

# THE MOLSONS BANK

Incorporated 1855.

**PAID UP CAPITAL AND RESERVE, \$9,000,000**

A Bank that for 65 years has had a steady and conservative growth. Our Managers take a personal interest in promoting the welfare and financial success of their customers.

**VANCOUVER, B.C.**

MAIN OFFICE: Cor. Hastings and Seymour Streets  
G. W. SWAISLAND, Manager.

EAST END BRANCH: 150 Hastings Street East  
A. C. HOGARTH, Manager.

ESTABLISHED 1875

# IMPERIAL BANK OF CANADA

Capital Paid Up, \$7,000,000      Reserve Fund, \$7,500,000

PELEG HOWLAND, President.      W. MOFFAT, Gen. Mgr.

**HEAD OFFICE—TORONTO**

**VANCOUVER—J. M. LAY, Manager**

BRANCHES:

FAIRVIEW: John A. Wetmore, Manager.

HASTINGS AND ABBOTT ST.: F. B. THOMSON, Manager.

Established 1865

# Union Bank of Canada

HEAD OFFICE—WINNIPEG

Authorized Capital .....	\$15,000,000
Paid Up Capital .....	8,000,000
Reserve .....	5,600,000
Total Assets (Nov., 1919, over) .....	174,000,000

A Western Bank; solicits Western business of all natures, and offers true Western facilities and service. Call on our local officers in your City, Town or District, and you will find them very ready to serve you well, as depositor or other style of client. We have branches at every important point in Canada—220 west of the Great Lakes. Agencies, London, England, and New York, furnish first-class, up-to-date facilities for handling foreign business of all kinds. A prominent Banker has recently stated: "Personality is a very important asset in business, and as regards banking particularly it is the important asset." Our executive officers are instructed and ready to take a special interest in your affairs—if you will consult with them.

GEO. S. HARRISON, Mgr., Main Office, Seymour & Hastings Sts.  
A. W. BLACK, Cordova and Abbott Street Branch  
R. J. HOPPER { Mount Pleasant Branch, 9th Ave. and Main St.  
City Heights Branch, 25th Ave. and Main St.

ESTABLISHED 1873

# The Standard Bank of Canada

Cap. Rest and Undivided Profits, \$8,360,537.09

HEAD OFFICE: TORONTO

179 BRANCHES THROUGHOUT THE DOMINION

Special Banking Facilities for Merchants,  
Manufacturers, Agriculturists, Etc.

A SAVINGS DEPARTMENT AT EVERY BRANCH

Vancouver Branch: STANDARD BANK BUILDING

Corner Hastings and Richards Streets

of the retail merchants in increasing sales of commodities made in the province. Retail clerks should be instructed regarding the benefits to be derived by them as members of the community in advancing local wares.

"We, as manufacturers," he went on, "must produce at a price and in quality that will compare with any imported competitive article.

Mr. J. B. Thomson, chairman of the B.C. division of the Canadian Manufacturers' Association, said that not only did the people of the province fail to use sufficient British Columbia manufactured goods, but they also failed to buy Canadian products in competition with those imported from foreign countries. This was demonstrated by the trade balance returns which showed that Canadians were buying in increasing quantities from the United States. He urged that British Columbia-made goods be used wherever possible and failing to obtain such that Canadian commodities be demanded, and if these could not be supplied, then merchandise manufactured within the Empire be purchased before foreign-made goods were considered.

"We must see that the public obtains value for its money," he declared. "We must pack, prepare and present our wares on a basis that will compare favorably with the imported article."

Mr. Thomson suggested that an excellent opportunity would present itself in February to demonstrate to those from remote sections of British Columbia that extent and variety of British Columbia manufacturing. This would be during the convention week of the Associated Boards of Trade of B.C. He thought that arrangements should be made to take delegates to the convention through different industries.

Continuing, Mr. Thomson urged the liberal use of display advertising in newspapers. He thought that the manufacturer and the retailer might co-operate in making use of more publicity of this character. He was sure that labor would be quite willing to assist in every way possible to attain the objects of the campaign.

Mr. J. J. Coughlan stated that the buyers of his firm had orders to buy Vancouver-made goods first, then Canadian goods in the event of the local product not being obtainable, and the products of the Empire, if the supplies required could not be secured in Canada.

The long and expensive haul across the continent made it a difficult matter, he said, for manufacturers of British Columbia to place their wares on the Eastern market, and it was essential that they cultivate the sale of their goods in the province and throughout the West. To do this, quality and service were essential, backed by judicious advertising. Once the ordinary purchaser realized that the development of manufacturing in British Columbia meant increased prosperity the objects of the campaign would be accomplished. He thought that it might be possible to have the Board of Trade stamp approved articles, thus guaranteeing the quality to the consumer. The movement would require concentrated attention of a strong organization to carry on advertising for the whole of the manufacturers of the province.

In addition to newspaper and outdoor advertising, he suggested that the manufacturers' bureau of the Board of Trade arrange for speakers to visit different semi-public organization dinners to urge the use by the members of "Made in B.C." products.

(Continued on Page 11.)

# THE HOME BANK OF CANADA

Original  
Charter  
1854

Head Office: Toronto

Branches and connections throughout Canada

A General Banking Business Transacted.

SAVINGS DEPARTMENT

Interest paid on deposits of \$1.00 and upwards.

F. G. NICKERSON, Manager

446 Hastings St. West - - - - - Vancouver, B.C.