

### MANITOBA PROVINCIAL SAVINGS BANK

Deposits up to July 10 Totalled \$135,325, Says Chairman Weir—Facilities Brought to Attention of Public

**"B**ANKING by mail is a special service adopted by the province of Manitoba savings office to give depositors outside the city of Winnipeg a safe, convenient and profitable method of depositing their savings," says a booklet just issued by the chairman, E. A. Weir. Any person, it is explained, at any time, may deposit any amount by mail. The interest rate is 4 per cent. per annum on the minimum monthly balance compounded half-yearly. The money may be withdrawn at any time by merely forwarding an order to head office in a special order form provided for on request by letter signed by the depositor himself. Accounts are opened by signing a letter, enclosing the money, in post office, express money order, or bank draft, and mailing to the office, for which a receipt in the form of an ordinary bank pass book is issued. The book is balanced and interest computed every May and November.

Regarding the safety of the deposit system, the booklet says:—

"Deposits in this office are absolutely guaranteed by the government of the province of Manitoba. Depositors cannot lose. All the natural resources of the farms, forests, mines, fisheries, water powers, the wealth of industries in all Manitoba's towns and cities, the strength of the strongest financial institutions and the resources of all the people of the province of Manitoba guarantee the depositor's funds.

"This office was established to give the citizens of Manitoba an opportunity to invest their savings to help their own province. The money secured from the people will be used to finance the Rural Credits Societies and Manitoba Farm Loans' Association. These institutions have helped to make Manitoba prosperous by enabling farmers to break up thousands of acres of land, buy livestock, clean off old and burdensome debts, make purchases for cash and develop better rural communities. The money may also be loaned to assist in financing cities, towns, villages, rural municipalities or school districts within the province of Manitoba."

#### Business Done So Far

Up to July 10, \$135,325 had been received on deposit, according to a statement made by E. A. Weir, chairman, on that date. The first deposit was made by W. J. Sisler, principal of Strathcona School, Winnipeg, on June 2. The total number up to June 10 was 25. "We have had deposits," said Mr. Weir, "from ten districts in Manitoba by mail. Among them are Elphinstone, Oakville, Souris, Sandy Lake, McAuley and Minitonas. The foreign residents of the city are displaying great confidence in the bank. Our deposits in the north end branch and the number of enquiries we are daily receiving are an indication, I believe, that the provincial savings bank will prove to be immensely popular. The guarantees we offer, the rate of interest and other factors entering into the banking business are proving very attractive to prospective banking customers."

The head office of the bank, in the Lindsay Building, will be opened July 20 or 21, Mr. Weir expects.

### A CANADIAN NATIONAL SUMMER RESORT

Among the new activities of the Canadian National Railways this year is the opening of a modern summer hotel at Grand Beach, on Lake Winnipeg, about 60 miles north of Winnipeg. There are 200 guest rooms, each supplied with hot and cold running water. The building has been lined inside with fireproof gypsumboard, the material for which was obtained from Gypsumville, Man., and manufactured in Winnipeg. Smoking rooms and ladies writing rooms are provided on every floor. The cost of the improvements totalled in the neighborhood of \$100,000.

### BRITISH REPORT ON CANADIAN TRADE

General Situation is Sound, Concludes Commissioner—United Kingdom Manufacturers Alive to Foreign Competition Here

**"E**CONOMIC, industrial and commercial conditions in Canada are sound, and given more stable, political and social conditions throughout the world than those obtaining at the beginning of 1920, the Dominion should achieve a degree of development far surpassing that achieved hitherto." This is the conclusion expressed in a blue-book just issued by the British government, giving reports on the trade of Canada and of Ontario by F. W. Field, British trade commissioner in Ontario. With reference to the market for British manufacturers, the following statement is made:—

"As a market for British manufacturers Ontario presents an attractive field, more especially in the lines in which United Kingdom manufacturers have excelled for so long. The development of Canadian manufacturing, of which such a large proportion is carried on in Ontario, leads one to the conclusion that the greater part of British trade in this market will in future years be confined to the principal groups of manufactures which constituted the business here of United Kingdom firms before the war."

#### Other Exporters are Active

Reference is made to the activity of the Japanese in Canadian trade; to the opportunity for sales of machinery here; to the need for more advertising of goods; to the high production costs in Ontario factories as compared with those in the United States; and to the increase in the number of American branch plants here. British manufacturers also showed their interest during the year by establishing factories here. As regards agencies, the following comments are given:—

"It is still a matter for the consideration of certain United Kingdom firms as to whether their agency arrangements for Ontario, and Canada generally, should be treated as part of their United States agency arrangements. At least one British firm with branch works in the United States has now established a branch in Ontario. The tendency of United States firms with trade connections in Canada is to establish separate units in Canada, either branch works, offices, or agents, to deal with their Canadian trade."

### GERMAN GOODS IN CANADA

Germany is already securing considerable business in Canada, according to statements made by E. J. Edwards, British trade commissioner in Canada, at a meeting of the Montreal branch of the Canadian Association of British Manufacturers on July 7. Several clever and attractive German trade circulars had come into his hands, he said, through different Canadian firms which had received them, and he urged that representatives of British manufacturers here take warning from this German activity and keep in close touch with buyers, even if they had difficulty in supplying goods.

It had come to his notice, continued the speaker, that foreign manufacturers were trying to tempt British agents here of good selling reputation to accept their agencies on promise of ready supplies and high commission. He hoped that such agents would not accept offers of that kind, but would make some small sacrifice by retaining their British agencies, which would become more remunerative when conditions reverted to normal. Another point stressed by Captain Edwards was that British agents here should urge manufacturers they represented to allocate a certain proportion of their output for the Canadian market exclusively, and so ensure a steady supply of British goods to this country.