

PROFESSIONAL CARDS

OWEN & OWEN
Barristers and Solicitors
ANNAPOLIS ROYAL, N. S.

O. S. MILLER
Barrister and Solicitor
Shelburne Building
BRIDGETOWN, N. S.

HERMAN C. MOISE, B.A., LL.B.
Barrister, Solicitor and Notary Public
Money to Loan on First-class
Real Estate

INSURANCE AGENT
BRIDGETOWN, N. S.
Office in Royal Bank Building

JOHN IRVINE, K. C.
Barrister, Solicitor, Notary Public,
Etc.
Office in Piggott's Building, Queen
Street.

DR. C. B. SIMS
Veterinary Surgeon and Dentist
Graduate of
Nova Scotia Agricultural College
Ontario Veterinary College
University of Toronto

W. E. REID
Funeral Director and Embalmer
Latest styles in Caskets, etc. All
orders will receive prompt attention.

DR. F. S. ANDERSON
Dental Surgeon
Graduate of University of Maryland
Office: Queen St., BRIDGETOWN

J. H. HICKS & SONS
Undertaking
We do undertaking in all its branches
Hearse sent to any part of the county

G. E. BANKS
Plumbing
Furnace and Stove Repairs
BRIDGETOWN, N. S.

LESLIE E. FAIRN
Architect
AYLESFORD, N. S.

FOR LIFE INSURANCE
—SEE—
THE CONFEDERATION LIFE
ASSOCIATION

V. A. LLOYD, Local Agent
BRIDGETOWN, N. S.

HAIR WORK DONE
Combs or cut hair made into
Puffs, Transformations and Switches.

MISS GEORGINA BANCROFT.
Annapolis Royal, R.F.D. No. 1.

ASBESTONE
40 YEAR ROOFING
Nags or Tar in this roofing.

When requiring
Apple Barrels, Apple
arrel Stock, Box
Shooks, etc.

Apply to
Bridgewater Coopers Co.
LIMITED
Bridgewater, N.S.

HER CASE SEEMED
HOPELESS

But "Fruit-a-lives" Brought
Health and Strength

29 St. Rose St., MONTREAL.
"I am writing you to tell you that
I owe my life to 'Fruit-a-lives'. This
medicine relieved me when I had
given up hope of ever being well.

Xmas
Gifts
For All
Will Be Found
At Our Store

Assortment larger and bet-
ter than ever.

Write, phone or call. We
are at your service.

BENTLEY'S Limited
MIDDLETON
The Cash Store

Tenders for Collection of
Rates
Tenders will be received by the
undersigned till Dec 31st for the
collection of the County Rates for
the ensuing year.

LAWRENCETOWN SOUTH
Miss Clara Longley is a guest of
Mrs. Robert Longley.

Mr. and Mrs. V. Durkin recently
spent the week end in Middleton.

Mr. and Mrs. John Henshaw, of
Deep Brook, spent last week with
friends in this place.

Mrs. Snow Muir accompanied
Aileen to Halifax where she underwent
an operation for appendicitis.

Miss Minnie Daniels recently
spent the week end with her friend
Mrs. C. Cummings, of Middleton.

We are glad to report Master
Aileen Muir much better. We hope
that he will soon be able to return
home.

Mr. A. M. O. God left on Tuesday
16th, for St. John where he is to
meet the future Mrs. God from
Denmark. We are glad to welcome
her to our country and neighbor-
hood.

A SURE WAY
Cobwigger—"Well, they have
solved the problem of how to be
happy, though married".

Get Well—
Don't prolong sufferings from
Coughs, Colds, Sore Throat,
Grippe, Cramps, Chills, Strains,
Strains, Bronchitis, Tonsillitis, etc.

RETAIL MEN'S CONFERENCE

Helpful Address by Successful Small
Town Merchant

Retail store men in conference
recently heard one of their number
who had built up a big business in a
small western town tell in a most
convincing way of the secrets of
his success.

His name was Mann—just a plain,
common sense, hard headed business
man and merchant. He told how
he started in a grocery business as
a boy with \$1,600 capital, and the
first week he opened up he had a
fair sized advertisement in a local
paper; "and I believe there has
never been an issue of the paper
from that time to this that our firm's
name has not been advertised in," he
said.

Now the store he heads does
a business of half a million dollars
a year at a retail and he
advises more than ever, and says
that with advertising he believes they
can make the business run a million.
Some of the advice gave the assembled
business men was: "First have
something in the newspaper all the
time. You say it is too much
trouble to write the advertisement's
yes, but if you spend a little's time
even till midnight, to prepare some
good advertising you will find it the
biggest money maker you ever had.
Have your salesmen talk advertising,
study it, back it up. Have your
jobbers help you prepare advertise-
ments. Take some jobbers' finely
written and displayed advertising
and apply it to your own business.
Get them to print extra copies of
their circulars and folders with your
name on and send them out." And
then he went on to impress those
business men with the danger of
not advertising, saying that the big
mail order houses have lists of
names by the millions; they know
exactly in what communities they
have the competition, and they go
after the business in those places
where the business men do not
advertise. And mark this further
statement: "Eighty four per cent.
of the business failures are of non
advertisers. I beg of you to spend
at least two per cent of your gross
sales in advertising, and back up this
advertising properly and you will
see wonderful results".

Is there not a business person in
this man's observations, since he is
not connected in any way with
newspapering, but has grown rich as
he has grown good in the mercantile
business, and is counted one of
the greatest business successes in
the Northland.

HISTORICAL SITES IN NOVA
SCOTIA
More Spots Consecrated by Blood and
Heroic Effort Than Any Other
Part of Canada

The Dominion Government has
created a board to look after the
historic sites and monuments in
Canada. Nova Scotia contains more
spots consecrated by blood and heroic
effort than any part of Canada—
and probably any similar portion
of America. The tide of battle swept
around the coasts of this province
a hundred years before Ontario was
heard of except by Jesuit Fathers,
whose matchless courage and self
sacrifice as bearers of the Cross
first led them to penetrate these
western wilds. This is a
late day to commemorate by per-
manent monuments so much that
is worthy and that indicates high
ideals of national duty, but that
the work has been determined upon
will be received with gratification.

Louisbourg, Fitzroy (Windsor)
Fort Cumberland and Annapolis
Royal will be to some extent restored
and will be under perpetual
care. The remains of La Tour's
old fort, DeRazilly's grave at Fort
Point, Canso with its long history,
the wonderful exploit planned by
DeRamesay against Nolle's command
at Grand Pre, the episode at Bloody
Creek near Bridgetown are only a
few of many places in this province
that will no doubt come under the
purview of the board.

The Quebec battlefields commission
has spent some three millions of
dollars in making a national park
of the place where Wolf and Montcalm
fought out the decay of his contin-
ent and work is now nearing an
end. It is not too soon that
other parts of Canada were
receiving attention.

The board is honorary and advisory.
Its members are General Craikbank
Dr. Benjamin Sulte, historian and
ex president of the Royal Society
Dr. Coyne, of St. Thomas historian
and member of Senate of Toronto
University; W. C. Milner, Dominion
archivist of the Eastern section of
Canada. The Dominion is represented
on the board by J. B. Harkness,
of the Park's Commission, and Mr.
Williamson of the same board who
acts as secretary.

C. P. R. EMPLOYMENT FIGURES
Revised figures up to October 31st,
regarding C. P. R. employees who
enlisted, and army men who have
been given employment on their
return from overseas have just been
issued.

The figures revised to the end of
October are as follows:
Total reported as joining the
army 10,774
Dead 1,031
Wounded 2,025
Re-employed in the service .. 6,060
Other soldiers given employ-
ment 6,973
Total soldiers given employ-
ment to date 13,033

WHAT WILL WIFEY SAY?
"We have come," said the chairman
on the committee, "to ask you to
take this nomination. The city
needs a man like you—strong, brave,
self made, self reliant, owing no
master, fearing no man."

OUR FUNNY LANGUAGE
A sleeper is one who sleeps. A
sleeper is that in which a sleeper
sleeps. A sleeper is that on which
the sleeper runs while the sleeper
sleeps. Therefore, while the
sleeper sleeps in the sleeper
the sleeper carries the sleeper over
the sleeper under the sleeper
which carries the sleeper, jumps the
sleeper and wakes the sleeper in the
sleeper and there is no longer any sleep
for the sleeper sleeping in the sleeper on
the sleeper.

Boston Globe: Following a
gradual decline in ocean shipments
and a fairly well supplied tonnage
market, ocean freights are displaying
weakness in many of the trades.
While the coal situation is mainly
responsible for whatever weakness
exists in the ocean rate market,
the foreign exchange situation has
materially curtailed the volume of
export business in all American
commodities.

ST. JOHN MAN HAS
GAINED 28 POUNDS

H. F. Rollings Is Surprised By Rapid
Improvement—Troubles End

"The best proof I can give that
Tanlac is the right thing for me is the
way it is building me up," said
H. F. Rollings, of 62 Flower Hill,
St. John's, Newfoundland, recently
Mr. Rollings has been employed as
carpenter by Reeds Newfoundland
Railway Company for ten years.

"At the time I began taking Tanlac,"
he continued, "I only weighed one
hundred and twenty two pounds
but now I weigh one hundred and
fifty pounds; have actually gained
twenty eight pounds and am picking
up, both in weight and
strength."

"I had been in the worst kind of
a fix for some time and could get
nothing to do me much good. If any
of my appetite went back on me and my
stomach was in such a bad fix that
I could not eat, meat or any of
the more substantial foods
at all. I had severe headaches and
was run down and weak that I
couldn't do justice to my work. I
would get so weak, faint and dizzy
that I was actually afraid to mount
scaffolds. I was very nervous, and
nearly all my strength just seemed
to be gone. One day while crossing
the railroad track I felt one of those
dizzy spots coming on me. I
managed to call for help, but I
fainted dead away, and the next
thing I knew I was home. I could
never get a good night's sleep and
that tired, worn out feeling was
with me all the time."

"My improvement since I began
using Tanlac has certainly surprised
me. My appetite returned after
the first few doses and by the
time my first bottle was gone I could
eat and digest anything. Then I
commenced to pick up my lost
weight and strength and get rid of
that tired worn out feeling. The
headaches, dizziness and nervousness
have all left me and I sleep so
soundly that I have to be woken up
morning. My appetite is so big
that I can hardly get enough
to eat and I never have
the least trouble with my stomach
any more, and when it comes to
work I can keep up my end with the
best of them. I am convinced that
Tanlac will help anyone who tried
it and I am glad to make this
statement for what it may be worth
to others."

Tanlac is sold in Bridgetown by S.
N. Wear, in Middleton, by Clifford A.
Mumford, in Bear River by L. V.
Harris.

CHRISTMAS TREES
Bringing the first shipment of
Christmas trees received this year
from the provinces the steamer North
Land, Capt. Call, arrived at Central
Wharf last week from Yarmouth, N.
S. She had 216 bunches of trees, the
first consignment of large quantity
now ready for shipment from Nova
Scotia. On every trip from now
until Christmas the North Land's
cargoes will be made up largely of
these trees. The steamer brought
138 passengers.

WEEKLY AIRSHIP SERVICE PLAN-
NED
LONDON, Dec 17—A weekly air-
ship service to America is contem-
plated by a combination of aviation firms,
which are credited with the
intention of acquiring the R 34 and
her sister-ship, the R 39. There
are being altered to meet passenger
and cargo requirements.

The schooner Jean F. Anderson
arrived at Norfolk on Tuesday from
Turk's Island to load for
Kingston (Jamaica).

FATS FOR ENERGY
It's all too true that
many children have a
dislike for animal fats,
yet the same children will
readily take and relish
SCOTT'S
EMULSION
This choice is instinctive and
is linked up with the fact
that Scott's is assimilated
when other forms of fat are a
disturbing element. Give
your boy and girl
plenty of energizing
and warmth-imparting
Scott's Emulsion.
It will build them up!

THE
Yarmouth Beauty Cigar
Is Used by All Refined Smokers
There's a Reason, Quality Counts

Useful Christmas Gifts

Nothing more useful than
Footwear.

You would like others to
give you a pair of fancy
SHOES for Christmas

"Practice the
Golden Rule"
Footwear is doubly ap-
preciated for the pleasure it
gives, and its usefulness
as well.

Our Christmas stock has arrived, come and solve
the question—
"WHAT SHALL I GIVE SO AND SO?"

LLOYD'S SHOE STORE
Shoe Distributing Centre

For Christmas
We have now a full line of

Nuts, Grapes, Oranges, Lemons,
Table and Cooking Raisins,
Candy including Ribbon Mixture,
Cream Mixture, Chocolates and
other varieties.

ALSO
Home Cooking always on hand. Try our home-made Cakes,
Pies, Bread, etc. Make this the place to do your
Christmas Shopping

Here you can also get Sandwiches, Hot Chocolate, Hot Lun-
ches or a good Hot Dinner. Give us a call.

MRS. E. B. CHUTE
Queen Street, Next Door South to Warren's Drug Store

Boston & Yarmouth Steamship Co., Ltd
WINTER SCHEDULE
Change in Schedule Effective January 2nd 1920

From Yarmouth Leave Tuesdays at 6 00 p. m.
From Boston: Leave Fridays at 1 00 p. m.

For staterooms and other information apply to
J. E. KINNEY, Supt.
Yarmouth, N. S.

THE
Yarmouth Beauty Cigar
Is Used by All Refined Smokers
There's a Reason, Quality Counts