





# The Hantsport Acadian

DEVOTED TO THE INTERESTS OF HANTSPORT AND VICINITY

## HANTSPORT HAPPENINGS

The Ladies Auxiliary of St. Andrew's Anglican church was "At Home" at the Guild, at the home of Miss Ella Smith on Thursday afternoon last. It proved a most enjoyable occasion. A delectable luncheon was served. Miss Irma Fash is in St. John, the guest of friends.

Mrs. R. Lawrence, who has been visiting friends in Kingsport, returned home on Saturday.

Mr. and Mrs. Ralph Edwards, of Norfolk, Conn., are guests of Mr. and Mrs. Asaph Newcombe.

Mr. H. L. Smith joined his family, who are spending the holidays in Halifax, for the week end.

Miss Minnie Scott has for her guest her sister, Mrs. H. Rowan, of Boston, Mass.

Mr. and Mrs. J. H. Gordon, accompanied by Mrs. Fred Gordon, who has been their guest for several months, motored to Hantsport on Friday and were guests of Mr. and Mrs. F. Hart. Prof. and Mrs. Bigney and Mrs. L. Rice spent several days last week in Parrsboro.

Mrs. Gordon Churchill and two sons motored to Halifax on Saturday, where they were guests of Mrs. H. L. Smith, who is spending the vacation season there.

Capt. and Mrs. W. Harvey, of New York, were recent visitors to Hantsport.

Mrs. Blanche McLellan left recently for Boston where she visited relatives. Mrs. Stanley Marchant and son Victor, of Oxford, are visiting at the home of Mr. and Mrs. M. Smith.

Mrs. Gertrude, the Misses Myrna Gertrude, Mabel McConnell, Ida Dunlop, Dorothy and Elsie Newcombe and Mrs. Newcombe, are occupying a cottage at Evangeline Beach.

Mr. and Mrs. Outton are visiting in Halifax.

Mr. and Mrs. H. Lockhart have for their guests Mr. and Mrs. Allen Stewart, of Malden, Mass.

The Ladies Aid of the United church were entertained at the home of Mrs. L. Morris, Avon street, on Thursday afternoon. After the transaction of business a lawn supper was partaken of.

Mrs. W. Bradshaw and Miss Dorothy Bradshaw, accompanied by Dr. and Mrs. Bishop, of Kentville, and Dr. and Mrs. Cook, of Berwick, enjoyed a motor trip to Chester recently.

Miss Eileen Young, student nurse at the hospital, Peabody, who has been visiting her mother, Mrs. M. E. Young, returned to her duties last week.

Miss Bessie Davison, bookkeeper in the office of The News-Tribune, Waltham, is visiting her parents, Mr. and Mrs. H. Davison recently.

Mr. Frank Beazley, of Musquodoboit, spent the week end with his parents, Mr. and Mrs. J. Beazley.

Miss Mabel Mailing left on Saturday for St. John, after spending a vacation at the home of her parents.

Miss Dorothy Swaine spent several days in Halifax recently.

Mr. and Mrs. C. Beazley had for week end guests Mr. and Mrs. G. Graves, Mrs. Wambolt, Misses Evelyn, Alice and Leonard Beazley and Everett Earl, of Halifax.

Mr. and Mrs. William Welsh, Master Harry, of Port Greville, and H. D. Welsh, of Rockland, Maine, and Edward Welsh, of Moncton, were recent guests of Capt. and Mrs. Taylor.

Miss Marjorie Crowell, of Summersville, is spending several days with her friend, Miss Loraine Morgan.

Mr. J. Wilds, of Halifax, is spending several weeks with his family here. He was accompanied by his friend, Mr. Fox.

George Wilds is visiting friends in Halifax.

Miss Kathleen Porter, of Woodville, who spent several days recently with Mrs. W. Pulsifer, returned home Saturday.

Miss Queenie Stevens, Wolfville, and Miss Lillian Stevens, of the Corporation Hospital, Lowell, Mass., are enjoying a holiday at the home of their mother, Mrs. Stevens, main street.

The following Grade IX students were successful—Earl Blackburn, Granville Johnson, Annie Beazley and Mary Slaw, Mr. Kenneth Beckwith, of Lawrence town, spent several days recently with his friend, L. Kewley.

Mr. Lovelace, of Kentville, recently purchased the tinsmith shop formerly owned by the late A. W. Pattison.

A tennis tournament is scheduled to take place on the courts here during the week, the finals being played on Friday, which will be followed by a tennis tea.

Quite a number from Hantsport and vicinity joined the Harvest Excursion to the great Canadian West.

## TOWN COUNCIL AGREES TO LET POWER COMPANY SELL DIRECT TO PAPER MILL

The regular monthly meeting of the Town Council took place in the Council Chamber on Tuesday evening, Aug. 4. The Mayor and full Council being present.

The following accounts were passed for payment:

H. V. Bishop	1.46
J. L. Davison	6.10
A. O. Graham	12.00
F. A. Kennedy	27.53
W. K. Sterling	1.88
Hants County Health Clinic	21.00
Vaughan Taylor	2.00
W. L. Conrad	7.55
Davidson Bros.	30.50
D. A. R.	30.50
Canadian General Electric Co.	80.55
H. W. Sangster	30.00
Avon River Power Co.	166.50

Moved by Coun. Yeaton, seconded by Coun. Churchill, that Vaughan Taylor be engaged to trim limbs from trees along electric light line.

Coun. Harvie spoke about having approached Capt. Barkhouse about having properly fixed. The matter was left with the Street Committee.

Mayor Wait stated that Mr. R. A. Jodrey wished data to present to a company planning upon erecting a pulp and paper mill in Hantsport. The data as prepared was ordered to be presented to Mr. Jodrey. Mr. Jodrey also wished that in case the company should locate here, they should be allowed to purchase power directly from the power company. Moved by Coun. Yeaton, seconded by Coun. Harvie, that the request be granted.

Moved by Coun. Yeaton, seconded by Coun. Lawrence, that a vote of thanks be extended to Mr. Fred Churiance for surveying for level and distance from Half Way River to site considered for pulp mill.

## MRS. WILLIAM WHEATON

It was with exceeding regret that the citizens of Hantsport learned of the passing away at North Armpot, Mass., Aug. 7th, after several months illness, of Mary, wife of William Wheaton, formerly Miss Mary Dickie, of Hantsport. She is survived by her husband and five children: Edith (Mrs. Sweeney), Evelyn, Marion, Grace and Wilbur, all living in the United States; and mother, Mrs. J. Barker, Hantsport.

## HANTSPORTIANS IN CALIFORNIA

Editor Hantsport ACADIAN.

Dear Sir,—Perhaps a few lines from this neck of the woods will find favor with many old relatives and friends back East from those in the far West. The thermometer for the past two months has varied very little from 50° F. in early morning, up to near 70° for afternoon. Barometer pressure from 30 to 31 in the same two months. Quite a bit of fog part of the day, which is conducive to high class dairying. There are about four thousand dairying cows in this vicinity. From four A. M. until seven, again in the evening, a dozen trucks haul milk from the dairy ranches to the creameries. One creamery, "Arcata United", gets three fourths manipulated by the dairymen. The Central, which is operated by outside capital, handles one-fourth of the milk. Each truck carries from five to one ton of milk. The United creamery output of butter is about twelve tons daily, which is bringing around sixty cents per lb. at present. Milk cans are washed by machinery. This change from hand washing started three months ago. The butter is put up in two lbs. and one lb. cartons. The cartons are filled with small butter bricks weighing four ounces each. Most of it is shipped to San Francisco. Considerable is put up in twenty lb. cartons for the mills and lumber camps in the logging woods trade. The motto is, eat all the butter you can to keep the price up.

My wife, nee Flora Marsters, has her eldest son Fredric employed at Korbel Mills with the carpenter crew. The youngest son Glenn came out from Salem in a Ford car last April. Glenn went back by train two weeks ago. He is a plumber, twenty years of age, and has gone back to Salem to finish his trade. He will most likely return to California after getting his master's license. Mrs. Frost also has a son-in-law, Stanley Taylor, and wife at Korbel. Mr. Taylor is employed with the farm crew. He and his son Jackie also live at Korbel. They are domiciled four hundred yards from a cousin, Elta Dorman, whose husband Edwin is employed with the farm crew. The Korbel Mill folks own and operate a one hundred cow dairy that furnishes the lacta-

## THE DUKE OF CONNAUGHT AT WEMBLEY



The Duke, in spite of his age, is an active and interested figure in affairs of the day and is seen here leaving one of the Canadian buildings at Wembley after a visit.

fluid for the crews' coffee and tea. The Mill firm also have three large stock ranches which supply the five hundred employees, beef, pork, mutton, and turkey. They also purchase a few hundred turkeys for Thanksgiving and Christmas holidays.

Mrs. Frost took a trip to Korbel today, to spend a few days with her niece, Elta Dorman, and daughter, Minnie Taylor. The husbands of those two ladies are up on a hill ranch for a couple of weeks making hay for the beef cattle that will be driven down this winter when the rainy season sets in. Crops are splendid, even without a drop of rain for the past two months. Subirrigating does the perfect turn there. Occasionally Elta Dorman drives down from Korbel with her car, takes my wife for a drive to Eureka to visit my cousin, J. E. Shields, and wife, and Aida Simpson Alexander. Aida was born in Hantsport. The Alexanders came to Humboldt County in the early seventies. The distance from Korbel to Eureka is twenty miles.

My cousin, J. E. Shields, came to Eureka, the county seat of Humboldt, in the eighties. He finished his schooling at Wolfville College. He is now pash and moulding mill in Eureka. A few Sundays past my cousin and wife Elida drove over to Arcata, took Flora and I on a very pretty drive of sixty miles in the hills, to visit our former school mate, Arthur Davison, another wife very busy chaperoning a Sunday school or church picnic of near a hundred church folks at their dairy farm. Arthur's sons, John and Robert, manage the dairy of fifty high bred Jersey cows. In their herd they have eleven cows that are good for seven hundred pounds of butter annually. No wind no storms ever visit that section, four miles north from Orick. It is likely this was the largest delegation from Hantsport that ever visited Arthur's fine home at one time.

A few years ago I met Capt. Hige Davison there. He was sailing a tea clipper ship that had been turned into a lumber packet going to Australia. We were up against it, for the many years elapsing since we met Hige in Hantsport had almost obliterated all school marks, but when I could not guess him, Hige said, "Bennie, perhaps you remember Jackie Morris." That put us on.

B. A. Frost.  
Arcata, Cal., August 9, 1925.

## INFLAMMATION

Sore muscles, strained ligaments, swollen joints yield to the healing influence of

**MINARD'S**  
"KING OF PAIN"  
LINIMENT

Nothing matters except being kind, says mother.

Worth more than all her personal belongings was the compact of love, piety, faith and common sense which a New York woman left her family. Like all the great things of life, the message is simple, and valuable enough as large to find space in the newspaper, says Literary Digest. The letter is written by Mrs. Lydia Harding Hammond, widow of the Rev. John Dennis Hammond, a Methodist minister, to be read by her children after her death. It runs as follows:

"Dear Children—I've just made my will, and this is to tell you what I want done with my little personal belongings.

same as yesterday and the day before." "Oh," ejaculated the subscriber, "I don't mean that I had stopped the paper; I stopped only my copy of it, because I don't like your editorials." "Pshaw!" retorted Mr. Greeley. "It wasn't worth while taking up my time to tell me such a trifle as that. My dear sir, if you expect to control the utterance of the Tribune by the purchase of one copy a day, or if you think to find any newspaper or magazine worth reading that will never express convictions at right angles with your own, you are doomed to disappointment."

**TUNED IN ON OUR RADIO**

Radio Fan—"When I came home last night I got Los Angeles." Henpecked—"That's nothing. When I came home I got hell."

Some businesses are all dressed up and no place to grow.

Nothing can take the place of

## MORSE'S TEAS

More cups per pound. Better flavor per cup.

## STRAWBERRY BOXES for 1925

The old four-fifths quart strawberry box that we made for some years past has been discarded. For the coming berry season we are making the new size quart and pint berry boxes.

And as usual we have to offer Berry Grates, Fruit Baskets, Box Shooks, and Barrel Stock. Send for prices and place your orders early.

**HANTSPORT FRUIT BASKET CO. LTD.**  
Hantsport, Nova Scotia.

## Boston & Yarmouth Steamship Co., Ltd.

Freight and Passenger Service  
Six Trips Weekly—Fare \$9.00

**S.S. North Land and S.S. Prince George**

Leave Yarmouth Daily except Sundays at 6:30 P. M. (Atlantic Time)

Return leave Boston Daily except Saturday at 2 P. M. Daylight Saving Time

For Staterooms and Other Information apply to J. E. KINNEY, Supt., Yarmouth, N.S.

## At Last He Advertised

Don't wait until you have to advertise your business for sale, to learn the benefits to be derived from advertising.

Advertising is the Luther Burbank of modern business. It makes money grow where only moss grew before. It plants the seed of prosperity in the untilled land of opportunity, and it garners a harvest of wealth for the far-sighted and enterprising.

We can supply you with ads written by experts—men who make advertising their life's business, and know how to sell goods, through the printed word. We can supply you with illustrations—the best that can be purchased anywhere—the product of the highest paid commercial artists in the world today.

Have our ad man call today and show you the Bonnet-Brown Sales Service of ads and cuts for every use.

**The Acadian**

**A BIRD OF PREY**

The Oil Vulture—"I hope they fight, it will mean a fine feast for me."  
—From the News of the World, London.

**After Every Meal**

Pass it around after every meal. Give the family the benefit of its aid to digestion. Cleans teeth too. Keep it always in the house. 881

*"Costs little - helps much"*

## WRIGLEY'S

**We Believe**

IN keeping our shelves amply stocked at all times with the best lines of Canned, Bottled and Package Goods. So when you shop here you're assured of getting what you want and—at a right price, too.

**L. B. Harvie**  
Phone 27-4  
Hantsport N. S.





Subscribe to The Canning Acadian

The Canning Acadian

DEVOTED TO THE INTERESTS OF CANNING AND VICINITY

Advertise in The Canning Acadian

Swat the fly with GILLETT'S LYE. A teaspoonful of Gillett's Lye sprinkled in the Garbage Can prevents flies breeding.

CANNING AND VICINITY

Mr. and Mrs. Blackie are spending two weeks at the Waverley. Mr. Blackie is relieving manager of the Bank of Nova Scotia during the vacation of Mr. Clifford Bowley.

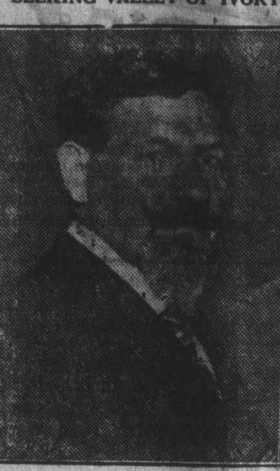
and Mrs. N. W. Eaton spent a week at Camp Meeting. Dr. Thomas W. Hodgson also spent a week end at the services.

Mr. and Mrs. A. D. Payzant and family have returned from a motor trip to Chester and Liverpool. Mr. C. H. Meek, who sprained his ankle, is improving, his many friends will be glad to learn.

Miss Rita is visiting her grandparents, Mr. and Mrs. Charles Ellis. Captain Burpee Tupper, accompanied by Mrs. Tupper, Parrsboro, visited in town last week.

Mrs. Lockwood, Fort Williams, is the guest of Miss Bessie Lockwood. Miss Ada Reynolds has returned from visiting Mr. and Mrs. Arthur Dickie, Halifax.

SEEKING VALLEY OF IVORY



Louis Philippe, Duc d'Orleans, royalist claimant to the throne of France, is preparing a hunting expedition to Africa to search for the Valley of Ivory.

KINGSFORT

More than sixty friends gathered at the home of Mr. and Mrs. A. W. Dickie on Friday evening, where a miscellaneous shower was given by Mrs. Roy Loomer and Miss Margaret Woodburn.

SCOTT'S BAY

Mrs. Bowman Steele leaves this week for Boston to spend the winter, where Mr. Steele is engaged in business.

SHEFFIELD MILLS

The Sheffield Mills Women's Institute met at the home of the president on Monday afternoon, August 10th. The speaker was Miss Helen McDougall.

ROTATION OF CROPS

The value of a systematic rotation of crops is well demonstrated at the Dominion Experimental Farm, Nappan, by three fields. Number 1 is under a rotation of crops; number 2 is sod that has received a top dressing of good barnyard manure once in five years.

The average yield per acre covering the past four years is as follows: Field number 1, four-year rotation, averaged over 2.29 tons of excellent clover and timothy hay; field number 2, top-dressed once in five years, averaged 2.30 tons of fair timothy hay including fifteen per cent weeds; field number 3, no top dressing, averaged 1.95 tons poor timothy including twenty-five per cent daisies and weeds.

While these fields at the time of writing are not cut for 1925, the difference in quantity and quality of hay is most marked. Field number 1 should yield close to three tons of hay per acre; number 2 will barely run to two tons per acre; while number 3 will do well to cut one and one-half tons of very poor hay made up of at least thirty-five per cent daisies and brown top.

RECKLESS DRIVERS ALARM THE TOURISTS

That automobile drivers should adhere more strictly to the rules of the road, is the opinion freely expressed by visiting motorists from the United States.

KEATING'S KILLS MOSQUITOES AND FLIES. BURN IT TO KILL MOSQUITOES AND FLIES.

A Telephone Talk Is Better Than a Letter. Visitors from Upper Canadian and New England Points will find in the Long Distance Telephone Service a ready and efficient means of having a talk with their homes and offices.

This service is available at any Telephone in the Province, and operators will quote rates on request.

MARITIME TELEGRAPH & TELEPHONE CO., LTD.

DRINK MOUSE. A word search puzzle grid with words like CISCO, DEN, NINE, ALP, SOWER, DUE, R, M, TINGE, L, S, RAT, N, H, COV, S, T, G, I, D, B, S, W, D, T, O, T, I, C, O, I, L, E, W, E, E, A, T, N, A, M, U, R, S, U, S, A, S, I, A, N, O, R, I, S, K, M, I, M, I, C, P, U, N, T, S, S, E, D, A, N, D, A, N, D, Y.

Answer to Last Week's Puzzle

thus endangering not only their own safety but also the safety of an approaching car. On numerous occasions I have noticed drivers here cutting in ahead of cars in front while approaching the top of a hill or making turns in the roads.

The speaker orated fervently to his youthful audience: "He drove straight to his goal. He looked neither to the right nor to the left, but pressed ever forward. Neither friend nor foe could delay him. All who crossed his path did so at their peril. What would you call such a man?"

"A truck driver," shouted a dozen hearers.

BIBLE THOUGHT FOR TODAY. AUGUST 21. PURE RELIGION and undefiled love God and the Father is this: to visit the fatherless and widows in affliction, and to keep himself unstained from the world.—James 1:27.

AUGUST 22

THOU ART MY LAMP, O Lord, the Lord will lighten my darkness. For by thee I have run through a way by my God have I leaped over a wall. II Samuel 22:29, 30.

AUGUST 23

I AM THE WAY, THE TRUTH, THE LIFE.—John 14:6.

AUGUST 24

THERE IS NO MAN that hath power over the spirit to retain the spirit; or hath he power in the day of death, and there is no discharge in that.—Ecclesiastes 8:8.

AUGUST 25

LOVE NOT THE WORLD, neither things that are in the world. For all that is in the world, the love of the Father is not in him.—I John 2:15.

AUGUST 26

TRUST IN THE LORD with all your heart, and lean not unto thine own understanding.—Proverbs 3:5.

AUGUST 27

BLESS THE LORD, O my soul, forget not all his benefits; who sootheth thy life from destruction; who openeth thee with lovingkindness, and mercies.—Psalm 103:1, 4.

AUGUST 28

An owl stays out all night and a reputation for wisdom. A man being stays out all night and a job.—Buffalo Post.

AUGUST 29

Not only is gardening better than golf, but it offers quite as much to brag about.

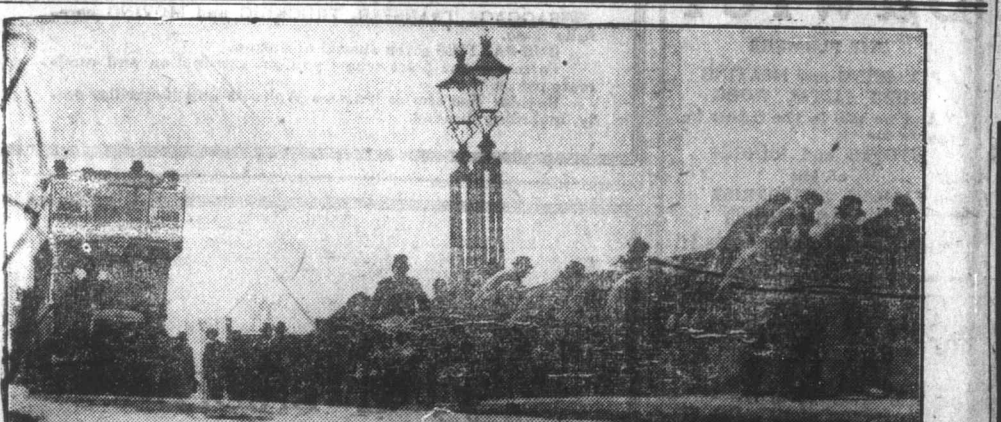
The game of life is most enjoyed to those who make some effort to win for the finals.

You have been intending to try "Red Rose." Why not now before you forget. RED ROSE TEA "is good tea" The ORANGE PEKOE is extra good. Try it.

ACADIA UNIVERSITY. F. W. PATTERSON, D.D., LL.D., President. Degrees in Arts and Science, Household Economics, Music, Theology, Certificate in Engineering.

Acadia Ladies' Seminary (Residential School). COURSES: Junior and Senior Matriculation, Household Science (Normal) Household Science—Degree B.Sc. (H. Ec.) Stenography and Typewriting.

Acadia Collegiate and Business Academy (Residential School for Boys). COURSES: Matriculation and General Diploma, Manual Training (Diploma), Business, Stenography and Typewriting (Diploma).



"LONDON BRIDGE IS FALLING DOWN"

The famous Waterloo Bridge, London, declared by Canova to be the finest bridge in Europe, is in imminent danger of collapse. Engineers are making constant inspections of it but it is said that it may fall into the Thames this year.

WAKE UP! Scho. It'll soon be "stetic" for your usual cry for new. All the other Scho. By buying the money. H. E. Opp. Post Office. Do you wonder why the merchant across the street gets all the business while you get none? He advertises—you do not. There are no cobwebs in his store, and the steady ring of his cash register proves that "It Pays to Advertise".

Ring Us Up and Our Ad Man Will Call. The Acadian

Vol. XLIV, No. 44.

advertise in  
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ABLE THOUGHT  
 -FOR TODAY-

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**MAGGIE AND JIGGS**

St. Peter stood guard at the Golden Gate, a solemn mien and an air sedate as he looked down on the golden stair, the angels ascending there, and the devils descending; they came and stood.

St. Peter, so great and good; the city of peace to win, he asked St. Peter to let them in. He was tall and dark and thin, a scraggy beardlet on his chin. Jiggs was short and thick and stout. His stomach was built so it rounded out.

St. Peter was pleasant and all the while he gave a kindly gentle smile. He looked in the distance the echoes of the choir in the distance the echoes of the choir.

Jiggs kept still while Maggie spoke. "Who guardest the gate," said she.

"Who come hither beseeching thee to enter the heavenly land, to pass on to the angel band, to pass on to the angel band, to pass on to the angel band."

"The LORD with all his might, he will retain the spirits of the just in peace, he will retain the spirits of the just in peace, he will retain the spirits of the just in peace."

"The LORD, O my soul, in destruction; who are lovingkindness and truth, who are lovingkindness and truth, who are lovingkindness and truth."

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OWN SALES ebs, brighten ver stock. It ou have been

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**Fashion Fancies**



By Marie Belmont

Crepe de Chine of heavy quality is the material used for the youthful combination shown above.

The upper part of the garment is shaped into the figure so that it serves for a brassiere, and the model hooks down the back, through the brassiere section.

The trimming is of net, with Val lace to join the net and crepe de chine.

No wonder he hasn't any hair! Swearing is wicked, smoking's not good; He smoked and swore—I should think he would.

Thirty years with a tongue so sharp— Here! Angel Gabriel! Give him a harp! A jeweled harp with a golden string.

Good Sir, pass in where the angels sing. And Gabriel gave him a seat alone. One with a cushion up near the throne.

Call up some angels to play their best. Poor Jiggs has certainly earned a rest. See that on fine ambrosia he feeds. He's had about all the hell he needs.

It isn't hardly the thing to do— To roast him on earth and in future too."

And Jiggs, looking down from his high level, Thought of Maggie, and felt sorry for the devil.

**PLANS AND SPECIFICATIONS**

Longfellow says: "All are architects of fate."

Some of us let others draw our plans and specifications. Most of us have none.

We are all architects of our own fate yet very few of us ever build according to plans and specifications. We merely build by placing the material where it happens to be most easily laid.

Today we are all building the most important building in the world, the building of our life. Yet we often make a failure of it because we have no plans and specifications with which to build.

Let's draw our plans today so that we may carefully build today, tomorrow, next week, next year. Then we shall build a good building of which we shall be proud.

Longfellow was right. We are all architects of our own fate—our own lives.—By Edw. F. Flynn, Director Public Relations.

Read this again to get it. He whose laugh lasts laughs best.

**ADVERTISING PAYS BIG DIVIDENDS**

Retail Grocer Relates His Experiences—And Strongly Recommends Regular, Consistent Newspaper Advertising

DUBUQUE, IOWA, July 31.—In an address before the National Association of Retail Grocers in convention here last week, Fred P. Mann, of Devils Lake, N.D., electrified his audience when he explained his methods in building up his grocery store at Devils Lake in the past 33 years.

Mr. Mann's entire secret, he declared emphatically, laid in advertising. You have to let the people know what you have to sell, he asserted, time and time again in his address. Mr. Mann at one time was a director of the U.S. Chamber of Commerce and for ten years was president of the Retail Merchants' Association of the State of North Dakota.

"Better business methods," said Mr. Mann in opening, "is what I am chiefly interested in. I advise grocers everywhere to advertise, keep at it and change your ads, from time to time. Clean windows and window displays are not enough. You must advertise in the papers. People expect to see your ads, they wait for them and in Devils Lake if I omit my usual weekly ad, people ring up and wonder what is wrong."

"This convention here now is for the purpose of raising the standard of retail merchandising. The chain store and the peddler are not the grocer's main enemies. He is his own worst enemy when he tries to keep shop successfully by letting the business come to him. It won't come. Manufacturers and jobbers here now are advising the retail grocer of this fact."

"I started business in an old run-down store in Devils Lake in 1892. I bought my first \$1,600 worth of groceries on time. I borrowed \$125 from my father to get the goods out of the car. I painted up and I arranged an artistic window display. Then I expected business to come in. It didn't. But a newspaperman came in and encouraged me to write an ad. I did. I advertised tomatoes and sardines—commodities any grocer is selling. But through the ad I sold my stock out. I kept on advertising. I knew one young man who increased his volume in two years from \$35,000 to \$80,000. I have a copy of his first ad—he thought he couldn't write ads. The first year I was in business through advertising I sold \$25,000 worth of goods and I always made my discounts."

"There are so many avenues of solicitation that in order to compete with

each, retailers must advertise, make themselves known to the community and surrounding territory. Advertising pays big dividends.

Mr. Mann went on to show a number of ads, he had used and was still using in Devils Lake, a town of 5,200 population. He is interested and is promoting the phone for food campaign, his ads.

Exports of gold ore, dust, etc., from Canada has risen from \$3,953,938 in 1922 to \$28,358,449 in 1924.

**WOODMAN & COMPANY**

FURNITURE - BEDS - BEDDING

CARPET SQUARES

LINOLEUMS - OILCLOTHS

PHONE 46-11



**BOYS' CLOTHING FOR SCHOOL OPENING**

We are offering all our Boys' Suits at 10% discount for the next two weeks. These are in up-to-date styles and made of strong wearing cloths.

Prices: \$7.00 to \$16.00 LESS 10 P. C.

Also a full range of Boys' Shoes, Shirts, Hose, etc.

**WATERBURY CO., LTD.**

Men's, Boys' Wear and Shoes

**SPRING WATER ICE**

For QUALITY and SERVICE buy from

**F. A. LESLIE**

Phone 116-11 Rates on Application

**PROFESSIONAL CARDS**

**M. R. Elliott, M. D.**  
 (Harvard)  
 Office Hours: 1.30 to 3.30 P. M. 7 to 8 P. M.

**G. K. Smith, M.D., C.M.**  
 Grand Pre, N. S.  
 Office in residence of H. P. KINNEY  
 Hours: 1.30 to 3.30 P. M. 7 to 8 P. M. Phone 311

**ALLAN R. MORTON**  
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 Main St., Wolfville Phone 348  
 Office Hours: 1 to 2, 6.30 to 7.30

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 Graduate of Rochester School of Optometry, Rochester, New York

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No. 96 From Kentville arrives 8.41 a.m.  
 No. 95 From Halifax arrives 10.10 a.m.  
 No. 123 From Halifax (Bluenose), arrives 11.20 a.m.  
 No. 124 From Yarmouth (Bluenose), arrives 1.59 p.m.  
 No. 98 From Yarmouth, arrives 3.12 p.m.  
 No. 97 From Halifax, arrives 6.12 p.m.  
 No. 99 From Halifax (Mon., Thurs., Sat.) arrives 11.48 p.m.  
 No. 100 From Yarmouth (Mon., Wed., Sat.), arrives 4.13 a.m.

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**SEALED TENDERS** addressed to the undersigned, and endorsed "Tender for Breakwater Extension, Hall's Harbour, N.S." will be received until 12 o'clock noon (daylight saving), Friday, August 28, 1925, for the construction of an extension to the breakwater, at Hall's Harbour, King's County, N.S.

Plans and forms of contract can be seen and specification and forms of tender obtained at this Department, at the office of the District Engineer, Bellevue Building, Halifax, N.S., and at the Post Offices, Kentville, N.S., and Hall's Harbour, N.S.

Tenders will not be considered unless made on printed forms supplied by the Department and in accordance with conditions contained therein.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to 10 per cent, of the amount of the tender. Bonds of the Dominion of Canada or bonds of the Canadian National Railway Company will also be accepted as security, or bonds and a cheque if required to make up an odd amount.

Note.—Blue prints can be obtained at this Department by depositing an accepted cheque for the sum of \$10, payable to the order of the Minister of Public Works, which will be returned if the intending bidder submit a regular bid.

By order,  
 S. E. O'BRIEN,  
 Secretary.  
 Department of Public Works,  
 Ottawa, August 7, 1925. 43-21

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