

Banks, Bankers and Banking

Opportunity to Trade with Australia

Canadians are rapidly expanding their export connections, as evidenced by the great number of new shipping routes instituted from Canadian ports since the conclusion of the war. There is no reason, it would seem, why Canada should not trade with Australia to a greater extent than heretofore. In The Magazine of Wall Street recently, an article by Harley Matthews appeared under the title, "America Supplanting Japan in Exports to Australia." That the Australians are entirely dissatisfied with Japanese goods is shown in the following paragraphs from the article:—

No Australian bought Japanese goods because he preferred them or even because they were cheap. He bought them because no other sort were obtainable at the time. And now he will show his revenge for their poor quality and frequent worthlessness by asking for any other sort. "Any make so long as it is not Japanese" has been his demand since the end of the war.

The girl whose Japanese silk stocking "laddered" the first time on, or whose silk gloves split, the housewife whose crockery fell in pieces as she placed it on the table, the bartender in whose hands the glass broke as he was drying it, all had their own special reason for wanting the war to end. It was then that they would no

longer be compelled to buy Japanese articles. In Australia it will be a long time before the words "Made in Japan" do not excite derision.

Nor was the Australian merchant any more partial to Japanese goods. He was continually receiving complaints from his customers and suffering losses over them. Moreover, to get his orders filled by the Japanese manufacturers he had to submit to many annoyances and delays.

For instance, there is the case of the Australian merchant who ordered 50,000 of men's drawers. As a sample of the quality desired he sent one leg of a pair of drawers, keeping the other leg for comparison, on the completion of the order. The consignment arrived and the boxes were opened. One after another he went through them. They all contained one-legged drawers.

There is every reason to believe that Canadians would have a much better chance of capturing the Australian market in many lines than the Americans. As evidenced by this article and observations made of the characteristic Australian overseas, they are a people of strong likes and dislikes and would be more inclined to buy from any other part of the Empire whenever possible than from another country. Providing that Canadian goods lived up to their claims the Australian market should be a particularly easy one to capture.

How Strong is a Box?

In a test for strength in shipping boxes, the object of which is a simulation of the rough knocks, bumps, and jars of handling which a loaded box may encounter in railroad traffic, there has been designed a machine by which the railroad usage which a box may meet in a 2,000 mile haul can be duplicated in four or five minutes.

The first testing of this kind,—known as the drum-box testing machine, was designed by the U. S. Government Forest Products Laboratory at Madison, Wis. The Mellon Institute installation is an improvement over the original tester in that the inconvenience of overhead pulleys and shafting has been done away with by the substitution of a reduction gear for cutting down the motor speed to the drum speed of 2 R.P.M.

A valuable field of investigation, and scientific

study of the construction and materials of packages is opened up by the new machine, such as best methods of interior and exterior packing for fragile or irregular shaped objects; the determination of proper specifications for containers carrying various commodities, etc.

British Innovation in Weaving.

It is very rarely that anything really new in weaving machinery makes its appearance. Nevertheless a British firm has just introduced a new type of loom which involves many radical departures from the traditional type. From the practical standpoint its main feature is that it can be tended by a young girl, who can be taught the necessary operations in a few hours. The new loom has a wide range of products, and already artificial silk, sponge cloth, and even blankets have been woven on it.

THE MERCHANTS BANK

Head Office: Montreal, **OF CANADA** Established 1864.

Capital Paid-up	\$ 8,400,000
Reserve Funds	8,660,774
Total Deposits (31st July, 1920)	over \$163,000,000
Total Assets (31st July, 1920)	over \$200,000,000

President: Sir H. Montagu Allan, C.V.O.

Vice-President: A. J. Dawes.

General Manager: D. C. Macarow.

Supt. of Branches and Chief Inspector: T. E. Merrett.

General Supervisor, W. A. Meldrum.

MERCHANTS AND MANUFACTURERS

are cordially invited to discuss all matters of finance with us.

The Merchants Bank is more than a mere depository—it is an Institution that stands ever ready to advise and assist its customers in regard to money matters, investments, and business generally.



391 BRANCHES IN CANADA EXTENDING FROM
THE ATLANTIC TO THE PACIFIC.

THE MONTREAL CITY & DISTRICT SAVINGS BANK

Notice is hereby given that a dividend of Two Dollars and Fifty Cents per share has been declared on the Capital Stock, called and paid up, of this Bank, and will be payable at its Head Office, in this City, on and after Friday, First of October next, to shareholders of record, Wednesday, Fifteenth of September next, at three o'clock, p.m.

By order of the Board,

A. P. LESPERANCE,

General Manager.

Montreal, August 23rd, 1920.

THE MOLSONS BANK

Incorporated 1855.

Capital and Reserve \$9,000,000.00

Over 130 Branches.

COLLECT BY DRAFT

A draft is a most simple, economical and effective system of collecting. No matter where your creditor is located THE MOLSONS BANK collection Department will have your draft presented and report promptly when paid.

Consult with the Manager of any of our branches.

Belgium.—La Banque d'Anvers.

EDWARD C. PRATT,

General Manager.

THE HOME BANK OF CANADA

Branches and Connections Throughout Canada

QUARTERLY DIVIDEND NOTICE.

Many favorable opportunities arise from time to time that invite the transference of the balance in the savings account to a more profitable investment. These first investments should be made with great caution.

BY ORDER OF THE BOARD,

J. COOPER MASON,

GENERAL MANAGER.

Toronto, July 21st, 1920.

SAVING IS EASY

The easiest method of saving is to acquire the habit of depositing a certain sum in the Bank regularly.

In our Savings Department you receive interest at the rate of 3% per annum added twice each year to the principal.

The Dominion Bank