products to and from this plant. Sarnia, Montreal and Halifax refineries receive crude in tank ships, and in all these cases, including the Sarnia Refinery, bulk handling of finished products is done by tank cars and tank ships.

Tank Cars.

Tank cars are a great deal of money and practically instantaneous, and their use is an average daily rental value that can be calculated for each car covering its expected life. The logical use to which tank cars are put is movement under load, but part of the timeless the percentage depending on the average hauls must be spent in loading and unloading. It is here, as far as the refineries are concerned, that the element of time largely enters. Any method that quickens the loading and unloading of cars increases the percentage of the car years that will be spent under load, and large oil lines, filling racks and powerful pumping equipment are therefore, standard installations in all the refineries. To attain 100 per cent. efficiency in the use of all this apparatus requires the intelligent co-operation of all our co-workers in the use of this equipment. It is a pleasure to be able to say that, barring casual circumstances, a high rate of efficiency is maintained. As we learn more of the factors involved in the proper use of these "hacks," higher percentages will naturally result.

Tank Ships.

The same remarks are true of tank ships, excepting that each unit is much bigger, representing a large invested capital and necessitating a highly-trained staff for its successful operation. The daily rental value of a tank ship is quite considerable, and so in the case of a tank car, its normal use is to be under load and moving as large a percentage of the time as possible.

The loading and unloading of tank ships consumes appreciable time in a year, and any method that reduces this time of performing these necessary operations is money saved. As a result, besides the usual bertaining facilities, our refineries are equipped to handle in-bound and out-bound commodities from and to the ships, by means of large tankage, large lines of from eight to twelve inches, and very large pumping installations.

Handling Facilities.

The handling facilities of this nature at Halifax are the latest that we have
installed, and marine men from various maritime countries, who have visited that plant in the performance of their duties, have pronounced it the most rapid that they have had fortune to see. There are many technical considerations in properly providing these facilities, but the restricted length of this article precludes the possibility of mentioning or explaining any of them.

However, the reader may be interested to know what are considered good rates for handling oil in bulk, and we cite, as an instance of unloading, the case of a tanker of 15,000 gross tons which unloaded 97,105—62 wine-gallons—barrels of petroleum products through 1800 to 2100 ft. of pitch line to tanks on a billet 60 ft. to 110 ft. above the harbor in 92 hours and 50 minutes; or at an average rate of about 9000 barrets per hour.

These figures give some idea of the importance that is attached to the need for rapid handling of products in bulk to and from ships, but the need for the same degree of dispatch in the case of tank cars, while not exemplified, is real, and it will be appreciated that the present times add another incentive to get the maximum use of equipment of these classes.

Approaching a Prospective Customer

**By Salesman P. B. Jarvis.**

**ENTHUSIASM!** That is the first thing. The three essentials.

"All great achievements have sprung from the flood of enthusiasm. Enthusiasm is a dynamic generating power within us. Modesty is the fruit of indifference. Masterpiece spring from minds on fire. The still indifferent mind never created a brilliant product. Half-heartedness never attained whole success. The spirit of life is three parts enthusiasm." Enthusiasm! Oh, man! If we could just keep it with us all the time, we'd have the world by the heels. What carried Perry to the North Pole? Or Dr. Cook, for that matter? What was behind Mountaineer when he brought out his wireless? And what made the boys knock the breath out of the Kaiser at the Marne? What will bring the Allies final victory in this great struggle? Not half-heartedness, not half minds or weak bodies, but strong, enthusiastic, courageous men will do the trick. There is a better example of enthusiasm than the aviator, from the time he volunteered his services, through his learning, until he is flying in the air, doing all those stunts that are necessary to save his skin and get the other fellow.

Tell me, if you, need all this same enthusiasm when approaching a prospective customer. Your enthusiasm assuming the same emotion in him, he becomes responsive and interested in what you have to say. You have, of course, before ever approaching your customer, become conversant with his line of business and financial standing, and now that you have him interested, get out your little old book. You have prospects of an order, but Mr. Customer has a little difficult. He has arguments in favor of the other concern's goods, and is not sure that he wants to put your brand in stock. Maybe he has been prejudiced in some way. Trouble will crop up in spite of the best precautions. It may be in connection with the goods, the agent, the office, the transportation, or from other sources.

Now tact comes into play. You know your goods and you know the Company you are representing. You have confidence in his judgment, and you tactfully proceed to settle the matter on whatever grounds you judge he may have. Let him understand that you are selecting as carefully as if it were for yourself. Introduce him to your agent, using your knowledge of the different products and their uses. Let your terms have an elasticity suitable to the needs of the situation. You must uphold your enthusiasm and buck your idea up to principle. To sell a customer is one thing, and to hold him is another. Enthusiasm is the heat which will always hold the customer.

You got to cut the heat, be a hard hitter; tapping the bull won't take you around all the bars.

**Drivership.**

A WAY WITH DRIVERSHIP—Is it quite a different thing. Threading one's way among the men was to how—to give orders—to wield authority. It is much better way to cooperate—an organization—to take as many people as possible into your confidence, and to share the responsibility with everyone.

-Efficiency Magazine.
SELLING BELT DRESSING TO THERESMEN

By Samuel D. C. Payne, Winingham.

As all times to keep in the proper condition. This work needs much care, especially in the important connection just indicated. Ninety-five per cent of the troubles and losses of time in delays and breakdowns are caused directly or indirectly by the belts failing to do the work required of them.

Early Experiences.

There are three kinds of belts used on threshers—leather (which is the best), canvas and rubber. The greatest number of belts is the careless man with the oil can, who spills oil on the belts and then puts sand on them to make them stick. Oil, especially mineral oil, causes belts to become flabby, breaks the fiber and destroys the glue and cement that holds them together. As a result, the belt will stretch out of shape or break down.

In our early experiences we have found that we could do nothing short of recommend in Eureka Belt Dressing.

Gang.

We often quote our experiences with phosphates, tannic acid, resin, and even loose oil and graphite. Those to be used to the early days when a horse-power rig was used to do the threshing. Then the machines were fed by hand, and a good feeder expelled the amount of grain which he fed to the machine by the hand of the threshing cylinder. Any variation in the sound would indicate that more or less grain should be fed, and a good feeder was judged by the evenness of the cylinder's burn. As regards the looseness of oil and graphite, it worked well until the weather changed, and a nice, bright, sunny day came and things got warm up, the belts stretched, and before night four inches had been cut from each belt and two inches of the time lost.

Care of Belts.

Belts should be cleaned often, as they get greasy. Leather and canvas belts can be cleaned with gasoline, but this should never be used on rubber belts. Soap and water is the only thing advised for the latter. Clean rubber and rubber belts should be run with the same side to the pulley. Leather belts should be hair side to the pulley. When leaking belts, be sure to apply the cement as a dry square will be found very useful for this. Belts are often raised and stretched out of shape through improper cutting and laying.

Every day put just a small amount of Eureka Belt Dressing on all belts, including the rubber belts, when they are running. It has the effect of getting much greater value from each belt. On the drive belt from the engine to the threshing machine put a tablespoonful of Dressing while it is running and just previous to throwing the belt off. When the belt is replaced next day it will be found to be covered with a sticky substance that will give it the necessary grip and make it hang to the dry pulley on the engine in such a way that it will not slip and break the engine into the belt.

Eureka Belt Dressing.

Belts should not be taken off the thrower over night, as on most of the threshing machines there is no belt tightener to allow for stretch or shrinkage. During cold, damp nights, when the engine is being run without the separator, they shrink and the belts break. Owing to the recent submersion raids this arrangement was believed false, but the Barrow was removed, and it was deemed advisable to give her some measure of protection. Knowing well how surely reliance could be placed in Capt. Thomas, together with the sturdy gun crew and the spirited twelve-pounder carried by the Luc Blanca, the boats were instructed to keep together.

The Luc Blanca was ready to clear on Saturday night, but as the cargo came out rather slowly the start was somewhat delayed. Finally at 7 a.m. Monday she put out from Halifax Harbor on what proved to be her last and most eventful trip. The course was set southwest by south. Nothing was in sight, but nevertheless danger was lurking terribly near.

Struck by Torpedo.

At 11:40 a.m. ship time, August 3rd, when thirty-five miles south west of Halifax, the shock of a terrific explosion shook the air. Apparently a shell whizzed directly overhead just a few feet too high, but it was enough to indicate that the Hun had corrected his aim.

All this time the gallant Luc Blanca was steering full speed towards Halifax and safety. All this time Chief Gunner Wiley and Assistant Gunner Ferguson were blowing away as fast as their guns could be loaded and fed. They were terribly handicapped in this uneven fight, as it was necessary to keep the gun by hand on its swivel and to push the barrel until the range was found before firing. This meant that the enemy could fire several shots for every one from the Luc Blanca. Manfully did the gunners keep up the uneven fight, and long before it was over the gun barrel was red hot.

Having found the range, it was not long before a shell struck our ship. Only one shell fell its mark, but as a shot in the vesse was fatal due to the propeller, probably damaged by the torpedo, was gone. All this time Capt. Thomas had remained at his post, making the bridge giving encouragement to the gunners and confidence to his crew. Now, however, realizing that the only escape was to order the “Lower the Boats.” The Luc Blanca gave two life boats and two smaller boats. As calmly as though they were at drill they were lowered away the boats. There was a flash of the brightest gun. Capt. Thomas gave the order to commence action, Chief Officer Pilling of the steed, and the Luc Blanca’s crew cut loose.

At the boats rowed away after shell was fired into the Luc Blanca at close range, for the submarine had encountered a short, fast trip, ending in the destruction of the enemy’s ship.

The Rescue of the Crew.

Not content with having destroyed the Luc Blanca the Hun now turned upon the neighboring life-boat, less intending to sink them and their occupants that no report of their
work might reach the shore. The submarine was rapidly over- 
hauling the life-boat, which un- 
der the command of the Third Officer was by this time about 
three-quarters of a mile away, when, away on the horizon, 
the south a fast little craft appeared. The priests knew only too well 
that it was one of the American

sub-chasers now patrolling the

coast. Apparently they had no

steerage for a fight with one of

these well-equipped boats; for

they immediately submerged.

That was the last seen of the

Hen. The American boat came

up very quickly and took off

the crews of two of our boats

after they had been there for

about an hour. The third boat

reached Halifax safely.

The Casualty List.

Two of our men were killed, 
Second Steward R. McAlister 
and Second Cook J. Visser. 
Mr. McAlister was formerly a

resident of Toronto while Mr. 
Visser hailed from Holland. Two

men were wounded, one slightly 
and the other seriously. Both 
of these were taken into hospital 
at Halifax and both are now 

making rapid progress towards 

recovery.

The Luiz Bianca (a picture of which 
is reproduced on the front cover) was a 

3,000 ton steamship. She was built 
at Newcastle-on-Tyne in 1919, 

was owned by the International Petroleum 

Company of Toronto, and was just 

five years old when she sank.

She was very short-handed, her crew 

numbering only thirty-four on her trip.

Officers:

Captain John Thomas.

Chief Officer T. N. Havard.

Second Officer Thomas Dick.

Third Officer A. De Villiers.

Chief Engineer A. R. Fleming.

Second Engineer W. Blake.

Third Engineer H. T. Gurney.

Gun Officer W. Wiley.

Gun Officer A. Ferguson.

(Both of the British Navy).

And Imperial Service Stations are Closed on Sundays

Capt. John Thomas is a 

Welshman. He is sixty-two 

years of age, though he certainly 

does not look his years. His 

eye is as bright, his hair as 

straight, and his voice as 

firm as when he took to the sea many 

years ago.

The loss of the Luiz Bianca 

is very regrettable, especially 

at the present time when every ship 

is required for transportation 

purposes in connection with our 

war efforts, but we are indeed 

proud of the plucky fight put up 

by Capt. Thomas and his 

gallant crew.

The Luiz Bianca did wonders 
in her unequal battle with the 

German submarine, and the 

result was a real victory for Capt. 

Thomas and his men because 

of the fact that the more valua-

ble ship, the S.S. "E. Q. Bur-

ston," escaped unscathed.

What You Can Have For Nothing

(An advertisement from "The Diamond" by "The Atlantic Monthly," is well worth repeating.)

If you exert a small amount of mental effort and twice the amount of will power, the high cost of living need not trouble you. Here is a list of the things we can have for nothing:

It costs nothing to maintain one's food thoroughly. This includes better digestion and less of the expensive, highly flavoured food is consumed—money and health are saved.

It costs nothing to choose the kind of food that the body needs.

It costs nothing to keep out of your body substances, like alcohol, that are known to be injurious.

It costs nothing to avoid dosing yourself with patent medicines.

Often is one more effort—try again.
ON AND UNDER THE ROAD IN SASKATCHEWAN

By Saleman J. S. Ward

NOT having seen as yet any article on the sales experience of an engineer-seller, and believing that one of the missions of TIE Review is to record anything that may prove useful to fellow salesmen, the writer ventures to give a little of his experience on the road in Saskatchewan.

On the Road.

We have a Ford car, bought in the spring of 1913, which is still going strong. Up to the present time it has covered some 40,000 miles and is itself a standing advertisement for Premier Gasoline and Polaron, which we always use. An extra tank has been fitted behind the seat. This tank holds 20 gallons, enough to run the car for a week, and has proved on more than one occasion a very useful addition. The territory in which we operate is the south-west quarter of Saskatchewan. Most of this province is new and there are practically no roads—just trails—and the district is commonly known as the West Bad-Bailed Prairie. The area is very wide and it takes a whole year to cover it.

An engine-oiler salesman's job is a very varied one. Where the weather is favorable, it is most enjoyable; but when rain comes it gets very hard on the salesmen and lots of it, too. In such weather the trouble is getting to the customer. With unsalable roads one is not at all unlikely to be found out of some bad condition. Of all the "pull-me-outs" tried, an ordinary wide shovel gives the best results, and one is always carried strapped to the side of the car. It is a very bad place indeed if one cannot get out, with the aid of a shovel and mud, or snow.

One of the greatest trials that may come is called a "blow-out." After the last's day's work, and it is a good practice to face the task of replacing the puncture or changing the tire. Or again, approaching some other salesman in difficulty by the roadside, it is part of the salesman's position to fix his own car and arrive home at midnight tired, dusty and dirty. But salesmen in this part of the Dominion are all alike, willing to help each other at any time. Most of them are motor owners and there is something very fascinating about the work as we meet it here.

Selling Methods.

A successful engine-oiler salesman must be very versatile. The larger portion of our customers are farmers and it is often necessary to engage them in conversation, regarding their methods of farming and other kinds of matters, before making an attempt at a sale. During the course of several years' experience, one gets many good pointers, not only of the market for oil but oil itself.

It would be a great mistake for anyone to conclude that because Saskatchewan is a wide area, most of the inhabitants are not well up in business matters. A salesman who thought he was the only one who knew anything would soon find himself in difficulties. Selling must be treated quite seriously. Make all descriptions and selling talk perfectly honest and sincere. It is the only way to insure repeat orders and earn a welcome on your return trip.

The farmer as a man of common sense, thinks hands with him before you know it and say that you will be back next year for that order which he must be sure to keep for you. This kind of treatment is appreciated, and invariably it will be found that next year you will book him again because he found the oil came up to the standard you claimed for it.

Some Pointers.

Be very careful to describe your lines correctly. Yet even the most honest of anything but just claims with real proofs should be made. Truth will always win in the long run. If you know the goods that you are selling, you should know just what you will do, and an engineer-oiler salesman has a great advantage of having many opportunities of testing oil himself. Tell the farmers just these tried results and stand by what you say. You are the man who has to call again the following year. Misrepresentation is fatal to future sales.

Further, as we have the goods that are second to none, we need have no fear in recommending them.

A small handicap in which to carry supplies will be found an advantage. However, it should be kept clean, for to open a hand-sharp and show an untidy lot of oil bottles will defeat the object. Carry the order book in the same grip. It pays in appearance every time, but often an order too, is lost if you happen to have them in your pockets, first for the order book and then for a pencil.

Another hint; always have the price of the goods clearly in your mind. Nothing is so effective as to be able to quote in hard cash at the time. Pull these prices of this oil or that grease, directly the question is put. A man who has to pilot for his price list is apt to give the impression of being small, and he does not know his business.

The largest seller in this district is Imperial Economic Traction Oil. At one time I was taking a test for this oil and found it a close second. Polaron Heavy also lends fair to be a popular seller. Therefore all speak well of their respective brands, as well as the salesmen. One of the best that money can buy.

HANSOMIE IS AS HANSOMIE DOES.

STANDING OF DIVISIONS—JULY 31, 1918

Vancouver... 94.05... 19... 5,640.00... 20,781.00... 4,639.00...

Regina... 92.59... 26... 5,135.00... 18,200.00... 3,400.00...

Saskatoon... 92.59... 10... 5,024.00... 20,000.00... 3,420.00...

Winnipeg... 92.00... 9... 4,860.00... 20,000.00... 4,000.00...

Toronto... 91.00... 4... 4,650.00... 20,000.00... 4,000.00...

Montreal... 90.00... 3... 4,450.00... 20,000.00... 4,000.00...

Toronto East... 90.00... 3... 4,450.00... 20,000.00... 4,000.00...

Toronto West... 90.00... 3... 4,450.00... 20,000.00... 4,000.00...

Vancouver... 94.05... 19... 5,640.00... 20,781.00... 4,639.00...

Regina... 92.59... 26... 5,135.00... 18,200.00... 3,400.00...

Saskatoon... 92.59... 10... 5,024.00... 20,000.00... 3,420.00...

Winnipeg... 92.00... 9... 4,860.00... 20,000.00... 4,000.00...

Toronto... 91.00... 4... 4,650.00... 20,000.00... 4,000.00...

Montreal... 90.00... 3... 4,450.00... 20,000.00... 4,000.00...

Toronto East... 90.00... 3... 4,450.00... 20,000.00... 4,000.00...

Toronto West... 90.00... 3... 4,450.00... 20,000.00... 4,000.00...

The results of five more productive months have yet to appear. What sort of history will you make those 125 days write into your record?
We Cannot Work Alone

CONSIDER a moment. Think back over the things done to-day or yesterday. How few of these things you could have accomplished working alone!

There is but little joy in a laugh that goes unshared. The things we know are of no value to anyone until the knowledge is applied. Applying it means sharing it with others. Our very thoughts are incomplete until they have been put into words and passed on.

How much each of us depends upon those around us! How much those with whom we come in contact depend upon us! In all worth-while things we must work with others. Alone, worth-while things cannot be done.

Success is measured by how much we can share our work with others and how many others can be induced to share their work with us. As we want the best from others so we must give the very best that is in us to those with whom we work.

We cannot work alone. Try it and your failure is assured. Co-operate if you would succeed. Co-operate if you would enjoy success. Co-operate if you would really live.