

WAR SERVICE GRATUITY FOR CANADA'S SOLDIERS.

An Order in Council was passed on December 21 by the Cabinet Council authorizing the payment of a "War Service Gratuity," to be payable to the naval and land forces of Canada, in place of post discharge pay. Under this enactment the amount to be paid is graduated up to six months' pay and allowances exclusive of subsistence allowance or allowances in lieu of rations and quarters, according to the length and nature of service.

For the members of the land forces who have served at any time overseas, which means on the strength, for pay and allowances, of some recognized overseas establishment, and were on the strength of the land forces on active service on the date of the armistice, November 11, 1918, the gratuity is graded as follows:—

For three years' service or over—183 days' pay and allowances;

For two years' service and under three years 153 days' pay and allowances;

For one year's service and under two years—122 days' pay and allowances;

For less than one year—92 days' pay and allowances.

The full text of the Order in Council is as follows:

IN DEFENCE OF "COLLECTIONS".

"A Simple Explanation of Modern Banking Customs" is the title of a hundred-odd bound pages that might profitably enjoy a wide circulation among the public. From the pen of Humphrey Robinson, and the press of Messrs. Small, Maynard & Company Boston, this small volume has been "edited from a legal standpoint" by W. Overton Harris, former Judge of the Jefferson County (Kentucky) Circuit Court, Dean of Louisville (Kentucky) Law School. The author explains that he has had some years' experience in a bank, and ten years in business independently, so he is in a position to treat of his subject from both sides of the wicket. While much of the material treats of banking methods and practice in the United States, his remarks on the human side of banking are widely applicable. In the chapter on "Collections," for instance, we read as follows:

"Many people regard all collectors as offensive and unwelcome. They wish to take their own time about paying their debts. Please mark this difference between the collector of your grocer's or druggist's bill, and the city bank as a collector of your note, or of a draft on you. The installment collector must turn in cash for the majority of the bills given him or lose his position. But it really makes little difference to the bank whether you refuse or pay the note or draft that some other bank has sent it.

"It is wise to protect your credit with strange banks as well as your own. Every bank receives many confidential inquiries concerning the financial standing of firms and persons in its city. If not personally known to the officer in charge of this correspondence, he invariably inquires of the collection department as to the promptness with which the parties in question meet their notes and drafts. And even though you are not a patron, a bank in your own city would rather give you a good financial reputation than a poor one.

"The collecting bank must regard most carefully the instructions of the sender, especially about protesting or not protesting, and it can't be stated too forcibly that the presenting bank has no option and must obey orders to the letter. If it does not, it must suffer any resulting loss. It is only an agent and cannot regard the wishes of the payer.

"Because it is human nature to object to paying out money, the Local Collection Department is the recipient of more complaints and unreasonable requests than any other department of the bank.

"The law says that banks shall keep open during certain hours on every business day, which is not a legal holiday. After the closing hour there is a tremendous amount of work to be done. The tellers must balance their cash; the bookkeepers must take off a balance of every account on their particular set of books; and every check and draft deposited, or received through the mails, and payable in other towns, must be listed and forwarded for collection. Nothing can be held over without risk, no matter how heavy the day's work. The rule in every bank is to clean up all the work on the very day it is received. None of this daily balancing of cash, or books, can be commenced until the last check has been cashed, the last depositor has come in, and the last payer of a collection has settled. For instance the payment of a single draft or note after banking hours, necessitates the holding open of several sets of books or the erasure and changing of various totals by the bookkeepers. It is a very mistaken but popular idea that the bank employees practically are thorough with their duties at the close of banking hours."

EUROPE WANTS MEAT.

Canada now has the opportunity to make her export position permanent.

The war stimulated the export trade in Canadian live stock products to a degree deemed well nigh impossible five years ago. Exports of beef increased 6,795%, of bacon and pork products 571%. Total exports of live stock products in the fiscal year ending March 31st, 1918, were valued at \$172,743,081 as compared to \$53,349,119 in 1914.

Canada has the opportunity of holding this trade and increasing it, for our meat products won a splendid reputation in Europe during the war, and Canada is in the position of the favoured nation.

The price of feed has been high, and the cost of producing live stock has been correspondingly high. But the market price of finished animals has also been high. The price may decline gradually, but the price of feed will decline also, and the percentage of profit to the farmer should thus remain about the same. Indeed if the cost of feed declines first, the profit to the farmer will be increased.

J. E. Brethour of Burford, Ont., who won the first prize for export bacon hogs at the Winter Fair at Guelph, says that with the relative prices of feed and bacon then pertaining there was a good profit.

"With standard feed at \$57 a ton and hogs at \$16 live weight, I make a profit of over 20%," said Mr. Brethour. "It is the profit that counts not the selling price, and profit depends upon the relation of the price of feed to the market price of the finished animals."