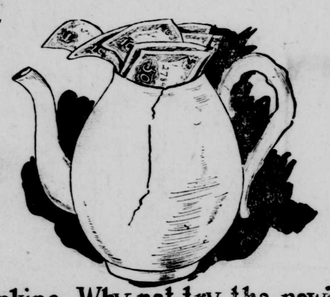
AMERICAN UNION

Vol. 59. No. 4 | DENTON, MARYLAND, THURSDAY, SEPTEMBER 4, 1913. | $1.00 Per Year

ENOCH PRATT BALTO. FREE LIBRARY



The Cracked Tea-pot

Old style banking. Why not try the new?

In the olden times our fathers used to hide their savings in the old tea-pot in the closet, or under the mattress in the spare room. Methods have changed since then. We of today deposit our earnings in the modern Savings Bank, out of harm's way, and where they are increased each year by interest. How much better is the new way than the old. If you haven't a Savings Bank account, get in line with the march of progress, and open one with us immediately. Opening deposits of $1.00 gladly accepted.

The Peoples National Bank,
DENTON, MD.
ALBERT G. TOWERS, Prest. T. F. JOHNSON, Cashier.

The Denton
Cash Bargain House
Sixth St. near Depot. DENTON, MD.

Saves You Money

In Poplins. We have blue, black, lavendar, and tan, at	25c yd	Percales,	12c yd
Spring Lawns,	12c yd	Standard Prints,	6c yd
Veils, worth 20c,	15c yd	Muslins,	7½c to 10c yd
Pongee, 32 in. wide	25c yd	Drills and Tickings	10c to 12c yd
Dress Ginghams 32 in. wide	12c yd	Men's and Youths' Clothing from	$5 to $10 per suit
Galatea Cloth,	12c yd	Children's Suits,	$2 to $5
Apron Gingham,	8c yd	Ladies' White Oxford Shoes,	$1.25 to $2
India Linen,	10c yd	Patent and Gunmetal Oxfords, worth $3,	$2.50
Long Cloth,	12c yd	Other styles of shoes in stock.	
White Linen Damask,	30c yd		
Veilings,	15c to 20c yd		

Groceries at Lowest Prices, Quality Considered.

Lard, 15c Lard Compound, 13c Compound, 12c. Sugar, . Coffee, 22c, 25c, 28c, 30c. Rice, 8c. Corn, 8c per can, etc. Mason Fruit Jars—Pints, 45c; quarts, 65c; half gallons, 80c per dozen. Paris Green, 25c per pound.

J. H. BEER, Proprietor,
Phone 90. DENTON, MD.

SAVE MONEY!

That's what we help you to do. Come in and see how we do it.

15 cent and 25 cent articles

we sell you for 10 cents. We hunt for bargains to sell in our 5 cent and 10 cent line.

DRY GOODS and SHOES

Right up-to-date and priced right. This is the CHEAP CASH STORE. 15c and 20c Hose at 10 cents. 15c and 25c Straw Hats at 10 cents.

Mattings For Spring

From 12c to 28c that will cost you more money anywhere else. Tin ware, Enamelled ware, Glass and China ware. We have a splendid assortment and they are all cheap. **A big box of matches for four cents.**

SUGAR 5 cents per Pound

A fine 28c Coffee at 25c. For one week at 22c. We purchased a large quantity which enables us to sell it at 25c. All kinds of Groceries.

CANDIES and FRUIT

To supply our wholesale trade we carry in stock the very finest line of candies. We have added to our line a novelty known as

"CRISPETTES"

and manufactured for both our retail and wholesale trade. One of the best sellers in the confectionery line. Ask us about it.

WM. BULLOCK
307 Carter Block
Denton, Maryland



"IS YOUR BABY CONSTIPATED?"
Baby's bowels must be regulated properly and by a medicine that is safe.
Dr. Fahrney's Teething Syrup
Has proved itself—mothers know it and babies like it. Used in 100,000 American homes. Prevents Cholera Infantum. Best for bowel complaints. Cures Colic in ten minutes. 25 cents at druggists. Trial bottle free if you mention this paper.
Made only by DRS. D. FAHRNEY & SON, HAGERSTOWN, MD.

DISEASE OF CABBAGE

Infected Plants Show Tendency to Wilt on Sunny Days.

Club Root Is Spread From Field to Field by Being Carried on Cultivators and Feet of Horses—Rotation Is Suggested.

(By H. S. REED, Virginia.)

When a field is badly infected with disease it may appear at the seedling stage, as a dwarfing of the young plants, but the fields are not usually badly enough infected the first season to manifest the disease until the cabbage is half grown. In districts where the disease has just begun to get a foothold, the grower is not likely to notice any trouble, therefore, until after the first of July. At about that time it will be noticed that the plants which are being infected show a tendency to wilt on bright sunny days, although at night they may recover and do not wilt on the following day unless it is again bright and warm. Such plants may succeed in making enough growth to produce a salable cabbage, although it is somewhat undersized and slightly loose. The earlier the plant is infected with the disease, the smaller is the head produced.

The agent responsible for the club root disease is an organism belonging to the lowest orders of plant life, which lives as a parasite upon the roots of cabbage and related plants, like cauliflower, rutabagas, flat turnips, mustard, etc. As the plant and its parasite reaches maturity the latter ceases active growth and begins the formation of spores which are capable of retaining their vitality through the winter and propagating the disease. The decay of the cabbage root accomplished by bacteria and other forms of life, sets free these spores in the soil, and there they remain until the following spring, when conditions are again favorable for growth, these spores germinate, giving rise to an active organism which is capable of again infecting a plant. In this way



A Well-Developed Case of Club Root.

the cause of the disease perpetuates itself in the soil and each year injures the cabbage which is planted there.

The disease is spread from field to field by being carried on cultivators and the feet of horses, soil erosion, and by throwing diseased cabbages to stock on pasture. Guard carefully against introducing any material into a field which may carry the germs of the club root from diseased fields, and especially against diseased soil and diseased cabbage plants.

Practice crop rotations which will allow at least three years between crops of cabbage, rutabagas or turnips. Apply stable manure to the crop which precedes cabbage, but not to the cabbage crop. If acid phosphate is used the same rule would hold. Lime will more successfully counteract the club root disease than other substances. Apply it at the rate of 100 bushels or more per acre, one or two years previous to planting the cabbage.

PLAN TO SAVE THE HAY CROP

Farmers Cannot Afford to Allow Valuable Alfalfa and Clover to Be Ruined by Showers.

Many farmers will be aggravated by frequent showers during alfalfa and clover haying. What are you going to do about it? Are you going to let hay worth to you as feed from $8 to $15 per ton be spoiled by rain?

One cannot always wait for the weather to get settled. In many localities it does not settle till after haying is over. Overripe hay is very little good. It must be cut in season, regardless of the weather. We suggest that you get a hundred hay caps for the field and some stack covers if you stack out doors. The caps will not cost very much and if cared for will last many years. Then you can cover the hay cocks and let them cure longer than you would dare if they were left exposed to rain.

We've got to look more carefully to saving what we grow, as well as growing larger crops, and this is a step in that direction.

A Hint to the Bride.

Choose your bridesmaid for her figure and carriage, rather than for her face alone. A girl who caries herself well and walks gracefully has the requisites for success in that trying [illegible] who is not possessed of a pretty face alone.

HANDLING OF COMPLAINTS

If Not Properly Attended to They Will Often Result in Loss of Customers.

Every dealer bumps up against the question of complaints pretty frequently.

"My order was not delivered on time." "You substituted something I did not want for something I wanted." "There was a mistake on my bill, you charged me too much."

How many dealers are there who have not heard these stories time and time again.

Complaints if not properly attended to breed ill will and often result in the loss of a customer. The question is how to remedy the ill effects produced by causes for complaint.

Complaining customers can almost be classified nuder four heads. The customer whose demands on the dealer are too severe. Secondly, the customer who is a trifle too shrewd and sometimes a little unscrupulous. Thirdly, the customer who has just cause for complaint and last, the customer who never complains but once, then takes his trade elsewhere.

There are a good many ways to simplify the handling of complaints, deference, tact, and courtesy must always be shown even to the most irate complainent.

Very often a complaint is made over the telephone. In this case more tact is necessary to calm down the customer than when one is made at the store because in telephone conversation you must remember that the person on the other end of the line can never observe the facial expression, which counts for so much in conveying the correct meaning to persons to whom you speak.

Nothing so angers the average person than an overcharge. Careful attention in checking over the bills sent out will make errors of this kind avoidable. In these days the "well-advertised-goods" customer has become very wary to substitutes. He or she, as the case may be, wants the article asked for. If you haven't the article in stock do not send another one. Tell the customer when you can get what has been asked for and put the name of the article on your buying list.

Many dealers meet the request for the exchange of an article with a "well-you-bought-it-didn't-you" air. In cases where the customer has good ground or even no grounds at all to exchange what they buy the exercise of good business judgment will tell you to make the exchange or to credit them without argument.

Many dealers give their customers cause for complaint. They are in the habit of asking different prices for the same article. One customer compares the price of something that he has bought, with another customer and they discover discrepencies in the price. Then they become your enemies.

In the selling of goods the biggest factor is keeping down the number of complaints. If you unduly praise or exaggerate the qualities of anything you sell, the goods you sell wouldn't make good on your claim.

Avoid these comebacks. When you tell the customer that you will deliver the same day or at a certain time, be sure that it is possible. A continually disappointed customer soon becomes no customer at all.

Advertising makes two customers grow where one grew before, says Herbert Casson. It brings the producer and the consumer closer together. It eliminates a host of agents, canvassers, peddlers and middlemen. It creates better national habits, such as the use of automobiles, the installation of open plumbing, and the purchase of clean foods. It puts an end to the clumsy, wasteful ways that grew up in the days of homespun and log cabins. It awakens energy and ambition. It keeps the farms and villages in touch with the great cities, and levels the nation upward. It creates higher standards of living, and then holds them up before all the people.

Continuity in Advertising.

The merchant who places advertising in only a few newspaper issues is sometimes disappointed that large results do not immediately follow.

Modern life is crowded with interests, people live in a hurried way, and public attention is fickle. Let the advertiser consult the new science of salesmanship and business psychology. He will be told that nothing affects the mind like repetition. Constant dropping wears away the stone that is not affected by the single hard shower.

If a man of striking appearance passes by your place only at long intervals, you would scarcely recollect his features from time to time. If a person of ordinary appearance passes regularly for a short time, his face becomes firmly fixed in your mind.

The merchant who will advertise regularly even if only in a small space will be surprised to see how the public will look for him in his regular position and be disappointed if he fails to appear. The familiar name in the business news is greeted with as much pleasure as the familiar face that you meet on the street. **Once interest is created by a man's methods of advertising, readers turn to it as to a serial story.**

DENTON, MD.
Saturday Sept. 6



Primary Election Notice

To the Judges and Clerks of Election and Voters of Caroline County:

Notice is hereby given that the Primary Election will be held in the several Districts or Precincts of Caroline county between the hours of eight (8) o'clock in the morning and six(6)o'clock in the evening, on

Monday, Sept. 8, 1913

The places wherein such election upon the date aforementioned will be held in the respective Districts or Precincts are as follows:

First Election District at HENDERSON;
Second Election District at GREENSBORO;
Third Election District—First Precinct at DENTON;
Second Precinct of 3d District at DENTON;
Fourth Election District at PRESTON;
Fifth Election District at FEDERALSBURG;
Sixth Election District at HILLSBORO;
Seventh Election District at RIDGELY;
Eighth Election District at AMERICAN CORNER.

Said election to be held for the purpose of voting for nomination of public officers as follows:

One person for United States Senator.
One person for Comptroller of the Treasury of Maryland.
One person for Clerk of the Court of Appeals.
One person for State Senator.
Three persons for Members of the House of Delegates.
One person for County Treasurer.
One person for Register of Wills.
One person for Sheriff.
One person for County Commissioner.
One person for County Surveyor.
Four persons for Republican State Central Committee of Caroline county.
Three persons for Democratic State Central Committee of Caroline county.
Four persons for Progressive State Central Committee of Caroline county.
Four persons for Delegates to the State Convention of the Republican Party.
Four persons for Delegates to the State Convention of the Democratic Party.

The Return Judges shall make their returns before twelve (12) o'clock noon the second day after the election, that is to say, before noon Wednesday following the Monday of the election, in the manner prescribed by the law, to the Clerk of the Circuit Court, to the County Commissioners, to the Board of Supervisors of Elections, and to the Register of Wills of the county aforesaid.

HARRY B. MASON,
ALPHONSO MEREDITH,
JAMES T. SYLVESTER,
Supervisors of Elections for Caroline county.
Test:—S. G. NUTTLE, Clerk.

Nomination Certificates

August 26, 1913.

In accordance with the Acts of the Assembly of Maryland of 1912, the following persons having fully complied with the law by filing certificates for nomination with the Supervisors of Elections, on or before the 18th day of August, 1913, and there being no opposition before us to their candidacy and no contesting candidates for the office for which they desire to be nominated, it will not be necessary to vote for them in the Primary Election, and we hereby declare them NOMINATED by certificate.

STATE.

THOMAS PARRAN, Republican, of Baltimore county, for United States Senator.

BLAIR LEE, Democrat, Montgomery county, for United States Senator.

AUGUSTUS M. DENHARD, Republican, Baltimore county, for Clerk of the Court of Appeals.

CALEB C. McGRUDER, Democrat. Prince George's county, for Clerk of the Court of Appeals.

OLIN METZEROTT, Republican, of Prince George's county, for Comptroller.

EMERSON C. HARRINGTON, Democrat, of Dorchester county, for Comptroller.

COUNTY.

ARTHUR J. MESSICK, Republican, Bethlehem, Md., for State Senator.

HARVEY L. COOPER, Democrat, Denton, Md., for State Senator.

REPUBLICAN.

For House of Delegates—Frank P. Covey, Denton, Md. J. Aida Jackson, Goldsboro, Md. Harry H. Nuttle, Hobbs, Md.

For County Treasurer—Alfred W. Thompson, Ridgely, Md.

For Sheriff—J. Coursey Hemmons, Ridgely, Md.

For Register of Wills—Harry E. Ramsdell, Denton, Md.

For County Commissioner—William E. Orrell, Greensboro, Md.

For State Central Committee—J. Spencer Lapham, Goldsboro, Md. J. Charles Madara, Ridgely, Md. John W. Payne, Preston, Md. Harry A. Roe, Denton, Md.

For Delegates to Republican State Convention — Clayton S. Kauffman, Gilbert Hagadone, George A. McDaniel, Denton, Md.; Thomas W. Jones, Ridgely, Md.

For State Central Committee of Progressive Party—Warren Vansant, Greensboro, Md. Arthur J. Bennett, Goldsboro, Md. Robert D. Bradley, Federalsburg, Md. H. Clay Hobbs, Denton, Md.

The names of Democrats to be voted for are published in the Primary Ticket.

The Supervisors filled vacancies by appointing Thomas H. Porter, Democrat, Clerk for Eighth District, and Nathaniel L. Tribett, Republican, Judge in Second Precinct of Third District.

HARRY B. MASON,
ALPHONSO MEREDITH,
JAMES T. SYLVESTER,
Supervisors of Elections for Caroline county, Md.
Test:—Samuel G. Nuttle, Clerk.

Farmer Boy or Girl, Succeed!
Be a Leader in Your Neighborhood

Make the best money earned today by fitting yourself as a well-paid producer on your home farm. Your profession demands a live, up-to-date business education. Spend your winter vacation with practical and paying results. Attend the *free* short courses in dairying, fruit growing, poultry keeping, home making, and better farming at

YOUR AGRICULTURAL COLLEGE
H. J. Patterson, President, College Park, Md.
Eight Miles from Washington, D.C.

Dr. Frank W. Taylor Jr.
VETERINARIAN,
Ridgely, Maryland.

©Maryland State Archives, msa_sc2929_scm3540-0223.jpg