

FINE SHOWING OF CANADIAN GOVERNMENT MARINE

Establishment of the Canadian Government Merchant Marine Service is proving an important factor in developing Canadian trade on the Pacific.

Eleven ships were built for the C. G. M. M. in British Columbia and the Government is now operating twelve steamers and one sailing vessel. Two additional ships will be in the service shortly, if they are not already on the line this appears in prospect. The Canadian Explorer, one of the fleet, was recently lost in a wreck while the Canadian Explorer is now undergoing repairs at Vancouver following a terrible experience at sea when she struck a rock. The total tonnage now operated on the Pacific is more than 100,000 tons.

The first steamer of the Pacific fleet was launched at Vancouver in November, 1919, and the first voyage left British Columbia in 1920. It is now generally admitted that the Government ships are the dominating factor in the lumber export trade in British Columbia. For nine months of the year they carry to the coast a total value of twenty million dollars of lumber. This is two-thirds of the entire overseas lumber trade of the Province for that period.

The Government has given the lumber business a new lease of life. The fact that in former years the lumber export of B. C. has frequently been no more than from forty to fifty million feet.

Exports of Paper Products

During the same period four hundred and thirty-five thousand tons of paper products were exported, valued at \$1,750,000. This is as well as four thousand tons of cement, valued at \$169,000. The value of salmon and other exports valued at half a million dollars, making in all exports to the value of \$18,110,000.

The C. G. M. M. has been particularly useful in developing the lumber export trade. In 1918, the Province shipped less than nine million feet of lumber to Australia. In 1920 the C. G. M. M. alone exported more than thirty million feet of lumber to that country and the total exports from B. C. to the same destination reached fifty million feet. With the C. G. M. M. will carry over thirty million feet of lumber during the present year. A matter of fact the Government ships are carrying 90 per cent of the lumber shipments from British Columbia to Australia.

Continuity of Export Trade

One of the chief advantages of the Government service is that it ensures continuity of Canadian export trade from Canadian Pacific ports. Overseas importers know that so long as the fleet is operating out of B. C. ports they can depend upon an uninterrupted supply of B. C. goods. It will be unnecessary for them to maintain strong trade relationships with San Francisco. As long as the C. G. M. M. operates out of Vancouver, exporters in British Columbia of lumber, fish and other products will devote their attention to developing export business. Already the service is resulting in the establishment of export houses at Vancouver. This time when a large export camp of steamers had to be dependent upon and overseas importers had to maintain connections in southern ports to ensure steady supplies. Lumber is a surplus commodity in British Columbia as are other products to a certain degree, so that with the aid of the C. G. M. M. overseas buyers can fill their requirements with a minimum of expense in trade connections.

Export Trade With China

The story of the development of the export trade with China is a repetition of that of Australia's. In 1911 less than one million feet of lumber were sent to China. Last year the total was nearly fifteen million feet, or nearly twice as much. During 1921 the C. G. M. M. alone will have carried twenty million feet of lumber to that country.

Where formerly Washington and Oregon did 95 per cent of the Pacific Coast export lumber trade to New Zealand, British Columbia now does one-half the business.

More than 90 per cent of the lumber shipped from Vancouver overseas is carried in the Government ships. Lumber cargoes carried by these vessels for the first five months of this year are as follows:

Australia	27 million feet
Orient	20 " "
China	15 " "
India	8 " "
California	6 " "
Montreal	4 " "
South Africa	4 " "

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Father and Son Are Benefited

ST. JOHN MAN HAD TO BE HELPED IN AND OUT OF BED NOW FEELS LIKE A NEW MAN

"My father had been a sick man for twenty six years and when I saw that Father put him on his feet again I began taking it, too," said P. Martrat, 25 Princess St., St. John's N. F.

"I suffered from indigestion even before I went to France, and after being gassed there my condition got a great deal worse and finally I had to be sent to hospital, where I stayed for eight months. I got so weak I had to be helped in and out of bed, and when I did get out, my digestion seemed absolutely ruined.

"When I came home and saw how father had been benefited by Tanlac I began taking it at once. It helped me in every way, gave me an appetite and toned up my stomach so that I am never bothered now after eating. After seeing what Tanlac did for father and myself, I believe it's the best and grandest medicine in the world."

Tanlac is sold in Charlottetown at Reddin Bros. and by leading druggists everywhere.

markets were never in a more receptive mood than at present. Canada has many products they wish and with the proper facilities provided for carrying cargoes to them there is a bright future for Canadian export trade on the Pacific. The inauguration of the Government service came at a particularly opportune time. Were it not for the development of the business already existing in the United States, and it is questionable if Canada could reinstate herself in lumber and other lines that are now being rapidly developed.

With equal force the same argument applies to such traffic as may be carried in Australia and the Orient. For transportation across Canada by rail, it applies even more so to such Canadian manufactures as would otherwise have to be carried to those countries on foreign vessels.

C. G. M. M. Is Holding Its Own

The fight for the American is being carried on by the U. S. Shipping Board while the C. G. M. M. is more than holding its own for Canada. The U. S. Shipping Board has put its own home owned sailing fleet out of existence. Even if Canada was without carriers no one would expect the U. S. Board to give such thought to developing the C. G. M. M. lumber export trade. It may be a matter of interest to know that it would require forty sailing vessels to carry steadily for a whole year to carry the lumber from British Columbia that was shipped in 1920 by the Canadian Government Merchant Marine.

The trans-Pacific trade offers a magnificent market at the doorway of British Columbia as an outlet for its products. As an instance of the opportunities Canadians are missing in this respect, it was brought to light in Vancouver that within the past three weeks, three ships left Vancouver carrying goods, 98 per cent of which were made in the United States. These were all articles that could just as well have been manufactured in British Columbia.

Studying Foreign Markets

It is not much to assume that the aspect of overseas trade will receive attention from Canadian manufacturers before long. Already business houses are paying much attention to export trade. Merchants are studying the requirements of foreign markets and the methods necessary for successful marketing. That results have already been obtained is reflected in the export transactions in the banks in Vancouver. In the past two years several banking houses have increased their staffs whose business it is to handle matters connected with export finance.

In connection with the establishment of the C. G. M. M. one of the anticipated results is that a marine population and marine industries are being developed that will be permanent assets to the Province as the trade of the Pacific grows. Formerly quite a number of foreign-owned vessels used to carry British Columbia's relatively small exports. The supplies for these boats were generally in the United States. If an American boat was coming to British Columbia she would be repaired on Puget Sound, her supplies would be brought there and the crew would spend all their wages in American ports. More than one-half of the delivered value of cargoes of the C. G. M. M. consists of freight rates received by the service and the money thus taken in is disbursed in British Columbia in buying supplies, making repairs and paying labor.

Precious Soot

By recovering and other precious metals from the sooty deposit scraped from the chimney of an assayer's factory, a profit of about 500 per cent is made on the cost of cleaning.

To this factory manufacturing jewelers send their refuse and sweepings to have the small fragments of gold and platinum which are lost in working extracted.

In the process scraps of the valuable refuse are carried off in the smoke and fumes and deposited with the soot on the inside of the chimney, and the minute particles of gold and platinum are carefully sorted out from the soot.

Even the clothes of the sleep-jacks are retained for the sake of the precious grime on them. The value of the metal recovered is enough to pay six times over for the work involved, including the cost of new clothes for the men engaged.

\$2,000 Copyrighted \$2,000

KNOW CANADA CONTEST

Two Thousand Dollars in Cash Prizes

One Hundred and Forty Prizes

The Greatest Contest Ever Offered to Newspaper Readers

Open to all Readers of the Charlottetown Examiner

The Family Herald and Weekly Star of Montreal is starting a new contest for which they offer Two Thousand Dollars in cash, divided into 140 prizes as follows:—

1st Prize \$500	3rd Prize \$100	5th Prize \$25	50 Prizes of \$10—\$500
2nd Prize \$250	4th Prize \$50	10 Prizes of \$20—\$200	75 Prizes of \$5—\$375

140 PRIZES - - - TOTAL \$2,000

The contest will be called the "Know Canada" Contest and contestants are required to solve fifty rebus pictures representing fifty Post Offices in Canada. The Examiner has concluded an arrangement to join The Family Herald and Weekly Star in this great contest and every reader of the Examiner will have an opportunity to compete for the prizes.

Do You Know What Post Offices in Canada These Four Rebus Pictures Would Represent? Could You Solve Fifty Such Pictures?

No. 17

What can you get very plain when you are for it. The Post Office is in Nova Scotia.

No. 18

This should be your first thought at a Post Office in Saskatchewan.

No. 19

Study this one and you will find you can't lose. If you find you are on page 7 you are likely correct.

No. 20

Just over the last. The name of the Post Office is in the next page.

No. 21

Every body is together for a good time.

No. 22

BEST BLEND INDIA TEA

No. 23

No. 24

TERMS OF CONTEST

The contest is open to any member of a family one of whose members is a subscriber to either the Charlottetown Examiner or The Family Herald and Weekly Star of Montreal.

A list of approximately 2,000 Post Offices in Canada from which the fifty rebus pictures will be selected will be sent free to any contestant, who, before December 1st, 1921, sends one new subscriber to either the Examiner or The Family Herald and Weekly Star. It will also contain a blank form on which to fill in your answers and hints to help you arrive at the correct answers. A self-addressed stamped envelope should be sent with the new subscription for the return of the printed list.

One NEW subscriber to either the Examiner or The Family Herald and Weekly Star sent in by a competitor will take the place of one incorrect answer in the competition, thus 49 correct answers and one NEW subscriber will count as 50 correct answers or 50 points.

Two NEW subscribers to either paper will take the place of two incorrect answers, thus 48 correct answers and two new subscribers will count as 50 correct answers.

Three NEW subscribers to either paper will take the place of three incorrect answers, thus 47 correct answers and three new subscribers will count as 50 correct answers.

Four NEW subscriptions to either paper will take the place of four incorrect answers, thus 46 correct answers and four NEW subscriptions will count as 50 correct answers.

Five NEW subscriptions to either paper will take the place of five incorrect answers, thus 45 correct answers and five NEW subscriptions will count as 50 correct answers.

Five NEW subscriptions to either paper will be the limit to be credited in the competition. This places all contestants on an equal footing.

Fifty correct answers and five NEW subscriptions to either paper will be the highest points obtainable.

Four pictures will be published each week simultaneously in the Charlottetown Examiner and The Family Herald and Weekly Star. Answers MUST NOT be sent in until the 50 drawings have appeared in both papers. Ample notice will be given.

In case of a tie the prizes will be divided. For instance, if there are three who have earned say 54 points and no one has obtained the maximum of 55 the first three prizes totalling \$350 would be divided amongst them.

The decision of the Editor of The Family Herald will be final.

No employees of the Charlottetown Examiner or The Family Herald are allowed to compete.

Contest will begin early in October. See that your subscription to the Examiner and The Family Herald is paid well in advance and prevent losing a single issue. Back numbers cannot be supplied.

New subscribers may enter the contest by complying with the above conditions.

Address—The Examiner, Charlottetown,
or The Family Herald and Weekly Star, Montreal.

Special Clubbing Offer

The Charlottetown Examiner costs \$2.50 a year.

The Family Herald and Weekly Star costs \$2.00 a year.

We now offer a full year's subscription to BOTH PAPERS with the right to compete in the "Know Canada" Contest for

\$3.00

Remember the above prices include a full year's subscription to both the Charlottetown Examiner and The Family Herald and Weekly Star, of Montreal.

Send your orders to

THE CHARLOTTETOWN EXAMINER,
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