Make The Idle Hours Productive

THERE are certain hours each day when the telephone of many business concerns are idle—hours which can and should be made productive.

If this is true of your telephone, why not reach out to surrounding towns and cities for more business?

Make a list of prospects, call them up and give them the same sales talk you would if you were face to face.

The rates are reasonable, even for great distances.

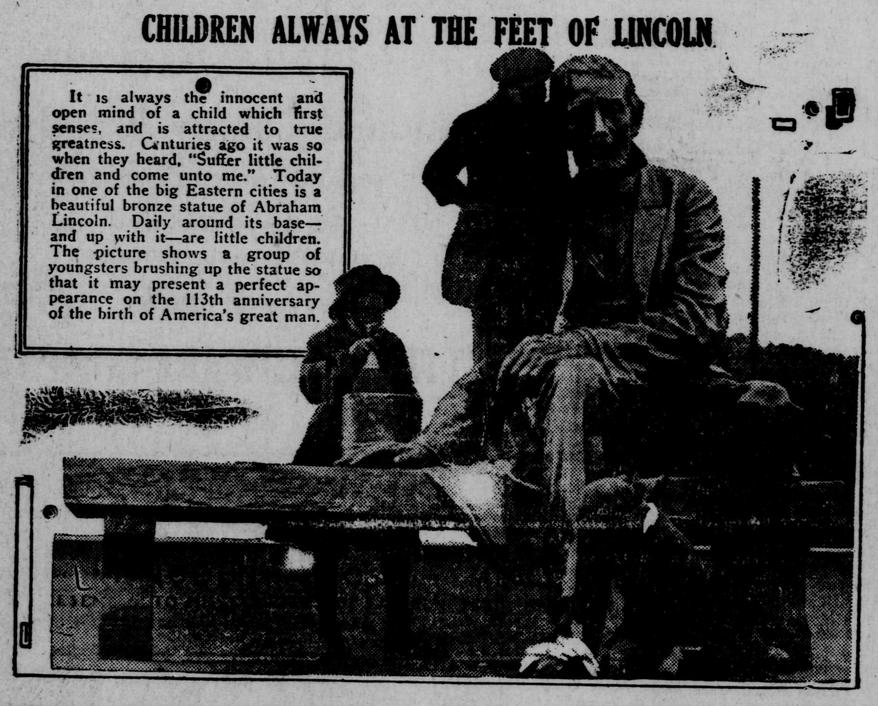
After 8.30 P. M. there are reduced rates on Station-to-Station calls. The front pages of your telephone directory will give full information.

The Chesapeake & Potomac Telephone Company

R. C. HARRIS, Manager

CHILDREN ALWAYS AT THE FEET OF LINCOLN

It is always the innocent and open mind of a child which first senses, and is attracted to true greatness. Centuries ago it was so when they heard, "Suffer little children and come unto me." Today in one of the big Eastern cities is a beautiful bronze statue of Abraham Lincoln. Daily around its base—and up with it—are little children. The picture shows a group of youngsters brushing up the statue so that it may present a perfect appearance on the 113th anniversary of the birth of America's great man.



Uncle John's Poem

THE VILE GOSSIPER

I don't believe in gossip which can do a neighbor harm. The gossiper is hated, in the town, or on the farm; I never seen a gossip that commanded any love—Peddlin' out their slanders, which they know they couldn't prove. . . .

Fer instance, here's old Hankins, that don't live fur from me—packs around a budget that he's learnt from A to Z. Never misses nothin' that concerns his nearest friends. . . . Talks about his neighbors with a zeal that never ends. . . .

If people told their views of him, he'd find out where he's at. . . . They tell me, if he had means, he wouldn't feed his cat. . . . Thinks he is the smoothest stick you ever came across. . . . Lets on just like he doesn't know his gran'dad stole a hoss! An' then, he used to gamble like the devil, I am told. . . . Neighbors catch him shootin' craps—at—seven—year—old! Folks could tell a heap of facts from them that ort to know—of how he got his mutton, maybe forty year ago. Of course I know that gossip ain't a very savory dish. . . . But I have heard that Hankins used to guzzle like a fish. . . . You mightn't think that scandle hung around that feller's life, but someone says he re'lly swiped another feller's wife. I've heard he wintered in the pen, one time in Tennessee, but, wust of all, **he gossips,** an' this don't look good to me.

Neighbors knowed the truth, I spose they'd string him to a limb, but I don't peddle gossip, though I've got no use fer him.

Yr. friend Uncle John.

HICKMAN

Mrs. James Farrow of Philadelphia is visiting her mother, Mrs. James Breeding, who is quite ill.

Mr. and Mrs. G. E. Wilson and little William spent Sunday with Mr. and Mrs. Meluney of this town.

The Ladies Aid of Hickman M. E. Church met at the home of Mrs. George Noble on Wednesday last.

The Carry-On Club will postpone their meeting until February 25. The club has been invited by Miss Hazel Brown. Every one be present.

Dr. Wise, the District Superintendent of the Middletown District, will preach in this town on February 19.

Miss Pearl Hignutt of this town is now working in Bridgeville.

Of Course!

A soldier was being buried with full military rites. Just after the body had been lowered into the ground the officer in charge gave the usual command and the customary volley of shots rang out. A little girl, standing with her father and brother, was very much interested. She turned to her father and said: "Daddy, why did they do that?"

"Oh gee, Sis, don't you know?" answered the brother without a moment's hesitation, "they did that to wake God so He'd let that poor fellow in."

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TELEPHONE MAKING EXTENSIVE ADDITIONS

New telephone plant costing $3,113,000 will be added to the system in Maryland in 1922 according to plans for additions being made by engineers of the Chesapeake and Potomac Telephone Company. Every section of the state will benefit through the expenditures, as the company's laying plans to add new lines and increase its Central Office facilities wherever population and business growth justifies.

Preliminary estimates from managers in the different sections indicate that the business growth is general. In many sections the requests for telephone service and the increase in calls is so great that much new plant must be added. More than $780,000 is estimated as the cost of installing the telephones, protectors, inside wire and other apparatus a the subscriber's premises, exclusive of the inside lines, cables and central office equipment that must be added.

In addition to the general amount for installations throughout the state many specific appropriations will be made for local improvements. The tentative plans provide for the expenditure of about $167,000. This is divided among towns of the Eastern Shore, and also includes numerous additions in the cities and smaller places in the western and northern sections.

Many of the toll and long distance lines are to be improved, and in some places it will be necessary to increase the number of trunk circuits, because of additional business. One job alone entails the spending of more than $100,000 — constructing new cables along the Frederick road, and between Frederick and Middletown.

Some of the towns which the company hopes to give considerable increases in their telephone plant are:

Annapolis, $11,000 for new switchboard equipment and additional aerial cables.

Belair and Havre de Grace, $11,000 to provide general facilities for more telephones.

Cumberland, $43,000 for new cables and $35,000 for a new switchboard necessary to handle the increased business.

Frederick, $10,000 for central office equipment and aerial cables.

Hagerstown, $36,000 for switch board equipment providing 300 additional line facilities and additional cables in the northern section.

Hyattsville and Laurel, $46,000 for new line facilities and underground and aerial cables.

Salisbury, $34,000 for switchboard equipment and outside plant relief.

Cambridge, Easton, Crisfield, Chestertown and Princess Anne are given appropriations sufficient to care for their increase in telephone needs during the year.

LAMONA BREED MAKES FIRST PUBLIC APPEARANCE

The Lamona, the new white-egg-laying general-purpose fowl originated and being developed by the United States Department of Agriculture, made its first public appearance at the Madisan Square Garden Poultry Show, held in New York from January 25 to 30, where 15 of the birds were shown in the open classes. In addition to the Lamonas, and other government-bred fowls of standard breeds, the department put on an extensive exhibit consisting of models of poultry houses, a display of feathers of the standard breeds, appliances, as feed hoppers, brood coops and a fattening battery. A series of panels, made up of photographs, charts and placards, showed the more important standard breeds, the feeding of hens for egg production, the preparation of birds for exhibition, the advantages of early hatching, the improvement resulting from the use of a high quality sire, capons and caponizing, culling the farm flock, and the pedigree breeding of poultry.

A number of department representatives took part in the program of the show and gave information to the visitors concerning the educational exhibit. They reported an extraordinary interest on the part of the public and various poultry breeders in the Lamona breed, many persons desiring to obtain breeding birds. The department believes it necessary to perfect them still more as regards certain characteristics, and it is not likely that any will be for sale during the coming year.

HOBBS

Mr. Edgar Willis, Jr., of Andersontown was a visitor Sunday at the home of Mr. Frank Mitchell.

Miss Annie Tarr after being confined to the house for several days, suffering with a severe cold, is able to be out again.

Mr. Roland Starkey is visiting his sister Lillian and relatives in Baltimore.

Mr. Fred Stafford, Jr., of Philadelphia is spending some time with his brothers Fletcher and William.

Mrs. W. H. Lord has been visiting her son Emmett of Concord.

Mr. and Mrs. Fred Stafford, Sr., were guests of Mr. True Jacobs in Burrsville last Friday.

Mr. and Mrs. Thompson have rented their farm and gone to Baltimore to live.

Miss Ethel Comegys has returned from a visit with relatives at Centreville.

Mrs. Edward Tripp and son, who have been visiting her sister, Mrs. T. H. Towers, and other relatives for the past two weeks, left Thursday to join her husband, Lieutenant E. P. Tripp, at Camp Knott, Louisville, Ky.

Mr. E. M. Willey spent the week end with relatives in Seaford, Del.

Mr. and Mrs. Carter Kelley of Andersontown were Sunday guests of Mr. and Mrs. C. D. Collison.

MOVING OR MOVED?

If any of our patrons have been unfortunate enough to have had to move this year will you kindly notify this office so that we may see to it that your paper is sent to the proper address. We thank you.

Ben Franklin liked books.

Within their covers he found wisdom—the wisdom which when put into practice, earned for him a reputation as a great American.

We observed his birthday on January 17—it having been two hundred and sixteen years since his birth at Boston.

Franklin's philosophy may be summed up in one word—THRIFT.

And the bank book is text book in the study of thrift. It was the book which Franklin heeded most because there, in black and white, was the result of his endeavors.

"Spend less than you make if you would succeed,"—said Franklin's famed "Poor Richard."

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Don't Say It Can't Be Done, Try It

The fact that you know it can't be done doesn't prove anything.. It was once an accepted scientific fact that an iron boat couldn't float, but it did. Some years ago, when baseball pitchers began to talk about curved balls, a bunch of learned Chicago professors arse and proved scientifically and conclusively that it couldn't be donethat no man could control the course of a ball through the air after it had left his hand . Whereupon a delegation of the baseball fraternity took the learned professors out to the ball grounds in a carriage and showed them three stakes set in the ground in a straight line. Then a square-jawed, red-headed pitcher threw the bball to the left of the first stake, to the right of the second stake, to the left of the third. He did it again and again grinning irreverently all the while. And the learned professors went sadly home and thought it over.

Don't say it can't bbe done. Try it.

Once-Overs

Don't be a crank: be a self-starter!

Don't be the sort of an employee who must have instructions pounded into him before they have any effect.

Don't be the kind of a man who must be addressed in an angry tone if they are to bbe imprest.

It should be sufficient for any employer or superior officier to pleasantly request certain services from you.

The man who must be whacted and pounded into action is no good in any establishment, and the sooner such men get in the gate the better for their employers.

It is too expensive to hire men to work and then have to hire others to watch them every minute in order that proper service may be secured.

The willing worker, the man who acts immediately upon instructions which are given to him, is the sort of employee towho is worth having.

Such a man gives honest service at all times, and this is what counts in the work-a-day world.

Shirks are expensive at any price.

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1000 Harvey Oil	.09
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10 Dayton Rubber Units	65.00
50 Dusenberg Motors, cm	Make offer
35 Wheeler Banking System	Bid
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