

KAFFIR BOYS STRONG ON SUMMER FURS



Kaffir Singers for Centenary Celebration.

Summer furs are no novelty to these smiling young persons from Kaffirland, who are shown featuring the expensive leopard-skin and other valuable fur costumes. Long before wearing furs in the hottest weather became vogue, these denizens of the Dark Continent and their progenitors were shielding themselves from the sun's fierce rays with pelts which would cost hundreds of dollars in any first class furrier's place. The smiling are the Kaffir Singing Boys, obtained for the Methodist Centenary Celebration at Columbus, O., June 20 to July 13, as part of the exhibition's African exhibit of what the Methodist missionaries have done for the far off peoples of the world. These boys represent five African tribes speaking different languages and demonstrating the possibilities bound up in the young life of that continent. They sing in three languages, present war scenes, wedding scenes, demonstrate the power of the witch doctors, sing their marching songs in their native way and also sing in pure English. They were trained by J. H. Balmer, a noted English traveler, explorer and authority on South Africa, a Fellow of the Royal Geographical Society. He brought them to the United States. African huts forming a kraal have been constructed in the Africa building at the Centenary Celebration, at the appropriate setting for the groups of native Christians and emigrants brought from that great continent. The Africans range from the black men of the Congo to the white natives of Northern Africa and the scenic effects range from jungle huts to replicas of the prehistoric edifices left by the ancient Romans.

HOW EXPORTING
IS FINANCED

An Example of Method Followed
Relative to Goods Shipped
From Canada

(By a former Foreign Correspondent, issued by Canadian Trade Commerce.)
The working man as well as the manufacturer is vitally concerned in anything which will help to keep our factories going full time all the year. A steady policy for the development of Canadian exports will do this.
"Export trade is not a hidden art, like witchcraft or fortune-telling," says the Canadian Trade Commission in an outline of exporting. International commerce, like everything else which has to be exact, has its technical expressions. Baseball terms are jargon to those who have not learned the game. But the word lines of international trade are simple enough.
The height of its perfection is the international bill of exchange. It is the medium by which credits in any part of the world are made available in the

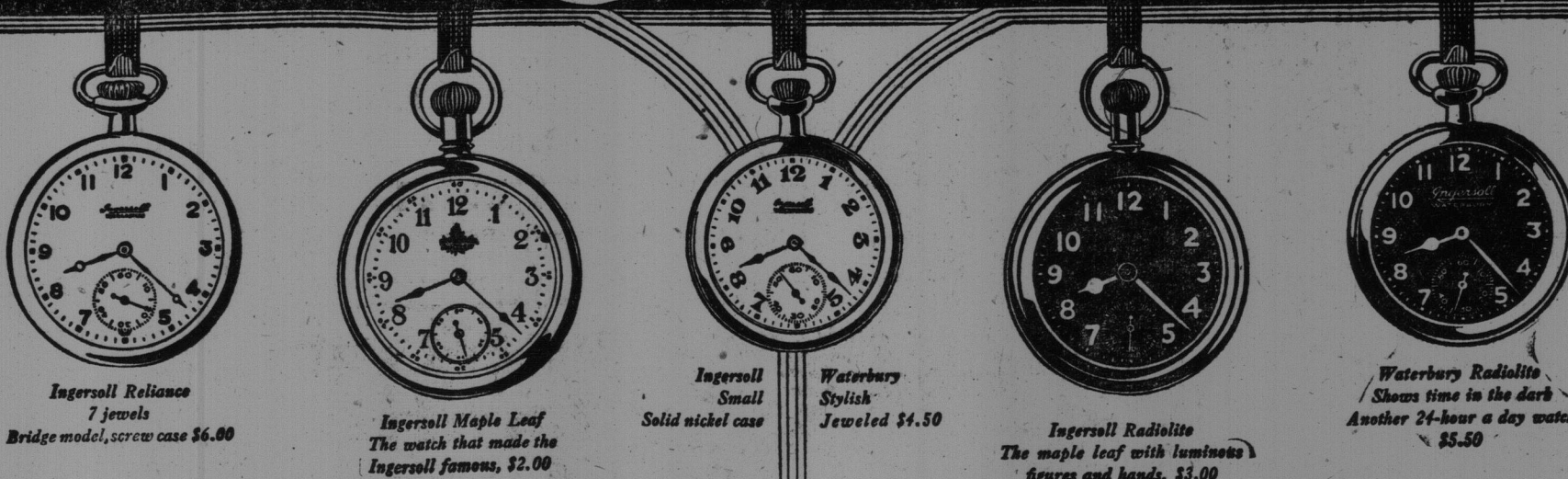
money of any nation anywhere else. Today it is practically world-wide currency.
A man in Toronto, say, makes \$5,000 worth of high-grade paneled doors from Canadian timber for export to Argentina. Both have local bank connections, one in Toronto and the other in Buenos Aires. The Toronto maker of doors packs them securely for long ocean transport and makes out invoice in duplicate or triplicate exactly describing and valuing the goods.
The next step he takes is really the essential dividing line between practice in the home and foreign trades. His invoice must be taken to the consul, vice-consul or other consular representative of the Argentine republic and must be sworn to be accurately made out. Thus, by a legal act, misrepresentation of facts has been made something which may have severe consequences. The first guarantee of international safety has therein been furnished.
Then the manufacturer through the usual agencies takes out marine insurance for his shipment. On delivery of the shipment in good order to the steamship company he is given a bill of lading which is nothing else than a receipt of the ship's master, that the goods have been delivered to his custody, with a guarded promise to deliver in Buenos Aires.
These three documents must be surrendered to the agent of the shipping company in Buenos Aires before the

doors can be delivered to the consignee. But the voyage from port to port may take forty-five days, and the shipper wants his money. So he writes a "draft" directing the consignee to pay the amount to a named bank in Buenos Aires, upon sight or specified time. To this "draft" he attaches his three documents, and asks his bank to discount the draft. The bank manager, on paying cash, will take charge of the documents. If the transaction in South America goes well the deal is complete so far as the exporter is concerned.
It is, however, instructive to know how the documented draft is validated. The Toronto banker immediately takes steps to have the draft accepted by the Argentine merchant. Until the bank agent in Buenos Aires gets the "acceptance" he will not give up the three documents which are his guarantee. When this is done the draft becomes a trade acceptance or "documented bill of exchange." It might be called an international check, payable at a certain time. In due time the bill will be paid, and the international deal will be complete. There are, of course, variations in this procedure, but this is the most customary.
Before the war there were normally about three billion dollars' worth of these trade bills against merchandise continu-

ally in movement around the globe. These bills of exchange may be dealt with by cable or otherwise, but that is a matter of professional banking, not of exporting.
"Why is it wise to foster an export trade from Canada?"
Because it is an economic truism, proved again and again in practice, that "you can only pay for imports by the exports you make." The Canadian Trade Commission in Ottawa insistently reminds us that the dominion has heavy interest to pay on public borrowings made necessary by the war, and possesses in the total industrial plant of the country a large margin of "factory capacity," that is, the installed machinery is enough to manufacture for several millions more people than we have in the dominion if it were used to its fullest extent.
It is possible that "in proportion to output, Canada had in 1911 an industrial plant two hundred million dollars in excess of productive requirements," according to an Ontario report on unemployment. Exporting helps "to bring in outside dollars." Our home trade in home-made "swaps" those dollars from one Canadian pocket to another.
Some advantages of foreign trade are that it would help Canadian factories to overcome seasonal fluctuations, and to bring about an ideal state of employment, steady work at full wages for six days a week, for each of the fifty-two weeks of the year.
"We repeat our conviction that the welfare of foreign trade largely depends upon the participation in its benefits of a steadily increasing number of enterprises," was a striking conclusion reached at the National Foreign Trade Convention of the United States. An extension down the scale from big manufacturers to small producer is needed, making up for size by co-operation through the formation of "trade groups." The training of Canadians as foreign correspondents and salesmen is important. "You can't learn to swim until you get into the water." So, too, foreign trade methods are best learned by a long or short stay abroad. The work will provide an attractive field for alert young men.
It is not claimed that this sketch more than touches the fringe of the methods or advantages of exporting; it merely shows the broader benefits which would accrue.

SMOKE MACDONALD'S INDEX
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THE CLOCK OF TRADE

Canada Nearing Condition of Adverse Trade Balance
Must Do 100,000,000 Millions More Business a Year to Be in as Good Position as We Were Before the War

(Canadian Trade Mission.)
The clock of trade is fast running down. We have hitherto met interest charges of \$100,000,000 a year on war debts before we can even get back to the attitude of "as-you-were" before the war. Not merely the high cost of living—but each man's plain bread and butter hang on our doing more nationally than we did in 1914. All can help by passing the word along.
Today, when the wide world "thinks in millions," Canada must not be behindhand. The war-brought problems we now face, will demand the best and soberest thoughts all the people for perhaps years to come.
No magic or luck will avail the dominion in face of the keener, sterner war for the "survival of the fittest" which is already being waged through international trade.

Nothing but a fearless, unrelenting grasp of facts, however hard and cold, can aid us now. It is only by a study of trade figures and a clear interpretation of their message that we can forestall the trend of things and dispose our national forces to prevent disaster.
The tendency in Canadian trade, with its big, unexpected swing in our favor during the four years of war, (so liable to misunderstanding) can be easily comprehended in a perusal of a few minutes' comparison of the tables here given. It will be seen that our imports between 1914 and 1918 increased by more than one-third, but that our exports were multiplied almost four times. Still more remarkable is the "balance of trade," as the difference between imports and exports of a country is technically termed. In 1914 our balance was adverse (i. e., we bought more than we sold) by \$214,000,000. But in 1918, owing to the war orders received, we had a favorable balance (i. e., we sold more than we bought) of some \$377,000,000. The figures for 1919 show how the trend is sheer against us, plainly reminding us that the sands of our war-time prosperity are rapidly running out. It is already almost at the point where the balance of trade ceases to be favorable. Not only are trade returns declining;

the increase in our national debt from \$380,000,000 in 1914 to more than \$1,500,000,000 in 1919 has enormously increased the annual interest charges we must pay. We must find \$100,000,000 every year to pay the interest on the capital which the dominion, considered as a unit, has been obliged to borrow.
The English of it all that is we must now do at the least \$100,000,000 worth more trade than in 1918 before we can consider ourselves in as good a financial standing as we were then. That is the shadow in the path of our national progress.

It is the desire of the Canadian Trade Commission that the lesson of these trade tables should be widely known. The knowledge when attained will form the first step in rectifying the tendency of our trade and to place the dominion again right in the altered conditions which since war ended govern the world.
A general understanding of our foreign trade for the last few years will be obtained from the following figures (to the nearest million dollars):

Year	Imports Millions	Exports Millions	Trade Balance Millions
March 1918	\$670	\$ 856	\$186
1918	618	482	**136
1916	608	741	**133
1918	968	1,440	**472
1919	916	1,907	**991

**Favorable.
In one year the total Canadian trade has dropped from \$2,548,000 to \$2,176,000, or \$372,000,000. If the drop continues with the same characteristics as in 1918 the dominion, even at the close of the next half year, may be faced with an adverse balance of trade.
Brigadier Joseph Barr, formerly officer commanding the Salvation Army in this district, has been appointed in Toronto secretary of young people's work for eastern Canada. Adjutant J. and Mrs. Wells, of Woodstock, have been appointed to the command of St. John's corps.

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By "BUD" FISHER