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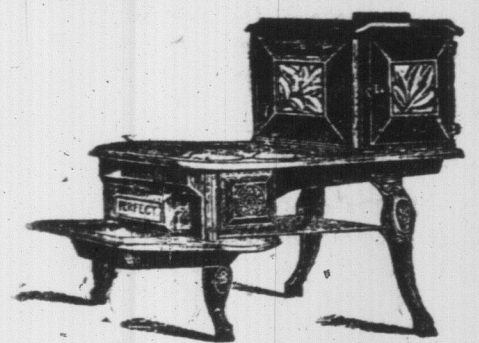
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Letter from Mr. A. E. Adams of the United Fruit Companies

The following letter from the Secretary of the United Fruit Companies, Mr. A. E. Adams, in reply to one written by H. Bligh & Son, of Halifax, has been handed to us for publication. This correspondence was first published in the Maritime Apple, from which we copy it.

Messrs H. Bligh & Sons' letter may be found in the Monitor of Feb. 26th.

Berwick, N.S., Feb. 17th, 1913.

Dear Sir:—I have read with interest a letter that appeared in your issue of Feb. 8th, over the signature of Messrs H. Bligh & Son.

The letter in question is either an exhibition of ignorance or an attempt to mislead the fruit growers of the Valley.

In the first place they would endeavor to make us believe that speculators are kind hearted individuals whose purpose in life is to pay the farmers far more for their apples than the fruit is worth, or is at all likely to be worth, and that this is done presumably out of pure regard for the farmers and with disastrous results to themselves. Were this the case, Messrs H. Bligh & Son, should be exceedingly thankful that there is now a Central Association ready and willing to relieve them of this self-imposed responsibility and save them from the bankruptcy, which they argue is sure to follow speculation in apples.

No one, however, is misled by such nonsense. Messrs H. Bligh & Son are in business to make money, and very rightly so.

Let me hasten to assure you Mr. Editor, that I have no quarrel with speculators, they are men carrying on a perfectly legitimate business, in which they sometime make losses, but generally their intimate knowledge of market conditions, nets for them a very handsome profit to which they undoubtedly have a perfect right.

Under up-to-date conditions however, speculators, are no longer necessary, for through co-operation farmers are able to market their own fruit without the intervention of such middlemen.

Allow me to give you an illustration of how co-operation under a properly organized Central Association means money to growers and by the same illustration let me demonstrate how speculators mean a loss to the farmers.

The United Fruit Companies, representing twenty-seven of the co-operative Companies of the Valley, looked to the Canadian North West to provide the best market for the Gravenstein. The executive Committee realized at the start that it would be an expensive matter to pack honest No. 1 and 2's and accordingly fixed the selling price at \$2.25 per barrel F. O. B. cars at Valley points. Their representative sold on that basis 16,000 barrels in an arduous journey and was continuing his journey still further West, experiencing not the slightest difficulty in selling at that price.

The Nova Scotia speculators, however, could not let such a good opportunity go by to spoil a market and having still a goodly number of farmers to prey upon, they went to these men buying No. 1 and 2 Gravensteins at \$1.25 per barrel and through their brokers in the West quoted these at \$1.50. This ridiculous quotation caused a panic on the Western market and orders were cancelled wholesale, and it effectually spoiled the market. Many buyers however, reentered when they learned the nature of this confession.

Had the United Fruit Companies had even eighty per cent. of the farmers behind them, they could have easily secured \$2.25 per barrel for the entire output of Gravensteins. I appeal to the farmers outside the Companies who are selling to these speculators, to count the cost. Take even the 16,000 barrels that our representative had sold, for a basis of calculation and you will see that the Central Association made for the farmers on that Winnipeg business

alone, \$16,000 more than speculators were paying. That is just one illustration that the speculator is an expensive man and the fruit growers cannot afford to keep him.

Messrs H. Bligh & Son ask if the Central Association returned as good a price to the Companies for the 300,000 barrels shipped on consignment last year as was obtained by the Companies who sold to speculators. Now Messrs Bligh & Son are fully aware that the United Fruit Companies as an organized body, only came into existence in July last and that prior to that date there was, in the true sense of the word, no organized Central Association. Previously the Central Association was merely a mythical concern and had absolutely no control whatever, over a single barrel of apples. The Central office was merely an experimental office established under a manager to watch the interests of various Co-operative Companies, who cared to affiliate. When opportunity arose, the manager would consult the different companies and effect sales of apples, if prices mentioned were sufficiently attractive and the companies would agree to put the apples in.

As far as consignments were concerned, each Company shipped to whoever it cared and whenever it liked. It made what sales it thought fit and generally speaking, worked entirely independent of the Central, who simply looked after shipments, secured what space was required, attended to bills of lading, insurance and so forth. The Central had no authority to say that certain varieties were to go to certain markets, other varieties were to be held back, others to be shipped out on certain dates. Neither had the Central anything to do with a single account sales covering any of the apples shipped on consignment, by way of the Companies. In short prior to July last the Central had absolutely no control and therefore made no returns to affiliated Companies for apples shipped on consignment.

Messrs Bligh & Son are well aware of this fact and their reference to consigned apples is made apparently to mislead. Their references to the Berwick Fruit Company is made with precisely the same intention. They know as well as I do, that this is the first season that the Company in question had done its business through the Central.

As far as the business of this initial year is concerned, the season is now sufficiently far advanced to enable me to say with absolute confidence that every Company working with the Central Association will at the end of the season, be able to point with pride to the prices obtained for their fruit and the valuable work which has been accomplished by the United Fruit Companies.

Messrs H. Bligh & Son seem to think, for some reason or other, that the co-operative Companies will get little or nothing for their apples. I heard something similar from the same source, with reference to Gravensteins. But I venture to say that when the statement of average price obtained for that variety was published, the rumor died a natural death. All Companies have had the statement of the average prices obtained for Kings, Rib-

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stones, and Blenheims, so the rumor as far as it concerns these varieties, has also been killed.

Undoubtedly, Messrs Bligh & Son will endeavor to make the same rumor fit the winter fruit, but I can assure them that it will meet exactly the same fate.

Messrs Bligh & Son must indeed be very ignorant of what is going on in Europe, if they think that the United Fruit Companies are getting nothing for their apples, if it is not ignorance, then they must be trying to fool the farmers, which is a very short-sighted policy.

Now Sir, just a few words about this German trade. I deny most emphatically that apples sold by the Central last year to Hamburg, were bought by Messrs H. Bligh & Son through their influence or that they entered in any way whatever into the negotiations for the purchase of any apples which were sold to that market by the Central. The German buyers came up to Berwick to buy apples a few days after they landed. Their total purchases were large and were almost equally divided between Messrs. Chase & Co., H. Bligh & Son and the Central Association. Their buyers stayed over here some time and bought apples for each sailing, entirely on merits, from the Central direct, paying cash for each shipment as delivered and Messrs Bligh & Son, never in any way entered into the negotiations.

Towards the end of the season these buyers had to go to the West Indies and Western States and as there was still a large contract unexpired and they required some one to check their shipments in Halifax, they made arrangements with Messrs Bligh & Son to do that work. Messrs Bligh & Son, however, had no power to alter any contract, to take any apples other than were actually booked to go forward, nor in fact to do anything beyond take delivery of the goods already bought. As a demonstration of this I would like to relate how after the Germans had left Nova Scotia, the Central Association made a large contract with this firm direct with their German office. Messrs Bligh & Son had been particularly anxious to buy Ben Davis from the Central, offering \$1.30 per barrel and subsequently \$1.35. Although the Central Association was then only an experimental body it was endeavoring to carry out the idea of organized Co-operation and therefore was not disposed to do more business than was necessary with speculators, they therefore did not accept Messrs Bligh & Son's overtures, but instead went direct to the head office of the German firm who had been buying apples from them throughout the season and as a result of an exchange of cablegrams, sold the entire balance of their Ben Davis and Nonpareils at \$2.40 per barrel, F. O. B. Halifax. The quantity thus sold was 16,000 barrels.

Now, Mr. Editor, this gives you an excellent idea of what an experimental Central Association can do for the farmers. The speculators' price to the farmer was \$1.90, the Central by ignoring the speculators and all other middlemen, and going direct to the wholesale buyers, were able to secure for the farmers \$2.40 Halifax, which is equivalent to \$2.24 F. O. B. cars, or in other words, 34c per barrel more than the speculators were disposed to pay, saving for the farmers on that one transaction alone, \$5,440.00

Once again I appeal to the farmers outside the Co-operative Companies, can they afford to keep these expensive speculators in the field?

There is another point upon which Messrs Bligh & Son have endeavored to mislead the farmers. They insinuate that members of the Co-operative Companies do not know what their Gravensteins, Kings, Blenheims and other early apples are fetching, and in addition to this, that these men can get no money for their apples. I would inform you, Sir, that all members of Co-operative Companies, working in the Central Association are fully aware of just how much these varieties are netting them and in addition to this, the Central Association has, up to the present, distributed to the twenty-seven Companies no less a sum than \$400,000.00, or an average of \$15,000 a Company. No Company has ever made a reasonable application to the Central office for funds without being satisfied, so that I am at an entire loss to understand upon what ground Messrs H. Bligh & Son can make this insinuation and I am inclined to the opinion that this is simply done in an endeavor to discredit co-operation in the eyes of the growers.

This matter of money is a delicate subject for speculators to refer to. It is within the recollection of all that many times speculators have failed to come up with the money for fruit, which they have taken from growers and it is safe to say

that there are hundreds of thousands of dollars still owing the growers in the Valley by speculators, and that there is a very slim chance indeed, of this debt ever being discharged. So you will see, Mr. Editor, that the philanthropy of the speculator takes a very peculiar turn sometime.

I should like to trespass on your space still further to state that there is one matter upon which Messrs Bligh & Son, and all other critics, keep a discreet silence and that is the tremendous buying power of the Central Association. The amount of money saved by Co-operative purchasing of supplies such as fertilizer, seeds, power spray outfits, accessories, lime sulphur, arsenate of lime, packing material and so forth, is simply stupendous and for that reason alone I would say that no farmer can afford to be outside the Co-operative Companies, incorporated with the Central Association.

In conclusion let me state that the United Fruit Companies have succeeded in all their undertakings in a manner altogether beyond my most hopeful anticipations. All companies are perfectly satisfied and a tremendous amount of really good work has been accomplished, for you must remember that it is not only obtaining good prices for fruit and buying supplies at low figures, that justifies the existence of the Central Association, for much work is done towards the bettering of conditions and obtaining redress where wrongs exist, all of which work is to the benefit of every fruit grower, whether in a company or not.

So satisfied are the fruit growers of the Valley that we are accomplishing a really good work, that fresh Companies are being organized in every direction, as a result of which the United Fruit Companies, are becoming a still more powerful factor than ever, for the good of the fruit growers of the Annapolis Valley.

Yours faithfully,
A. E. ADAMS.

MENTAL CONTAGION AND THE GIRL

(By Katherine Leslie.)

I was turning over the leaves of a beautiful edition of the Midsummer Night's Dream, illustrated, when 'Fathryn' came into the room. 'Have you seen this?' I asked her, holding up the book. 'Sure!' said Kathryn, 'Say, isn't it great?' That was her answer. Those were the words she used. I sat down. I looked at the girl. I hoped she would blush. If she blushed there was hope for her. I did not speak. I only looked, and my distressed amazement to hear such expressions from her lips enlightened her. She did blush. She blushed deeply, painfully. I was sorry for her. Yet I was glad. She would not speak in that vulgar fashion again. But is it any wonder that I was distressed? Was it not a pity to hear a girl brought up as Kathryn had been speak in that fashion? Kathryn is seventeen. She is tall, fair, pretty, and refined looking. Her speaking voice is soft and low. To all outward appearances she is a young gentlewoman. In the little externals from which one judges, she appears to be one. Her hair is becomingly, girlishly done. She is immaculately dainty; her hands and nails are perfectly kept; her frock is simple and in good taste, her shoes and stockings no less. She looks intelligent and refined. Yet when I call her attention to a beautiful thing her comment is 'Sure, Say, isn't it great?' What is one to get from Kathryn has been to good schools; she is now half way through a well-known collegiate institute. She has done well in Latin and in French. She has studied English, much, and loves the poets. Yet—she goes to the street gamins, to the unlettered, the uncultured for her speech! I give you her words: 'Sure! Say, isn't it great?' Girls of no education talk thus because they know no better. Kathryn has read the Story of Joseph, of David, and studied Keats and Tennyson, and read the Midsummer Knight's Dream. Yet she can find no fitter words in which to clothe her approval of a beautiful thing than 'Sure! Say, isn't it great?' Is this all she gets from her education? How account for her attraction to illiterate and vulgar speech? But I cannot think it is permanent. It is but a passing contagion. She blushed—she was ashamed, for the first time perhaps she realized the vulgarity of those objectionable phrases. They will probably never pass her lips again.

The King has approved of the appointment of Rev. Prebendary Stores, Vicar of St. Peter's, Eaton Square, London, G. B., to the deanery of Rochester. The new Dean is a Canadian born and educated, being the son of the Rev. John Stores, of Cornwallis, Nova Scotia.

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POSITIVELY THE LARGEST SALE IN CANADA

Canteen Banned from Camp by Hon. Sam Hughes

Ottawa, March 1.—At yesterday afternoon's proceedings of the Militia Conference here, the Hon. Mr. Hughes said that so long as he was Minister of Militia, there will never be allowed in the militia camps any wet messes, "mild" or "light" beer canteens.

"You will kindly not waste any time discussing this question further," he added. "It is settled."

This should leave no doubt in the minds of any of the officers who have been endeavoring to get the order rescinded which did away with canteens, that there is no chance of any more beer or liquors being allowed to be sold in the training camps. This assertion came unexpectedly just at the time when several speakers were endeavoring to introduce this question into the discussion. Needless to say, it called a halt to the discussion as far as "mild" beer or any other kind of liquor was concerned.

Captain Lavergne, of Montmagny, Que., introduced the discussion. He said he was glad to see the women at the conference, but it was the men they had to look after in the militia. He believed that they should be treated as men. Soldiers in camp should be given the same liberties in camp as they had at home. It was the custom in his province, and he believed in the other provinces as well, for a man to be able to get a drink if he wanted it. If the men could not get beer in camp they would go to the nearest saloon, and perhaps get vile whiskey there, and return to camp in an unmanageable condition. His regiment had made a long march at camp, and during the march the men were halted and it did them good.

Colonel Mitchell, of Winnipeg, had taken the contrary view. He said that militia camps had begun to become unpopular from the day canteens were allowed in them. Mothers refused to allow their sons to go to camp when they knew that they would be submitted to such temptations. Last year, with no liquor in camp, conditions were excellent. In a camp of 4,000 men he had not seen one man drunk.

"The only way that you can get back the canteens in camp will be by changing the Minister of Militia," said Colonel Hughes. "I have had more experience in handling men than most of you. I know that the greatest blight that a camp can have is a canteen."

"I was on the march that Captain Lavergne spoke about, and I did not drink any of his beer. He cannot convince me but that his men, and a fine lot they were, would not have done just as well on the beautiful spring water along the roadside."

"We allowed the permanent force, in one camp to have its canteen because it had canteens at its barracks, and these men wanted to be able to drink 'be-ah' like gentlemen. On one night there were fourteen of these gentlemen drunk. I have all the facts about that case, and am watching these men, there will be no more 'be-ah' for them."

"I saw a regiment of British regulars at work in England last summer, and they can out-march, out-drill, or out-maneuvre any other troops on God's green earth, not excepting the Canadians. Yet ninety per cent. of these soldiers did not drink. They found that they could not do the hard work if they drank."

Mrs. A. E. Gooderham, Toronto, president of the Daughters of the Empire, said that she would not allow a nine-year-old son of hers to go to any camp if she knew that liquor was sold there.

Children are much more likely to contract the contagious diseases when they have colds. Whooping cough, diphtheria, scarlet fever and consumption are diseases that are often contracted when the child has a cold. That is why all medical authorities say beware of colds. For the quick cure of colds you will find nothing better than Chamberlain's Cough Remedy. It can always be depended upon and is pleasant and safe to take. For sale by all dealers.

Moral Meddling

(Written by Prof. C. A. S. Dwight, of Mt. Allison University.)

"What kind of a career have you mapped out for your boy?" a farmer was once asked. "I'm going to make a lawyer of him," was the astute reply. "He's got an unconquerable fancy for 'tending to other folks' business, and he might as well get paid for it!" Such an "unconquerable fancy" for mixing in the affairs of other people has, we must confess, been the cause of much of the worst misunderstanding and friction in the world. But, on the other hand, entering into the affairs of other people, when done wisely and opportunely, has been the root of all the best reforms of the centuries. A truly noble man can never approve the laissez faire policy, or ask, with Lord Melbourne, "why things cannot be left alone." So long as anything is wrong in the world, the lover of humanity cannot let it alone, and the great reforms of the ages, from Paul to Luther and from Luther to William Lloyd Garrison and Neal Dow, have been inaugurated if not carried to completion, by moral meddlers.

There was John Howard—he had an "unconquerable fancy" for mixing in the affairs of the prison officials in England. He was considered an intruder, he was often criticized, and sometimes cursed, but because of what he did for the prisoners his name today is written high in the Hall of Fame.

There was the Earl of Shaftesbury—he had an "unconquerable fancy" for mixing in the life of the East Side of London, for bringing up bills in parliament for the curtailment of the hours of child-labor and for improving social conditions in England. He was ridiculed by his fellow-peers for his fanaticism, but when at last he passed away the poor of London by the tens of thousands almost mobbed his Bier—for they had lost not an "earl," but a father and a brother.

There was that less known man Pimmsoll, a member of the British House of Commons. He had an "unconquerable fancy" for mixing in the affairs of the great shipping world of England. He brought up bill after bill to improve the condition of the men who ship before the mast—to prevent their being fed on worm-eaten pilot bread and rancid pork, and tough, unpalatable "lob-couse," and to protect their lives from loss in unseaworthy vessels. Oh how the unscrupulous elements among the shipowners hated this meddling Pimmsoll, the sailors' friend—but what a work he did! And when the next time from the shore you watch a wifey "tramp" steamer creep by, bethink you that out yonder, there amidstships, is the "Pimmsoll mark," required by English law to be put on every ship, denoting the load-line, which limits the zone of safety.

And, again, there was General Gordon—he might have been content with the routine duties and the gay social life of a conventional British officer in a crack corps, but, instead, he displayed an "unconquerable fancy" for bearing the burdens and improving the conditions of the natives of the Sudan. He fell, at last, a martyr to his insistent ideals, and there today in Khartoum they have erected a cathedral, on the walls of which is this inscription: "God be praised for Gordon, whose labor was not in vain for the Lord."

Taught by these and other shining examples of Altruistic endeavor we see that things cannot be left alone, and that when great wrongs cry to heaven for correction, and the multitude cares little as to who suffers or what moral values are lost, it is time that all good people acquire an "unconquerable fancy" for "mixing in." If the saloon is to be banished, if politics is to be purified, if civic reform is to be pressed, if social excesses are to be curbed, if industrial oppression is to cease, if the Sabbath is to be protected from the encroachments of a greedy commercialism, and if, adopting the phrase of Robert Louis Stevenson, "the tradition of mankind is to be bettered," we, and such as we, have got to mix in.

Minard's Liniment Cures Garget in Cows.