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makes possible many things. It is this which has made the recovery from the ravages of the fire so rapid, and so complete; it is this which has forwarded every public movement for the good of the city as a whole, and it is this which has made the stay of the commercial visitors to Baltimore, whether their mission be that of purchase or sale, so generally pleasant that its repetition is a foregone conclusion.

Furthering this spirit are numerous organizations. Foremost of them, as far as the shoe trade is concerned, is the Shoe and Leather Board of Trade, of which the following well-known houses are members: Dixon, Bartlett Co., Chesapeake Shoe Co, Frank & Adler, United States Rubber Co., Maryland Rubber Co., Banigan Rubber Co, C. J. Peed Shoe Co., Spear Brothers, Robert E. Tubman Co, Baltimore Bargain House.

Mutually Interested in Trade Relations.

Eastern Shore and Baltimore Should Stand Together

Merchants and Manufacturers' Association Laboring Zealously for Better Transportation Facilities Between these Points.

In the matter of the relationship of the Eastern Shore and the City of Baltimore, we must deal with the conditions as they exist today, and more particularly as to what they are to be in the future. From a sentimental standpoint, based upon state pride and a glorious history in the past and a close tie commercially and socially which existed before the days of railroads, when water transporation alone was used, every possible effort should be made by the people of both Baltimore and the Eastern Shore to maintain this mutual interest.

While sentiment in business is a desirable quality, in itself, it fails to operate successfully. Trade depends upon price, profits and progressiveness. Sentiment enters when all other things being equal, it might weigh, and generally does, in the balance. It is not true that the trade of Baltimore with the people of the Eastern Shore has been lost or even diverted to the extent which many people have recklessly proclaimed. It is true that about two years ago there was some reason in believing that it might have been diverted if matters had been allowed to proceed in the direction they seem to be taking. But right here the writer in his duties as Secretary of the Merchants & Manufacturers Association found a field for investigation and some important results have already followed. It is a fact, easily proven, that our merchants & manufacturers have, in the last two years, increased their business on the Eastern Shore to a most gratifying extent. But our people and the Merchants & Manufacturers Association are not content with this increase. This great organization, composed of 550 of the leading mercantile and industrial concerns of Baltimore, with an individual membership of over 1600 of the most active men in the city, having had the capabilities to which this land of milk and honey can be brought set before them, has determined to assist in its development toward a prosperity it has never known. The growth of the shores of the incomparable Chesapeake Bay has become a slogan of this big, growing, earnest and active body.

The fundamental purpose of the Association's thorough and complete investigation of this garden spot of America, was to learn of its capacities of production, what was necessary to this end and to make Baltimore its metropolis market and distributing point. It was not to stop trade diversions or to interfere with the markets for the Eastern Shore's products. It was for a higher, more effective and common-sense purpose. It was to put Baltimore in a position to be conveniently reached by the Eastern Shoreman, and the Baltimorean the Eastern Shore. It was to co-operate with these people in affording them adequate facilities in water transportation; the encouragement of the means of rapid transit along the lines of natural mileage; the avoidage in rail transit of going "around the elbow to reach the thumb"; to get the small motor-boat started, so that a farmer could get his most profitable crop to market in good time; so that the merchant could have a change to come to Baltimore, do his buying and return in season the same day.

Out of this has grown the Merchants & Manufacturers' first step in that so called *"Dream"*—the Bridging of the Chesapeake Bay—and a system of trolley lines connecting with it. And, since these things have been suggested, these trolley lines are being considered all over the Eastern Shore. Some are being built, others ready to be built and more contemplated. The engineers have surveyed and decided feasible the Bridge over the Bay, (the upper bay) which plan involves some 240 miles of trolley lines on the Eastern Shore. The plan is arranged so that the lines centering in Accomac County, Va., in Crisfield, Cambridge, Centreville, Chestertown, etc., can reach the bridge and come to Baltimore.

What will these things do? They will populate the Bay Shores. They will bring to Maryland the smaller farmer, who will make 10 acres do what 50 acres have not done. They will create business on the Eastern Shore and Baltimore will be right next, and be the nearest great city—4 to 6 hours travel nearer—than it is today.

Much is said about certain cities of the North buying the crops of the Eastern Shore. They do buy much. They have to. The people of these large cities have to eat. Why should they not buy the delicious food of the Bay Shores? Let them continue to buy. Baltimore can't consume it all, though it would and should be in a better position to handle these crops. Enough garden truck can be raised on the Eastern Shore to feed forty Baltimores or twenty New Yorks. The great markets for these products are not immediately North of it, but in the West, the great West—from Pittsburg to Denver—Chicago to St. Paul. Baltimore could, through its railroads to the West, handle a vast amount of this "truck."

But that which we of the Merchants & Manufacturers Association see is this:—Let our neighbors have all the markets they can get and we can help them secure. Make them prosperous. The money which comes from the more distant North and the West is what we want the Eastern Shore and the Western Shore to have. Then, when it comes to getting their merchandise, their manufactured articles, they will find Baltimore the easiest market to reach, the fairest place in which to buy, and the best people on earth with whom to deal and within their own state of Maryland, in which we are all interested in promoting Civicly, Commercially and Industrially.

THOMAS G. BOGGS,
Secretary of the Merchants & Manufacturers Association of Baltimore.

Better Transportation Facilities

The Slogan of the Eastern Shore of Maryland.

Since the formation of the Eastern Shore Publicity Campaign, a few months ago, the value of the Eastern Shore of Maryland as an asset to Baltimore has been made more apparent than ever before; not only from a wholesale and produce standpoint, but from a retail viewpoint as well. But, in order that the full realization of her benefits may accrue to the metropolis of the State more direct and better transportation facilities must be inaugurated, and Baltimore, as well as the Shore, must give every assistance possible to the furtherance of any ligitimate project with this end in view.

Secretary of State, N. Winslow Williams, at the first annual banquet held by the Business Men's Association of Northwest Baltimore last week, sounded the keynote when he said in part: "We must give the Eastern Shore railroad lines, electric lines, boat lines and means of transportation that will benefit the citizens of that part of the state and us at the same time." Mr. Williams made a strong plea for a revival of trade between the Eastern Shore and Baltimore, contending that the Eastern Shore trade was worth $50,000,000 a year, and declaring that a show of enterprise on the part of the railroad and steamship companies ought to bring more of it to Baltimore.

The Eastern Shore, through her Publicity Campaign, stands ready to lend a helping hand to any project that will relieve her present primitive transportation conditions, but she must have the hearty co-operation of the business interests of Baltimore in her struggle. Therefore, let the awakening that this edition is intended to bring about be kept alive until the goal is reached.

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