

## KNOWLING'S GROCERY STORES, East, West and Central, offer the following

### Reputable British Medicines:

Elliman's UNIVERSAL EMBROCATION . 24c. & 30c.  
Ashton & Parsons' SANACINE NATURE'S LUNG  
HEALER, for Coughs, Colds, Asthma and Bron-  
chitis and all disorders of Lung Throat and  
Chest . . . . . 33c. & 80c.  
Ashton & Parsons' PHOSFERINE, the greatest of all  
tonics, used by all Royal Families of Europe; the  
Remedy of Kings . . . . . 33c. & 80c.  
Steedman's SOOTHING POWDERS, celebrated the  
whole world over for children teething, &c. . 30c.  
BEECHAM'S PILLS, worth a guinea a box . . 23c.  
SANAPHOS, a reconstructive nerve food, made in Eng-  
land under strict scientific supervision. A distinct  
improvement on the German made Sanatogen,  
30c., 45c. & 75c.

**G. KNOWLING**  
feb7,51,m,f

## Evening Telegram

W. J. HERDEF - - Proprietor  
W. F. LLOYD, - - - Editor

FRIDAY, February 18, 1916.

## The Tonnage Question.

Last evening important papers were read at a Board of Trade meeting by the Hon. John Harvey, Mr. W. A. Munn and Mr. G. Gosling on the matter of shipping and freights, and the difficulties which may be experienced in future in bringing to Newfoundland food, coal and other supplies. The speech of Mr. Runciman, the President of the Board of Trade, is interesting in this connection, as it sets forth the difficulties which are being experienced by the British Government. It is, however, but an elaboration of the position set forth by Mr. Booth, of the Cunard Line, to which we made reference two days ago. Mr. Runciman points out that a smaller mercantile fleet is being called upon to do in times of war much more work than a larger fleet undertook in times of peace, and he likens the undertaking to the attempt to pour a quart of liquid into a pint jug. The two directions in real improvement may be effected must be in the direction of enlarging the jug and decreasing the liquid to be poured in. Ship building is being pushed and the importation of luxuries cut out. As to the apprehension of shortage to our food supply, it should be remembered that we have as a standby the sealing fleet and after their trip to the ice, these can be put to work to relieve any emergency. We are therefore insured against anything in the nature of a food famine or famine price. As to the subject, however, which requires the fullest ventilation, and after a fuller discussion, we have no doubt the Government will co-operate in the doing of what appears necessary.

## McMurdo's Store News

FRIDAY, Feb. 18, 1916.  
We are just now looking orders for Colonial Fertilizers, a reliable brand of builders up of the soil "made at Windsor, N.S." The basis of these fertilizers is animal matter. While it is well known that the prices of the materials for making fertilizers has increased enormously, the Colonial Fertilizer Company, having bought part of their raw materials before the recent strong advances, is still able to sell their products at a moderate increase. The price of potash again (indeed it is now practically unobtainable at any price) has made the use of its salts in fertilizers almost out of the question, but in these fertilizers the animal matter will help to overcome this deficiency, and as was proved by experiments last year, fertilizers from the formula they use will give exceptionally good results. If interested call on us, and we will show you the formulas. Price (per bag of 100 lb.) \$5.50 a bag.

## The Recount.

The preliminary arrangement of the Twillingate ballots prior to the recount were finished this morning, and the counting will begin at 4 p.m. After Twillingate there is only one more district, St. Barbe, to be handled, and the session will likely finish on Monday next.

## FORD! THE UNIVERSAL CAR.

Cheaper Than a Horse and Carriage.  
Sold with complete equipment, including Electric Lights.

5 SEATING TOURING CAR only . . . . . \$800.00  
RUNABOUT only . . . . . \$725.00

Book your order now to ensure early delivery.

**GEO. M. BARR, Agent.**

## The Tonnage Question Discussed.

A largely attended meeting of members of the Board of Trade took place yesterday afternoon when the question of tonnage, mainly as it applies locally, was discussed.

His Excellency the Governor was present, having been invited by President R. B. Job, took part in the discussion.

Hon. John Harvey, Chairman of a sub-committee already appointed, went into the matter thoroughly. He stated that the tonnage problem was a serious consideration commercially at the present juncture and in particular for Newfoundland which was so much dependent on the movements of its commerce. On account of the war freights were abnormally caused by internment, loss from submarines, normal attrition, etc. Over six million tons approximately of German shipping, in his estimation, had been interned thus far, about one million of which, captured by the Allies, had been released. One million had been sunk and a half million lost by natural attrition. Besides the Russian mercantile marine were locked up in the Baltic and Black Seas. At the outbreak of the war 24,500 steamers were sailing the seas with a tonnage of 45,000,000. A little over 75 per cent were available for carrying the demand for military purposes and a much smaller percentage was free to do the world's commerce. The cessation of ship-building was another drawback. Congestion was the outcome of short tonnage, followed by a big advance in rates. From a local standpoint the increases were shown thus: In 1913 a 4-gt. cask of fish was shipped from St. John's to Naples at a cost of \$1.80; 1914 it was \$3.50 in September 1915 it was \$5.50, two months later it was \$6.00 and at the present time it is \$9.00. These staggering figures, the speaker said, applied to the Mediterranean trade. Regarding the general trade with Great Britain and the United States advances were less severe because the Red Cross and Furness Lines ships were kept running and at reasonable terms.

Mr. Harvey spoke in flattering language of the Furness Company whose ships had taken to England several times comforts for our soldiers and sailors. He disliked the idea of the Government interfering with shipping, intimating that it had had effect and urged that results from a chargeous system of subsidizing were more beneficial than requisitioning ships.

The most serious problem was the deal with locally, he continued, was the export of our Labrador fish from that coast, steam communication with the Mediterranean and connection with the west. Though the former trade was being done by sailing vessels, the latter was being done by steamships and direct steamers from Halifax were doing good work. A steamship service from Montreal was imperative owing to the big freights from the West coast, he emphasized, it was useless to expect any company to operate ships on this route without return trade with Canada. He was opposed to the idea of a Government subsidy at this particular period, but it was apparent that that was the difficulty which could be met. The building up of a fleet of carriers with auxiliary motors, the development of an insurance scheme and other points were dwelt on by Mr. Harvey during his address.

The Premier, Sir Edward Morris, was then introduced and spoke in the same lines as Mr. Harvey and endorsing all that gentleman's views. He made special reference to the fact that the fleet of our locally owned vessels had been greatly depleted during the past thirty to forty years, and which he thought accounted for outsiders controlling shipping rates. He then dealt briefly with the salt question, which was affecting the whole colony, the great difficulty being the scarcity of carriers. If the few carriers that were left were mishap the result would be disastrous to our fisheries. In his opinion the situation would best be met by the introduction of auxiliary vessels. Speaking of the rate on a cask of fish going to the Mediterranean, he knew of a recent case in which \$12 had been paid. He suggested the formation of a company of merchants to remedy matters. Concerning freight rates, he believed it was possible to get an additional ship to bring cargoes here from Halifax. A company he promised the Government's co-operation in order to improve shipping conditions.

Mr. W. A. Munn was the next speaker. He eulogized the Red Cross and Furness Lines and railway people for endeavouring to keep conditions as normal as possible. He thought an effort could be made to induce the C. P. R. or some other corporation to take up the St. Lawrence route. He said steam for the carrying of our fish to the Mediterranean and Brazil was coming soon.

Mr. W. G. Gosling followed, pointing out that our stocks of flour and provisions in St. John's at the present time were low, being 25,000 behind last year's and that freight by the Red Cross Liner Stephano had been booked up to the last of April. The supply of flour is bound to be short owing to the railroad embargo, but which will be lifted on March 15th. Harvey & Co. alone having 75 cars waiting. The Floriel will resume the Red Cross route again in May, but there was no way he saw at present of replacing the Montreal boats. He thought that ships might be secured by the merchants with the assistance of the Government.

Mr. G. C. Fearn suggested that a Committee of those whom the tonnage problem concerned must be appointed lay their views before the Government, emphasizing that immediate action was necessary.

Messrs. Steer, Grieve and McGrath spoke briefly and endorsing the passing of a vote of thanks to Hon. J. Harvey, the meeting adjourned till Monday next.

Special to Evening Telegram.  
CAPE RACE, To-day.  
Wind southerly, light, weather dull, slob ice packing on land. The G. Coruna passed in at 11 a.m. Bar 29.58; Ther. 40.

# THIRD WEEK KNOWLING'S ANNUAL CLEARING SALE

White Embroidered and Cloth Underskirts, Blouses, Stockings, Overalls, Brise Bise, Lace Collars, etc., are some of the items in this weeks sale.

FLANNELETTE REMNAINT BARGAINS.	Ladies' BLOUSE BARGAINS.	Boys' and Children's WOOL OVERALLS.
Beautiful and soft material in Cream and White, good strong even thread, <b>9 cts. and 13 cts.</b> per yard. 28 and 36 inches wide, respectively, splendid for children's wear.	We are clearing all our odd and slightly soiled, etc., Blouses at reduction of from half to <b>OVER HALF PRICE.</b> Prices range from <b>30 cts. to \$9.00</b> Worth from 60 cts. to \$14.50, in Print Cotton, Silk Voile, Delaine, etc.	A splendid knit Wool Overalls or Legging Drawers, warm and soft. <b>38 cts.</b> Per Garment. Would be good value at 70 cts.

**LACE PIQUE COLLAR BARGAINS:** A beautifully fine White Lace Collar, round and square sail or and Pique with bow. Worth 20 to 30 cts. Now 10 and 15 cts.

Ladies' White Cotton Underskirts.	Ladies' Stocking Bargains.	White APRON Bargains.	Dainty Gingham Bargains.	Plain American Blay Sheeting.
We are able to offer a small selection of Embroidery trimmed Underskirts at the following remarkable values: <b>50c. &amp; 70c.</b> each. These are really well made and trimmed and will give every satisfaction.	A lightweight fleece lined Black Stocking, plain knit. <b>15 cts.</b> pair. For those who do not care to have heavy Hosiery these will be found very satisfactory.	Splendid value, large size White Lawn Apron, embroidery bib, flounced skirt. <b>28c.</b> each. Would be good value at to-day's price for 40 cts.	We have just received another lot of dainty Gingham Remnants in Checks, Stripes and plain colors. <b>10c.</b> per yard. The greatest washing and wearing material known, extraordinary choice of patterns.	A beautifully fine soft free from dressing, 2 1/2 yds. or 90 inches wide, in length 2 to 6 yds. Worth 45 cts. Now <b>32 cts.</b>

BLOUSE FLANNELETTE BARGAIN in French Grey only; 36 inches wide. Worth 18 cts. Now . . . . . 13 cts. yd.  
FINE CAMBRIC BARGAIN—A beautifully fine soft cloth, 36 inches wide. Now . . . . . 13 cts. yd.  
GREY TWILL SHEETING—A good sound article, 32 inches wide. Worth 25 cts. Now . . . . . 20 cts.  
LADIES' FLETTE WRAPPER BARGAIN—A splendid seasonable bargain. Worth \$1.80. Now . . . . . \$1.27  
LADIES' CASHMERE WRAPPER BARGAIN in Cardinal color only. Worth \$2.50. Now . . . . . \$1.40  
IMITATION FUR TRIMMING BARGAIN—Suitable for trimming winter coats, etc. Worth 30 cts. Now . . . . . 18 cts. yd.

Satteen Bargains.	Flannelette Bargains.	Curtain Scrim Bargains.	Diamond Cloth Bargains.	Brise Bise Bargains.
Almost half price values in Colored and Black Satteen Remnants. Prices range from about <b>10 to 17c.</b> per yard.	A beautifully soft spun even thread Flannelette, strong and durable, in Stripes and Checks; light and dark color. <b>10c.</b> per yard.	Cream Striped Curtain Scrim, 36 inches wide, suitable for Casement Curtains, etc. <b>8c.</b> per yard.	A wonderfully strong 40 inches diamond spot Cloth, suitable for Curtains, etc. <b>13c.</b> per yard.	Very special value in Brise Bise or Half Blind Curtain Net. <b>9c. &amp; 13c.</b> per yard.

**Cushions---** Well Stuffed Cretonne Covered Cushions **---22 cts.**

# Central Store Geo. Knowling Central Store

## Hospitality.

By GEORGE FITCH.

Author of "At Good Old St. John's."

Hospitality is the art of convincing a guest that he is conferring a great favor on you by giving you a chance to entertain him.

Some people are so expert in hospitality that their guests tremble as they leave to think of the desolation they will cause by going. Others are so awkward at the game that after they have entertained a guest half an hour, he will trip over a stool and break a leg if necessary in order to get away.

There are many kinds of hospitality. Some people believe in stuffing it down the gullets of their guest until he bulges at the seams. Great cruelties are often performed in this manner by hearty eaters, who catch a thin and dyspeptic guest, make him eat fifteen selections with encoures, and then assault him with pie at the end of the meal. Other hosts resort to entertainment to show their hospitality and talk to their guests faithfully and maddeningly. There is nothing that will make a guest more grateful for a spiked club than to be led into a library full of fascinating books and magazines, and talked to in relays for three hours by an entire family of hosts, none of whom has enough interesting information to round out a complete sentence.

Still other hosts rely entirely upon

their native cities and tow their guests about them with great energy, showing them the union depot, the water tower, the court house, the nine-story office building, the village millionaire and other inspiring sights.

But hospitality doesn't consist of a good cook or a full flow of conversation, or a pair of agile and persevering feet. It varies, in fact, with

every guest. First size up your guest and then prescribe for him. You can talk old times with one man and send him away glowing with affection. For the second guest you may have to depend on tender beefsteak, while if you will sit quietly and allow the third guest to do all the talking, he will bring your hand at leaving and tell you that for hospitality you have the P. F. V.'s looking like hotel clerks. It is not hard to size up a guest and decide what brand of hospitality to hand out to him. Forty or fifty years of practice will quite often make one fairly proficient in the art.

Some hospitality is very fine, like silk, but wears out in a few days. Other hospitality is almost perpetual. Young women are fragile things, but are equipped with hospitality of almost deadly durability, entertaining their school friends for months at a time with the utmost fortitude.

**Everyday Etiquette.**  
"A girl friend of mine has a boy cousin visiting her. Do you think I should go over and call?" asked Ruth.  
"No," replied her mother. "A lady should never call on a gentleman. Your girl friend should bring him here to call on you."

**PUT BACK TO HALIFAX.**—The Furness Liner Dromore, which was unable to enter this port, owing to ice and was obliged to proceed to Halifax reached the latter port at 11 a.m. yesterday, and is landing the Newfoundland mails and freight there.

**GOOD HEALTH**  
With good health at your back you can do anything.  
If you are troubled with Headaches, Dizziness, Biliousness and kindred sicknesses you can't expect to accomplish much.  
**DR. WILSON'S HERBINE BITTERS**  
that "True Blood Purifier" has been proved, during the last fifty years, to be the best remedy for those diseases.  
Get a bottle at your store Family size, five times larger, \$1.00.  
The Brayley Drug Co. Limited, ST. JOHN'S, N.B.  
Dr. Wilson's Despatch Worden in candy form for children. A sure and never failing cure. 6

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