

**MAKING YOURSELF WELL AND STRONG.**

**You Can Improve Your Physical Condition by Keeping the Blood Pure.**

People with strong constitutions escape most of the minor ills that make life miserable for others. Don't you envy the friend who does not know what a headache is, whose digestion is perfect, and who sleeps soundly at night? How far do you come from this description? Have you ever made an earnest effort to strengthen your constitution, to build up your system, to ward off discomfort and disease? Unless you have an organic disease it is generally possible to so improve your physical condition that perfect health will be yours. The first thing to be done is to build up your blood as poor blood is the source of physical weakness. To build up the blood Dr. Williams' Pink Pills is just the medicine you need. Every dose helps to make new blood which reaches every nerve and every part of the body, bringing color to the cheeks, brightness to the eyes, a steadiness to the hands, a good appetite and splendid energy. Thousands throughout the country whose condition once made them despair, owe their present good health to this medicine. If you are one of the weak and ailing give Dr. Williams' Pink Pills a fair trial and note the daily gain in new health and abounding vitality. Among those who have proved the truth of these statements is Mrs. Fred Goslin, R. R. No. 2, Ruthven, Ont., who says:—"A few years ago I underwent an operation for a fibroid tumor. I had been ailing so long that I did not gain as the doctors said I should. I was in such a rundown condition that they said it would take me a very long time to recover. But instead of gaining, I was growing weaker, and the doctor said I must go back to the hospital. I did not want to do this, and having often heard of Dr. Williams' Pink Pills as a strength builder I decided to try them. I was greatly surprised at the help I received from them. In three months I was able to go about, and our home doctor expressed his astonishment, as he had not expected me to recover believing pernicious anaemia had set in. It took me about a year to recover my full strength, but ever since then I have been doing my own housework, and have to give Dr. Williams' Pink Pills the praise for my present state of good health."

You can get these pills thru any medicine dealer or by mail post paid at 50 cents a box or six boxes for \$2.50 from The Dr. Williams' Medicine Co., Brockville, Ont.

**ANNUAL MEETING OF THE STAFF N. H. PHINNEY & CO., LTD. HELD AT BRIDGEWATER.**

The annual meeting of N. H. Phinney & Co., Limited was held at Bridgewater on May 23 24th, members of the staff coming in from their various centres throughout the Province.

For many years the staff of the progressive firm has been meeting once a year, generally at the New Year. This year the Halifax disaster made a postponement necessary, and for the first time in the history of the firm the staff met at Bridgewater.

The fact that the Company had opened a fine new store here since the New Year and the natural attractions of the beautiful town of Bridgewater offered inducements that could not be overlooked.

The first meeting called at 7.30 P. M. was held in the large show room over the firm's new store. Mr. H. W. Phinney the President and Manager reviewed the work of the past year and outlined the prospective trade conditions for the coming year.

Last year proved to be the best in the history of the firm, although business generally was greatly affected by the war and also by local conditions.

Many factors were responsible for the wonderful increases in the firm's business. This organization has not only been built up but has been maintained on the motto "Fair dealing" to the public, the people fully appreciate this policy.

He said the future supply and prices of musical instruments are very uncertain, War demands are calling on all factories for outputs of war materials. This necessarily means a great shortage in Pianos and Phonographs, and that in the near future a rise in prices must be expected. Every opportunity has been taken to buy a sufficient stock of instruments to protect the customers for the coming year at least. Beyond that it is impossible to gauge the future. Every branch showed a marked increase in Sales and collections over the preceding year. Every Salesman during the last year had the greatest record in his history. Business for the first four months of this year has been phenomenal and has broken all previous records.

Many subjects concerning the business were brought up by various members of the staff and fully discussed. The one price system which the firm adopted some years ago has been found to be the only fair system and was endorsed by every one present. Instruments are marked at the lowest cash price possible and this

same price applies to all. The prestige which the house has acquired by square dealing, the quality of goods offered to the public, and the service which follows a sale has made for a solid future.

A wonderful loyalty permeates every member of the staff, combined efforts on the part of all had made possible this service of which the firm are proud and the people appreciate. The best advertisement the firm has today are the people to whom they have sold in the past. These satisfied customers are now largely responsible for the tremendous increase in business.

A mail order department will deal largely in records is being opened. This department will give to the customers in the province outside of the centres where the firm has its stores, a service equal to that given directly by the stores, and is sure to be appreciated. Mr. Saunders was warmly congratulated on the success which has crowned his Management of the Bridgewater branch he has associated with him, Mr. W. A. Demone and Mr. G. A. Jodrey. These gentlemen have had a very fine record for sales. The new store which Mr. Saunders has just opened is said by all the members of the staff to be one of the finest music stores in Eastern Canada. It was a matter of much regret that Mr. N. H. Phinney was unable to be present. Practically the entire staff has been with the firm and associated with Mr. N. H. Phinney for many years. They all spoke very feelingly of their long association with Mr. Phinney and of the fair honest principal that permeated his business dealings. Although now he has retired from the activities of N. H. Phinney & Co., after a life time spent in building up the firm, yet the principles which he laid down and the associations which he made now form the solid foundation of this organization. Mr. Phinney, however, after throwing from his shoulders the heavy burdens of the management of the firm, found that he could not break away entirely from the music business, his heart was still there and he accordingly retained the store at Lawrencetown. This year he has had a wonderful business. Many were the hopes expressed Phinney's health would permit him to carry on the business of his choice for many years to come.

At 10.30 the meeting adjourned to Doran's Hotel where a supper was served in the way Doran's suppers are always served, after dinner stories were the order, and many and varied were the tales told. On Friday morning the staff drove to the Dublin House and enjoyed a wonderful Lunenburg County dinner of Lobsters and Salmon.

What is considered the finest meeting in the history of the firm was concluded on the afternoon of the 24th, the members of the staff leaving for their various headquarters filled with new ideas and added enthusiasm.

The following members of the staff attended the meeting:—  
H. W. Phinney, . . . . . Halifax.  
E. C. Phinney, . . . . . "  
V. S. Josey, . . . . . "  
J. A. C. Moore, . . . . . "  
J. P. Sullivan, . . . . . "  
F. E. Jefferson, . . . . . "  
O. P. Cornier, . . . . . "  
W. B. Eaton, . . . . . "  
F. Faulkner, . . . . . Musquodobott  
E. A. Phinney, . . . . . Windsor.  
F. J. Levy, . . . . . "  
W. L. Saunders, . . . . . Bridgewater.  
W. A. Demone, . . . . . "  
G. A. Podrey, . . . . . "  
Hanratty, . . . . . Halifax.  
C. Spinney, . . . . . Kentville  
F. W. Whitman, . . . . . "

**NEW ROSS.**

Many home comers are with us just now. Among whom have been Sergeant Cyril Russell wife and little daughter who was baptized on Monday morning in the old mother Church of New Ross. Sergeant Russell is on Home Defence.

Next Mrs. Walter Franklyn Ester from the state of Maine accompanied by her brother the Rev. H. M. Elliott late of Saskatchewan.

Mr. and Mrs. Allen Taylor of Amherst with their little daughter are visiting the latter's parents Mr. and Mrs. John N. Tollymore.

Mr. Edward Walker has got his family installed in their new house built since the fire left them homeless Thrift and generous neighbors are to be thanked for it.

Forest Fires have been raging all round us communication with Halifax by Telephone had to go round the board. As many telephone posts were burned by the dreadful fire Sefferville houses were all packed expecting every minute the fire King would be conqueror. The small showers did much good but the new Ross fire fighters fought it night and day.

Charing Cross division S. O. T. held an enthusiastic "Play last evening entitled "The Old Oaken Bucket" in 4 Acts. The actors did well and the costumes were superb. A large crowd greeted them and their exchequer was increased considerably.

We see boys in Khaki in our Streets home on leave and how dearly they love old New Ross.

Nursing Sister Whidden, Field Hospital, Aldershot was in town Saturday attending the funeral of Nursing Sister Jarvis, and returned to Aldershot this morning.

Minard's Liniment For Sale Everywhere.

**THAT CHANGE IN WOMAN'S LIFE**

**Mrs. Golden Tells How It May be Passed in Safety and Comfort.**

Fremont, O.—"I was passing through the critical period of life, being forty-six years of age and had all the symptoms incident to that change—heat flashes, nervousness, and was in a general run down condition, so it was hard for me to do my work. Lydia E. Pinkham's Vegetable Compound was recommended to me as the best remedy for my troubles, which it surely proved to be. I feel better and stronger in every way since taking it, and the annoying symptoms have disappeared."—Mrs. M. Golden, 925 Napoleon St., Fremont, Ohio.

Such annoying symptoms as heat flashes, nervousness, backache, headache, irritability and "the blues," may be speedily overcome and the system restored to normal conditions by this famous root and herb remedy Lydia E. Pinkham's Vegetable Compound. If any complications present themselves write the Pinkham Medicine Co., Lynn, Mass., for suggestions how to overcome them. The result of forty years experience in our service and your letter held in strict confidence.

**A NEW TELEPHONE.** Successful experiments with a telephone apparatus installed on a railroad car were carried out recently by a representative of the signal department of the Canadian Government railways and the inventor of the device, the former in the car itself and the latter in the despatcher's office in the Moncton yard. The transmission in this system of communication is made through wheel and axle without the assistance of any contribution medium. Reports of the tests declare that the communication established was in every way satisfactory, although the train was in motion. It is said there was no difficulty in hearing distinctly every word of the messages exchanged.

We see boys in Khaki in our Streets home on leave and how dearly they love old New Ross.

Nursing Sister Whidden, Field Hospital, Aldershot was in town Saturday attending the funeral of Nursing Sister Jarvis, and returned to Aldershot this morning.

Minard's Liniment For Sale Everywhere.

In the finest households in the land where baking results alone are the thing that counts, and also in the poorest families where economy is an absolute necessity,



**"REGAL" FLOUR**  
Stands First



**A Good Sign**

The "Traction" or "Special" mark is on every pavement and road in every portion of Canada. Either mark is the sure sign that all is well ahead.

**Your Garageman Stocks Dunlop Tires.**

- The following members of the staff attended the meeting:—  
H. W. Phinney, . . . . . Halifax.  
E. C. Phinney, . . . . . "  
V. S. Josey, . . . . . "  
J. A. C. Moore, . . . . . "  
J. P. Sullivan, . . . . . "  
F. E. Jefferson, . . . . . "  
O. P. Cornier, . . . . . "  
W. B. Eaton, . . . . . "  
F. Faulkner, . . . . . Musquodobott  
E. A. Phinney, . . . . . Windsor.  
F. J. Levy, . . . . . "  
W. L. Saunders, . . . . . Bridgewater.  
W. A. Demone, . . . . . "  
G. A. Podrey, . . . . . "  
Hanratty, . . . . . Halifax.  
C. Spinney, . . . . . Kentville  
F. W. Whitman, . . . . . "

The United States has voted \$18,000,000 to defray cost of talking census in 1920. Over 100,000 enumerators and clerks will be employed.

**ARE YOU A SUBSCRIBER?**

If not get in line with other progressive people and have

**THE ADVERTISER**

reach you twice every week

ONLY \$1.50 A YEAR

**IF PAID IN ADVANCE**




Such annoying symptoms as heat flashes, nervousness, backache, headache, irritability and "the blues," may be speedily overcome and the system restored to normal conditions by this famous root and herb remedy Lydia E. Pinkham's Vegetable Compound. If any complications present themselves write the Pinkham Medicine Co., Lynn, Mass., for suggestions how to overcome them. The result of forty years experience in our service and your letter held in strict confidence.

Successful experiments with a telephone apparatus installed on a railroad car were carried out recently by a representative of the signal department of the Canadian Government railways and the inventor of the device, the former in the car itself and the latter in the despatcher's office in the Moncton yard. The transmission in this system of communication is made through wheel and axle without the assistance of any contribution medium. Reports of the tests declare that the communication established was in every way satisfactory, although the train was in motion. It is said there was no difficulty in hearing distinctly every word of the messages exchanged.

We see boys in Khaki in our Streets home on leave and how dearly they love old New Ross.

Nursing Sister Whidden, Field Hospital, Aldershot was in town Saturday attending the funeral of Nursing Sister Jarvis, and returned to Aldershot this morning.

Minard's Liniment For Sale Everywhere.

The following members of the staff attended the meeting:—  
H. W. Phinney, . . . . . Halifax.  
E. C. Phinney, . . . . . "  
V. S. Josey, . . . . . "  
J. A. C. Moore, . . . . . "  
J. P. Sullivan, . . . . . "  
F. E. Jefferson, . . . . . "  
O. P. Cornier, . . . . . "  
W. B. Eaton, . . . . . "  
F. Faulkner, . . . . . Musquodobott  
E. A. Phinney, . . . . . Windsor.  
F. J. Levy, . . . . . "  
W. L. Saunders, . . . . . Bridgewater.  
W. A. Demone, . . . . . "  
G. A. Podrey, . . . . . "  
Hanratty, . . . . . Halifax.  
C. Spinney, . . . . . Kentville  
F. W. Whitman, . . . . . "

The United States has voted \$18,000,000 to defray cost of talking census in 1920. Over 100,000 enumerators and clerks will be employed.

The arbitrated \$10,000,000 the Government pay for 600,000 common stock Northern railway operate it as

Tom Long a letter from