

The News Record

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CANADA'S NEED OF SHIPS

How much the world has shrunk of late years is illustrated by a statement of Charles M. Schwab, the steel magnate. "We talk of shrewdness but if we want to learn a lesson in thoroughgoing integrity, coupled with business acumen, we could do no better than go to Latin-America. I am building in Chili 20 of the largest cargo-carrying ships ever constructed, in each of which I propose to transport 20,000 tons of iron ore on each trip."

Mr. Schwab, while paying a compliment to the business ability of Central and South America, incidentally illuminated the effort big men in the States are putting forth to extend their export trade. He finds those fields promising or he would not have constructed that lot of cargo ships. In buying their ore he doubtless counts on their not returning to Chili empty. He will pay for the iron he receives in manufactured goods, whether his own or some one else's products.

It is thus that foreign trade is built up. And the kernel of the matter is Ships.

In ante-bellum days the United States had practically no merchant marine for other than coastwise trading. It let George do it. It has since learned the secret of ship power.

Canada too has its farseeing men who have become seized of the importance of the Dominion possessing its own shipping lines. One of these is Lloyd Harris, head of the Canadian Trade Mission. He has emphatically spoken of the great need of ships under Canadian registry. The whole crux of the matter lies in the obtaining of a shipping register, which he said, should consist of at least 1,000,000 tons.

He has not overdrawn the need. A million tons of shipping is only the equivalent of 100 ships of ten thousand tons or 200 of five thousand tons each.

Great Britain is, according to Hon. Mr. Ballantyne, only able to assign 30 per cent of her shipping to the Canadian trade. He also avers that Canada is being discriminated against in the matter of ocean freight rates. These points afford two excellent reasons why Canada should speed shipbuilding.

Those who oppose the construction of ships in Canada are shortsighted. Yet there are such, as there were those who, at its inception, objected to the Hydro under-taking.

Given a national marine, it will mean ships when needed, to sail wherever markets are to be had; lower freight rates and the founding of an industry that will give employment to a large number of skilled mechanics. A strong trio.

There are markets all over the world for everything Canada can make. There is presently a big demand for building and railway materials, clothing and food. The sooner ships are available, the more Canada will be able to sell.

THE GRADUATES

During a talk with a business man, an idea was given out which is worth passing along.

It is this: That manufacturers who are in need of good, plastic material, from which to construct men for positions carrying responsibility should go to the secondary schools for it.

June is the month in which numerous young men complete their high school courses, either at the Collegiate or St. Jerome's. Included in these courses were studies in drawing and the sciences.

Youths with a mental inclination toward mathematics, drawing and physics, are generally the "makings" of good executives. They would be capable men in the accounting branch of a business but it is a waste of good material to put them there when their natural talents would enable them to shine as foremen in the industries, superintendents, or designers.

These youths are frequently unable to choose a vocation for themselves. They are anxious to get out into the world and earn something. They may take the first genteel job that offers and all their lives be square pegs in round holes.

There is such a variety of industrial positions now available in the greater city, any of which can place a bright lad, that it seems a pity to waste good material on a stool position.

The education he has obtained will if applied to the mechanical arts bring him better rewards than any other calling.

Were these youths at commencement to inquire what classes of young men are today occupying positions of importance and trust in the industries, they will find that they were boys who had occupied the same desks at the secondary schools.

They would also learn by inquiry that technical education is so highly valued today that a national effort is being made to spread it, through the establishment of occupational and technical schools.

The purpose being not only to give the few secondary courses but all the opportunity to get the technique of mechanics and fit themselves for trades they are best adapted for and avoid their drifting from pillar to post until they are matured and have lost the ability to acquire skill in some occupation.

Bring the industrial heads and the boys who have a liking for using their topkicks and hands together. It will be mutually beneficial.

CANADIAN EXPORTS

At the end of the fiscal year March 31, 1914 Canada exported \$57,000,000 worth of manufactured goods and \$188,000,000 worth of agricultural products.

During the last fiscal year, ending March 31, 1919, the principal exports are given as follows by Sir Thomas White:

Fisheries	\$37,137,000
Forests	70,024,000
Mines	77,439,000
Animals and products	197,800,000
Farm produce	269,819,000
Manufactures	549,284,000

Coupling farm produce and animals and their products, agriculture may be credited with \$467,619,000 worth of exports, while manufactures totalled \$549,284,000.

From being primarily an agricultural country, Canada has become a predominantly manufacturing country.

BY THE WAY

Someone sent a Toronto police inspector a card containing the name of clubs. He took it as a compliment, believing the sender considered him as the right bowler.

There is a movement underway in the American congress to repeal the daylight saving law. The friends of "summer" time there say that the coalmine owners and gas companies have leagued themselves with other objectors because they have found that daylight saving hurts their business.

WAIT A MINUTE

CHARLES KINGSLEY CENTENARY

The centenary of the birth of Charles Kingsley, the celebrated author, is being observed by literary and other societies throughout the United Kingdom. With the chief public celebration centering in the little village of Eversley in Hampshire for many years the home of Dr. Kingsley and where most of his famous books were written, including "Westward Ho" "Hypatia" "Alton Locke" and "Yeast."

Today a three-day pageant was inaugurated at Eversley where the memory of Kingsley as the beloved friend and rector is still cherished. The pageant is to consist of scenes from the author's life and works, the producer being Arthur Eliot, who, with Balfour, wrote the play now so well known in America and England as "The Better 'Ole".

Visitors to the celebration will find the village of Eversley looking much as it did when, as a curate, Charles Kingsley first lived there. Still standing is the church where his wonderful sermons, preached to a tiny congregation, spread their influence over all Britain and beyond, the rectory where so many happy years were spent, and where his daughter "Lucas Malet" also famous as a novelist, was born.

The centenary also will be featured by a pilgrimage to "Westward Ho" the town named for Kingsley's famous book, and which stands on a range of hills overlooking Bideford Bay. Near by, in the town of Bideford there is a statue of the author, whose memory is held in tender pride.

Charles Kingsley was born at Holne Vicarage, in Devonshire, June 12, 1819. His education was received at Cambridge University. Six months after completing his studies he was settled at Eversley where the people were "hereditary poachers on Windsor forest" and most democratic in character.

It was while working at Eversley during the early years of his residence there that Mr. Kingsley began to realize the need of a Christian socialism. Soon thereafter he had attained a prominent place in English life as a parson, a politician, an author and a strenuous worker to save human souls.

Kingsley, so far in advance of his time politically, had a quick temper, but he held it well under control. His temperament was a restless and exorable one, but his heart was full of tenderness and in all his relations with his family and friends he was admirable.

He wrote for the workman and under the title of "Parson Lot" told him that he must free himself from the power of his own wicked, inclinations before he would pass under the cruel power of bad social conditions. His strongest stories dealing with the subject of socialism in its highest sense are "Yeast" and "Alton Locke."

Toward the close of his life the author paid a visit to America to see his son, who had attained success in the engineering profession in the Western States. Mr. Kingsley extended his travels over a considerable part of the country. Already worn and weary from overwork, the strain of the journey proved too much for him, so that he did not survive long after his return. His death occurred in his beloved Eversley Jan. 23, 1875. Shortly before he had been made canon of Westminster and he was buried in the first chapel of the famous abbey at the right of the main entrance.

Kingsley was only 20 when he met Fanny Grenfell, and she was the love of his life. He found in her a constant inspiration, and from a study of her he came to this conclusion "That every woman who has made a moderate use of her time is far beyond man in true philosophy."

TODAY'S ANNIVERSARIES

1638—First earthquake recorded in Canada.
1741—Gen. Joseph Warren patriot of the American Revolution, born at Roxbury Mass. Killed at the battle of Bunker Hill June 17, 1775.

1839—Mariano Fortuny, the famous painter who contributed one of his best pictures in aid of the Chicago fire sufferers, born in Spain. Died in Rome in 1874.

1861—France declared her neutrality in the American civil war.

1883—Tamatave, on the east coast of Madagascar, bombarded by the French.

1907—John T. Morgan, for 30 years a U.S. senator from Alabama died in Washington, D.C. Born at Athens, Tenn., June 20, 1824.

1915—Serbian troops began an invasion of Albania.

1916—Russians forced Austrians back 25 miles along 100-mile front.

1917—Lord Northcliffe arrived in United States as head of British War Mission.

ONE YEAR AGO TODAY IN THE WAR

United States troops captured Belleau Wood and 300 prisoners.

Two persons killed and 9 wounded in long-range bombardment of Paris.

Allies in counter offensive regained much ground between Noyon and Montdidier.

TODAY'S BIRTHDAYS

Eduard David who was chosen president of the first German National Assembly following the overthrow of the old regime, born 56 years ago today.

Mrs. Humphrey Ward, famous English novelist, born at Hobart, Tasmania, 68 years ago today.

Miss Jeanette Rankin, the first woman ever elected to the United States Congress born 39 years ago today.

Kenyon L. Butterfield, president of Massachusetts Agricultural College born at Lapeer, Mich., 51 years ago today.

Rt. Rev. John L. O'Connor, Catholic bishop of Newark N.J., 64 years ago today.

SMILE OR TWO

Queered his chane.

"I thought Jess was going to marry old Gotroff."

"She was, but she broke off the engagement."

"What for?"

"When she accepted him he told her she had put new life in him."

Mist of Us Start in on Northing

"That man started in on \$50 he borrowed"

"And made a fortune eh?"

"No, it ruined him. He found getting that so easy that he's been living on borrowed money ever since"

—Louisville Courier-Journal.

A Crack Shot

A man who had the reputation of being a poor shot with the rifle proudly showed some friends a target painted in his barn door with a bullet squarely in the bullseye. This, he declared he had shot at a distance of 500 yards. Later one of the friends asked how he managed to fire such an excellent shot "Well," he answered with a wink, "I shot the bullet at the door at a distance of 500 yards and then I painted the target around it."

TANLAC BREAKS WORLD'S RECORD

Bottles Sold in Four Years Would Reach From New York to Denver.

This is an age of big business, and although the public has become accustomed to big figures, the story of the Tanlac form one of the most interesting chapters of America's latter day commercial history.

Four years ago very few people had ever heard of Tanlac. To-day it unquestionably has the largest sale of any medicine in the world. In its brief period of only four years time this now famous remedy has leaped from obscurity to the very pinnacle of success. Its fame, in fact, has long since spread beyond the limits of the continent, and numerous inquiries regarding it are now being received from many foreign countries.

Very few people, however, fully realize what a really wonderful record Tanlac has made. Indeed, if it were not for the unquestionable facts and figures given by the largest and best known drug firms of the country the story of its success would be hard to believe.

Up to January first, the total sales of Tanlac amounted to approximately twelve million bottles. The demand however is increasing, for during the first ten weeks of this year over one million bottles were sold. The sales in the United States and Canada, the exact figure being 1,206,186 in three months.

The present year will amount to more than five million bottles. This will mean that 17,000 bottles of Tanlac will be sold during every day of the year, or 2100 bottles for every hour of the average working day.

These figures are so stupendous for the average mind to grasp, but one can visualize what twelve million bottles means by imagining them laid out in single file end to end. Thus laid they would make a track of Tanlac from New York through Chicago, and on to Denver, Colorado, or they would form a double track of Tanlac from the Great Lakes to the Gulf of Mexico. Piled end to end they would tower 135 times as high as Pike's Peak or rise 1323 times higher than the Woolworth Building in New York, the tallest building in the world.

The demand for Tanlac has become so great that it is instead of being measured by the gross as other preparations have been, is now reckoned by the carload, and even by the trainload. In fact, it is a most worthy fact that the leading drug jobbers everywhere now buy Tanlac almost exclusively in carload lots.

To supply the Pacific coast trade alone requires from forty to fifty carloads per year. Jobbers of the Middle West are selling from seventy to eighty cars per year. One jobbing concern in the United States, the total sales of alone, the Evans-Smith Drug Company of Kansas City, Missouri, is selling at the rate of twenty loads of 24, 600 bottles each per year. In a letter dated April 19th, Julius M. Price of that company says: "In figuring the amount of Tanlac sold since taking this agency we find that we are now working on the twentieth car, having sold more than a quarter of a million packages in eight months."

The well known drug firm of Heald, Egan & Co., of Memphis, Tennessee, has sold over forty carloads since the introduction of Tanlac in that state four years ago. Mr. R. R. Egan, President of that company is authorized to state that the demand for Tanlac has been greater than any other five medicines combined.

Within the past ninety days, ten carloads of Tanlac have gone to satisfy the demand of British Columbia, Saskatchewan, Alberta and Manitoba. Mr. Chas. McD. Hay, President of Lyman Brothers and Company, Limited of Toronto, one of the oldest and best known jobbing concerns in Canada says: "We have handled in Ontario Province, Canada, five carloads of Tanlac since October 1918, while our total purchases have amounted to 12 cars within the past two years."

The Owl Drug Company of San Francisco, the largest retail druggists on the Pacific Coast, state that they have sold more than 180,000 bottles at retail.

These enormous sales mean but one thing, and that is—Merit.

Tanlac is widely advertised, it is true but such unprecedented and rapidly growing demand could not be brought about by advertising alone. One bottle is sold in a neighborhood through advertising, but ten bottles are sold in that community after the first bottle produces results. People are always willing to talk about their ailments, but they are more than willing to tell others of the medicine that helps them.

Tanlac is composed of the most beneficial roots and herbs known to science. The formula complies with all the national and state pure food and health laws of both the United States and Canada, and absolute merit and merit alone is responsible for its phenomenal and unprecedented success.

Tanlac is sold in Kitchener by E. O. Ritz & Co., in Galt by R. W. McKelham, in Hepler by Jno. R. Phil, in New Hamburg by W. H. Boullie, in Hamank by R. E. Hamilton, in West Montrose by J. E. Richert & Co., in Preston by H. L. Frick, in Waterloo by A. B. Learn, in Doon by L. C. Bullock.

MERCHANTS BANK MAKES PROGRESS

Closes Best Year in History.

The annual report of the Merchants Bank of Canada just issued for the year ended April 30th, 1919, is the most satisfactory in the history of this bank. Not only were net earnings greater than in the previous year, but deposits, both interest bearing and non-interest bearing current loans, quickly available assets, and total assets all shown very satisfactory increases. Net earnings increased from \$1,236,000 to \$1,383,569. Total deposits in Canada now stand at over \$138,000,000 as compared with \$113,000,000 for the previous year. Quickly available assets stand at \$62,750,000, a gain of over \$5,000,000 as compared with the previous year. Current loans in Canada amount to \$95,874,000 a gain of almost \$20,000,000 over the figures for the previous year.

A further evidence of the shareholders confidence in their directors was shown by their authorization of an increase in the bank's capital from \$10,000,000 to \$15,000,000. This increase is to provide for future expansion. The president explained that there was no intention of issuing any stock in the near future.

The Globe Steam Laundry, Halifax, was destroyed by fire, with a loss of \$20,000.

THURSDAY BARGAINS

Exceptional values offered to-morrow, Thursday. Come and get a share of these splendid Bargains.

READY TO WEAR.

SILK SKIRTS.
Ladies' and Misses' Silk Skirts in Taffeta, colors of Black, Navy and Brown, made with belt and pockets, worth \$8.50 for **\$6.75**

BLOUSES.
Ladies' White Jap Silk Blouses, plain and tucked styles, odd sizes, worth \$3.00 for **\$2.25**

Girls' Middies, in all White, also Navy, Collar and Cuff, all sizes, special at **\$2.25**

SKIRTS.
Ladies' and Misses' Wash Skirts, made of fine White Jean and Gabardine, with belt and pockets, special prices, \$2.00, \$2.50 and **\$1.48**

UNDERSKIRTS.
Blue and White, also Black and White, Striped Cotton Underskirts, made with small frills, worth regular \$1.75 for **\$1.48**

UNDERWEAR.
Ladies' White Cotton Drawers, tucked frill and lace edging, worth 65c for **45c**

NIGHT GOWNS—Slip-over styles, Kimona sleeve, lace trimmed, worth 98c for **\$1.35**

CORSETS.
LADIES' CORSETS—lightly boned, med. bust, long skirt, sizes 19 to 30, Reg. \$1.50 and \$1.25 **98c**

CORSETS—Good heavy quality Coutil, low bust, graduated front steels, long skirt, 4 hose supports, sizes 19 to 28, Reg. \$2.00 for **\$1.50**

NEMO CORSET No. 136, good quality Coutil, well boned, self reducing bandlets, med. bust, 4 hose supports, sizes 20 to 30, Reg. \$4.50 for **\$3.00**

EMBROIDERIES.
Corset Cover Embroidery, in Lawn, with neat designs, 35c
very special per yd.
18" Flouncing in heavy Lawn, in assorted patterns, Reg. 50c for **35c**

Odd Val. Insertions in different width, and assorted patterns, Reg. 5c to 10c yds. for per yd. **2c**

HOSIERY.
Ladies' fine Mercerized Lisle Hose, double heel and sole, deep garter top, sizes 8 1/2, 9, 9 1/2, in colors of Sky and Green, Regular 50c for **25c**

Ladies' fine Silk Lisle Hose, ravel stop garter top, double heel and sole, sizes 8 1/2, 9, 9 1/2, 10, White only, Regular 50c for **39c**

Ladies' Silk Boot Hose, Lisle garter top, double heel and sole, colors of Black, White and Tan, all sizes 8 1/2, 9, 9 1/2 and 10, Regular 50c for **39c**

Children's fine 1-1 ribbed Silk Lisle Hose, White only, sizes 4, 4 1/2, 5, 5 1/2, 6 and 6 1/2, Regular 35c and 40c for **29c**

40c WHITE ORGANDY 19c
Our price only, White Organdy, fine quality and finish, used for Dresses, Waists, Collars, etc., 42 in. wide, Regular 40c, special at **19c**

30c COLORED BATISTE 19c.
20 Pieces of fine quality colored Batiste with large Dot, Stripes, small patterns etc., extra good value, for Dresses, Waists, Kimona, etc., Regular 30c, special for Wednesday morning **19c**

\$1.00 FANCY DRESS VOILE 69c.
3 Pieces fancy stripe Voiles in Rose, Grey and Blue ground with fancy Black Satin stripes, all this season Voiles, new designs and colorings, regular \$1.00 Wednesday morning **69c**

50c WHITE SKIRTING 29c.
Don't miss this opportunity you can buy the makings of a nice White Skirt for 73c, Canvas weave, fine finish, 36 in. wide, Reg. 29c, regular 50c, Sale Price, **29c**

85c WHITE VOILE 69c.
Very special for Wednesday morning, one piece extra fine quality White Voile, Mercerized finish, Sheer weave, round thread, 46 in. wide, Regular 85c **69c**

28c BLEACHED COTTON 22c.
5 Pieces fine Bleached Cotton, heavy quality, will give the best of wear, 36 in. wide, Regular 28c, Wednesday morning special **22c**

DRESS GOODS AND SILKS.
\$2.75 BLACK DUCHESSA FOR \$2.39.
1 Piece only rich Black Duchesse, 36 in. wide, a beautiful finished Silk, Regular \$2.75 for **\$2.39**

\$2.65 BLACK DUCHESSA \$2.29.
1 Piece only Black Duchesse, extra good quality, 36 in. wide, guaranteed to wear, Regular \$2.65 for **\$2.29**

\$2.50 IVORY SILK CREPE \$1.85.
1 Piece Ivory Silk Crepe De Chene, 40 in. wide, for Waists or Dresses, good washable material, extra quality, at **\$1.85**

\$1.50 RAW SILK 98c.
1 Piece only extra fine quality of Raw Silk, in Natural Color, 36 in. wide, suitable for Wash Dresses, Middies, Waists, Regular \$1.50 for **98c**

75c SHANTUNG SILK 50c.
5 Pieces Natural Color Shantung, 32 by 33 inches wide, for Children's Dresses, Shirts for Boys, etc., good wearing **50c**

\$1.25 TO \$1.50 DRESS GOODS 98c.
1 Table Colored Dress Goods, consisting of Poplins, Tussahs, Repps, Cord, etc., in light and dark colors, Regular \$1.25 98c and \$1.50 for **98c**

UNDERWEAR.
Ladies' Summer Combinations in fine ribbed Cotton and Lisle, low neck and short sleeves, open style, lace trimmed, sizes 36 and 38, Reg. \$1.50, for **\$1.00**

Ladies' fine ribbed Cotton Drawers, Umbrella style, lace edged, open or closed, worth 65c for **50c**

Ladies' ribbed Cotton Vests, low neck, sleeveless or short sleeves, nicely finished at top with hemstitched edge, sizes 36, 38 and 40, our special **45c**

Ladies' fine ribbed Cotton Vests, low neck, sleeveless style only, sizes 40, 42, 44, Reg. 40c 65c for **40c**

GLOVES.
Ladies' Black Silk Gloves, 2 domes, good value sizes 5 1/2 and 6 only, Reg. 75c per pair **25c**

TIES.
Ladies' Corded Silk Windsor Ties with fancy designs, also plain Green, Navy and Copen, to wear with Middies and Blouses, Reg. 60c, on sale **25c**

HANDKERCHIEFS.
Ladies' fine Lawn Handkerchiefs with colored designs, hemstitched and plain edges, Reg. 15c each, on sale 10 **25c**

Union Jack Cushion Tops with hem-stitched edges, Reg. 25c 50c, on sale, each **25c**

Remember this store closes every Wednesday afternoon and on Saturday evening at 9.30.

LANG TREACY CO. LIMITED

BE CAREFUL WHAT YOU WASH YOUR HAIR WITH

Don't use prepared shampoos or anything else, what contains too much alkali, for this is very injurious as it dries the scalp and makes the hair brittle.

The best thing to use is just plain unsifted coconut oil, for it is pure and entirely greaseless. It's very cheap and beats anything else all to pieces. You can get this at any drug store and a few ounces will last the whole family for months.

Simply moisten the hair with water and rub it in, about a teaspoonful is all that is required. It makes no rubbence of rich, creamy leather, cleanses thoroughly and rinses out easily. The hair dries quickly and evenly, and is soft fresh looking, bright, fluffy, wavy, and easy to handle. Besides it loosens and takes out every particle of dust, dirt and dandruff.

W. Longmire, a Goderich boy, accidentally shot Harvey Griffith in the hand.

The daughters of the Empire raised over \$800 by a tag day in Victoria, B.C.

Presbyterians To Raise 4,000,000.

Principal Gaudier presented the report of the Committee of Fifty on the Forward Movement at the General Assembly meeting at Hamilton. He reviewed the world situation resulting from the close of the Great War, and set forth the needs of the Church in order to play its part in the reconstruction period. The Churches in Canada, he said, had agreed to a united Forward Movement, to be initiated in the autumn of the present year. The combined financial objective was the raising of 11,000,000, of which four million was to be raised by the Presbyterian Church. It would be necessary to double the maintenance account in the next five years in order to obtain the objective. Principal Gaudier regretted that class and race hatred still possessed the hearts of men, despite the victory won in the war for righteousness and liberty. Only in the trust of the Christian Church was the panacea of the world's ills. On the one hand were the profiteers, on the other the Bolsheviks. The people, like Noah after the flood, were mad drunk. The present was the psychological moment for the Forward Movement. It was a movement not only with a financial objective, but for the advancement of the activities of the Church at home and abroad.

Wm. H. McIntosh is to be stipendiary magistrate for the County of Pictou.

Su

Silks, Habut's, Tussah fancy designs, plaids and ep. Hose, in all the new colors. Everybody welcome

GLOVES

Ladies' Silk Gloves, extra fingers, colors black, white, cream, priced to sell at 60c and

HOSIERY, SI

Ladies' Silk Hosiery, colors grey, smo e, tan, beaver faw silver grey, priced at 85c, \$1.4

DRESS SILK

36 inch plain Tussah Silks, pink, navy, very special at