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Acadia University at library Evangeline, Grand Pre three miles

write the Registrar, sity. Welfville, N.S. lext term begins October \$rd, 1928. Acadia Ladies' Seminary WOLFVILLE, Nova Scotia

The Aim.-To prepare Girls and Young Women for complete living. The Courses.-Tweive; including Col-lege Matriculation, General, Music, Art, Expression, Household Science. Business. The Faculty.---Twenty-four Teachers of fine personality and Special Train-

ing. The Equipment.--Modern and first-class in every respect. Athletics and Swimming. A Janior School.--For Younger Pupils. Laformation.--Write for illustrated book to Rev. H. T. DeWOLFE, D.D., Principal fext term begins September 7th, 1923.

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**Business Academy** (Ninety-Fifth Year) WOLFVILLE, Nova Scotle A Residential School for Boys Features. Modern Residence, Good Eulipment, Ideal Location, Gymna-sium, Swimming Pool, Experienced Teaching Staff, Moderate Cost. DEPARTMENTE: Collegiate Course, leading to Matrica-lation Diploma, or the General Dip-loma.

writing Course. illustrated catalogue, apply to pal W. L. AECHIBALD, Ph.D., Wolfville, Nors Scotin, term begins September 6th, 1923.

A RICH TEAM

Why not Henry Ford for President

and John D. Rockefeller for Vice-

President ?--- (Johnstown, Pa., Demo-

Training Course.—Instruction in Wood Working, and Inor ng, leading to Diploma ind Department.—Instruction Working. cial Department. — Instructs d in all the courses of NESS <u>COLLEGE</u>. Diplos d on completion of Course, Course, or Stenography a riting Course. ISINESS Cours

alifax, arrives 12.27

Yarmouth, arrives

rrives 2.35 a.m. Yarmouth, Monday, day, arrives 1.4

Save Your Hair Rub the scalp four times, a week with Minard's.

> NARD'S KING OF PAIN" NIMEN

Man Who Buys Standard Brands From Local Merchants Knows That He is Getting Full Value for His Money.

by advertising.

Time was when advertising did not occupy the place in the world of trade that it does today. It has not change of creating a general demand been so very many years ago that the people were suspicious of adver-the people were suspicious of adver-the people were suspicious of adver-the people were suspicious of the triangle of the state of the triangle of the tising. They were inclined to believe that the merchant was trying to fool" sible in order to obtain the largest moved them along to the full speed limit of the N. S. Motor Vehicle Act. possible profit on its products.

exaggerated the value of the mer-Same Price World Over chandise he advertised and took that method of trying to get them to buy These facts are chiefly responsible

goods that he could not sell by the for the generally prevailing idea that where they made a little visit with old established methods of mer- the home merchants do not sell goods chauffeur Foster's brother mid orchchandising. as cheaply as the mail order house. Those days are gone. The public They do sell the same quality of tending acreage of delicious ripe

now realizes that it is the greatest goods that the mail order house sells strawberries. The trip was most enbeneficiary of advertising. Advertising has done more in a sells it, but they cannot sell the about 4 o'clock p.m. on the 25th on decade to establish certain standards standard, guaranteed products of re- the last lap of their return journey, in merchandise than could have been sponsible manufacturers at the same expecting to reach the greatest minaccomplished in a hundred years by price at which the mail order house ing town in the Province on the 26th. any other agency. The manufacturer sells its namless, unbranded mer-the front of the car, showing that who a few years ago merely made chandise. Standard goods bearing a the front of the car, subming the first of the first of the car, subming the first of the car, subming the first of the first of the car, subming the car, subming the first of the car, subming the car, and sold clothes now makes and sells registered trademark sell for the

the Blank brand of clothes. The man same price the world over and the lowers of the disloyal "Reds"-== few who formerly just made hats now manufacturer's guarantee stands back of whom had shown themselves in makes Blank's hats. And so it is of them when they are sold in the their native town. with everything that one buys today. smallest village in the country just The manufacturer, by his advertis- the same as when they are sold to ing, has built up his business around, the stores of the larger cities.

a trade name and if he is to con- This is what the national advertistinue in business he must protect ing of the manufacturers has done that trade name by maintaining such for the consumers of the country. It high standard of quality that peo- has enabled them to go into their ple when they buy his products will home stores and buy merchandise know just what they are getting. The which they know from the past exconsumer, when he goes into a store perience or from the reputation and today, does not buy merchandise guarantee of the manufacturer will blindly, with the hope that it will give them satisfaction. They are prove to be worth the money. He not buying blindly and hopefully buys standard goods that bear the when they buy from the merchants trade-mark of the manufacturer and in their home towns. They are buythat are backed by the reputation not ing with the knowledge that they are only of the merchant who sells them, getting their money's worth. When

but the manufacturer who makes they buy advertised brands they are them. This has been brought about getting double protection, that which is afforded by the responsibility of the retail merchant and that which

Contraction and the

No Reputation to Protect is given by the reputation and guar All this applies to the retail mer- antee of the manufacturer. When chants as a class but it does not they buy the unknown brands of apply to the mail order business. The goods that are offered by the mail man or woman who buys goods from order houses they are getting neither

a catalogue house is not protected kind of protection. by the manufacturer of the goods, for -0the reason that most manufacturers A GOOD PRICE who sell goods to the mail order Some of the first cargo of Cana-

houses do not place their names upon the goods and therefore have no dian store cattle sold in Scotland brought about twelve cents per lb. reputation to protect. The great majority of articles list- live weight. That is double the price ed and illustrated in the mail order obtainable for the best stockers sold catalogues are included in what is at present on the Toronto market. known among manufacturers as Unless steamship rates are put up

"stencil" stuff. These articles bear unreasonably high the export trade the name of the mail-order house should prove profitable .- (Toronto which sells them instead of that of Daily Star).

The main

the second second

manufacturing concern which turns chester Battery and Vulcanizing Serout goods that do not bear its name vice, one door east of the Truro News out goods that do not bear has a very office, with his party of seventeen merry-makers on a return trip from the Annapolis Valley to the downeast of its goods, for its products have home in Glace Bay, C.B.

These motorists left their Cape

PUTS HEALTH

equipped establishment of the Col-

Sunday with his family here. Breton home last week and had a Mr Gordon Potter is engaged with fine run to the Annapolis Valley. Mr. Noble Dondale, of Princedale. Mrs. James Spurr, of Annapolis, spent Wednesday with her parents, ards of growing apples and wide ex-Mr. and Mrs. Joshua Robar.

Miss Addie Spurr, of Annapolis as cheaply as the mail order house joyable; and the party left th, "Hub" is spending two weeks with her cousin, Miss Mildred Robar. Miss Esther Riley spent the week end with her grandmother, Mary

Riley, Bear River East. Quite a number from this place attended the cherry carnival at Bear River All spent a very pleasant day. A Union Jack floated proudly from Miss Esther Riley is engaged with Mrs. Vernon McCormick, of Bear

River. Messrs. Oakley Banks and two brothers, Louis and Wilton, of Bear Miss Ethel Potter, of Clementsvale,

SCOTT'S

has been a large factor in raising the standard of

**GOOD HEALTI** 

VIRGINIA EAST

s spending her vacation with her AND VIM INTO father, Mr. Harley Potter. Miss L. Smith, of Yarmouth, is WOMEN pending the Summer vacation with her friend, Mrs. Wallace Pyne. A "sing" was enjoyed at Mr. Forest

Robar's Sunday evening. All spent a So Says Mrs. MacPherson of very pleasant evening. Ludia E. Pinkham's Voge Quite a number in this place are table Compound sick with colds. We hope them speedy

recovery. Mr. Frank Brown, who has been employed with T. Warne, of Digby, is home for haying. Mr. David Wright, of Clementsvale,

spent Sunday with his friend. Mr. Joshua Robar. Miss Edna Freeman, of Power Lot, spent Thursday with her grandnother, Mrs. James E. Brown. Mr. Roy A. Orde made a business

Brantford, Ontario. — "I was always tired and the least exertion would got me out for a day or two. I had a pressing pain on the top of my blad, pain in the name of my neck, and when out help, because of pain in my back. I did not sleep well and was narrous at the least noise. I keep house, but I was such a wreck that I could not sweep the floor nor wash the dishes withing by-ing down afterwards. A friend living near me told me what Lydia E. Fink-ham's Vegetable Compound had done for her so I began to take it. With the first bottle I felt brighter and got ao I gould wash dishes and sweep without betting to lie down. Later I became regular again in my monthly terms. I have taken ten bottles all told and are now all better. I can truly say that your wonderful medicine cannot be basten for putting health and vim into s wo-man. "—Mrs. JAMES H. MACPHENEWO, 309 Greenwich St., Brentford, Ont. If you are suffering from a displacetrip to Annapolis, going Tuesday, returning Thursday. Mr. Buster Wamboldt, of Clementsvale, spent Sunday with his cousin, Mr. Walton Riley. Mr. Chester Pulley, of Clements-

vale, spent Sunday with his aunt. Mrs. John Riley. Mrs. John Riley spent Monday with her sister, Mrs. A. Wamboldt, Clem-

If you are suffering from a displace-ment, irregularities, backacha, d'any other form of female weakness write to the Lydia E. Pinkham Medicina Co., Cobourg, Ontario, for Lydia E. Pink-ham's Private Text-Book upon "Ail-ments Peculiar to Women" entsvale. HARDEN UP Life is greatest when it is not too

soft.-(Edinburgh Scotsman)

SCUT EMULSION & We'll stand by the dear old flag, boys! "The John Hancock Field" containst Whatever he said or done. a cut of Superintendent Daniel J. Mc-Chough the shots come fast as Quarrie, New Hampshire, an insurface the blast. ance man well and favorably known And the foe he ten to one:who has many friends in Bridgetown Though our only reward he the thrust and surroundings. Both he and Mrs. of the sword Walker frequently spend a portion of And a bullet in heart or brain, the Summer at their cottage below Mr. John Riley, of Port Wade, spent What matters one gone, if the flag Carleton Corner. Mr. McQuarrie who float on was very successful in the Pittsfield. And Britain be lord of the main? agency management was some little time ago transferred to the position Minard's Liniment for Dandruff. of Superintendent at Manchester. So GOOD we want MORE That's what the people repeatedly say about our HOMEMADE ICE CREAM It is preferred to all other makes. Soft Drinks of all kinds Pies and Cakes and all requisites for that picnic. Mrs. E. B. Chute's "The Place With The Electric Sign' River, spent Sunday with their sister,

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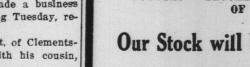
CEMENT—LIME—SHINGLES—LUMBER— -LAT3S DOORS—SASHES—BOOFING—NAILS—MOULDINGS GUTTERS-FLOORING-SHEATHING, AND ALL KINDS OF BUILDING FINISH.

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**Oueen St. BRIDGETOWN. N. S.** 





ed sod.

rolled.

And the crest of the waves out-

That He sends us men to fight again

As our fathers fought of old.