

WEEKLY BUILDING REPORTER

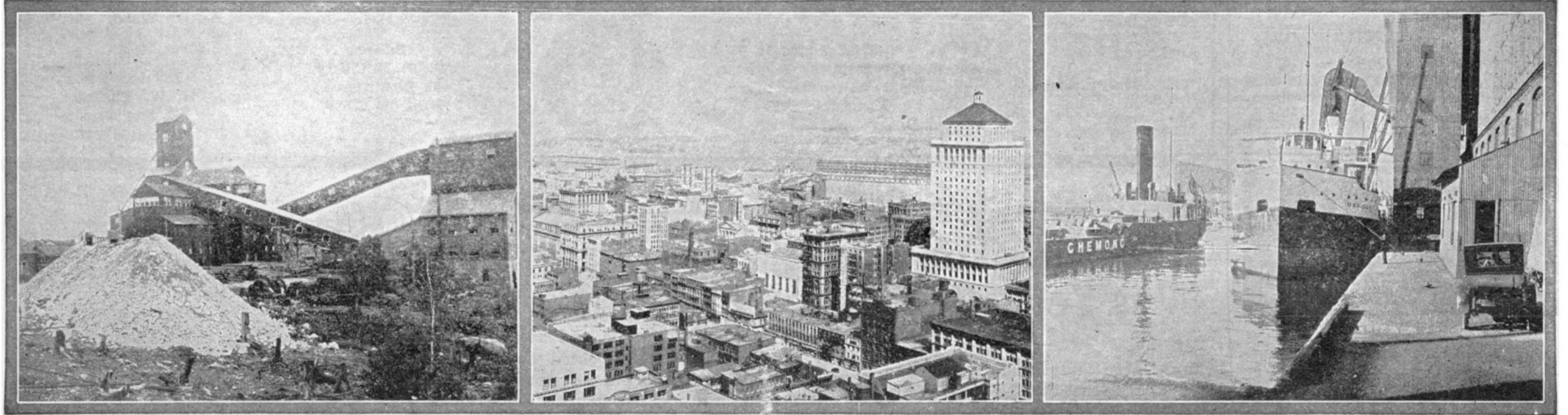
And REAL ESTATE REVIEW

Vol. 6—No. 26

TORONTO, JUNE 28, 1930

Price 10 Cents

Paul L. Stevens
146 Wellington St. W.
TORONTO 2 ONT.
(A)



Partnership and Progress

PARTNERSHIP may be described as an association of individuals or a group of individuals, seeking common objectives and susceptible to them. Partnerships may be both voluntary and involuntary. I need not dwell upon the former type, because he who enters into a partnership of voluntary character is competent to protect himself. Therefore, I shall discuss those involuntary partnerships into which we find ourselves forced and in which we must work along some common avenue that will lead to our mutual objectives.

History, in its chronicles of human endeavor, exemplifies the necessity for vision and toleration. Philosophy exposes various formulas for the attainment of such objectives. Both stress the partnership idea.

In Canada, as in other nations, the partnership idea may be advanced with advantage. There is, first, religious partnership. I recognize that he who embarks upon a discussion of religious matters ventures upon a dangerous path; but as we all presumably follow the fine philosophy of the Bible, that seems to provide a common ground upon which we may meet. Canada is a country which extends from the Atlantic to the Pacific, from the frontier of the United States to the rim of the Arctic Ocean, and within its boundaries are a vast number of people holding different religious faiths. It may be that we forget sometimes that we who are Christians are all partners in adherence to the fundamental principles of the Great Master; or should we owe an allegiance to an older faith in which our own was born, there is again

Five Points in Nation Building in Which City and Country, Industry and Commerce May Co-operate in Developing Canada.

**A Dominion Day Message
By SIR HENRY THORNTON**

(Illustrations Courtesy of Canadian National Railways Magazine.)

a meeting place in the philosophy of the older part of the Bible. May we not find room in this vast country to pursue our devotional activities without contention, and with that spirit of toleration which the Master taught and in His words, "Be ye kind to one another, forgiving one another."

There are also our racial partnerships. Years and years ago there came to the eastern shores of Canada hardy adventurers from Normandy and Brittany, and they founded a province known as New France. They developed along their traditional lines; they tilled the fields, navigated the rivers; and the early fathers of their religion carried Christianity to the hostile natives in what is now Ontario. They were pursuing a peaceful, enterprising work. In the course of time, due to the exigencies of politics, and in the evolution of history, it came about that England acquired this large French population then fully established in Canada. And here they remain to-day.

There is consequently a partnership in Canada between our French-Canadian and our English-speaking populations which is quite insoluble. We are both here to stay, and the simple thing seems that we should proceed in our respective fields to develop the country, working in a spirit of fairness and amity. If there

were no Englishmen within 10,000 miles of Canada it would be a good thing if every French child spoke also English, and if there were no Frenchmen within the Dominion it would be an equally good thing if every English child spoke French. We may well accept these conditions, not bother ourselves about superficial things, join hands and work in unison for the good of the nation.

There is the partnership of the different sections of Canada: We have the Maritimes with problems peculiar to their provinces; we have Quebec with its French-speaking population; Ontario with its English-speaking population and its great manufacturing potentiality. The "meal ticket" of Canada is in the great agricultural resources of the West, and that "Garden of Eden" on the Pacific Coast. Scattered through all these sections there are great mining opportunities, vast stores of water power, and wide acres of forests, all awaiting exploration and development. In fact, all the natural resources which a bountiful Providence can give to any country.

While each section justifiably pursues its own objectives, we must not forget that no section of the Dominion can prosper unless the whole prospers. Therefore, let us, with a wide and national vision, co-operate to the utmost in mak-

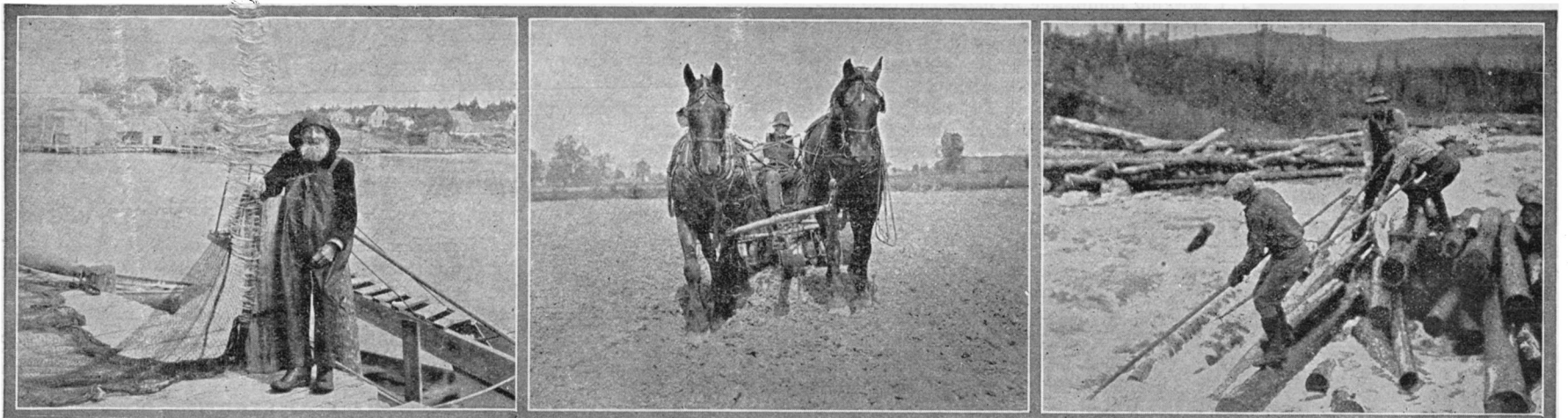
ing the most of those gifts that nature so bountifully lavished upon us.

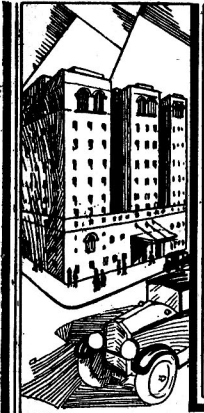
There is yet another involuntary partnership from which there is no escape, that of the industrial partnership. We have our great railway systems, our manufacturing enterprises, and many other industrial activities, employing large numbers of workers. In them we have the partnership of capital and labor—capital which establishes the enterprise, and labor which makes its operation possible. Here, again, is an insoluble partnership.

The Canadian National Railways have for some time been trying a plan known as the co-operative system. The object is to give labor a reasonable voice in management. We, therefore, inaugurated in our shops committees of the men and officers which meet once a week or so to discuss various subjects, such as better methods, improved devices, continuity of employment, and all things that make for the welfare of both the employer and the employee. The interest which the men have taken in the scheme has had many practical demonstrations. During the last year they have presented to us several thousand suggestions for improvement in various ways. Of these suggestions about 73 per cent. have been accepted, 15 per cent. are under consideration, and only 12 per cent. have been rejected. In other words, the attempt to give labor a partnership status in the enterprise has resulted in the men in our shops devoting the best of their brains to help us, the employer, to do our work a little better than we did it before.

This experience of the Canadian Na-

(Continued on page 5)





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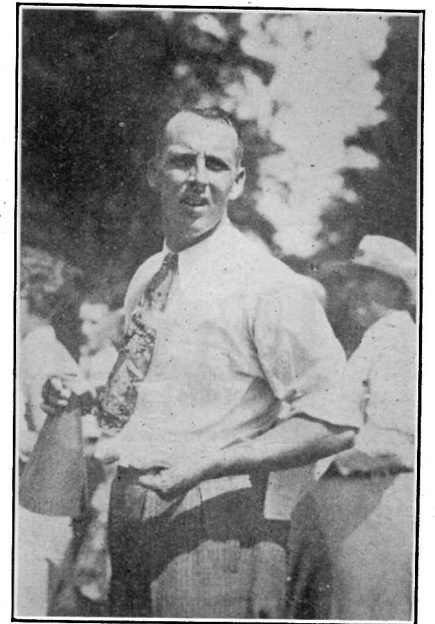
Home Builders "Go Over the Top" at This Year's Picnic

Supply Men and Builders Unite in Staging Most Successful Day at Thistle town.

"Bigger and Better" is the slogan for so many events and movements these days that one hesitates to nail it to the masthead of the Home Builders' Picnic for fear that its full significance will be lost by reason of its common usage. But what phrase is there that better describes the 1930 Annual Picnic and Field Day of the Toronto Home Builders' Association than those three words: "Bigger

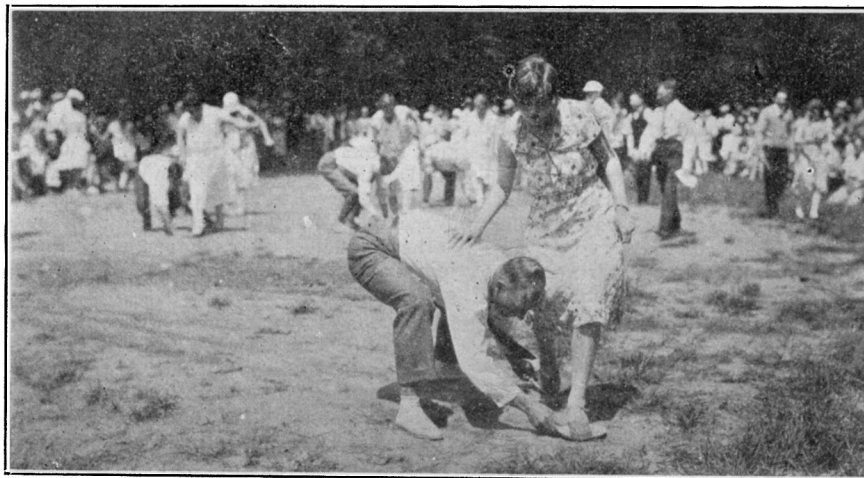
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THE GENERALISSIMO OF THE DAY.

We snapped this one fast of John Carroll, Chairman of the Picnic Committee, during the thick of the fray. John had just got through persuading John Walkey and Bill Fugler that they couldn't have the pie plates as they were needed for the stepping stone race.



WINNING THE FIRST HEAT IN THE STEPPING STONE RACE, HOME BUILDERS' PICNIC
Above is shown W. H. (Bill) Kitchen and Miss Joyce Breen caught in the act of winning the first heat in the stepping stone race. They were closely followed by John and Mrs. Smith, while in the second heat, Bob and Mrs. Muir were beaten out in a thrilling finish by Will Isbister and Mrs. S. Robertson. In the third heat, Jim Lindsey and Miss Lindsey outstepped Mr. and Mrs. Alex. Reid. Ed. Small and Mrs. Turner came out best in the fourth heat, though Mr. and Mrs. Springford were close seconds. The finals of this exciting contest were won by Ed. Small and Mrs. Turner, while W. Isbister and Mrs. S. Robertson got the place award.

and Better" After all, that has been the aim of each successive Picnic Committee of the Association—to make each year's event surpass the last, and this has been achieved except in the few cases where unfavorable weather interfered.

But this year, even the very Heavens co-operated with John Carroll's hard-working committee to make the 1930 Picnic the Biggest and Best yet in point of literal fact. The day—Saturday, June 21st—proved an ideal picnic day—bright and clear and too hot to do other than to get out amid the shady nooks and green glades of such an ideal picnic spot as Camp Westowanis at Thistle town, where this year's picnic was held. Located some three miles along the Brampton Highway west of Thistle town and one mile south, Camp Westowanis is situated amid picturesque surroundings on the south-westerly branch of the Humber, and here it was that upwards of 1,400 builders, supplymen, their families and friends gathered for the day's festivities.

As had been announced, dinner and supper had been provided for by the Committee, and promptly at 12.30 dinner was served in the dining and recreation

tra food supplies, and in addition two huge truck loads of pop and ice cream were consumed with unbelievable speed. However, supper was served as per schedule, and everyone had enough—the miracle had been performed, but we venture to say that the waitresses never worked so hard before—it sure was no picnic for them.

Presentation to Kiwanis.

A pleasing event of the supper hour was the presentation on behalf of the

Toronto Home Builders' Association by President W. H. Kerwin of a cheque for \$100 to the West Toronto Kiwanis towards the furtherance of their summer camp at Westowanis for under-privileged boys. This camp, in which the day's events were held, is owned by the West Toronto Kiwanis and operated for them by the West Toronto Y.M.C.A. President Kerwin, in welcoming the guests, made special reference to the splendid work the Kiwanis were doing at this camp, and pointed out that the first President of the Toronto Home Builders' Association, the late T. W. Robinson, had been one of the chief promoters of the camp, had taken an active and keen interest in its welfare, and had donated personally a large part of the material and equipment necessary for the fine recreation hall and the camp generally. President Bill called on all present to stand in momentary silence in memory of our departed Past President.

John Carroll then, as chairman of the Picnic Committee, handed the cheque for \$100 to President Kerwin, who in turn referred to the extreme pleasure and honor he had in presenting the donation for such a good cause to the Kiwanis Club

The Going is Good to Galt SATURDAY, JULY 5th, 1930

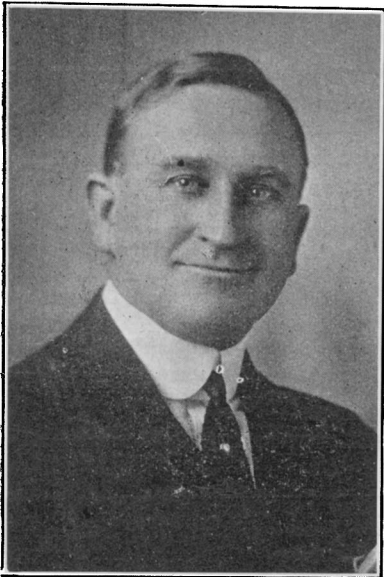
Members of the Toronto Home Builders' Association, through the courtesy of P. W. Gardiner & Son, Limited, are invited to a motor bus excursion to Galt, Ontario, Saturday, July 5th.

Busses will leave the Gardiner office, 25 Bloor Street West, Toronto, at 12.15 p.m. and Bloor and Jane Streets at 12.30 p.m. Arriving at Galt, an inspection of the Gardiner plant will be made, followed by a tour through the city and a garden party.

PLEASE BE ON HAND PROMPTLY AT STARTING POINTS

of West Toronto. The gift was received on behalf of the club by E. G. Glenn, First Vice-President of the West Toronto Kiwanis and Sales Manager of the Cooksville Company. Mr. Glenn assured the Association that their very kind gift would go a long way in helping to bring joy and cheer into young lives who had all too little of the better things of life, and it would, in fact, maintain ten boys at the camp for a period of two weeks.

Those present at the head table included, besides all officers of the Association for 1930 (with the exception of Dan Kay, who is in Europe): Past-Presidents John M. Walkey, W. H. Martin, W. J. Fugler and W. H. Little.



W. H. (BILL) KERWIN
President of Toronto Home Builders' Association, who welcomed the big crowd to the annual picnic.

Sport Events All Keenly Contested

The program of sports began on schedule time at 1.30, and was carried through with efficiency and despatch. Members of the Picnic Committee—Herman Card, John Scott, Jim Easton, Harry Graham, with their chairman, John Carroll, assisted by President Kerwin and Past-President Bert Little—had charge of the track events, and the greatest interest was taken by the huge crowd in every number of the program. Incidentally, First Vice-President Ernie Maybee, also a member of the Committee, was warmly welcomed on his first appearance with the boys since his recent illness and operation. The results of the Sport Events are given elsewhere in this issue.

The highlights of the program were the Stepping Stone Race, the Mystery Envelope Race, Balloon Race, Kiddy Car Race, the 150 Yard Dash and the Coat Race—all for mixed couples, except the

(Continued on page 12)



JOHN CARROLL, JR.
Chairman of the 1930 Picnic Committee, shown here in a much more restful mood than he displayed at the picnic. John can be quiet you know, occasionally.

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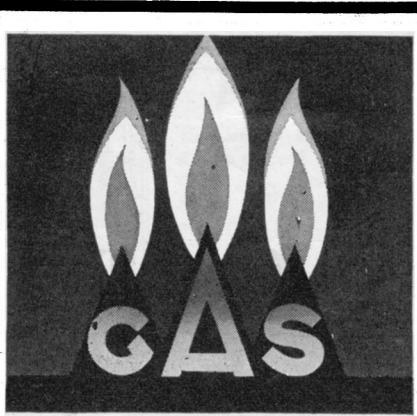
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The Ring of the Trowel and the Hum of the Saw

Summary of the Week's News in the Building and Allied Fields.

F. H. Barron, 64 Teignmouth Ave., is erecting a store and apartment at that address, the work being handled by the Guinane Construction Co., and trimming of the interior is now in progress. It is a two-storey building of solid brick construction, and is expected to cost, when completed, in the vicinity of \$7,000.

James McKernan, 240 Briar Hill Ave., is trimming the residences which he is erecting at 337 Glencairn Ave., near Mona St. It is a two-storey dwelling of solid brick construction, and will be completed at a cost of about \$8,000.

The Guinane Construction Co. hold general contract with F. W. Fisher for the erection of a residence on Branstone Rd., Fairbank. It will be two storeys, 16 ft. 10 in. by 32 ft., of solid brick construction, and will be completed at a cost of about \$6,000. Trimming is in progress at present.

The walls are up for the store and apartment house being erected at 1969 Queen St. E. by Geo. Wightman. The general contractor, H. Durnan, 15 Millwood Rd., is executing the plans prepared by H. J. Chown, architect, 20 Wayland Ave., which call for two storeys of brick and steel sash construction, 20 by 42 ft., to be completed at a cost of about \$7,000.

L. H. Lankin, 45 Thorncliffe Blvd., is trimming a pair of semi-detached residences on the west side of Dawes Rd., near Secord Ave. They will be two-storey dwellings of solid brick construction, to be completed at an approximate cost of \$6,500.

J. F. McCarthy, 102 Fulton Ave., is roofing two residences on the north side of Donlands Ave., near Pape Ave. H. Martin, architect, 59 Barker Ave., has prepared plans for these dwellings, which will be two storeys of solid brick construction. They are expected to cost about \$7,000 each.

William Bushell, 17 Frank Cres., expects to begin work within a few days on the erection of two detached residences at 101 and 103 Rowntree Ave. Two storeys each, they will be of solid brick construction on concrete block foundations. They will cost about \$6,000 each.

B. E. Knight, 177 Old Orchard Grove Ave., has the foundations in for the erection of a detached two-storey residence on the north side of Old Orchard Grove Ave., near Greer Rd. It will be of solid brick construction on concrete block foundations, to be completed at an approximate cost of \$4,000.

Arthur W. Lake, 117 Ranleigh Ave., is trimming a detached residence on the east side of Hilda Ave., near Wanless Ave. It is a two-storey dwelling of solid brick construction, and when completed will cost about \$4,000.

Johnson Bros., 53 Cassells Ave., are erecting three pairs of semi-detached residences on Sumach St., near Spruce St. They will be two-storey dwellings of solid brick construction on concrete block foundations, and will be completed at an approximate cost of \$18,000. The walls are up for two pairs and under way for the third.

The foundations are in for a residence to be erected by Groves Bros., 450 Concord Ave., on the south side of Westbrook Ave., near Meagher Ave. It will be a two-storey dwelling of solid brick construction on concrete block foundations, and will be completed at an estimated cost of \$4,500.

Rooting is in progress at 295 Jane St. for a pair of residences being erected there by Chas. Jolliffe, 255 Jane St. Of solid brick construction they will be two-storey dwellings, and will be completed at an approximate cost of \$12,000.

Work is in progress at present for the erection of two detached residences and a double garage on the east side of Mossom Rd., near Riverside Drive. The owner and builder is S. A. McGivney, 420 Armadale Ave., and the estimated cost of these dwellings is placed at \$17,000. They will be of two storeys each, of solid brick construction on concrete block foundations. The walls of one are (Continued on page 8)

Mechanics' Liens

June 25th, 1930.

- 11828—I. W. H. Otter against Rogers, Sanderson and Watson for the sum of \$240.60
- 11829—Pace and Company against J. M. Watson et al for the sum of \$224.85
- 11831—Harry W. Rushby Limited against Roy J. Merrifield, et al, for the sum of \$806.96
- 11832—The Watt Milling and Feed Company against M. DeJonkkheere Construction Co. et al, for the sum of \$378.93
- 11833—Edward Marlow, trading under the name of Forest Hill Nurseries against Beatrice A. Bond for the sum of \$726.00
- 13558—York Sandstone Brick Company Limited against the Shell Company of Canada et al, for the sum of .. \$574.50
- 13559—A. L. Tomlinson against City Duplexes Limited et al, for the sum of \$1,660.00
- 13560—Stanley Golka against Russell H. Bush et al for the sum of \$15.00.
- 13561—W. H. Nogan against Russell H. Bush et al for the sum of \$45.00.
- 13562—Alexander Cross Balmer against Alfred R. Theakston et al, for the sum of \$172.00
- 13563—Watt Milling and Feed Company Ltd., against Mytro Wynnyk et al, for the sum of \$69.91
- 13564—Fred Zynke against Robert J. Dodds et al, for the sum of \$250.00
- 13565—Boake Manufacturing Company against Robert J. Dodds, et al, for the sum of \$336.53.

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Partnership and Progress

(Continued from page 1)

tional Railways is illustrative of what I mean when I describe the partnership existing between capital and labor. It will be from such a partnership that the real advancement of industry in the future will come, and it will flow from the recognition of the employer and the employee of the responsibility each owes to the other.

There is, lastly, the economic partnership, the partnership of production, transportation and consumption. The great wheat crop of our Prairie Provinces would be of small value were there no means of transportation and no consumer. Were it not for the wheat crop the prospective consumer would suffer. Were it not marketed what would be the value of our agricultural activity in the West? In our vast forest areas there are being cut thousands of cords of wood which can be converted by our great paper mills into the product upon which the news system of this continent is founded—the pulp industry. Of what value would be those forests, wherein would be the profit to the manufacturer were it not for the consumer and that essential link, transportation?

No country probably offers a greater lure to the manufacturer than Canada. I use the word "lure" because we have vast quantities of undeveloped water power which, in turn, means cheap energy, already used to advantage by many industries. In addition, there are also numerous plants which are dependent upon the harnessing of this energy. Where would all this industrial activity be were it not for the transportation link between consumer and producer?

Here we have the crux of this great economic partnership. Certainly, we who are engaged in the transportation business must furnish to the consumer a safe, speedy, and an adequate transportation at reasonable rates. Freight rates in Canada are less than those in any other country on the face of the globe, because the distances through which we move our production to the consumer are vast. Were it not for favorable freight rates our production would shrink. But I do ask that this phase of the question be considered: Having regard for the service which our railway systems are rendering to the people of Canada, are they not entitled to that return for their effort which will enable them to retain solvency, pay such wages to their employees as will enable them to maintain an adequate standard of living, and permit the transportation companies to prepare themselves for the future demands which the advancement of the country will lay upon them?

The foregoing represent the various aspects of partnership in the Dominion of Canada. In this country of ours we find perhaps the most fertile field and,

at the same time, the most necessitous field for the development of the partnership idea of any country in the world. We have, among others, one great asset in that we are lately come to a full knowledge of our potentiality and striking the full stride of our economic advancement. I use the word "asset," because we can profit from the experience of other nations who have tried various economic formulas, various religious principles, and various schemes of social organization; and from all of these we can draw our own lesson.

Therefore, we are relatively happy in that our development comes at this time.



SIR HENRY THORNTON

when science, the social student and the political observer have all excelled the efforts of centuries. We can, from the knowledge of the ages that have passed, select those things which best suit our peculiar conditions. Within the Dominion there are gathered all the fundamental essentials for the development of a great nation. We are a widely scattered people. There are crevices between our various sections which need filling, and which will be filled in time. But we have all through the country a wealth of minerals, of water power, of agricultural production—everything which Providence can give to any country—and, in addition to that, we have an industrious, a thrifty and a law-abiding nation.

With all these fundamentals the only requisite is to forget our differences, accept the partnership theory, and unite our efforts to the building of the nation.



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Ed. Blackstone, 24 Baldwin St., build addition to front of dwell for store, 24 Baldwin St., near McCaul St. \$1,000

Geo. Oakley & Son, Logan Ave., build a two storey and basement, brick, hollow tile and stone office, 375-365 Logan Ave., near Paisley Ave. \$17,000

Sheppard & Gill Lumber Co., 15 Dayton Ave., instal one 10,000 gal. gasoline tank and one 10 gal. pump for private use only, 15 Dayton Ave., near Hansan St. \$500

Frank G. Smart, 10 Bingham Ave., two det. brick dwell and one pr. semi-det. garages, 13-15 Whitewood Rd., near Millwood Rd. \$8,600

Geo. A. Bryant, 47 Kenilworth Ave., build addition to rear of dwell, enclose verandah at side and underpin dwell., 45 McLean Ave., near Queen \$800

Byre Stimson, 360 Walmer Rd., build chimney and fireplace at n.s. of dwell, 360 Walmer Rd., near Austin Ter. \$2,000

Royal Bank of Can., 2780 Danforth Ave., alter store front, 2780 Danforth, n.e. cor. Dawes Rd. \$1,000.

H. S. Wilder, 339 Beecker St., build one pr. semi-det. and one det. dwell, 421-425 Dawes Rd., near Bayview Ave. . \$10,000

For Harbour Com., ft. of Bay St., build ticket booth, n.s. Lake Shore Rd., 400 ft. west Parkdale Dr. \$500

Realty Holding Corp., 639 Can. Life Bldg., one det. two family dwell, and 2 pr. semi-det. garages, n.s. Collegeview Ave., near Braemar Ave. \$9,000

H. P. Price, 138 Gillard Ave., one pr. semi-det. brick dwell, w.s. Hertle Ave., near Applegrove Ave. \$4,600

Also two pr. semi-det. brick dwell, Applegrove Ave., s.w. corner Hertle Ave. \$11,200

Edward Bates, 17 Warren Rd., build verandah with sunroom over at rear of dwell., 7 Warren Rd., near Balsam Ave. \$500

Abraham Grace, 15 Rusholme Dr., build eight prs. semi-det. brick dwell., s.s. Broadway Ave., near Rowlinson Ave. \$51,500

J. J. Hannon, 339 Roncesvalles Ave., alter and add to store of dwell. for store and two family dwell, 339 Roncesvalles Ave., near Constance St. \$1,700

A. Powell, 25 Roselin Ave., build one storey addition to dwell., 25 Roselin Ave., near Yonge \$1,600

G. V. Thompson, 152 St. Leonards Ave., build verandah at east side of dwell, 152 St. Leonards Ave., n.w. cor. St. Ives Ave. \$800

Max Stern, 606 Manning Ave., alter mov. pict. theatre, Yonge St., s.e. cor. Collier \$2,000

Jno. M. Lyle, 19 Avondale Ave., alter and build addition to dwell., to be used as single det. private res. only, 19 Avondale Ave., near Park Rd. \$2,800

R. Barron, 728 Yonge St., build addition to store at rear, 728 Yonge St., near Charles St. \$2,000

Shell Co. of Can., Federal Bldg., build gasoline service station, Mt. Pleasant Rd., s.w. cor. Balliol St. \$8,300

Wm. A. McBride, 28 St. Clair Gdns., one pr. semi-det. two storey brick dwell., n.s. Cranbrook Ave., near Elm Rd. \$8,000

Harry Salter, 61 Highbourne Rd., build three det. frame and stucco garages, 165-169 Highbourne Rd., near Eglinton Ave. \$900

Frank C. Parkes, 236 Westmount Ave., one det. brick dwell., 213 Glenview Ave., near Rosewell \$4,500

Imperial Bank of Can., 32-34 Wellington E., alter and build addition to bank, Dundas St., n.w. cor. University \$45,000

J. V. Donigan, 2 Toronto St., one det. brick dwell, e.s. Green Rd., near Melrose Ave. \$4,000

Mrs. A. Sprachman, 305 Dundas St. W., one det. two storey brick dwell. and garage, Collegeview Ave., n.w. cor. Highbourne Rd. \$14,000

Louis D. Bailey, 204 Kenilworth Ave., build two det. brick dwell., existg. dwell. to be dem. before new dwell. are occupied, 204 Kenilworth Ave., near Norway Ave. \$13,000

B. B. Kennedy, 12 Hillholme Rd., one pr. semi-det. brick dwell, e.s. Pelman Ave., near Eglinton Ave. \$6,000

Soo Minn, 523 Danforth Ave., build addition and alter restaurant, 523 Danforth, near Fenwick Ave. \$5,000

Chas. Hallway, 15 Cheltenham Ave., 3 det. two storey brick dwell. and one pr. semi-det. private garages, 108-112 Lawrence Ave. E., near Androssan Pl. . \$13,500

Also one det. two storey brick dwell., Lawrence Ave., n.w. cor. Androssan Pl. \$11,500

Also one det. two storey brick dwell. and one private garage, w.s. Androssan Pl., near Lawrence Ave. \$4,500

David Culross, 42 Law St., build brick veneer sunroom over kitchen and interior alterations, 42 Law St., near Annette St. \$1,500

Jos. C. Wilson, 1154A Danforth Ave., two det. brick dwell., e.s. Cleveland Ave., near Millwood Rd. \$7,000

Essia Steinberg, 1076 Queen St. W., two det. brick dwell. and two det. garages, 11 and 13 Elwood Blvd., near Avenue Rd. \$11,000

Thos. Elliott, 371 Bay St., one det. brick dwell., Cortleigh Cres., s.w. cor. Hillhurst Blvd. \$8,000

Thos. Elliott, 371 Bay St., one det. brick dwell., w.s. Cortleigh Cres., near Hillhurst Ave. \$7,000

Malken & Holdman, 239 Shaw St., two det. brick dwell., n.s. Evelyn Cres., near Evelyn Ave. \$18,000

Ed. A. Close, 1862 St. Clair W., build sunroom at rear of dwell, 1862 St. Clair Ave. W., near Weston Rd. \$600

Ernest Perry, 104 Glengrove Ave. W., excavate and build 8 in. con. walls on sides and 10 in. con. in rear of dwell, 65 De Grassi St., near Queen St. \$650

Jones Estate, c/o 2 Toronto St., repair fire damage, 108 King St. W., near Bay St. \$1,000

A. D. Richards, 89 Northcliffe Blvd., two det. brick dwell., and one pr. semi-det. garages, w.s. Oriole Pkwy, near Orchard View Blvd. \$8,000

Davidson Cons. Co., 15 King W., one det. brick dwell. and private garage, 110 Cortleigh Blvd., near Avenue Rd. \$12,000

Mrs. Lillian Jones, 294 Rushton Rd., build additional storey to private garage for storage purposes, n.s. Hounslow Heath, near Langton Ave. \$1,000

Edwin J. Hewitt, 51 Brookdale Ave., two det. brick dwell., and one pr. semi-det. garages, 18-20 McNairn Ave., near Yonge St. \$10,000

Toronto Case & Fixture Co., 75 Brunswick Ave., change size of columns in stores and rooming house, Queen St., n.e. cor. George St. \$500

John Hill, Long Branch, Box 56, two det. 2½ storey brick two family dwells, 743-755 Avenue Rd., near Kilbarry Rd. \$24,000

Rogers Pres. Church, 83 Roseheath Ave., one storey brick and stone Church, Woodbine Ave., n.w. corner Wolverleigh \$60,000

J. E. McMillan, 176 Main St., two prs. semi-det. brick two family dwell., with private garage attached, 3-5-7-9 Castleview Ave., near Spadina Rd. \$36,000

Robt. Brown, 8 Atkins Ave., one det. brick dwell., and private garage, 4 Atkins Ave., near Sheridan Ave.

Rev. R. J. Wilson, 12 Maple Ave., build addition and make alterations to private res. 12 Maple Ave., near Glen Rd. \$3,800

T. Fred. Stevens, 454 Briar Hill Rd., one det. brick dwell., 174 Melrose Ave., near Greer Rd. \$3,500

Jno. Duncan, 347 Westmoreland Ave., brick veneer sides and rear of dwell., 347 Westmoreland Ave., near Davenport Rd. \$500

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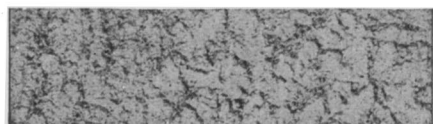
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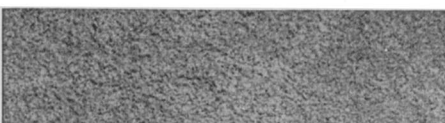
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A. J. Hess, 159 Glebeholme Blvd., one det. brick dwell. and garage, w.s. Greer Rd., near Roe Ave. \$4,900
 David J. Handie, 52 Whitehall Rd., two det. one storey brick dwell., e.s. Duplex Ave., near Glengrove Ave. .. \$11,000
 H. Jas. McSherr, 46 Humber Trail, one pr. semi-det. brick stores with dwell. over, e.s. Jane St., near Annette St. \$7,000
 B. Forrest Telfer, 410 Lake Front E., one det. private residence with garage in basement, Glen Manor Dr., n.w. cor. Beaufort Rd. \$9,000

Summary of Toronto Permits
 For Week Ending June 23.

No permits for less than \$500 are included in this summary.

1 Church	\$ 60,000
25 Brick dwellings	262,400
2 Alterations to frame dwellings	2,800
1 Alteration to brick dwellings..	2,800
2 Garages	1,900
1 Office building	17,000
1 Service station	8,300
1 Shed	500
2 Signs	1,500
6 Alterations to stores	13,500
1 Gas tank	500
4 Verandahs	3,400
1 Miscellaneous	1,000
	\$375,000

York Township Permits

G. Ralph, 177 Belgravia Ave., one pair of two-storey brick dwlg. on the north side of Belgravia Ave. near Times Rd. \$8,000

T. A. McGillivray, 59 Baby Point Rd., a two-storey brick and stone dwlg. and garage on the south side of Baby Point Cres., near Langmuir Ave. \$22,000

Paving Brick Co., Weston Rd., a 40 x 100 one-storey factory, covered with iron, on the north side of Weston Rd., on rail site

W. G. Argent, Mossom Rd., a two-storey brick dwlg. and garage on the west side of Mossom Rd., near Bloor St. \$6,200

Consumers' Oil Co., Bay and Front St., a one-storey gas station and two pumps and tanks

H. Najtoten, 277 Gilmour Ave., a one-storey dwlg. of brick veneer and garage at rear on the south side of East Drive, near Jane St. \$3,500

M. Schnurr, Linwood, Ont., make repairs to house on west side of Branston Rd., near Thornton Ave. \$1,200

H. Willis, 758 Windermere Ave., a two-storey brick dwlg. on the west side of Windermere Ave., near Annette St. \$4,500

Mrs. E. Windsor, 12 Hanson Rd., a one-storey brick dwlg. on the south side of Holwood Ave., near Scott Rd. .. \$3,500

W. Rollinson, 1714 Dufferin St., a two-storey brick dwlg. and garage on the

south side of Vaughan Rd., near Hume-wood Drive

W. J. Scott, 397 Sackville St., a one-storey brick dwlg. on the north side of Hartford Ave., near Bicknell Ave. \$4,500

J. Goldstein, 221 St. John's Rd., a 20 x 30 one-storey brick office on the north side of Dundas St. W., near Willard Ave. \$3,000

L. Robertson, 270 Vaughan Rd., two pairs of two-storey brick and frame dwlg. and two double garages on the north side of Livingstone Ave., near Lyon Ave. \$14,400

W. A. Goy, 144 Northcliffe Blvd., a two-storey brick dwlg. on the north side of Dunraven Drive, near Scott Rd. \$3,500

J. H. Everson, 161 King St., Oshawa, a one-storey frame and veneer dwelling on the south side of Corbett Ave., near Mould Ave. \$3,000

W. Ball, 198 Humbercrest Blvd., a one-storey brick dwelling on the south side of St. Mark's Rd., near Watson Ave. \$3,500

W. G. Argent, 512 Mossom Rd., a two-storey brick dwelling and garage at rear on the west side of Mossom Rd., near Bloor St. \$6,200

F. W. Hall, 355 Oakwood Ave., alterations to dwelling on the north side of Ashbury Ave., near Bicknell Ave. \$4,500

G. McCutcheon, Lambton Mills, two one-storey brick dwellings on the north side of Foxwell Ave., near Scarlett Rd. \$7,000

Mrs. E. Crocker, 600 Rushton Rd., a two-storey brick dwelling and garage at rear on the west side of Rushton Rd., near Vaughan Rd. \$6,100

Argyle Contracting Co. Ltd., 598 Rushton Rd., a two-storey brick dwelling on the west side of Miranda Ave., near Bowie Ave. \$4,500

J. Alexandroff, 450 Clendennan Ave., a one-storey brick dwelling on 16-in. stone and garage at rear on the west side of Bicknell Ave., near Elora Rd. \$4,200

W. J. Scott, 397 Sackville Street, a one-storey brick dwelling on the north side of Hertford Ave., near Bicknell Ave. \$4,500

W. Lumley, 1221 Weston Rd., a two-storey frame and veneer dwelling on 10-in. blocks and garage at rear on the east side of Guestville Ave., near Eglinton Ave. \$4,100

Standard Fuel Co., Dufferin St., a one-storey coke shed on the west side of Dufferin St., near Schell Ave. \$2,000

A. F. Seabrook, 45 Mould Ave., a one-storey frame and veneer dwelling on 10-in. concrete on the east side of Mould Ave., near Pritchard Ave. \$3,500

Excavation operations have been completed for the erection of a pair of semi-detached residences to be erected on the east side of Petman Avenue, near Eglinton Road. They will be two-storey dwellings of solid brick construction on concrete block foundations, and will cost about \$6,000.

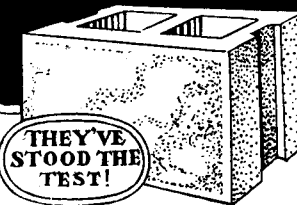
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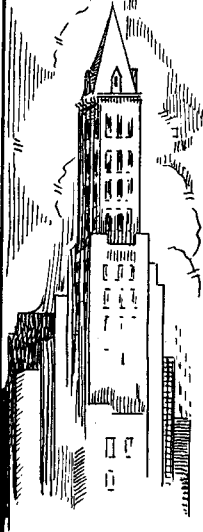
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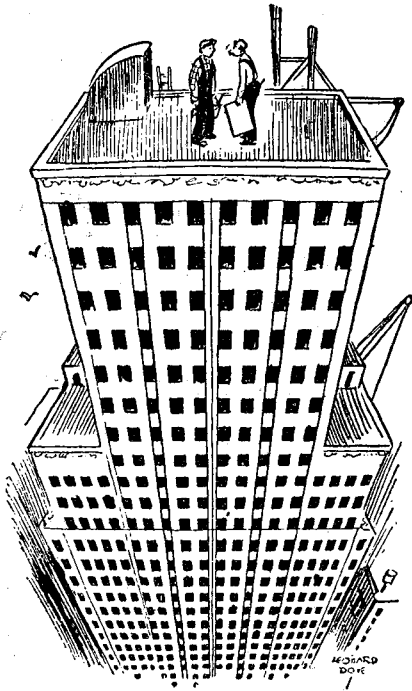


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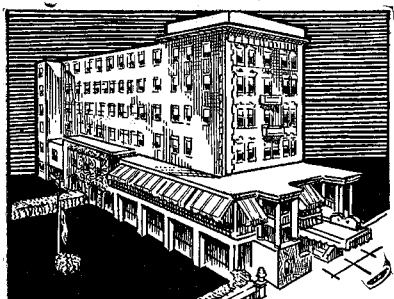


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Charming Exterior Combined With Distinctive Plan



THE charm so manifest in the gabled house shown in the accompanying illustration is by no means due exclusively to the skill with which the artist has set it in sylvan surroundings. Stripped of its framework of graceful trees and clustering bushes, it would still make its silent but eloquent appeal to the artistic taste.

The simple gables of its charmingly broken roof give the house an appearance that is at once attractive and inviting. There is distinct art as well as novelty in the manner in which the roof is made to sweep over the garage. This device gives an impression of size to the house greater than it actually possesses, and this feeling is enhanced by the skilful use of face brick on the exterior walls.

It needs no reproductions in color to indicate to how great an extent the face brick used in the construction of this house lend greatly to its beauty. The tones and texture down over the attached garage.

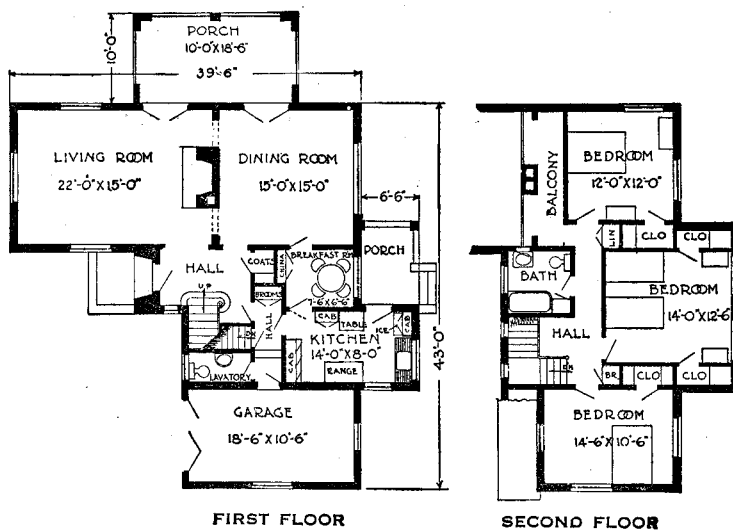
Obviously been used to the very best advantage to give the house that individuality that is so desired by the home builder everywhere. It may be added, too, that the color of the mortar was carefully chosen for harmony and pleasing appearance in the finished wall.

It is somewhat unusual to find a home of this size, whose exterior has been so carefully thought out, presenting a similarly distinctive floor plan, yet in this instance the two have been ideally combined. As one comes in through the advantageously placed entrance placed in the

corner, he finds the stairs leading to the upper floor on the right. On the left are found the openings to the living and the dining rooms, the former being of the studio type with a height of fifteen feet to the beamed ceiling. Here is found the fireplace with exposed chimney extending up through the balcony around the room. On either side of the fireplace are arched openings leading directly into the dining room. Casement doors connect living and dining rooms with the porch shown on the plan.

Between the dining room and kitchen is a sun-lit breakfast room with a china cabinet. The kitchen is equipped with cabinets conveniently placed, and opens onto an ample rear porch. A connecting hall contains a broom closet and affords access to the basement, lavatory, and garage.

On the second floor are three good sized bedrooms, one having windows on three sides and the other two having two windows each for good light and ventilation.



The Ring of the Trowel and Hum of the Saw

(Continued from page 4)

ready for the roof, and the other is already roofed.

The fine residence being erected at 956 Logan for Mr. Harry Hague of that address is being trimmed at present. The general contractor on this job is C. Stevenson, 512 Runnymede Rd., who is executing the plans prepared by N. A. Armstrong, architect, 7 King St. E. The residence, which cost \$13,000, is two storeys of solid brick.

Herbert Ransome, 142 Highbourne Rd., is trimming the fine residence which is nearing completion on the north side of Glencairn Ave., west of Avenue Rd. It is a two-and-a-half storey dwelling of solid brick construction, and will be completed at a cost of \$16,000.

Craig, Madill & Loudon, architects, 96 Bloor St. W., are preparing plans for the fine residence shortly to be erected at Erindale, Ont., by H. S. Hunter, of 23 Killbary Rd. The plans will call for a ten-room residence, two storeys of stone construction throughout. The cost is estimated at \$20,000.

Foundations are going in on the north side of Hopedale Ave., near Pape Ave.,

for a residence to be erected there by E. F. Spragu, 48 Arundel Ave. It will be a two-storey dwelling of solid brick construction on concrete block foundations, and is expected to cost in the vicinity of \$4,500.

H. Lucas, 16 Ellerbeck Ave., expects to begin work shortly on the erection of a store and apartment at the corner of Rosevear Ave. and Dawes Rd. Plans for this structure have been prepared by Raymond Card, architect, 42 Chester Ave., and call for two storeys of solid brick construction on concrete block foundation, measuring 15 by 45 ft. The estimated cost is placed at \$4,200.

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The Contractors were as follows:

- Excavation—J. Martello, 1108 St. Clair Avenue West.
- Masonry—Fidani Bros., 82 Carrick Avenue.
- Structural Steel—Dominion Bridge Co., Ltd., 1139 Shaw Street.
- Reinforcing Steel—Dominion Bridge Co., Ltd., 1130 Shaw Street.
- Cut Stone—Baird's Barton Stone, 225 MacPherson Avenue.
- Marble—Italian Terrazzo & Tile Co., 591 Dufferin Street.
- Millwork—St. Clair Construction Co., Ltd., Wiltshire Avenue.
- Roofing—City Roofing Co., Ltd., 1010 St. Clarens Avenue.
- Sheet Metal—W. F. Porter, 207 Lauder Avenue.
- Electrical—R. Hemming & Son, 229 Vaughan Road.
- Plumbing—J. W. Sheard, 1809 Dufferin Street.
- Glazing—Tooze Hardware Supply Co., 1191 St. Clair Avenue West.
- Tiling—Superior Tile & Marble Co., Ltd., 441 Lauder Avenue.

The following firms supplied materials for this apartment:

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- York Sandstone Brick Co., Ltd., Victoria Park Avenue;
- Cooksville Co., Ltd., 26 Queen Street East;
- Superior Tile & Marble Co., Ltd., 441 Lauder Avenue;
- Builders' Flooring & Millwork, Ltd., 228 St. Helens Avenue;
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- Pannill Door Co., Ltd., 132 Front Street East, Toronto;
- P. W. Gardiner & Son, Ltd., Galt, Ont.;
- Toronto Asphalt Roofing Co., Ltd., Oxford Drive;
- Tooze Hardware Supply Co., 1191 St. Clair Avenue West;
- H. N. McArthur, 3 Dixon Ave.;
- H. G. Dunton, 16 Raglan Avenue;
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publication, are leaders in their
particular line of business.
You cannot do better than buy
from them.**Sales Staff Needs****Careful Developing****Home Builders' and Sub-Dividers' Prob-
lem Dinner To Be Repeated.**Advertising and other problems con-
fronting every realtor operating as a
home-builder and sub-divider are to be
tackled in the program drawn up for the
home-builders and sub-dividers' division
at the Toronto convention.The theory of leading operators, borne
out by their experience, is that this is the
day when the informed salesman sells
real estate, that the sales personnel of the
live firm must be carefully developed, and
that it is not the place for failures who
"drift" into real estate selling. L. T.
Stevenson, Pittsburg, Pennsylvania, who
has proven his excellent policies in this
respect, will speak on "Sales Personnel
and Development and Selling Costs." He
has for many years been one of the most
successful sub-dividers in the country.Advertising finds the prospect, and in
these days of highly competitive adver-
tising it is important that the realtor
spending a considerable sum from his an-
nual budget for advertising present his
commodity in the most advantageous
way. Hugh Potter, Houston, Texas, an
outstanding sub-divider and developer of
the well-known River Oaks properties,
has made a special study of real estate
advertising, and has reaped some enviable
results from his work in this line. He
will speak before the home-builders and
sub-dividers' division on "The Improve-
ment of Sub-Division Advertising."The special problem dinner, which, due
to its popularity at previous conventions,
has become practically a regular annual
feature, is again scheduled for the To-
ronto meeting. This will give ample op-
portunity for advice on individual busi-
ness problems through the time-honored
and certified "elbow method."**House Sales Still Fairly Active****Property Moving In All Parts of City.**Despite the prevalent feeling that this
is a bad year for real estate and build-
ing business, the sale of Toronto property
seems to be quite active at present, a
large number of fine properties being
purchased each week, and business in the
more moderate-priced houses is also
quite brisk. One large Toronto real
estate firm reports that business has
never been better than during the cur-
rent month, and that prospects for a
quick return to normal of the house mar-
ket appear to be very good.Perusal of the following list of recent
sales made by A. E. LePage, realtor, 320
Bay St., lends conviction to the above
statement:M. J. Rogers purchased from Messrs.
Johnston, Grant, Dods & McDonald,
beautiful property on the Country Club
Road at Clarkson.Undisclosed purchaser purchased from
the Watson Sime Estate, beautiful resi-
dence of 8 large rooms and 2 bathrooms,
on a lot 62 ft. by 120ft irregular, at 38
Russell Hill Road, at a price of \$19,500.M. C. Roszell purchased from E. Niero,
builder, 459 St. Clements Ave., at \$8,600.
This is a brand new 6-room home with
tiled bathroom and shower, on a lot 25 ft.
by 137 ft., and is complete with electric
refrigerator.Mrs. Elsie F. Hanna sold to undisclosed
purchaser No. 420 Briar Hill Road, for
\$8,650.Mrs. Olive B. Cates purchased from
A. Slightman, contractor, No. 24 Kennedy
Park Road for \$10,500. This is a brand
new detached residence of 6 rooms and
tiled bathroom, with private drive and
garage; lot 37 ft. by 90 ft.Mrs. Annie Brown purchased from the
Henry Swan Estate No. 84 Woodlawn
Ave. West, for \$25,000. Has a lot 150 ft.
by 181 ft.L. K. Hergert purchased from Edgar
B. Reid No. 17 Burton Road for \$16,500.
It consists of 7 large rooms and 2 bath-
rooms, on a lot 56 ft. by 145 ft. irregular,
with private drive and built-in heated
garageFrank Taylor purchased from L. K.
Hergert, No. 153 Heath St. E. at \$7,250.A. E. Mason, builder, purchased from
the J. Brackley Estate vacant lot on Dan-
dridge Ave. for \$2,250. The lot is 50 ft.
by 125 ft.Miss Mina Verity Carling purchased
from Mrs. Ellen A. Wiltsey No. 73 Cherit-
tan Ave. for \$10,500. This is a square
plan detached home of 7 rooms, breakfast
room and sunroom and tiled bathroom,
with private drive and garage, on a lot
38 ft. 6 in. by 125 ft.C. G. Williams purchased from A. E.
Mason, builder, brand new, architect-
built, centre-hall plan residence of 9 very
large rooms and 3 bathrooms, on a lot
52 ft 6 in. by 137ft., on Elton Ave., at a
price of \$25,000. It has private drive
and two-car heated garage.J. Playfair McMurrich purchased from
Scott Lynn No. 20 Foxbar Road, at a
price of \$14,000. This is a detached cen-
tre-hall plan home of 8 rooms and 2
bathrooms, on a lot 37 ft. by 100 ft.**Houses Still Selling in Leaside**Houses are still selling rapidly in the
town of Leaside, according to Wood,
Fleming & Co., who report that G. H.
McLaughlin & Sons have sold the last
of their houses there this week, and have
begun work for the erection of five more.
Of these latter five, they have already
disposed of two. It is also announced
that Mr. Richard Wilson has sold a
house which has but recently been com-
pleted, and that he is proceeding with the
construction of two more. The exten-
sive Leaside paving operations which are
under way at present will be completed
within a few weeks, and much of the
present activity in the town is no doubtdue to the fact that these newly-paved
streets will open up some splendid build-
ing frontages.**Stop-Over at Niagara****Pre-Convention Tour of Niagara Planned
—By Boat to Toronto.**Delegations from New Jersey, Penn-
sylvania, Ohio, Missouri, Florida and
Texas have accepted the hospitality of
the Buffalo, New York Real Estate
Board, which has invited realtors to come
to Toronto via Buffalo for a pre-conven-
tion tour of the Niagara Falls region, and
to take the boat from there to Toronto.
The visiting delegates will be accompan-
ied to the convention city by the Buffalo
delegation, which now number approxi-
mately seventy-five.The National Radiator Corporation,
E. T. Wingae, General Manager, and
with head office at Johnstown, Penn.,
commencing July 1, 1930, will occupy the
main floor of 672 Dupont Street, Toronto,
as Canadian office, warehouse and
draughting department. R. B. Rice &
Sons, Ltd., Realtors, 60 Victoria Street,
Toronto, negotiated the lease.

"Father, what is dignity?"

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you possess until the boss says, 'What is
the meaning of this?'"Bystander: "I observe that you treat
that gentleman very respectfully."Garageman: "Yes, he's one of our
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not more than forty years of age."Garageman: "That may be true, but
he pays his bills on the first of every
month."


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New Times and New Methods

President of National Association Outlines Advantages to be Gained by Attendance at Forthcoming Toronto Convention

L EONARD P. REAUME, of the Windsor and Detroit Real Estate Board, and President of the National Association of Real Estate Boards, in a recent issue of the National Real Estate Journal, promulgated a statement to realtors that is well worth heeding by every one in the real estate business. During his term of office as head of the National Association Mr. Reaume has given many evidences of his broad and keen outlook over the real estate and building field at large. His recent statement, in part, follows:

These are times when every Realtor is making a reappraisal of his whole business. These are times when he is thinking through all his accustomed ways of doing things, thinking them through in a new light. New times call for new methods.

The far-seeing man is the man who has the shrewdness, the courage and the ingenuity to find what is to be done right now to put the real estate with which he is concerned to its most profitable use. He is the man who can help his customers and clients to look at their own business plans anew in the light of present conditions and who can advise them so that they may meet new possibilities successfully. He is preparing his clients and he is preparing himself to be ready for the new activity that is bound to come.

The man who is successful under conditions that are admittedly not easy is the man who is using his brains plus, and giving real service in this very matter of adjustment and readjustment.

That is why the entire program of the National Association of Real Estate Boards for its coming annual convention in Toronto has been turned to bring every bit of it into focus on new conditions and new methods which these conditions entail.

I want to say, personally, to every member of our constituent boards that the one central purpose of the program as it is now set up will be to pass on every scrap we can get from the most alert minds in our real estate business of methods they are now using that are new to our new times.

There will be for example, on the general program seven men to talk in a rapid fire way on one subject—"Business Building Ideas." Moreover the seven men will take the trouble to meet in Chicago June 7 to review together what is ahead for real estate this year. They are going to do this so that they may give a symposium that is alive every minute and tell us what is keeping customers coming into those real estate offices that are meeting new times with methods that fit.

For example, Delbert S. Wenzlick, of one of the oldest firms in St. Louis, will have for his central theme "Let the Prospect Shop in Your Office." George Nixon, former president of the Chicago Real Estate Board, will talk on helping to finance the purchaser. Carlton Schultz, of Cleveland, will deal with new ideas in building a rental business, and George Porter McMahan, of Detroit, will advise us how to present a business property. Guy W. Ellis, sales methods master extraordinary, will be in charge of the battery of speakers and ideas, and will have some ideas of his own to pass on to us.

We admit, all of us, that financing is the present fundamental for any movement we may hope to have in real estate. From President Hoover and Secretary of Commerce Lamont down, the attention of the country is pretty much on this problem of ours. But we in the business

of real estate have not been sitting by. We have not been waiting for some commission of inquiry to find an angel for the deals we have in hand.

We have devised new ways of financing real estate projects.

These days are days when new financing ideas of all kinds are in the air. Investment trusts are the outstanding example, but they are not the only example. The whole business world is intent on creating new financing methods. The commodity of real estate should be clearly the gainer as a consequence. Real estate is the one recognized staple security. It will always be one of the types

of real estate. Mr. Bingham is now doing just this, and he will tell before the general sessions at Toronto, accurately and frankly, what he finds.

Financing is one side of our problem, merchandising is the other. There is a revolution going on in merchandising also. This is not true for real estate alone, but it affects real estate; and real estate men need to watch the straws which show which way the revolution is taking us.

Alvin E. Dodd knows probably as much as any man in America about the way in which efficiency is reached in a modern business set-up. He was the first manager of the distribution department of the Chamber of Commerce of the United States. He was the man in charge of the first national convention of business men ever called to study the wastes going on in distribution. He knows something about the way in which engineering principles can be made to put ball-bearings into a real estate business.

He is the man who will talk to us at Toronto on new methods of merchandising and their effect on real estate values.

Home building. Every public speech made by our political and business leaders on our present business situation has in recent months emphasized the need for a revival of home building. Leaders of public opinion generally, inside and outside of the construction field, have emphasized the advantage and desirability of buying a home now. Every effort of designers, financiers, materials people and realtors should be directed now toward making home ownership possible to the widest extent.

Ernest P. Goodrich, of New York, is the man who will talk to us at Toronto on the great and important developments which are now going on in the home building field. Reducing house costs by improved technique will be Mr. Goodrich's central theme, and when he discusses this he will talk with authority from his immediate store of information as president of the Research Institute for Economic Housing.

While we are reappraising our business methods we are learning more and more that we must have rock bottom facts on which to build and on which to talk.

The first essential for moving real estate now is a correct understanding of its actual value. We can not afford in these days to do business upon any loose estimate of valuation. Our clients can not afford to proceed with their real estate projects except on the assurance that accurate appraisal gives them. The best selling talk for any property is a complete and clear presentation of the facts that give that property dependable value.

For this reason now, more than ever, scientific real estate appraisal method is a gold seal aid to the efficiency of any

real estate office. Henry A. Babcock, of Chicago, chairman of our appraisal division, is the man who will talk to us at Toronto on this important tool.

As old frontiers are conquered, our pioneers discover new frontiers. To-day we are finding a new real estate frontier in those regions of our cities that have for years been considered blighted districts. At the Toronto convention, Harland Bartholomew, of St. Louis, member of the board of governors of the American City Planning Institute, and one of the most practical minds in the field of city planning, will talk on the rebuilding of blighted areas.

I have sketched so much of the program to make this clear: the whole effort of the National Association is headed to make the annual convention this year an instrument for creating new business. New business for every man who goes to the convention.

These are no times for quitters. It takes new insight to see new opportunity. I believe earnestly, that there is no expenditure of money that any one of us can make this year that will pay better dividends than the expenditure for attending our realtors' convention in Toronto. I urge every realtor to be there. And I look to this coming meeting of alert minds to swing real estate into quicker step with the new times that are surely coming.

Selling a Logical Prospect

Anxiety to Close Indicates the Salesman Has Not Accomplished Much.

"One of the interesting features of my job is that I'm always running into new things," says John A. Berge, well-known real estate authority. "For example, I never knew before that 'anxiety' was an aid in selling.

"Nevertheless, a salesman sent me a selling plan for criticism in which he suggested this idea. When he got to the point where he told how he tried to get the name on the dotted line, he said: 'In fact, show my anxiety very plainly to the prospect.'

"There may be uses for anxiety in selling but certainly there is no place for this feature in the salesman's mental equipment during the close of the sale.

"Closing is a perfectly logical process which takes place after the property has been properly shown. As Mark Levy, Chairman of the Brokers' Division of the National Association of Real Estate Boards, puts it:

"We never try to force a sale, because if you have the right prospect and if you have presented your proposition in a proper manner, the purchaser will do the buying without the broker trying to sell him."

"Anxiety in closing, then, is a pretty good indication that the salesman has not done a good job of selling up to that point. Perhaps he is talking to a man who is not a logical prospect. Perhaps he has not led the prospect to recognize the benefits, advantages, and profits he will get from owning or leasing this property. In short, it's a pretty sure sign that he has not made the prospect want this property sufficiently to warrant his buying it.

"More than that, there is no room for mental attitude like anxiety in closing a deal.

"Selling is a positive process; anxiety is usually the sign of a negative mental

(Continued on page 15)



OPENS TORONTO OFFICE

Harry Grant Atkinson, of the National Association of Real Estate Boards, Chicago, who arrived in Toronto this week to open a local office for the association handling all arrangements for the international convention of Realtors, which is to be staged here next month. From 4,500 to 5,000 delegates are expected.

of investment which every trust, every investment pool or syndicate, will be expected to select for that good proportion of their investment outlay which for proper ballast must exist in secure investment fields.

The National Association has wanted to give its members something absolutely up to date and authentic as to the new ways which are now being devised for financing real estate projects. In order that it might do this it chose Robert F. Bingham, of Cleveland, joint author of a number of works on real estate investment and attorney for the Cleveland Real Estate Board, and authorized him to go to the three or four cities where these new financing projects are most fully developed in order to make a first hand examination for the association of new financing methods.

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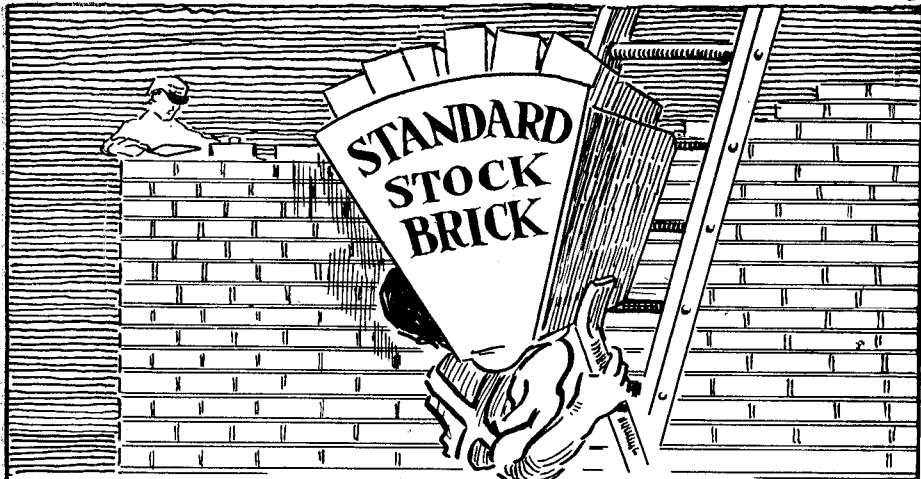
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Home Builders

Go Over the Top

(Continued from page 3)

Kiddy Car and 150 Yard races. The races for the youngsters were all keenly enjoyed, the big problem facing the Committee being to get everyone that wanted to enter placed in the line-up.

Special mention should be made of the prizes awarded for the various events; they were all very fine indeed, each being of real value and well worth the striving. It would have been a difficult matter to have selected a more beautiful and valuable array of prizes than were presented to the winners of the sports events, and beyond question they will go a long way in good advertising for next year's picnic.

Speaking of prizes, the award for the one selling the most tickets for the day was won by Jack Coffey, of the Cooksville Company. Jack tied with Fred Davies (Fred is well known as an active member of the Association), and like good sports they "tossed up for it" and Jack called it. Each had sold 45 tickets.

The Ball Game.

The baseball game between the Supply Men and Builders proved to be a merry old battle, the like of which has probably never before been seen on any diamond in or around Toronto. It was a hectic contest from start to finish, and there was more excitement crowded into its seven innings than one would find in many a nine-inning gruelling down in the old pit league.

John Carroll was on the mound for the Builders and C. W. James for the Supply Men. The Builders were out in the lead 17 to 12 at the end of the fifth, and then the Supply fellows must have at last doped out what it was that John was putting on the sphere, for they brought in eight runs in the sixth against the Builders' three, tying the score. The final frame was a wow, the Supply boys getting three more runs and the Builders two, making the final score 23-22 in favor of the Suppliers.

Cliff Bunston, of Menary & Bunston, real estate brokers, acted as umpire, and in spite of the numerous close decisions, his verdict was never questioned.

The line-up for the teams was as follows:

Supply Men.

- P.—C. W. James, of Booth Brick.
- 1st B.—W. G. Bland, of John V. Gray Co.
- 2nd B.—T. W. Hutchinson, of Premier Blower.
- 3rd B.—J. W. Minhinisck, Aikenhead Hardware Co.
- S.S.—F. Green, of Base-o-Lite, Ltd.
- C.—A. E. Booth, of Booth Brick.
- R.F.—R. D. Hunter, of Leaside Block & Tile Co.
- C.F.—Lloyd Atchinson, Irvin Lumber Co.
- L.F.—W. Lafontaine, Classic Mantel & Stone Co.

Builders.

- P.—John Carroll.
 - C.—J. Elliott.
 - 1st B.—R. Milligan.
 - 2nd B.—C. Allen.
 - 3rd B.—W. J. Fugler.
 - S.S.—C. C. Kurtz.
 - R.F.—E. Fryer.
 - C.F.—R. Small.
 - L.F.—F. Mishaw.
- John Walkey relieved Charlie Kurtz at S.S. after the fourth inning; C. Telford relieved Charlie Allen at second, and J. W. Rowlinson relieved R. Milligan at first after the fifth.

The game was unique and in a class all its own, for each man on both teams got a home run.

The Horseshoe Contest.

The Horseshoe Contest, open to everyone of the male sex, provided plenty of interest and was closely followed in all its stages by a large crowd of keenly interested spectators. The contest opened

about four o'clock, and the final ends were not completed until after seven.

In the semi-finals, Charlie Kurtz and Albert Robinson defeated Fred. Mishaw and Bruce Rose; and Ed. Small and G. Beatty downed Alex. Taylor and L. Beynon. The finals were closely contested, but Charlie Kurtz and Albert Robinson came off victors by defeating Ed. Small and G. Beatty to the tune of 21 to 18.

The official scorers were: Harry Thompson and Cliff. Fisher of the R. Laidlaw Lumber Co., and Jack Coffey and Everett Glenn, of Cooksville Co.

Success is attained in anything according to the measure of efficient and well-planned work given to it, and that is the principal reason why the 1930 Annual Picnic was such an outstanding success; that is the reason why the picnics of previous years succeeded when favorable weather prevailed (always a necessary requisite for outdoor affairs), and such will be the means of making the 1931 Picnic Bigger and Better than ever. Each year should see an improvement—has seen an improvement in fact—and will continue to witness gains in every direction when good, consistent and well arranged work is devoted to it.

The boys of the 1930 Picnic Committee not only proved worthy and most capable successors of those of past years, but have succeeded in setting up a mark for next year and coming years to surpass — and while this may be a task indeed, the members of the Toronto Home Builders Association have never failed when the bugle sounded. And so already the standard "Bigger and Better than ever" is in the field for 1931.

RESULTS OF SPORTS PROGRAM.

Toronto Home Builders Association Annual Picnic and Field Day.

- 1—Children under 6 years (Mixed) Prizes for all.
- 2—Girls 8 years and under, 40 yards; 1st, Eunice Rowlinson; 2nd, Irene Paddon; 3rd, Nora Cryer.
- 3—Girls, 10 years and under, 50 yards; 1st, Eunice Rowlinson; 2nd, Dorothy Munro; 3rd, Nora Cryer.
- 4—Boys, 8 years and under, 40 yards; 1st, George Graham; 2nd, Alex. Pound; 3rd, Gordon Paddon.
- 5—Boys, 10 years and under, 50 yards;

(Continued on page 14)

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Established 1924
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Subscription Rates:
\$3.00 per year to any address in Canada or United States. 10 cents per single copy.
Published every Saturday by
WHITTEMORE PUBLICATIONS LIMITED
31 Willcocks St., Toronto 5. Telephone Kingsdale 6718.
Official Publication of the Home Builders' Association, Toronto.

A. R. Whittemore - President
F. R. Snarr - Business Manager



H. W. Thompson, Vice-President
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Also Publishers of **BUILDING IN CANADA** (Issued Monthly)

EDITORIAL COMMENT

OUR DOMINION PASSES ANOTHER MILESTONE

TUESDAY next, July 1st, the Dominion of Canada celebrates the 63rd anniversary of Confederation. It is hardly necessary, in a business publication, to devote much space to recounting the progress this country has made since and because of Confederation, nor yet to needlessly speculate as to what might have happened had not the Fathers of Confederation been successful in their efforts to unify the governmental functions and systems of the Canada of over sixty years ago. Suffice it to say, that Confederation was not only the most important event in our national development, but was the pivotal point from which Canada's progress has radiated in ever widening circles of achievement and influence.

It is well, however, that we pause for a moment or two to survey our present position and to acquaint ourselves with those principal factors which are making and will continue to make for our greatest and best national interests. In this connection we cannot do better than to catch the viewpoint that Sir Henry Thornton so well portrays in his Dominion Day message in this issue. With his customary forcefulness and keen insight, Sir Henry stresses the five great partnerships in which the Canadian people are co-operating and should further co-operate in developing their country.

History teaches the necessity for vision and tolerance, and in the attainment of our objectives the partnership idea may be advanced with advantage. The five principal partnerships in which all citizens of Canada have the privilege of joining, as outlined by Sir Henry are: Religious Partnership, Racial Partnership, Geographical and Resources Partnership, Industrial Partnership, and the Economic Partnership.

It would pay us all to give heed to Sir Henry's closing words, when he declares that "in this country of ours we find the most fertile field and the most necessitous for the development of the partnership idea. Within the Dominion are gathered all the fundamental essentials for the development of a great nation—the only requisite is to forget our differences, accept the partnership theory, and unite our efforts to the building of the nation."

A MARKET FOR ATTRACTIVE HOMES IN RIGHT FIELD

DESIGN and appearance are rapidly becoming important factors in the selling of homes. No longer is it possible to build endless rows or houses with practically the same (and as was the case too frequently at one time the same downright ugly) outward appearance. How many people would buy attractive homes, moderately priced, in restricted neighborhoods? Very many, indeed, were such homes more available. Toronto needs better architecture in the small house class to better stimulate home ownership.

There are hundreds of folks in apartments and flats who could well afford to pay \$6,000 or \$7,000 or thereabouts for a house and lot, but until there is placed on the market more homes of this figure which attract and appeal in desirable neighborhoods, a great percentage of prospective home owners will continue to live in apartments. Toronto has several fine residential subdivisions, but the average cost of homes located there, is considerable in excess of what many people can afford. Many go hunting for homes, but give up disheartened. Builders might do well to consider the development of a neighborhood, that would in some measure at least, cater to these people. It is not at all improbable that there is a fortune awaiting the person or persons who will engage competent architectural talent to design homes of this class.

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HOME BUILDERS GO OVER THE TOP.

(Continued from page 12)

1st, Jack Brown; 2nd, Ernest Turner; 3rd, Ronald Fugler.

6—Girls 14 years and under, 50 yards: 1st, Doris Asinall; 2nd, Katherine Bailey; 3rd, Margaret Clelland.

7—Boys 14 years and under, Boot Race: 1st race, Jack Brown; 2nd, Marvin Hollyman; 3rd, Frank Rowlinson.

8—Girls 16 years and under, Boot Race: 1st, Isabell Lacey; 2nd, Ethel Lindsey; 3rd Barbara Hollyman.

9—Boys, 16 years and under, Sack Race; 1st, Frank Rowlinson; 2nd, Art. Bailey; 3rd, Marvin Hollyman.

10—16 years and under, Walking Race, Blindfolded; 1st, Bernice McKay; 2nd, Kathleen Hall; 3rd, Hazel Frost.

11—Stepping Stone Race (Mixed Couples); 1st, Ed. Small and Mrs. Turner; 2nd, W. Isbister and Mrs. S. Robertson.

12—Mystery Envelope Race—(Mixed Couples); First Heat, 1st, Mr. Kemp and Mrs. Douglas; 2nd, A. Dormer and Mrs. McGregor; Second Heat, 1st, Ernest Fryer and Isabell Lacey; 2nd, J. Clelland and Mrs. A. Duncan; third heat, 1st, H. Robinson and Isabell Nettham; 2nd, J. W. Minhinick and Mrs. F. Davies; Fourth Heat, 1st, C. Telford and Hazel Minhinick; 2nd, Chas. Allen and Mrs. T. W. Hudson; Finals, 1st, J. W. Minhinick and Is. Nettham; 2nd, Ernest Fryer and Mrs. Geo. Davies.

13—Balloon Race, Married Ladies; 1st, Mrs. A. Paddon; 2nd, Mrs. Easton, Sr.; 3rd, Mrs. James Thompson.

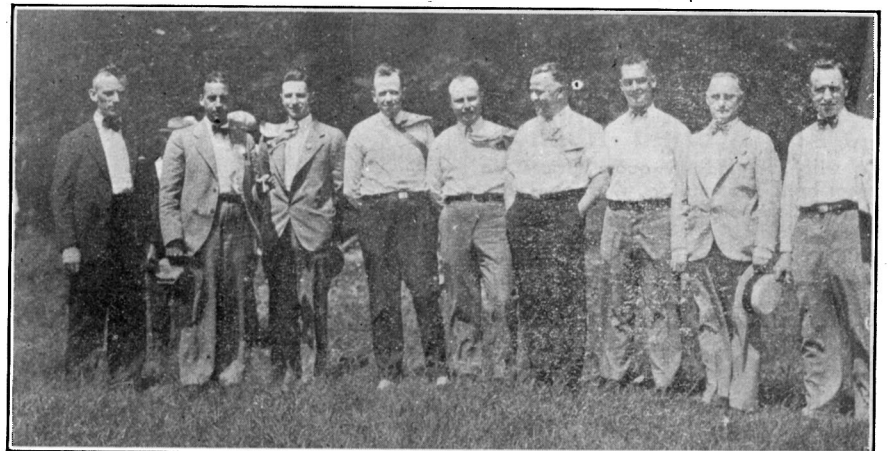
14—Kiddy Car Race (Men Only), First Heat; 1st, Frank Hope; 2nd, Chas. Allen; Second Heat, 1st, H. Robinson; 2nd, W. Thompson; Third Heat, 1st, Wes. Carter; 2nd, C. M. Pelton; Fourth Heat, 1st, A. Reid; 2nd, Ernest Fryer; Fifth Heat, 1st, Geo. Clark; 2nd, Percy Hall; Sixth Heat, 1st, Fred. Mishaw; 2nd, B. Bottrell; Sev-

CO-OPERATION OF SUPPLY FIRMS APPRECIATED.

The officers, executive, picnic committee, and members of the Toronto Home Builders' Association wish again to express their very great appreciation of the splendid co-operation extended by the building supply and allied companies in the carrying through to such a successful conclusion this year's annual picnic and field day.

The final list of contributing companies follows:

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A FEW OF THE SUPPLY MEN LINE UP FOR THE CAMERA AT HOME BUILDERS' PICNIC
Left to Right: T. Armstrong, Aikenhead Hardware, Ltd.; J. D. Sealey, Cooksville Co., Ltd.; S. Wenn, Advance Glass Co., Ltd.; A. C. Sanderson, Toronto Brick Co., Ltd.; C. A. Booth, C. W. James, A. E. Booth and F. E. James, Booth Brick, Ltd., and E. G. Glenn, Cooksville Co., Ltd.

enth Heat, 1st, Walter Mason; 2nd, T. Robinson; Eighth Heat, 1st, Norman Armstrong; 2nd, C. R. Mitchell. Winners of Semi-Finals, Wes. Carter, Chuck Pelton, Geo. Clark, Fred. Mishaw, Norman Armstrong and C. R. Mitchell. Finals, 1st, Wes. Carter; 2nd, C. M. Pelton; 3rd, Norman Armstrong.

15—Find the Mystery Man: Won by Mrs. Alf. Cromack.

16—150 Yard Dash; 1st, Art. Flack; 2nd, W. Kitchen; 3rd, John Goodall.

17—Hill Climbing Contest for Fat Men over 190 lbs.; 1st, W. Hurston; 2nd, J. W. Rowlinson; 3rd, C. W. James.

18—Coat Race (Mixed Couples); 1st, W. Robinson and Miss Robinson; 2nd, C. Williamson and Mrs. Williamson.

19—Soda Biscuit Race (Married Ladies); 1st, Mrs. A. J. Cork; 2nd, Mrs. Jas. Thompson; 3rd, Mrs. F. Taylor.

20—Nail Driving Contest (Ladies); 1st, Mrs. Easton, Sr.; 2nd, Mrs. R. Small.

21—Horse Shoe Contest; C. C. Kurtz and Albert Robinson, 21; E. Small and G. Beatty, 18.

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Weekly Building Reporter.

Apprentice Act to be Discussed Separately by Each of Designated Trades.

As announced in last week's Weekly Building Reporter, members of the Toronto Builders' Exchange met with representatives of the Toronto Home Builders' Association to discuss the operation of the Apprentice Act of Ontario at the Exchange headquarters, 1104 Bay Street, last Monday afternoon. President Victor Vokes of the Exchange presided, and the Home Builders' Association was represented by President W. H. Kerwin Past President W. J. Fugler and P. F. McCleary.

After J. M. Piggott, of Hamilton, had outlined the development of the movement which led to the Ontario Government passing the Act for the training of apprentices, discussion was opened as to the operation of the Act. Mr. Piggott, who has given many years of effort to the development of the apprentice scheme, was bombarded with questions from all sides, but proved most agreeable and good natured under the fire. We regret that space forbids a full account of the meeting in this issue, but it was plainly evident that the sub-trades and builders were almost a unit in their opposition to the assessment proposed under the Act, while the general contractors present were just as strongly in favor of the whole Act, including the assessment.

For the Toronto Home Builders' Association, Past President Fugler declared that the Association was unalterably opposed to the proposed assessment, and when queried as to the position and influence of the Association in the Toronto building industry, opened the eyes of some present when he showed that residential building in Toronto during the last half year has exceeded commercial building by over one and three-quarter million dollars and that over 90 per cent. of this large amount of construction was done by members of the Association. The Association was vitally interested in the operation of the Act, and while not opposed in principle to the training of apprentices, was decidedly opposed to the assessment scheme.

Others speaking in opposition to the assessment were: Fred. Markham, John

Scott; J. E. Myers, electrical contractor; Fred. Mann, of the Canadian Association of Master Painters; Mr. Cecil, representing the mason contractors, and Mr. Wood, plumbing contractor. Mr. Markham, as one of the delegation of 30 who waited upon Premier Ferguson in opposition to the assessment, declared that every member of the delegation came away with the assurance that there was no need of making out the returns for the Government until "the present difficulties had been cleared away." (At the time of going to press no further word has been received from the Government.) Those endorsing the Act, including the assessment clauses, were, in addition to Mr. Piggott, Messrs. H. P. Frid, Geo. Oakley and B. Carswell. Mr. J. Clark Reilly, secretary of the Canadian Construction Association, the executive of which has recently strongly endorsed the Act, was also present to give any necessary information regarding the details of the Act.

Each of the individual trades will now meet separately to discuss the assessment feature of the Act.

Selling a Logical Prospect
(Continued from page 11)

attitude—and sales are never made with the prospect's mind in that condition.

"Then too, this attitude is likely to arouse suspicion or questions in the prospect's mind. Any salesman who shows 'his anxiety very plainly to the prospect' must not be surprised if the prospect wonders about the cause of this anxiety. It is likely to produce questions in his mind, and sales are not made as long as there are unanswered questions in the prospect's mind. So, if you have any anxiety in your selling plan, better use it as a spur to get properly prepared to show the property; then get rid of it before you meet the prospect face to face."

EAST YORK TOWNSHIP PERMITS.

H. A. Agnew, 142 Springdale Blvd., one solid brick dwelling on the south side of Springdale Blvd., near Linsmore Cres. \$3,500.

E. Lester, 492 Main St., two solid brick bungalows on the south side of Coleridge Ave. near Salmon Ave. \$3,500

C. Parsons 775 Coxwell Ave., five detached solid brick bungalows on the north side of Sammon Ave. near Monarch Park Rd. \$15,000

A. Frame, 32 Richard Ave., one solid brick dwelling on the south side of Mortimer Ave., near Pape Ave. \$3,000

Mrs. C. W. Harris, 248 Westlake Ave., a brick addition, part veneer, on the west side of Westlake Ave., near Lumsden Ave. \$1,000

J. Blakey, 211 Meagher Ave., one solid brick dwelling on the east side of Meagher Ave., near Crowe Ave. \$4,000

Saunders Bros., 880 Greenwood Ave., one pair of solid brick dwellings on the north side of Springdale Blvd., near Linsmore Cres. \$7,500

G. C. Mitchell, 895 Carlaw Ave., one brick dwelling on the east side of Chilton Rd., near Don Mills Rd. \$4,500

M. Kroth, 306 Gainsborough Rd., a solid brick dwelling on the west side of Main St., near Lumsden Ave. \$3,500

Robert Malton, 14 Bansley Ave., one solid brick dwelling on the north side of Lumsden Ave., near Woodbine Ave. \$3,500

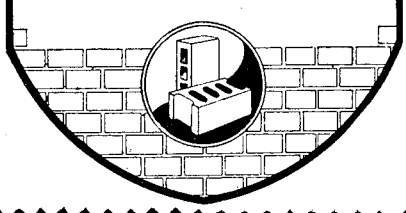
Robert Ness, 1336 Woodbine Ave., a one-storey frame and brick veneer dwelling at 10 Bracebridge Ave. \$2,000

C. W. Dodge, 252 Torrens Ave., a frame one-storey dwelling on the north side of Torrens Ave., near Donlands Ave. .. \$800

F. W. Wilson, Federal Bldg., a brick and shingle dwelling at 148 Dawes Rd. \$3,500

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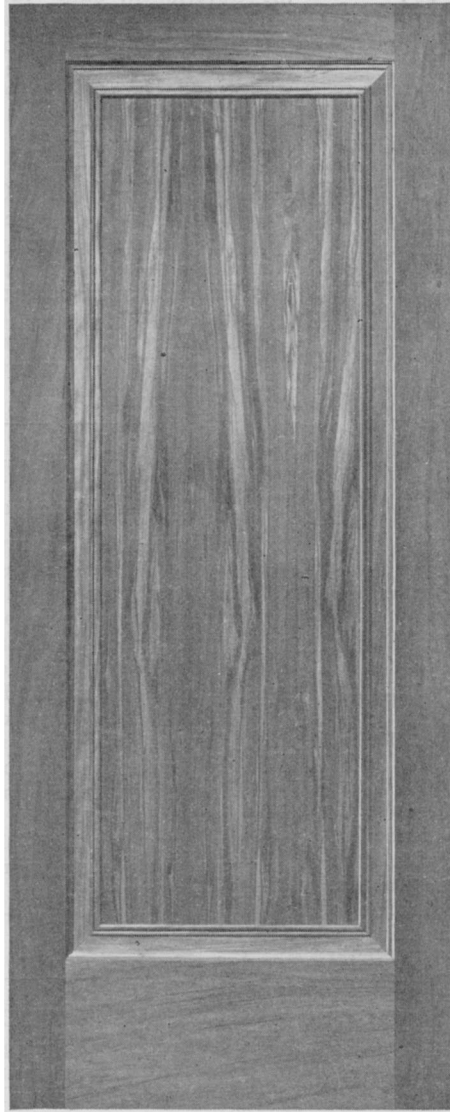
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