

John Bolton (Ex-Sergeant) Reconstructs.

By Sgt. Basil C. Walker, Instructor in Shipping and Exporting, Khaki University.

John Bolton was demobilised. He was glad to be a civilian again, but his return to Toronto and civil life had brought some rather pressing problems. Back in 1915 he had had a job as a shipping clerk. It was a good job as far as it went and he could have it back, but things were different now. First of all there was Kitty. She had been waiting for more than four years, and John did not like waiting any more than Kitty did. But that shipping clerk's job was certainly not going to be equal to carrying a home. Also John did not like to start just where he had left off four years ago. He was sure he was worth more, but he had enough sense to know that it would do him no good to put a high valuation on himself in business merely because he had been overseas.

John was waiting on the corner of Queen and Yonge for a Yonge Street car one evening, when an old friend, Dick Burton, came up to him and asked:

"Hello, Jack, how are things?"

"Rotten," was the gloomy reply. Jack was thinking it was all very well for Dick to be cheerful. He had been turned down by the medical board and had been up a nice business at home in machine tools on contracts with the Imperial Munitions Board. He had no worries now.

"What's your trouble?" asked Dick. Jack told him and, being a bad humor, added rather bitterly:

"Of course it's all right for fellows who have made your pile out of the war. Oh! is it? Well, I am not half so happy as you are."

all our business has been war business and now that the war is over and that business is gone it looks like closing up shop in another six months, as far as I can see. Believe me, I don't enjoy the prospect of seeing a good business, four years' work and most of my capital, go up the spout. See you another time—got an appointment to keep."

Somewhat regretting his unpleasant remark to Dick, John got on the car. Taken up with his own difficulties he paid no attention to his fellow passengers, until he heard a well-dressed man beside him saying to a companion:

"That export idea is going to save us from bankruptcy. I have not had much time at it yet, but already I have found that at least half the business we lost by the Munitions Board cancelling contracts can be made up by orders from some of these foreign buyers. Do you know, some of these South American countries have been cut off from their European suppliers so long that they almost ask us to take their orders."

This caught John's attention and he saw that it was the very thing to fit Dick's business. It took someone else to show him the value of the idea to himself. During the evening he remarked to Kitty:

"Anyway, we are not the only people who have troubles. Dick Burton is in a nasty hole." And he told her Dick's story and also mentioned what he had overheard.

"But, John isn't that fine thing just as much for you?" she asked.

"I don't follow you. Dick has a business and I haven't any."

"Yes, you have, you've got brains. You were a pretty good shipping clerk, and you remember you were always good at geography and fond of reading about foreign countries. Very few people who have actually travelled seemed to know as much about other countries and people as you did. Well, Dad had an American friend up here the other night. He is a great authority on foreign trade and has been employed by some big companies in the States to organize their foreign trade departments. Dad said to him:

"I suppose foreign languages are absolutely essential for success in this foreign business?"

"Not at all," Mr. James answered. "They are useful and helpful, unquestionably, but I should say the main thing is a thorough knowledge of common school geography. It is on that that our shipping is based; it is from geography that we find why we don't sell fur coats in Brazil, and Panama hats in Siberia. Any man who knows what poor harbors there are on the west coast of South America is not likely to ship unpainted iron products down there in open crates." Now do you see what I mean?"

John was keen and as practical as Kitty, and he did see. He left that night full of enthusiasm and ideas.

Next morning he called on Dick.

"Look here," said John. "I have found a way to get you out of your difficulty."

"Let us have it."

"Oh! no. This is a good idea, and I'm not giving it away. I am willing to sell it. If you will give me a job as your export manager at fifty bucks a week, we can talk business."

"Well, if your idea is any good, I'll take a chance on you Jack. Shoot."

John explained his idea and pointed out that at least one other firm was making a success of it already.

Finally Dick said: "I think you've got the right idea, Jack, and that job's yours."

Ontario for Returned Soldiers.

What the Government is Doing for the Boys who Come Back.

Cabled advices from Ontario tell of a very keen interest being shown by returned soldiers in the new Federal legislation governing the settlement of returned soldiers on the land in that Province. It is announced that 5,000 applications have already been received by the Toronto Office of the Soldier Settlement Board from men who are anxious to settle on the land in Ontario.

To meet this demand, vigorous efforts are being made by the Board to find suitable farms in Ontario for returned soldiers who wish to farm. As is now generally known, powers are proposed to be granted at the Session of Parliament now sitting to the Soldier Settlement Board of Canada to purchase lands to be resold to qualified returned soldiers settling on land.

To enable soldiers to locate in any district in Ontario that they wish, the Advisory Board for the Province of Ontario have widely advertised in the Press of Ontario their desire to have filed with them a full description and lowest cash prices of a small number of select farms in each district of the Province available for purchase.

The advertisements inform the public that this land is for returned soldiers, and no tenders to sell are requested except for land of good quality and location and reasonable value, making possible the success

of the soldier as a farmer. The purchase price in all cases will be fixed by the Board after the land has been inspected and valued.

No commission will be charged or paid. No offer to sell will be binding on the person offering unless a sale is effected, and no obligation will be on the Board to accept any offer.

If application from a returned soldier be received for a farm listed with the Board, a valuation for such farm may be at once made by the Board and, if approved, negotiations may be entered into for the purchase and sale thereof. An approved list is desired for each district of Ontario.

As already announced in "The Beaver," the Dominion Government is at the present time enacting legislation with the view of expanding its soldier settlement plans, so as to include operations in all the Provinces. In the early days of the Soldier Settlement Board, it will be remembered, land was only offered in the prairie Provinces, the soldier being allowed to take a homestead entry of 160 acres, and in addition a soldier's allotment of 160 acres, making a total of 320 acres in all. It was found, however, that while a good many men with western experience were willing to avail themselves of that scheme, there was a considerable demand

also from soldiers whose homes were in Ontario or the Eastern Provinces, as well as British Columbia, for facilities to settle on the land in their own locality. Hence the new legislation which extends the operations of the Soldier Settlement Board to include all the Provinces of Canada.

With regard to the soldiers who desire to farm in the older and longer settled districts of Ontario, it may be interesting to explain what is being offered: A soldier applicant is expected to have 10 per cent. of the cost of the farm he desires to acquire. The limit of value is placed at \$5,000. Say a man wishes to obtain a farm worth \$3,000, he would be expected to put up \$300, although in rare instances the Board has power to dispense with this requirement. The Soldier Settlement Board will advance the other 90 per cent. On top of that the Board will advance up to \$1,500 for the purchase of stock, implements, etc. Later on, if the improvements on the farm warrant it, the soldier farmer can borrow up to a further \$1,000. The repayments of the loan on the land are made over twenty years or longer, at five per cent. interest. No interest payment is required on the loan for implements and stock for the first two years; thereafter the interest charge will be five per cent.

W. M. Jones, Provincial Supervisor of the Soldier Settlement Board, 32 Adelaide Street East, Toronto, is in charge of this work so far as Ontario is concerned. A good number of enquiries from soldiers continue to reach Brigadier-General R. Manley Sims, the Agent General for Ontario in the British Isles.