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WAR SAVINGS CERTIFICATES



Thrift that brings Comfort instead of Sacrifice

THRIFT, the paramount national duty, applies to time as well as to money—to small personal outlay as well as to larger family expenditure. Applied to the daily shave, thrift means the use of a

GILLETTE SAFETY RAZOR

The Razor of National Service.

The Gillette reduces shaving time to five minutes or less—an actual saving of a week of working days a year! To the man who depends on the barber, it saves still more time, and from \$25 to \$50 or even more annually. This means the cost of one or several War Savings Certificates.

Moreover, there is not a man living with a beard to shave who cannot shave better with a Gillette if he will use it correctly—with the blade screwed down tight and a light Angle Stroke.

For the thousands of young men just reaching shaving age the Gillette Safety Razor is a source of good habits—not only thrift, but punctuality, personal neatness, and efficiency in little things. For yourself or your son, at home or Overseas, it is a splendid investment.

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Gillette Safety Razor Co. of Canada, Limited, Office and Factory: The Gillette Bldg., Montreal.

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WOLFVILLE—Opposite D. A. R. Station

where autoists are continually streaming in and out day and night for Service and they get it.

This is the Garage where Charges are Moderate, Service given promptly, and work Guaranteed.

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Accessories, Tires and Ford Parts always in Stock.

VULCANIZING a Specialty

If you require
The most Perfect Style, Fit and Workmanship
TRY

H. E. BORN
The Ladies Tailor

Cornwallis St. Kentville, N. S.

H. BAIRD ACCIDENTALLY KILLED

Mrs. W. S. Blair received a telegram Wednesday stating that her brother, Harry Baird, had died as a result of injuries received from being thrown from a horse at a ranch some distance from Medicine Hat, which he had charge of. Harry Baird was a son of Mr. and Mrs. Samuel Baird, now of Parraboro. Since leaving the White Star Steamship Line he has been associated with his brother Samuel in the ranching business until this spring he took charge of a ranch for parties. Besides his father and mother he leaves three brothers, Samuel G. of Medicine Hat; Rev. Hazen, a Methodist minister in the United States, and Wylie, superintendent of the Dominion Experimental Farm, Pappan, and two sisters, Mrs. Blair, wife of Prof. Saxby Blair, superintendent of the Government Farm at Kentville, and Mrs. Spicer, wife of Ex. Mayor Spicer, Parraboro.

APPRENTICE WANTED—To learn Machinists Trade. Apply at once at Lloyd Manufacturing Co., Ltd., Kentville, N. S.

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Consignments Solicited

Farmer's LOOK HERE!

It is a positive fact that there will be a great advance in haying machinery before July 1st. We sell the famous Frost and Wood Mower with 3½, 4, 4½, 5 and 6 feet cutting bar, also the Tiger Self Dumping Rakes, 8, 9, and 10 feet wide, which any boy who can drive a horse can operate. Hay Tedders and Loaders. We have a limited number of Cultivators and weeders. So place your orders early and Save Money. Extra repair parts always on hand.

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Sheffield Mills

President John Donaldson Reviews Work of Year

CENTRAL FRUIT CO'S ANNUAL MEETING
PRESIDENT'S ADDRESS

In bidding you a hearty welcome to this our fifth annual meeting of the United Fruit Companies of Nova Scotia, Limited, I want to call your attention to the present status of agriculture in the world.

The great world war is still in progress and is resolving itself into a world contest of Democracy as against autocracy which has always lent itself so readily to the military spirit. Since last June the United States of America has been drawn into this military whirlpool while several more nations are likely to follow in the near future. The end of this contest though not yet in sight, appears to us to have but one ending. No matter how great the cost no matter how terrible the loss, no matter how high the sacrifice Democracy must win and the freedom and liberty of all peoples must be secured ere the sword is returned to its scabbard or the deadly bullets cease to fly.

But while this colossal struggle is going on what is the world condition in regard to agriculture? Thousand and thousands of farm workers have been withdrawn from production, crop shortage resulting from weather and other conditions, the great losses of food products from submarine attacks, all these combined have now resulted in approaching a food shortage throughout the world, and our present season with its unprecedented seed time is but tending to add to the already serious situation.

We therefore see agriculture or the production of food products now raised to a status perhaps never before held since the primeval days of the Garden of Eden. It is preeminently now the occupation and almost overshadowed the soldier and munition worker even in military accomplishment. Already the unprecedented prices of potatoes, beans and all meat products have shown us the tendency of the times. Not only happy financially will the farmer be who has full crops to dispose of next fall but he will also be doing most to serve his own country and the wants of all mankind.

Even in fruit growing I maintain much good will result from present conditions. Before the war fruit growing promised so much remuneration that the raising of crops and the keeping of live stock was rather looked down upon and the fruit grower, and the farmer were too often distinct and separate individuals. Instead of using all farm activities to supplement fruit growing which I believe to be the true policy of the Annapolis Valley. It may be not only in religion, and in the formation of character, but in our occupation of fruit growing this war will teach us many important lessons.

The Report of the management as usual will give us a fairly good review of the past season's operation of disposing and marketing our crops of apples and potatoes. I would like to see the meeting of shareholders coming as it does but once a year, attended by all the co-operative members of our subsidiary companies. It would be manifestly unjust in practice to give each member a vote at such times for one could easily see that the nearby, or large membership Companies would easily out vote and control all business done. But the formation, inspiration and enthusiasm engendered at these meetings would go so far to dissipate false impressions, to make better acquaintance and to create a brotherhood feeling throughout the members as I believe would be productive of the greatest good.

During the past season, however, it might not be amiss to emphasize some of the lessons gained from last season's operations. Perhaps most important of these is that better knowledge of our coming crop must be obtained and given the management, e.g. One can easily see how important it is to know whether you have only 20,000 or whether you have 100,000 bbls. Gravensteins to dispose of. Our usual markets must be fed so as to avoid congestion and if these are not thought sufficient, efforts must be made in time to open up new markets. But last season it was not only ignorance of our Gravenstein crop but it was also indifference that is, several large growers in different companies held out their crop until they found they could not obtain what they thought

a remunerative price, and then late these Gravensteins were dumped into their company warehouse. In some cases subsidiary companies welcomed these late additions as giving a larger crop for meeting overhead expenses, but with Central management it usually serves to bring down the general pool in returns. One of the first principles in marketing is expert knowledge of the crop to be marketed and this must be obtained.

Another lesson which has been referred to in former years is Subsidiary management must be good. Oft-times members seek to pull the mote out of the central management and do not perceive the mote in their own subsidiary management. Last season some companies did with only a bookkeeper and foreman, and without a manager at all. In all such cases it results in "penny wise and pound foolish" economy and results in weakness to the Central Management. Another season has also demonstrated that with the varying condition of our crops, with the inherent characteristics of packers and with the motive of justice to all we cannot afford to operate a single season without efficient inspection.

This brings us to the crop outlook for the coming season. There is one advantage in holding the annual meeting at this time of the year. Usually we have an abundant bloom and we are all optimistic in spirit. The promise of an abundant crop is pleasing to all growers, but especially is it to the co-operative member who does not have to worry about transportation and markets. He knows that the best brains of our membership is to be employed and used for that purpose, with the influence and power of our organization behind them. If there are openings and avenues open to the Speculator, if new markets have to be tried, if transportation is feasible at all—surely our organization has this advantage. We should therefore elect now our largest experienced and our best brains for that purpose. These men will seek to make good in making good with forward the best interests of us all. So, why worry? There is, however, one problem that we all will have to solve, and that is, provided we have a bumper crop, not only to provide the men and packers to secure it, but also the labor to pack it out in season. It behooves each one of us after we have done our duty at this gathering not to neglect this most important problem that may confront each one of us individually and collectively.

In looking back over the past five years we must confess that wisdom has generally directed the progress of this organization. That mistakes in management have been made in each and every year, no one even on the Board of Management will deny. "To err is human," so the poet says, and it is very easy at the end of a season to look back and say "this should have been done" or "that should not have been done." But here we are at the end of a fifth season—our organization stronger than ever, more popular with the members, and with better financial standing than ever before. The management knows its power, there are fewer "kicks" amongst the membership, while the banks and wholesale dealers respect its credit. Oftentimes those who are nearest, fail to appreciate the magnitude of the undertaking. The soldiers on the far off battle fields of France do not dream they are making history in an epoch developing changes in the world destinies of many nations. So we apple growers during the past five years do not realize we have developed an apple organization never before attained and which is already serving as a model to growers in different countries of the world. Some individuals are still looking for petty individual gains over their outside neighbor as though that were the sum and substance of original co-operation. We acknowledge that our organization has oftentimes materially benefitted the outsider not only in apple prices but also in the purchase of his supplies. But why object? Co-operation should receive credit for even this. We claim, however, a far higher and more worthy principal is at stake. That we as growers aim to deliver a satisfactory product to our consumers. To do the past experience has shown us that the producer should exercise some control, not only in the transportation of his perishable product, but also in the distribution charges in the different markets. We want to widen

out and increase the consumption of our apple products to see that transportation and distribution charges are not excessive. This helps the consumer and we thus arrive at the dignity of national benefactors.

Behold then the future outlook of organized co-operation! Not the individual effort selfishly grasping for itself along in return for a faulty and defective product, nor alone the increased income to be derived from the savings effected by better market distribution; but co-operation is founded upon a higher plane and rests upon the Golden Rule "Do unto others as you would that they should do to you." It aims to offer a more complete product through organized efforts of education and inspection, to improve transportation, and with more complete knowledge to seek better distribution and thus materially benefit the consumer and enlarge his wants. This has begun to be done during the past five years, and now The United Fruit Companies of Nova Scotia apples have their distinctive value in all markets. With the great and serious losses in shipping our foreign markets will now be greatly curtailed, so we look at home and find in our local markets what may be this coming season a most valuable asset. This superiority rests almost wholly upon "co-operative pack" and this we should continue to most jealously guard. So in practice, as in theory, co-operation is making good. Not only marketing apples, buying supplies has real practical progress been made and has already opened up a most promising future.

For the past five years you have elected me as the president of your association. I have appreciated greatly the honor and the confidence you have reposed in me. During this tenure of office I think you will credit me of having tried to serve your interests to the best of my limited ability. I had faith in you growers and faith in this co-operative organization, and the results already attained with the confidence you now possess has fully justified this faith. It is with this same interest that I now ask you to allow me to retire and that you choose at this meeting another executive head. Believe me that it is no lack of sympathy on my part but a sincere belief that a change would now be beneficial and to the best interest of this association as a whole. As a true co-operator I have yet one more position to fill, and that—after I have retired from this high position—to show the same loyalty and co-operative spirit in the rank of a general member. This has seemed in our short past history of a very difficult thing to do and I have been pained year after year to see most of our ex-officials even drop out altogether from our co-operative ranks. If this wedding out continues its bids fair to re-organize our co-operative unity. Gentlemen! what a high honor, if it should be given to your first president to show how to retire gracefully and yet continue loyal to "The United Fruit." If co-operation is to continue in our Annapolis Valley, if loyalty is to be expected from the ranks, and different ideal must be held and a different example must be set. To serve for others and with others and not our own personal selves must be co-operative loyalty from one and all.

Maritime Baptist homes are well represented among the winners of the "Honey National Thrift Competition" in the schools of Nova Scotia. Of the three prizes offered, the first was won by Mr. David B. Rogers, son of Mr. H. Wyckoff and Mrs. Grace Dean McLeod Rogers, of Amherst, while the second prize was captured by Miss Hazel Gordon Morse, daughter of Rev. and Mrs. R. Osgood Morse, now of Clark's Harbor, N. S. Seventy essays were submitted in the competition.

Mrs. Clarke came running hurriedly into her husband's office one morning. "Oh Dick, she said as she gasped for breath, I dropped my diamond ring off my finger, and I can't find it anywhere. It's all right Rees, replied Mr. Clarke, I came across it in my pocket."

We wish to apologize to Mrs. Orlando. Overlook. In our paper last week we had as a heading Mrs. Overlook's Big Feet. The word we had ought to have used is a French word pronounced the same way but spelled fete. It means a celebration, and is considered a very tony word.—Williamsville Item.

WANTED:—Good wide awake representative in every town or country. May devote entire or spare time to the work. Give at least two references. ADDRESS NATIONAL CORRESPONDENCE SCHOOL, P. O. BOX 814, HALIFAX, N. S.

KENTVILLE, DOM ATLA RAILWAY

Kentville Time Table 1917. (Service daily)

Express for Halifax Express for Yarmouth Express for Kingsport Accom for Middlesex Accom for Kingsport

Express from Halifax Express from Yarmouth Express from Kingsport Accom from Middlesex Accom from Kingsport Monday, Wednesday, Friday except Saturdays

Midland Trains of the Midland Windsor daily (except Saturdays) at 5.15 p. m. and return at 6.40 a. m. and with trains of the and at Windsor with and from Halifax a Buffet parlor car (day) on express fax and Yarmouth.

Canadian Pacific St. John and Moncton (Daily Service) S. S. EMPRESS a. m., arr. Digby Digby 2.00 p. m. making connection Pacific trains at St. John and the West. Trains run on Saturdays

BOSTON Steamers of the S. S. Co., sail from on after arrival Halifax and Tuesday, Friday, Sunday. R. U. PARKER, GEORGE L. GRAN

Yarmouth Steamship P. leaves Yarmouth Saturdays at 5 p. Return: leaves and Fridays at 1. Connection made the Dominion Atlantic Halifax and South to and from Yarmouth Tickets and Wharf Office

Boston & Yarmouth J. E. KIN

DYE The Dye that does it all for Cloth Perfumery, etc. Ask your Druggist or the Dye Company of Nova Scotia, Ltd., Halifax, N. S.

HORSE If every deer could see the missing what our Everything new and improved. Every art gathered with you will not complain about W. L. REGAN