

ROYAL COMMISSIONS

The place of the average Royal Commission in Canada reminds one largely of the proverbial cart before the horse. The cost of living becomes high and a Royal Commission then spends a couple of years to discover why. Such commissions are appointed, apparently, to find the cause of certain evils and to recommend remedies. That is about as far as most of them get and the world continues to move in much the same old way. The public accounts committee, hearing evidence respecting war contracts and attendant scandals, got about as much information as anyone needed for the purpose of prosecutions, for reading politicians out of the party, for grandstand political play and for future behavior.

Yet it was thought necessary to appoint a royal commission to investigate war contracts. The commission can scarcely have learned more about its text than did the public accounts committee. Still, we are to have a report from its chairman, Sir Charles Davidson, which will be hastily examined by a few energetic Ottawa correspondents and later filed with the reports of a score of other royal commissions. This endless chain of commission appointments, reports, and inaction, costs a lot of money and does comparatively little work of value. After all, there is something to be said for the tradition of the Wild West which would shoot a grafting war contractor on sight instead of trusting him to the tender care of royal commissions.

PATRIOTISM AND QUALITY

"Dollar patriotism is what we need now," Mr. E. F. Hutchings, of Winnipeg, is reported as saying. "Sock knitting and flag waving is all right, but we must look

after our dollars. Too many women are knitting socks for our soldiers and buying their clothes in the United States," he added.

None too many women are knitting socks for our soldiers and comparatively few Canadian women are buying their clothes in the United States. There is much wrong angle placed upon this "Made-in-Canada" sentiment. Careful buying goes partner with thrift, which is being preached incessantly by our cabinet ministers. Careful buying means getting the best quality for the lowest price. Canadian manufacturers who put quality in their goods, figure a modest profit, and sell at a reasonable price, need not worry about our women buying their clothes or anything else in the United States. The natural impulse of woman is to buy at home. The Canadian manufacturers' best policy is to cultivate that impulse.

TAKING A REBATE

A Canadian life insurance agent had canvassed a prospect for more than twelve months. Then he received a letter from his prospect thanking him for sending certain insurance literature, and adding: "Some time ago we were discussing the matter of my taking out an insurance policy with your company, but since that time, one of our chief agents persuaded me to take out a policy with another company, and he has allowed me the commission on this business. It was, of course, to my advantage to take hold of this opportunity. I trust this explanation will meet with your approval."

To date, the offending agent has not been faced seriously with the Dominion insurance act. The case is having the active attention of the Hamilton Life Underwriters' Association who, in view of inaction in other quarters, are endeavoring to find a satisfactory answer to the question, "When is a rebate not a rebate?"

WORKERS IN INSURANCE FIELDS

Pleasant memories yet remain with the life insurance men who attended the successful convention of the Life Underwriters' Association of Canada at Toronto in September.

The current number of the Life Underwriters News is a *vade mecum* which every field and office man can ill afford to miss. As a text book it gives information relative to such subjects as the getting of prospects, salesmanship, various classes of insurance, legal pointers for the underwriter, the big men of the business. The convention is epitomized in excellent style and the letterpress is lightened with photographs of the executive officials together with clever sketches of outstanding delegates in action at the convention.

HAMILTON'S INDUSTRIAL DEVELOPMENT

During the ten months ended October, six new factories located in Hamilton and in addition the Mercury Mills Company have purchased six acres of land on which they will build a complete new plant, Mr. H. M. Marsh, busy industrial commissioner of that growing city, tells *The Monetary Times*. The six new factories are as follow:—

The Dominion Sheet Metals Company, which have built a factory for manufacturing galvanized sheets and has about 50 hands employed. By the first of the year this force will be increased. The Canadian Cartridge Company have built a factory for the manufacture of war materials and are employing about 200 men.

The Canadian Horse Shoe Company, from Erie, Penn., have practically completed the work on their buildings and have a force of men installing machinery. The Franklin Steel Works of Joliet, Ill., have leased a factory on Adams

Street and are now making toe caulks. The T. Eaton Company have a large force at work on their new factory on Hughson Street.

The latest factory to locate in Hamilton is the W. T. Rawleigh Company, of Freeport, Ill., who have purchased two acres of land on Rosslyn Avenue.

TWO YEAR BOOKS

The Anglo-Canadian Year Book is published in the interests of residents of the British Isles who are concerned with the Dominion; those who have financial or other associations with the country; and those who desire to secure information regarding Canada as a field for investments, industrial and agricultural enterprise, or emigration. As a work of reference on things Canadian, especially from the British point of view, it will be found of more than ordinary value. The scope and nature of the book is such that it is recognized in the United Kingdom as a standard Anglo-Canadian annual. Anglo-Canadian Year Book. By K. Morris. Price, 5/- . Published by W. Stevens & Company, London, England.

The Incorporated Accountants' Year Book, issued by the council of the Society of Incorporated Accountants and Auditors, is just published for 1915-16. It contains the names of 2,770 members. Of these 2,145 are in England and Wales, 114 in Scotland, 69 in Ireland and 442 in other British possessions and foreign countries. The society has district organizations in 13 of the leading towns of the United Kingdom, and there are also branch societies of incorporated accountants in Scotland, Ireland, Australia, South Africa and Canada. The current volume extends to 583 pages, and contains, in addition to the foregoing, the society's regulations and examination papers.