

The Unique Flavour of "SALADA" TEA

that charms so many millions of regular users is due to the freshness and unfailing fine quality of the leaf. To try Salada once is to use no other tea henceforth.

RESULTS OF EXAMS. AT LAWRENCETOWN

Large List of Scholars Make Satisfactory Marks in Various Grades.

BEGINNERS' CLASS	
Frances Brown	90.
James Phinney	85.
Mona Rumsey	80.
Mary Morse	80.
Sylvia Whitman	80.
Jack Moore	80.
Frank Daniels	78.
Mildred Acker	75.
Lawrence Ritchie	75.
Thomas Morrison	68.
Gerald Whitman	55.
Billy Shaffner	
Florence Bishop	
GRADE VI	
Fred Duncan	85.
Frank Moore	84.4
Frank Morse	78.4
Carrie Layte	74.8
Ardis Hanley	73.
Verna Morrison	72.6
Dorothy Bishop	71.3
Clinton Hamilton	69.6
Barry Rumsey	68.1
Evelyn Phinney	67.0
George Bishop	66.6
Marion Graham	65.5
Jean Bishop	59.9
GRADE V	
Robert Jamieson	87.3
Paul Rackham	78.5
Gordon Shaffner	77.3
Clifford Ritchie	74.1
Evelyn Graham	74.
Muriel Morrison	71.5
Erta Whitman	64.2
Reginald Stoddart	63.2
Robert Davidson	58.2
Teacher: Phyllis Denton.	
GRADE IV	
Myrna Whitman	92.5
Phyllis Porter	92.
Lucy Graham	90.5
Mary Hamilton	80.
GRADE VIII	
Lewis Morse	77.7
James Rumsey	72.7
Eric Rackham	70.
John Shaffner	68.4
Isabel Pearson	62.7
James Hall	57.6
Murray Daniels	56.9
Jennie Whitman	51.3
Alan Muir	48.7
Helen Graham	48.7
Teacher: Frances Lewis.	
GRADE VII	
Reta Hall	87.1
Hilda Ritchie	86.4
Margaret Hall	84.4
Lillian Feltus	71.6
Edward Archibald	68.1
Harry Muir	65.9
Harry Daniels	55.7
Mae Longley	50.8
Olivia Longley	40.1
Charles Warwick	60.
Vernon Davidson	65.1
Ernest Meldon	60.
Rosamond Shaffner	
Teacher: Prudence E. Corkum.	
GRADE III	
Gerald Banks	71.1
Nina Acker	70.
Georgie Longley	70.
GRADE II	
Helen Bishop	96.
Ina Gibson	80.
Whitney Gibson	75.
Nellie Acker	67.
John Morrison	55.
Claire Selig	40.

MARKETING THE FRUIT CROP

Trying to sell our fruit crop on sentiment is just like trying to sell Palmolive soap on sentiment or Ford cars on jokes. Both the fruit crop, the soap and the cars are wonderful value, and no doubt sentiment and jokes will help sales, but the only way to market any appreciable quantity of these products is to advertise them.

The marketing problem of the fruit growers in Nova Scotia is serious; in fact, every producer of farm products is in the same position. That being the case, it is always best to get down to facts, and in the case of fruit, the fact is that city people will not buy fruit on sentiment any more than farmers will buy Canadian implements on sentiment.

The farmer has got to fight for everything he gets; he has always done so and always will, and the only possible way he can recapture that fruit business is to go after it in a business way.

The only remedy is to advertise N. S. fruit until the consumer will think, talk, and eat nothing but N. S. fruit, until, for his selfish interest, the consumer will be afraid to try anything except N. S. fruit. Appealing to a man's greed or his desire will get nowhere, but appeal to his necessities and his fears and he will begin to talk business. Tell him how to prepare fruit; how to preserve it. Tell him about the economy of fruit, the health resulting from a fruit diet, and keep on telling him, and you will keep on selling him.

If there were any other way to successfully market fruit or other commodities, it would have been adopted by successful institutions long ago.—Wolville Aclandian.

A. D. 1810
A doctor's prescription.
Internal and external use
Over 100 years of success.

Johnson's
ANODYNE Liniment
Coughs, Colds, Sore Throat,
Grippe, Cramps, Chills,
Bronchitis, Tonsillitis,
Sprains, Strains, etc.
25 and 50c.

POOR BUSINESS

A Pictonian saw an Advertisement in a Halifax paper offering No. 1 Gravenstein apples at so much a basket direct from grower. It was so long since this chap had seen a No. 1 Gravenstein that he thought he would take a chance. He sent on the money and the apples arrived. They were not No. 1, the majority of them were windfalls and a few might have been No. 1's if they had not been bruised so much by falling from the trees, but the most of them, even if they had not been bruised, would not have graded above No. 2. Very few of the apples were ripe. The buyer was not very greatly put out personally, for he knew from previous experience that he was running a big chance when he sent for these apples, but he did think that the seller of those apples was a most short sighted man who was doing much injury to himself and to his neighbors who was doing his little "bit" to prevent the building up of a home market for Gravenstein apples. There is a great market right here in the Maritimes for No. 1 Gravensteins direct from grower to consumer provided the grower will show common honesty. There should be enough selfishness among the apple growers to avert a public opinion and pressure that would prevent any of their number from running a good business.—Picton Advocate.

Cause of Backaches

Every muscle in the body needs a supply of rich, red blood in proportion to the work it does. The muscles of the back are under a heavy strain and have but little rest. When the blood is thin they lack nourishment and rebel. The result is a sensation of pain in these muscles.

Many people are frightened into believing that backaches are due to kidney trouble, but the best medical authorities agree that backache is very seldom due to kidney trouble. In fact not more than one backache in a hundred has anything to do with the kidneys. The whole trouble is due to thin or impure blood, and those who are troubled with pains in the back or loins, either frequent or occasional, should look to the condition of the blood. It will be found in most cases that Dr. Williams' Pink Pills by building up the blood and feeding the starved nerves and muscles will banish the pains and make you feel better in every other way. How much better it is to try Dr. Williams' Pink Pills for your blood than to give way to unreasonable alarm about your kidneys. If you really suspect your kidneys any doctor can make a test in ten minutes, that will set your fears at rest, or tell you the worst.

All dealers in medicine sell Dr. Williams' Pink Pills, or you can get them by mail at 50 cents a box from The Dr. Williams' Medicine Co. of Brockville, Ont.

PALATIAL STEAMER NORTHLAND FOR BOSTON-YARMOUTH ROUTE NEXT SUMMER

The Boston-Yarmouth Steamship Co. have already commenced preparations to meet the emergency of extensive travel to this province for the Old Home Summer of 1924. The company has decided to have the palatial steamer Northland in readiness as a supplementary ship, and plans are now under preparation to increase the stateroom accommodation of the steamer from 175 to 225. The life saving equipment will also be largely increased by additional boats, etc., in order to permit the ship to carry under the United States laws, 800 passengers. Another excellent feature of the North Land is that the ship can easily accommodate, between decks, at least fifty automobiles, which fact will be greatly appreciated by the touring motorists for the Old Home Summer. In event of these arrangements being completed it is expected that the Bug Light dredging will be completed in order that the big ship can enter at any time regardless of tidal conditions.—Yarmouth Herald.

THE WHITEST, LIGHTEST
1 LB.
MAGIC
BAKING
POWDER
CONTAINS NO ALUM.

Are You Building a New Home?

THEN plan the heating just as you plan the sizes and shapes of the rooms.

Merely setting up a furnace in the cellar and "guessing that it will heat all right," is not going to insure home comfort and economical heating.

You pay an architect to design the house. But—it costs nothing to have the expert heating engineers of Findlay Bros. Co. Limited, of Carleton Place, Ont., go over the plans for your home and tell you exactly what kind of a furnace will heat your home—why the furnace they recommend is the best for your style of house—where the furnace should be placed—how it should be installed and connected.

This service is free and you can see us about it or write direct for free booklets and service sheets.

Findlay's Pipe and pipeless FURNACES burn hard or soft coal, or wood

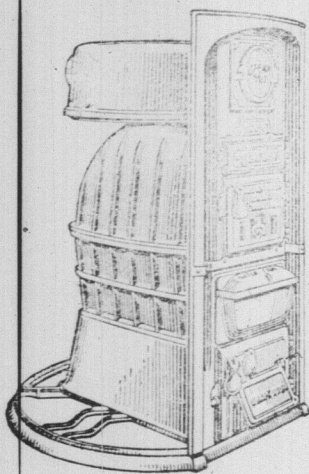


as installed by us from plans made by Findlay's Service Department mean home comfort—clean, fresh, humidified air circulating throughout every room in the house.

And remember that we guarantee the heat as well as the furnace.

If you are building a new home, or need a new furnace in your present home, it will pay you to get the opinion of our heating experts on every heating problem.

G. E. Banks
BRIDGETOWN, N. S.



LAKE MUNRO

Mr. and Mrs. Richard Wambolt made a business trip to Bear River Saturday, Oct. 27th.

Mr. Lawrence Munro was home over Sunday.

Mr. and Mrs. Homer Vidito called on friends here Friday, Oct. 26th.

Mrs. Rufus Wentzell is visiting friends in Greywood.

Mrs. George Cress and children, Mr. Ernest Trimper, of Clementsvalle, Miss Helen Nass and Mr. Willie Brown, of West Springfield, and Mr. and Mrs. Charles Sullivan, of Milford, all visited at the home of Mr. and Mrs. A. Nass Sunday, Oct. 28th.

DR. GRANT REPLIES TO ACTING PREMIER

Sydney.—Dr. H. R. Grant has sent a letter to Hon. W. S. Fielding in reply to the latter's communication disclaiming the government's responsibility to stop rum running on the C. N. R., between Montreal and Nova Scotia, which states that there will be a continuance of correspondence relative to the matter and asking that the good influence of the Acting Premier be used to prevent the fraudulent shipment of liquors. On Mr. Fielding's suggestion, Dr. Grant sent a letter to J. E. Dalrymple, Vice-President of the C.N.R., asking that the "intolerable" conditions be remedied.

CHIEF OF C. N. R. PLEASED WITH VISIT

Sir Henry Thornton Gratified With Evidences of Improvements in The Maritimes.

Montreal.—Sir Henry Thornton, President of the Canadian National Railways, returned to Montreal on the completion of an inspection trip embracing the lines of the National system in Quebec, New Brunswick, Nova Scotia, Prince Edward Island, and the State of Maine.

"I was very gratified at the many evidences of the continuous improvement that is taking place in the service rendered by the Canadian National in the territory passed thru," Sir Henry said, upon reaching Bonaventure Station. "The physical condition of the property has not only been maintained, but has been improved in many respects. I was especially pleased to notice the degree of confidence that the various communities have in our district and regional officers. As I have said before, the success of the National system depends to a very large extent upon the intelligent, loyal and efficient work of its personnel."

At various points delegations waited upon the party to present suggestions for new extensions and for the development of existing lines. These proposals, it was stated, would be considered carefully, but there was no announcement forthcoming of any important expenditures. Among the points visited were Sherbrooke and Bonaventure, Que.; Moncton and St. John, N. B.; Amherst, Truro and Halifax, Charlottetown and Summerside. Members of the party stated that there were many indications of an improvement in general business conditions in all the cities visited. On this trip Sir Henry Thornton a part of the National system.



SEALED TENDERS, addressed to the Postmaster General, will be received at Ottawa until noon, on Friday, the 30th November, for the conveyance of His Majesty's Mails, three times per week over the **NEW ALBANY NO. 1 RURAL MAIL ROUTE**.

under a proposed contract for a period not exceeding four years, dating from the 1st April next.

Printed notices containing information as to conditions of proposed Contract may be seen and blank forms of Tender may be obtained at the Post Office, of New Albany and at the office of the District Superintendent of Postal Service.

District Superintendent's Office, Halifax, 16th October, 1923.

W. E. MacLELLAN,
District Supt. of Postal Service.

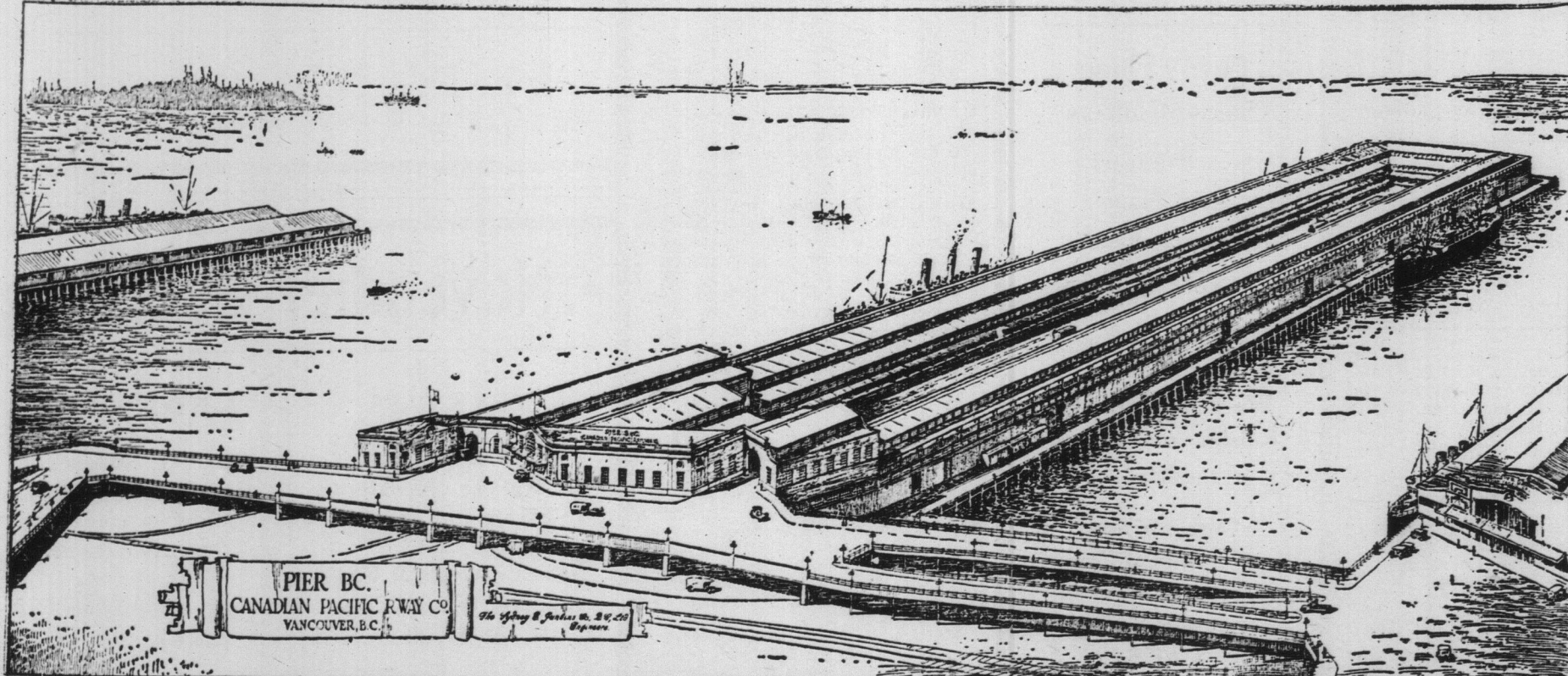
FIRE!

Do not take a chance, insure your Buildings in the "OLD RELIABLE" **NORTHERN INSURANCE CO.**

Claims Always Paid PROMPTLY

F. E. BATH Local Agent
BRIDGETOWN, N. S.

Giant Canadian Pacific Pier Under Way at Vancouver



THE growth of Vancouver and the ever-increasing transpacific trade of this seaport has necessitated the construction of a new pier, one of the largest on the continent, for the accommodation of the Canadian Pacific Empress liners. According to an announcement made by E. W. Beatty, K.C., President of the Company, at Vancouver recently, the pier, which is to be known as Pier B-C, will be of modern concrete design, capable of berthing the largest vessels trading to and from this port. It will be 1,100 feet long and will extend from the shore between Pier A, Burrard St., and Pier D, Granville St., on Burrard Inlet. An outlay of several million dollars upon this work and the associated buildings will be involved.

The Standard of Satisfaction is in the WEARING quality—Fit and Patterns.

Our Fall and Winter Patterns are Now In

A wonderfully Varied and Attractive Assortment of Samples for Suits and Overcoats

Our line of Overcoat Samples are well worth looking over

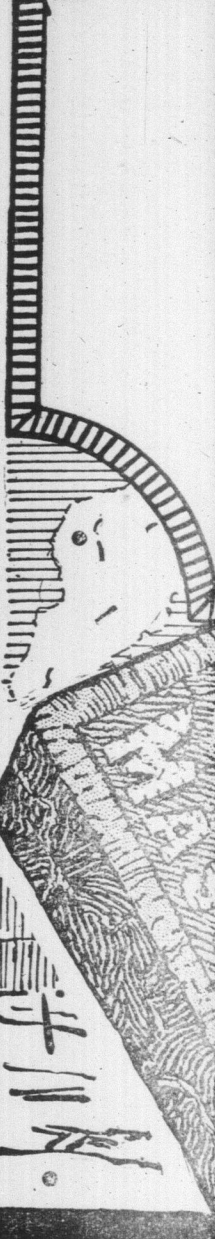
We are making some of the Smartest Styles in Men's Wear.

G. O. THIES

Merchant Tailor. Ralph Lane, Cutter

BRIDGETOWN

MA



Getting a Start

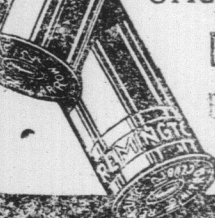
Important position to those who are for them. If you will one of our school Monday, you will be ready for a position good chance for pro

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