

## Lumbermen's Supplies

Coi Chains, Feavies, Axes, Handles for Axes and Feavies, All kinds of Tinware, All kinds of Graniteware, Iron Pots, Kettles and Pans, Sled Shoe Steel, Spring Steel, Shoes and Nails for sale at reasonable prices at The Bridgetown Hardware Store

## Karl Freeman

## Discount Sale Boots & Shoes

A quantity of Boots and Shoes of unassorted styles and sizes left in stock purchased from W. A. Kinney Estate will be disposed at Bargain Prices. Discount of 20 per cent to 40 per cent upon the dollar. These goods must be disposed of to make room for new stock.

E. S. Piggott

## DOMINION ATLANTIC RAILWAY

—AND— Steamship Lines —TO— St. John via Digby —AND— Boston via Yarmouth "Land of Evangeline" Route.

On and after January 1, 1909, the Steamship and Train Service on this Railway will be as follows (Sunday excepted):

FOR BRIDGETOWN. Express from Halifax, ... 12.11 p. m. Express from Yarmouth, ... 1.54 p. m. Accom. from Richmond, ... 5.20 p. m. Accom. from Annapolis, ... 7.20 a. m.

## Midland Division

Trains of the Midland Division leave Windsor daily, (except Sunday for Truro at 7.40 a. m. and 5.35 p. m., 6.40 a. m. and 3.15 p. m., connecting at Truro with trains of the Intercolonial Railway, and at Windsor with express trains to and from Halifax and Yarmouth.

## Boston Service

Commencing Monday, October 19th the Royal Mail S. S. Boston leaves Yarmouth, N. S., Wednesday and Saturday, immediately on arrival of express trains from Halifax, arriving in Boston next morning. Returning, leaves Long Wharf, Boston, Tuesday and Friday, at 1.00 p. m.

## St. JOHN and DIGBY

ROYAL MAIL S. S. YARMOUTH. Daily Service (Sunday excepted.) Leaves St. John, ... 7.45 a. m. Arrives in Digby, ... 10.45 a. m. Leaves Digby same day after arrival of express train from Halifax. P. GIFFKINS, General Manager.

## Nova Scotia Fire Insurance Company.

LOWEST RATES consistent with safety. SECURITY FOR POLICY HOLDERS \$480,000.00. STRONGLY REINSURED. HEAD OFFICE, HALIFAX. JOHN PAYZANT, ARTHUR BAILLE, PRESIDENT, MANAGER. F. L. Milner, Agent, Bridgetown

# MAGISTRATE'S ECZEMA CURED

AFTER 20 YEARS OF SUFFERING.



Zam-Buk's Healing Power Proved by School Commissioner and Baptist Deacon. ONE of the most recent converts to the Zam-Buk method of treating and curing disease is Mr. C. E. Sanford, of Weston, King's Co., N.S.

Mr. Sanford is a Justice of the Peace for the County, and a member of the Board of School Commissioners. He is also Deacon of the Baptist Church in Berwick. Indeed, throughout the County it would be difficult to find a man more widely known and more highly respected. Some time back he had occasion to test Zam-Buk, and here is his opinion of this great balm. He says:—

"I never used anything that gave me such satisfaction as Zam-Buk. I had a patch of eczema on my ankle, which had been there for over twenty years. Sometimes, also, the disease would break out on my shoulders. I had taken solution of arsenic, had applied various ointments, and tried all sorts of things to obtain a cure, but all in vain. I was advised to give Zam-Buk a trial, and as I am a firm believer in Nature's remedies, I did so. From first applying it I saw it was altogether different to the ordinary ointments and embrocations, and it soon began to show signs of clearing away the eczema on my ankle. This was so gratifying, that I persevered for some time with it, and I am glad to say it had the desired result. I am now cured of the disease which defied every other treatment for twenty years.

"This is not the only direction in which I have proved the merits of Zam-Buk. I suffered for a long time from piles, and I found a perfect cure for this painful ailment in Zam-Buk. Zam-Buk soothes the pain, relieves the congested veins, and so restores the elasticity to the tissues that the piles gradually but surely disappear."

Zam-Buk is a positive and certain cure for cuts, burns, bruises, sprains, piles, festering sores, ulcers, scalds, blood-poisoning, eczema, scabs, chapped hands, cold cracks, chilblains, ringworm, scalp sores, bad leg, diseased ankles, and all other skin diseases and injuries. Rubbed well into the parts affected, it cures neuralgia, rheumatism, and sciatica. All druggists and stores sell at 50c. box, three for \$1.25, and post free from Zam-Buk Co., Toronto, for price. Refuse the harmful imitations sometimes represented to be "just as good."

## Zam-Buk

WHAT 25c. WILL DO AT OUR STORE YOU CAN BUY

- 2 lb Pure Castile Soap, (full weight), for 25c
- 1 lb. Seeded Raisins " 25c
- 3 lb. Best cooking Raisins " 25c
- 3 can Peas " 25c
- 4 lb. Tamarinds " 25c
- 7 lb. Buckwheat flour " 25c
- 7 lb. Graham " 25c
- 7 lb. Whole Wheat " 25c
- 7 lb. Onions " 25c
- 7 lb. Saurkraut " 25c

A full stock of Dried and Canned Fruits, and Vegetables. Wanted—any quantity of good Yellow Eyed Beans.

C. L. PIGGOTT.



"The only possible reason why nobody else guarantees a roofing and I do must be that I can afford to and they can't—I know my shingles will make good anywhere."

G. A. Pedlar of Oshawa.

(We also make everything in sheet metal building materials including Pedlar Art Steel Ceilings and Side-Walls; and we are glad to send catalogue showing many of our 2,000 designs.)

## OSHAWA STEEL SHINGLES Guaranteed 125

"GOOD FOR A HUNDRED YEARS" The PEDLAR PEOPLE of Oshawa Established 1861

7-11 Notre Dame St. 121-5 Craig St. W. 11 Colborne St. 423 Sussex St. 86 King St. 76 Lombard St.

"Mother," said five-year-old Jack, "how much older than you is father?" "Just thirteen years," replied the unsuspecting parent. "Well, mother," seriously continued the child, "the next time you marry don't marry a man thirteen years older than you; don't you know it is bad luck?"—Delineator.

## Jonas Albright

After Jonas Albright had worked for a year or so keeping the books at Old Man Bagby's general store at Sawyers Crossing, which did a gross business of perhaps five thousand dollars a year, he was, perforce, obliged to give up the idea, which he nursed when he began, of becoming a merchant prince in six months. In the absence of any information, he put down the failure to realize his ambition to lack of education in business methods, which he forthwith determined to secure.

A magazine, left by a forgetful customer on top of a biscuit barrel, contained an attractive picture of a youth, with trousers in need of pressing, reaching out from a little six foot cubbyhole, exactly like Bagby's office, to take the fifteen hundred dollar salary of a fire manserial position. It was being handed to him in a brick-shin bag, with the numerals on the outside, from one of the many windows of an imposing correspondence school.

Jonas' ambition was fired. He, too, would "double his salary," yes, triple and quadruple it, by becoming an office manager. He sent for literature, forwarded cash for instruction and began his campaign of education.

To set down the unalloyed truth, Jonas had never been able to convince Old Man Bagby that he was harboring in embryo a successful manager of the great ear of trade. Once he spoke to Bagby about it, the old man replied heartily: "Guess you're better fitted to navigate one of them derrickable hot air balloons they tell about. Might be able to startle the financial firmment some of ye was to go up an' bust it. Ye won't never do it any other way."

Old Bagby had some excuse, for, between the blots and excursions, he had hard work to square his business by Jonas' bookkeeping. So it was not strange, when Jonas had completed his "course," and, explaining to Bagby the value of "system," and the advantages he would derive therefrom should he install Jonas as office manager, struck for that position with doubled pay, that Bagby averred:

"I never had no need for a manager, but just only one, an' that was when I loved myself, to hire you. An' as fer system, payin' cash an' takin' cash, with what ye might call just a reasonable profit, is good enough system for anybody."

Nor was it strange that Jonas immediately thereafter, having let loose a hot word or two, emerged from the office he had aspired to manage with a rapidity that made the wind whistle through his coat tails.

Now, except for the fact that Old Man Bagby continued to drive a brisk and thriving business after having been deprived of Jonas' services, even as before, he has no further interest for the readers of this narrative.

But Jonas was not the youth to risk his all on the power of a single bowstring.

"Mr. Jonas Albright, who has studied for an office manager at the Correspondence Schools and got his diploma last week, has resigned as head bookkeeper at the G. M. Bagby's grocery, and accepted a very responsible position with the Sawyer Buggy Wheel Factory, and goes to same (a touch of correspondence school enrollment) next Monday, entering upon his new duties."

"We predict a rapid rise for our talented young townsmen in the mercantile and financial world."

This is exactly the way it read, the very modest little item that Jonas himself carried to the office of The Gleaner that afternoon, and in substantially the same manner it appeared in type on Saturday morning. But that was not the fault of the correspondence school.

And it indicated, further, that while Jonas was by nature a poor speller, he was endowed with a gift that no amount of correspondence schooling can supply where Nature herself has failed—namely, Hustle—and that at a time when his own horn needed blowing he was not the one to let it lie silent for lack of wind. The "responsible" job in James Sawyer's office, which he got on the strength of his diploma, and of being a local product, brought him ten dollars a week.

Sawyer ran the buggy wheel shop, down by the river, which was rapidly growing to the dimensions of an important manufacturing plant under the shrewd management of its owner, a practical wheelwright, who had a wide reputation for honest repair work before he became a manufacturer.

school," as the natives put it, he felt entitled to distinction.

All Sunday he discoursed: "When a fellow's got it in him, he'll set ahead. If you'll use your brains, there ain't any necessity for doing manual labor all your life. All you've got to do is to get an education, like I did, and then attach yourself to some growing concern. That's why I left Bagby's. He wasn't growing." Jonas spoke as one having authority. "Now, after I took the correspondence school," he went on, "and got all they could teach me about office managing, I saw quick there wasn't any chance at Bagby's, so I struck Sawyer for a place. Jim has got a good business growing up, and he knows all there is to know about making; but I don't suppose he knows anything about managing."

"When I was down there last week I asked him what about his office system, and he said he was afraid he didn't keep his office very systematic, except to get down to work early and quit late. When I take hold, one of the first things I do will be to put in a good system, and in a short while, with what I know about office managing, I'll be able to make myself pretty slick. Lesson 26 in the course has some fairly good points on 'Making Yourself Indispensable,' and I tell you frankly it's a partnership I'm aiming at."

The village lads listened open-mouthed, and Jonas was very well pleased with himself. Already he pictured an immense factory, filled with whirring machinery, down there by the river, and the sign "Albright and Sawyer" in gilt letters a foot high above the entrance.

Monday morning he went to work. Jonas was early at the mill, but Sawyer was earlier. From his rough little office his push and energy reached out and dominated every department and man in the mill. The machines themselves seemed almost insistent with his strong personality. He was a living corroboration of Jonas' assertion that he knew all there was to know about making wheels. He seemed to know something about handling men besides. Though his books were kept in a way unique, the profit they showed at the end of the year was to a cent the amount of money he had made in his factory. His correspondence was sometimes a trifle blunt; but it had the merit of saying exactly what he meant in not too many words: for his capable hand held a gouge or chisel more readily than a pen. And the rough "J. Sawyer" of his sign mental had indubitable value at the bank.

"Good morning, Mr. Albright," was his hearty greeting to Jonas. "Hang up your hat and coat, and I'll give you an introduction to your work."

Swelling visibly at the unaccustomed "Mister," Jonas obeyed, noting inwardly and deploring the extremely odd hand way in which Sawyer disposed of his correspondence. He shot a jumble of half sentences, suggestions, and quotations at the young woman stenographer, not at all as they taught dictation in the correspondence school. For instance:

Wire Tones and Co., "Accept; send 21st if we can."

H. Peterson, "Tell him not to waste his time offering seconds to this shop. Absolute guarantee quality before we'll do business."

Acknowledge Berkshire Wagon Company's order the 18th. 250 set wheels as per specifications. Guess we can ship 'n date named. Tell 'em so, anyway, and we'll do it."

Azala Jonas roared. Was this the proper way to treat an order which ran into money like that? When he held the ropes—But in a moment his listened to a letter of acknowledgment that came up to the correspondence school standard, though it was addressed to nobody but Henry Hubbs, blacksmith, at Poduck Corners.

Dear Mr. Hubbs, I am very glad you were so well pleased with the pair of wheels shipped you on the 10th. You will find that they will wear well, stay in shape, and not rattle if kept properly ironed.

Will be glad to supply you with everything in our line that you may need in your repair business at discounts quoted in my last letter, and trust that you may become a steady customer. Respectfully yours.

Then followed instructions to Jonas, who was to keep the time of the hands, figure the pay roll, check completed orders, and by attending to various routine matters make himself generally useful around the office.

The lad started in well, as he was gifted with natural shrewdness. He picked up detail with considerable rapidity, and before a month went by began to be really helpful to his employer. One of his first suggestions to Sawyer was that an indexed letter file would be much more convenient than the old cupboard which one of the workmen had partitioned roughly for that purpose. Having heard his employer make the assertion that only good workmanship and sound lumber could go into the product of the factory, he was instrumental in having "Honest Buggy Wheels" printed on the letter heads, with excellent results.

Moreover, he fought one of the village youths, who intimated that this legend was untrustworthy, and whipped him to a standstill. Some busybody informed Sawyer that Jonas had disgraced himself in a fight; but, obtaining an inkling of the cause of quarrel, Sawyer said he was too busy to listen to neighborhood gossip, and dismissed the subject. Which goes to show that Jonas was now in a fair way to take the first small step toward the realization of his abiding ambition.

But Fate was lurking around the corner in the form of a recurrence to Jonas' memory of Lesson 26, and he forthwith set about the task of making himself indispensable. He began in "unobtrusive ways," according to instructions. He followed his employer about the mill and about the office, to open the door, pick up a dropped memorandum, or hand a scroll and paper at the opportune moment. He fancied that every such incident brought him to the favorable attention of Sawyer, who must be inwardly commenting, "What a useful, handy, accommodating young man that Jonas Albright is! I must really think about taking him into partnership."

Consequently, he was one day painfully surprised when Sawyer, instead of thanking him, said testily, "I wish you'd attend to your business, and keep out from under my feet!"

And another time when, in pursuance of the same purpose, he brought Sawyer a mass of criticism, telling how this employe had a habit of coming late, that one always had a disorder of sticks about his machine in violation of shop rules, and a third had spoken disrespectfully of his employer:

"Don't tell me those things, Albright," said Sawyer. "Jackson may perhaps come a little late, for he has a sick wife; but a more faithful man never worked for me. Litter about Burns' machine, eh? I'll let him pile it as high as he likes as long as he turns out more spokes than any other men in the shop. And what about the engineer—he spoke disrespectfully of the old man, did he?"

"Yes, sir, he did. He—"

"Perhaps he had a right. Yesterday I was obliged to give him a dressing which we both knew was undeserved, because he didn't set more efficiency out of these old boilers that ought to be replaced. He swore at me, I believe you said. How many times?"

"I heard him once, distinctly."

"Only once? He can swear twice for every additional horse power he can get out of those old cripples, and when I can afford it I'll make him a present of a new power plant."

"But—but I thought you wanted me to be watchful of your interests; to make myself—" stammered Jonas.

"Certainly, certainly; make yourself just as useful to the concern as you can—I won't limit you—but don't interfere with the efficiency of the force."

"I only wanted to be of service, Mr. Sawyer."

"Well, let me tell you, my boy," said Sawyer, with returning good humor, "you can be of most service when you do just those things I hired you to do, the way I want them done. You see, I'm at the head of this business," he continued more kindly, "I built it up from nothing, and I know it. Just remember there are a lot of things you can't see at all that I am in a position to understand thoroughly, and you'll be far more useful than you can ever be by bringing me such information as you did just now."

It was a black year Jonas spent trying to make himself indispensable by rule. At the end of it the coveted partnership seemed farther away than at the beginning. He had no one in the village to advise him, and at last he determined to take the case to headquarters.

"Mr. Sawyer," he said one night after the stenographer had gone, "there is something I want to speak to you about."



## Girlhood Vigor Regained.

The difficulty with most women lies in the fact that while they are anxious about the health and welfare of their family and loved ones, they rarely ever pay attention to themselves until Nature says Stop. To prevent this every woman should take Psychine regularly. It creates an appetite and is the greatest of digestants. Psychine is a boon to run-down, tired and overworked women, for there is LIFE IN EVERY DOSE. Mrs. J. T. Miller of 63 Notre Dame St., Winnipeg, proved this, for she says: "I am thankful for what Psychine has done for me. I was laid up with weakness. Oh, how I suffered. My appetite was very poor and my stomach was greatly disordered. Today I am strong and well, for Psychine has brought me permanent relief. I feel like a new woman now to what I did before taking Psychine. I feel the vigor of girlhood in my veins once more."

## TRY PSYCHINE FREE.

We want every family to know the merits of Psychine and will send every householder a trial bottle free. Cut out coupon and mail to Dr. T. A. Stocum, Ltd., Toronto.

Please let me have a free sample of Psychine as per your special offer.  
Name .....  
Address .....

Psychine regulates and strengthens the stomach and is an infallible remedy for all disorders of the throat, lung, and chest. All druggists and stores, 50c.

have I, Mr. Sawyer?" concluded Jonas anxiously.

"Not as I can see, Jonas," replied Sawyer, with a quiet laugh: "but there are some things I can see now that I couldn't before, and one of them explains your conduct during the last year. You have been trying to please me in my business by a rule that was made to fit somebody else in their business, and that can't be done. You've been trying to make yourself indispensable, and that's a thing that can't be done either, not by trying. People who get to be indispensable, and they're very few, don't do it with that as an object. I doubt if the best man I've got in the shop ever bothered his head thinking whether I could get along without him or not."

"You have done some very good work for me during the last year, and I think you'll do better in the year to come. I had made up my mind to double your salary to start your New Year with, and if I'm good enough man to keep you from getting the business away from me, I think we shall try to worry alone for a spell. There are lots of good ideas you get from the correspondence school that we'll consult over and put in effect in the office; but let's forget about Lesson 26."

The next year proved the correctness of Sawyer's prediction. With a more definite mutual understanding, the young man and the elder one got on well together, gaining respect for each other's methods as the months went by. The subject of partnership was not again broached, though neither had forgotten the conversation relative to it. Jonas devoted himself to learning the business, making a better assistant for Sawyer as his interest and knowledge grew, and at the same time storing up information that would be valuable to him should he ever be in a situation to conduct a business of his own. The opportunity to do so came earlier than he could have anticipated.

A few miles down the river, at Rossport, was situated the factory of the Collins Hub Company, with a big output. Its managers had kept an eye on Sawyer's success, and determined to equip their plant with additional machinery as a rival to his. Owing to certain manufacturing and shipping facilities, they could produce slightly cheaper than could Sawyer; but the bulk of the trade was in his hands. It had been gained by honest and fair dealing and would be hard to win away from him. Once they could weaken his hold on his

(continued on page seven.)

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