



Industrial Review From Many Sources



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CONVENTION CLOSES WITH A BANQUET

Enthusiasm Marks Function Held By International Business Machines Co.

Enthusiasm over the world leadership won by the Canadian Sales force in 1920 marked the banquet at the King Edward Hotel, Toronto, which brought to its close the convention of the International Business Machines Co., Ltd.

Figures on a blackboard in the dining-room formed the theme of many of the addresses, and the burst of applause which greeted the announcement of the Canadian achievements of the year was a natural expression of a pride in the business acumen of the field force and in the sound and healthy condition of Canadian business.

Optimism was the key note throughout the week among the delegates during their sessions at the factory of the Company, Royce and Campbell's avenue, Toronto. Two hundred were present at the banquet at which plans for the 1921 business were set forth with enthusiasm. A 5 per cent. increase in business is the goal which the field force has set itself, and even this surprising mark would be attained and passed long before the close of the year, was the confident prediction of many members of the force, based on observation of the prospects in their representative fields.

Speakers of the evening surveyed the business outlook and expressed the view that Canadian businessmen in the coming year would equip themselves with International Time Recorders and Dayton Scales in larger numbers than ever. The Canadian products, as they are made at the factory in Toronto, they point out, challenged comparison with any of the kind manufactured elsewhere. As never before, the need of careful attention in dealing with the vital element of time in all industrial production was being recognized. In the measurement of time the mechanical methods of the past would have to give way to those of precision. The tremendous importance of industry of accurate control of costs was emphasized. The Time Recorder brought to the manufacturer its valuable aid in the problem of cost accounting.

In the field of retail merchandising the closely-drawn profits of today also make imperative more precise method. In this connection, the International Dayton Scale, with its thousands of ready-made price calculations and its hair-like precision in weights made it indispensable to the modern store. As one of the speakers remarked: "No merchant

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Our steamer traverses a little bay, and we gaze spellbound at Cape Trinity—the lowest of the three elevations graced by a huge statue of the Virgin—which for 30 years has gazed with seeming compassion on the waters below—impervious to the elements, a thank-offering of a devout Catholic.
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can afford to give away goods in 1921."

Mr. Frank E. Mutton, Vice-President and General Manager, in his usual optimistic vein, declared that if there were any pessimists in Canada, there was no place for them at the International Business Machines Co.'s convention. Speaking of the output of the Company, Mr. Mutton remarked that in the International Dayton Scale Division, manufacture was proceeding up to the full capacity; the Time Recorder Division was only now catching up with its orders; while the International Electric Tabulator Division never had been able to overtake its orders and scarcely expected to do so within the present year.

Mr. Mutton, who acted as toastmaster, was the recipient in the course of the evening of two glowing cups, one being presented by Thomas J. Watson, of New York, and the other by A. Findlay, who by his Sales Record had elected himself President of the International Business Machines Co. Club. To Mr. Mutton also were offered many congratulations upon the splendid achievements of the Company within the past five years.

Among the speakers at the Convention who dealt with various phases of the Company's activities were: S. G. Wharin, Asst. Secretary and Office Manager; G. F. Morris, Sales Manager, Recorder Division; F. W. Moerer, Factory Manager; L. E. Hubbard, Sales Manager, Tabulating Division; and Geo. Honnycastle, Sales Manager, Scales Division.

In the announcement of plans for the present year it was stated that increasing attention was being devoted to the manufacture of electric automatic door lock and the employees' autograph register.

Keep the Machinery Going

The factory would stand still if the belts that turn the wheels were to fail. Belts that make the longest run with the least repair and adjustment are the workman's best friend. No lost time. Machinery in every factory should be driven with



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ONTARIO GOVERNMENT TO MANUFACTURE CEMENT.

Something new in the provincial development of public roads is being inaugurated by the Ontario Government this month. For some time back there has been a serious shortage of material for road construction, and some work has been delayed because of this.

To overcome this, it is planned by the Government to manufacture its own cement and to handle the work of crushing its own stone.

MINING IS DANGEROUS OCCUPATION.

In 1907, out of every 1,000 persons employed in the coal mines of the United States, 431 were killed by accidents, says the United States bureau of mines in its latest pamphlet on fires and prevention of accidents in coal mines.

The total number killed in 1907 was 3,242, of whom 356 were killed by gas or dust explosions. In 1918 the number killed per 1,000 employed was 3.28. The total number killed in that year was 2,580, of whom 129 were killed by gas or dust explosions.

CANADIAN BACON GETS PREFERENCE IN BRITAIN.


Charges that the British Ministry of Food has unfairly discriminated against Canadian bacon are answered in a letter from the Ministry of Food, received by the Department of Trade and Commerce. "The Ministry of Food," the letter states, "have at all times purchased the whole of the Canadian exportable surplus of bacon, whereas purchasers in the United States have been strictly limited."

The letter proceeds: "The Ministry has paid for Canadian bacon throughout the present year a higher premium over United States bacon, whether represented in Canadian currency or sterling, than was set any time made by Canadian bacon on the free market. The fact that the Ministry has sold Canadian bacon below its cost is, therefore, not a grievance to the producer, as any commercial buyer would be entitled to take the same course, and this action must increase and not decrease the demand for Canadian bacon."

Every man who can be first-rate has no right to be second-rate.



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