

'KOAL'

We have just received a full supply of soft coal.

Acadia Nut
Springhill
Thorburn

Our customers are reporting our Hard Coal "The Best."

J.H. Longmire & Sons

TENDERS FOR COLLECTION OF COUNTY RATES

TENDERS will be received by the undersigned till December 31st, 1921, for the collection of the County Tax, Road Tax, and Dog Tax for the ensuing year.

(1) All Tenders must be sealed, Marked Tender for Rates, and addressed to one of the undersigned.

(2) All Tenders must be accompanied by the names of two reliable Bondsmen, to be approved by the committee.

(3) All Tenders must guarantee the full amount of the Rate Roll, subject only to such reductions for illegal rates as may be allowed by Council. Also Tenders will be received at the same time for the position of Draw Tender for the New Bridge at Annapolis.

F. W. BISHOP,
C. L. PIGGOTT,
A. P. BOWLEY
Com. on Tenders and Public Property.
Bridgetown, Dec. 1st, 1921.

Flett's Garage

We are now storing in cars for winter, overhauling and painting. Get yours in early while the roads permit. No charge for storage while cars are undergoing repairs. Good work a specialty. Batteries taken for winter storage, charging and repairs if necessary. Satisfaction guaranteed in everything.

R. C. FLETT

For Sale or To Let

The store owned and occupied by the late J. W. Beckwith. An established business stand for forty-five years. Immediate possession can be given. For further information apply to

Dr. W. H. H. BECKWITH
306 Barrington St., Halifax, or
THE NOVA SCOTIA TRUST CO.,
Halls St., Halifax, N. S., or
LLOYD'S REAL ESTATE AGENCY,
Bridgetown, N. S.

RAW FURS WANTED

I pay highest price for good skins. Trappers and dealers ship to me at once. Furs held separate on request. Ship them now to—

H. S. DARGIE
Bridgetown, N. S.

REAL ESTATE

If you wish to buy or sell we have by far the best facilities in N. S. for serving you. Our record of over 200 Valley sales in three seasons proves that we deliver the goods. Write or phone.

VALLEY REAL ESTATE AGENCY
24-26
Woolville, N. S.

REST AWHILE TEA ROOM
—AT—
CENTRELEA
where you can obtain a hot cup of tea, coffee or cocoa on short notice. Also Confectionery, Soft Drinks, Tobacco, Cigarettes, Cigars, etc. and Groceries.

MRS. A. W. DANIELS

PILES

WRITE and find out what the MICMAC REMEDY is, what it has done for others and what we guarantee it to do for you. THE MICMAC REMEDY COMPANY, Box 30 (V) Yarmouth, N. S. 30-521.

Children Cry for Fletcher's**CASTORIA**

Fletcher's Castoria is strictly a remedy for Infants and Children. Foods are specially prepared for babies. A baby's medicine is even more essential for Baby. Remedies primarily prepared for grown-ups are not interchangeable. It was the need of a remedy for the common ailments of Infants and Children that brought Castoria before the public after years of research, and no claim has been made for it that its use for over 30 years has not proven.

What is CASTORIA?

Castoria is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It is pleasant. It contains neither Opium, Morphine nor other narcotic substance. Its age is its guarantee. For more than thirty years it has been in constant use for the relief of Constipation, Flatulency, Wind Colic and Diarrhoea; alleviating Feverishness arising therefrom, and by regulating the Stomach and Bowels, aids the assimilation of Food; giving healthy and natural sleep. The Children's Comfort—The Mother's Friend.

GENUINE CASTORIA ALWAYS

Bears the Signature of

Chas. H. Fletcher

In Use For Over 30 Years

THE CENTAUR COMPANY, NEW YORK CITY

The Harvester's Wonderful Herbs ARE COMING

The safest, purest and best remedies on the market. We gather from all parts of the world the very best Herbs, Roots, Barks and Berries. We do not use poisonous Herbs. They kill both man and beast. What we use are full of the life principle.

FOR YOUR BLOOD—LIVING IRON
FOR YOUR NERVES AND BRAIN—LIVING PHOSPHORUS
FOR YOUR BONE AND FLESH—LIVING LIME

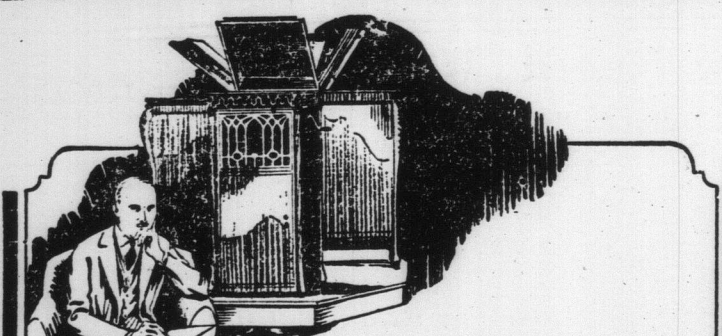
A from Herbs and Free from Poison

Watch for the following remedies in your stores:

The Harvester's Herb Pills for Indigestion and Rheumatism
The Harvester's Living Phosphorus Nerve Food
The Harvester's Honeyed Cascara for Constipation
The Damask Rose Hair Beautifier
A Wonderful Hair Grower
White Willow Creme, the Magic Corn Cure

Manufactured and guaranteed by

Harvester Herb Co. Ltd.
PORTLAND STREET, DARTMOUTH, N. S.



See if you, too, don't choose
The NEW EDISON

Dr. W. V. Bingham, Director of Research, Carnegie Institute of Technology, compared four different phonographs. His tests embraced all kinds of vocal and instrumental music. The New Edison proved itself the best phonograph by winning all nine tests. Too wonderful to be true? Compare on your own account. We'll supply you with a Phonograph Comparison Card, such as Dr. Bingham used. Bring or mail the coupon.

H. F. SANFORD
Lawrencetown, N. S.

BRIDGETOWN VULCANIZING WORKS

Tires, tubes and rubber boots. Repair work done by expert workmen. Don't patch them, get more mileage by having them vulcanized at The Bridgetown Vulcanizing Works. All work guaranteed.

GEO. A. WHEELER, Proprietor

NOVA SCOTIAN'S GREAT SUCCESS

Alfred C. Fuller, Born Near Grand Pre, Last Year Did a \$100,000 Business

A week or so ago many readers of the Saturday Evening Post may have seen a full page advertisement, nicely colored, proclaiming the merits of Fuller's Brushes. But we question very much if many of the perusers of that popular journal are aware that the manufacturer of those brushes is a Nova Scotian and was born near Grand Pre. Such is the case, however, and in the American Magazine for November there appears a splendid article from the pen of Thane Wilson on the career and splendid success of Alfred C. Fuller in the business world. Mr. Wilson prefaces his article as follows:

"For years," said Mr. Fuller, "I have been watching big business men carefully, and I have found few men of spectacular talents among them. They have three well-balanced qualities: to observe, to reflect, and to apply. Wherever they go they observe everything that will have a possible bearing on their business; they weigh this information in the scale of common sense, and sift out the good from the bad; then they apply the good. Any man of ordinary intelligence who will keep his eyes and his mind open can do this."

"A man must keep his eyes open. He must see and assort things, and figure out the value of everything to him. The captain of a Gloucester fishing schooner once remarked to me: 'I ain't read many books. Perhaps you might say I don't know much. But I comprehend a devil of a lot.' And that's why he was captain of the schooner."

In his talk with Mr. Wilson concerning his early life, Mr. Fuller said: "There's not much to tell. I was born up around Grand Pre, Nova Scotia, next to the youngest of twelve children. Five of the boys had come to Boston before I followed them at the age of eighteen—with seventy-five dollars in my possession, the savings from a year's work on a farm near my father's."

"I managed to get a job on the surface lines of the Boston Elevated. After a few days of training as a conductor I started in 'bucking the list' on the lines that ran between Boston and Cambridge and Arlington. These spare assignments used to bring me in about twelve dollars a week."

"At the end of eighteen months there seemed no chance of real advancement, and I was getting a bit discouraged. One afternoon I was about to start on a run. The motor-man was late in getting around, so I jumped onto the front end of the car and ran it out of the barn. I didn't stop it as soon as I should have, and it slid across the sidewalk. For a conductor to move a car at all was against the rules, so the superintendent discharged me."

"When I was looking around for another job I heard that a rich woman over in Somerville wanted someone to take care of her horse and carriage, and keep the garden mowed and the lawn shaved. Being a farmer boy, I figured that I could do this until something better showed up."

"I stayed there a month, much of my time being consumed in carding and currying the old Major, a white horse who could shed hair faster than any animal I have ever seen before or since. One day I got interested in a tulip bed and forgot to give Major the usual amount of attention. When my employer and her daughter came home from their windy afternoon drive their coats were covered with Major's nomadic hairs. That ended my stay there."

"My experience on the express wagon was even briefer. It was work for which I was unsuited and in which I took no particular interest. My exodus was by mutual consent and with mutual relief."

"In the meantime, I had been thinking a good deal about my brother Dwight, who had died of consumption several years before. After coming to Boston he had founded a small brush company, that made brushes on the 'twisted-in-wire' principle. The inroads of the disease made it necessary for him to sell out his business—a fact he always mentioned with regret, up to the end. I used to lament over not being old enough to take up the business and carry on."

"I decided to go to the new owners of my brother's company and see if they wouldn't give me a job selling from house to house. Eventually I hoped to learn enough about the business to start in for myself, the way Dwight had. They took me on."

"I wasn't a particularly good salesman. I made no pretense at being one. But I had four or five different kinds of brushes for household use, including a clothes brush and a bath brush—and they were all articles that people really needed. That helped a lot. I averaged about twenty dollars

a week for the first month and a little better after that."

"At the end of a year my savings had grown to three hundred and seventy-five dollars, and I figured that the time was ripe for me to start in business for myself. The fact that I hadn't worked a day in the shop didn't faze me. On several occasions I had watched the men at work and I felt I knew all about it."

"I bought a 'hand-twisting machine' for fifteen dollars, laid in thirty or forty dollars' worth of wire and bristles, got a big pair of scissors for trimming purposes, and started this company in the basement of my married sister's home out in Somerville. I set up a little bench fifteen feet long and rigged up a gaslight over it. This was my factory. My warehouse was to be a little corner of the attic."

"Before the first month was over I regretted that I hadn't learned more about manufacturing. Making brushes wasn't as easy as it looked to be. After ceaseless experiments, however, I was finally turning out a product that suited me."

"Those were busy days. In the forenoon I always took my sample kit and went from house to house making sales. My afternoons and evenings were spent in making brushes. My sister used to be afraid that working sixteen or seventeen hours a day would break me down; but I was so happy over being in business for myself at last that I seemed able to stand any amount of work."

"Four months later I was getting on well enough so that I decided to open a little shop in Hartford, which was in the center of a territory that had not been worked as much by brush salesmen as Boston and its suburbs. For eleven dollars a month I got shop space in a shed built onto a storage warehouse, and I took a furnished room near by. Before long I was making thirty-five or forty dollars a week. Then I decided to hire a man to make brushes for me, so that I could devote all my time to selling them."

"For the next three or four years I traveled over the North and Middle Atlantic States. In cities and towns big enough to have newspapers I advertised for agents. Meanwhile, I sold the brushes myself and, on my departure from a section, would turn over the territory to an agent—if I had been lucky enough to get one. By 1910 I had six or seven men working in the factory and from twenty to twenty-five agents in the field. A twenty-thousand-dollar-a-year business seemed pretty big to a fellow just fresh from the country, so I felt that my trade had grown as fast as anyone could expect."

"Then came an event which brought an unexpected end of responsibilities, but which did more for the business financially than four years of my patient plodding had been able to accomplish. The magic instrument of all this was nothing but a tiny four-line advertisement in a national magazine—which cost me the monumental sum of ten dollars. It was similar to those I had been running with indifferent results in the newspapers, simply a brief description of my product and the offer of the liberal commission to sales people."

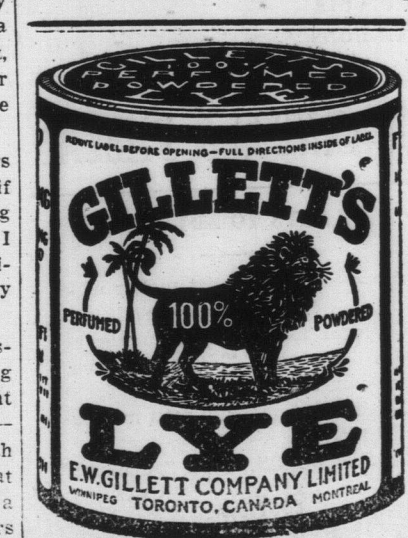
"A few days after the magazine was on the news-stands I received a fat package in the mail. It contained the first thirty or forty answers to my advertisement. This was the start of a steady stream averaging ten or fifteen letters a day. Within a year I was doing more business in one month than I had previously done in twelve."

"Despite the fact that most manufacturers pooch-pooched the house-to-house sales plan, we had to stick to it. By the time I was making forty-five different brushes, some with two or three different household uses, I saw that it would never be possible to put these on sale in retail stores. No clerk could or would take the pains to acquire all the information necessary to sell them intelligently."

"Our first branch office, with a manager in charge of local agents, was opened in Boston six years ago. To-day we have one hundred and thirty-five of them, and twenty-four hundred salesmen in the field."

"In those early years did you have any vision of the size to which the business would grow?" I asked.

"No, I didn't," said Fuller thoughtfully. "I think few men ever do. And I reckon it's better so. It strikes me that a definite vision of some big

**HOG BREEDERS ON WRONG ROAD**

Increase in Non-Bacon Types A Delusive Advantage. Last Year's Transfers

There are too many non-bacon type hogs in Canada. It is a curious and unfortunate state of affairs that just when an increase is being recorded in the total number of swine in Canada the indications are that the additions are in those types which are not really wanted.

It may be taken for granted that the sales of purebred hogs, which include the boars that become the sires of our commercial hogs, are a good barometer of the trend of breeding. Transfers and registrations among purebred swine in the Dominion thus show what is happening. They are a check on sales because no sale can be made without a transfer by the Swine Breeders' Association. The record shows that only about one-half of the total are of the recognized bacon type. That means that improvement in breeding stock is taking place along the lines emphatically approved at the Ottawa hog conference only in one-half our herds!

The returns from 1921 are not yet available but in 1920 the recorded transfers numbered 6,578 in Yorkshires and other known types against 6,012 in non-bacon types. And the comparison is only as favorable as it appears if 50 per cent. of the Berkshire breed are classed as bacon type; the others fall into the lard-type or doubtful subdivision of this double-variety breed. Transfers for last year may be thus classified:—

BACON TYPES	
Yorkshires	4,759
Berkshires (one half)	1,324
Tanworths	485
NON-BACON TYPES	
Berkshires (one half)	1,325
Chester Whites	1,594
Poland-Chinas	733
Duroc-Jerseys	2,056
Hampshires	211
Large Blacks	43
	6,012

Where is this going to lead? A strictly limited number of the non-bacon type can be absorbed by domestic consumption but when this relatively small demand is satisfied the surplus will find no profitable outlet. Already the supply for this demand seems to be approaching the limit. As bacon hogs increase in numbers under the stimulus being given to their production the prospects for the other classes will recede, because the domestic market will give increasing preference to the lean, streaky bacon from that portion of the supply which may not grade out, after slaughter, as suitable for export.

American breeds which have done well in the cheap corn area of the United States have been popularized by useful propaganda, especially among Western farmers, where increased numbers are reported. These hogs cannot be raised in Canada competitively with the same breeds in the States nor can they be marketed in Canada at a profit. Canadian packers plainly repeat the grave warning that their market openings for lard-types, no matter how successful they may be in the States where demand is different, are strictly limited. The recent adoption of grading for hogs—a grade built in the last analysis upon the standard of an animal which will yield an exportable Wiltshire side—should be seriously weighed by producers in East and West alike. Packers can undertake to market all the Wiltshire bacon which farmers can furnish. But they cannot be expected to take off farmers' hands a class of bacon for which they clearly state there is no large scale outlet nor any prospect of such outlet.

thing ten or twenty years off is not only a difficult but a dangerous thing. The dreamer is likely to fix his eyes on the shining goal and pay too little attention to the steps necessary to reach it. He becomes impatient of intervening time and labor, and wants to bridge the whole gap in a leap. "This impatience frequently leads to over-expansion on borrowed money. That has caused hundreds of business collapses. I believed that every business should be financed from within. A man who is financing himself must be prudent and frugal; he must work hard and keep his eye on the ball. This self-reliance sharpens his faculties and keys him to a high pitch."

At Sea

Mrs. Smith was on her first ocean voyage.

"What's that down there?" she asked the captain.

"That's the steerage, madam," he replied.

"Really!" exclaimed the woman in surprise. "And does it take all those people to make the boat go straight?"

Buy your

Christmas**Sunnies**

Henry C. Franks, of 20 Lafayette St., Boston, Mass. The double AT was performed by Rev. of the Beth Eden Baptist presence of the im-

J. I. FOSTER

Where you will find a fine line of goods imported especially for

Christmas Cooking

Fruits, Confectionery, etc.

Underwear, Handkerchiefs and a number of appropriate gifts for men.

J. I. FOSTER

Granville St. Tel. No. 55

Christmas Specialities

AT

MRS. E. B. CHUTE'S

All kinds of

Confectionery, Oranges, Nuts, Grapes, Figs, Dates.

Xmas Tree Decorations, Candy Toys, Chocolate Santa Claus.

Fruit and Plain Cake, Loaf Cake, Doughnuts, Pies, etc.

All Kinds of Soft Drinks

HOT DINNERS FROM 12 to 1 LUNCHEONS SERVED AT ALL TIMES

MRS. E. B. CHUTE

Telephone 98 Queen St.

CASH MARKET

Prime Beef, Fresh Pork, Lamb, Chicken, Hams and Bacon, Sausages, Headcheese, Pressed Beef, Mince Meat, Corned Beef and Pork, Salt Mackerel, Boneless Cod.

Fresh Fish Every Thursday

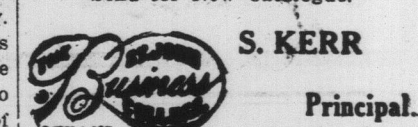
Thomas Mack**DURING RECENT YEARS**

We were obliged to turn away many prospective students for want of space for expansion.

In our present premises we have space for enlarging and we will be able to accommodate all applicants.

No better time for entering than now.

Send for New Catalogue.

**CONFEDERATION LIFE ASSOCIATION**

Life Insurance without medical examination. Only Canadian Company to guarantee Dividends.

G. H. WAREY
District Manager.

Telephone 107 Bridgetown. Interview or Rates furnished on application.

DON'T BE AFRAID TO ADVERTISE

He who whispers down a well About the goods he has to sell Will never reap the golden dollars Like him who climbs a tree and hollars.