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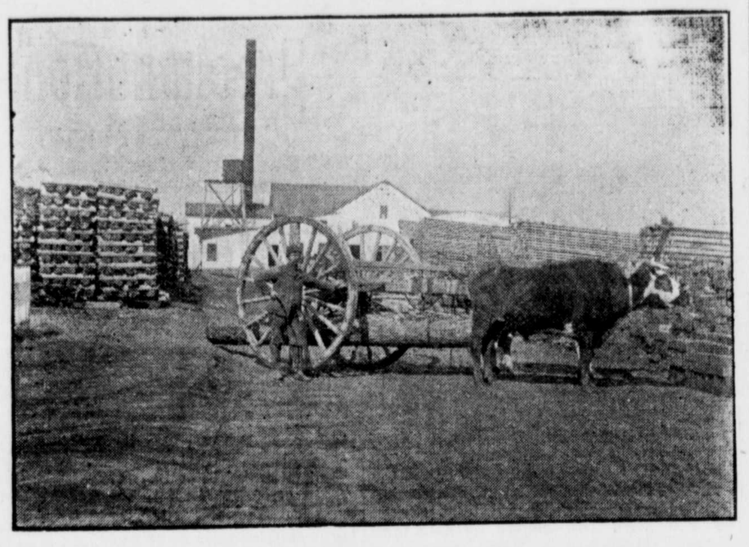

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TRADE MARK

to the Farmers and Planters of Kent and adjoining counties. With pride, we say that we are better equipped than ever, this year to give you your money's worth.

Many cannot understand why, after so many years doing business here, that T. R. Hubbard & Son's Fertilizers are more extensively used year after year. But the mystery is solved by a visit to our factory, which is always open for inspection to the public, and those who go down to our works marvel at the pains taken in manufacturing the goods.

First the bone is shoveled in the crusher with a scoop shovel and prepared for the Denmead mill, then it is dissolved, and after getting in good mechanical condition, if making a dissolved bone goods, so many pounds of bone is put in the mixer. The nitrate of soda, fish and high grade potash are added, the whole thoroughly mixed, passed through a phosphate mill and screened and thrown up in bulk, to remain until it is shipped, and then it is bagged in new treated acid-proof bags and sent out in splendid shape. We are often asked, "why don't you run the goods when first mixed, right in the bags, and not go to the expense of treating the bags, as do other manufacturers?"

We are often asked if this is not a needless extreme, but we reply,—it pays to make the best.

Whilst there is some loss by evaporation by bulking, an additional expense rebagging and an expense to treat the bags, when we remember that a farmer appreciates a good goods, and in first-class mechanical condition it pays to go to extremes as it is impossible to make a first-class fertilizer otherwise, and by treating our customers right in their purchases, making the time of payment of the bill to suit them, we have gotten a personal hold upon our trade.

Now, in order that we might continue to be an up-to-date concern, it was necessary to have our own acid chambers and an acid phosphate plant, so as to be entirely independent of the trust, and we have gone in with another concern and erected one of the most modernly equipped phosphate factories in the East, located at Canton. This will make our

DISSOLVED PHOSPHATE

and supply the Chestertown factory, and instead of closing up our old factory as many supposed, we will be in better shape than ever before, and will be worked harder than ever. We tell you all this, for when you know what we know about our business, you will not buy any ordinary fertilizer, but

T. R. HUBBARD & SON'S BONE FERTILIZERS,

the Fertilizers that have made T. R. Hubbard & Son's Fertilizers famous. If, therefore, you are going to

TOP DRESS YOUR WHEAT OR GRASS, FERTILIZE YOUR ASPARAGUS, FERTILIZE YOUR ORCHARDS, FERTILIZE YOUR CORN, SOW OATS, PLANT POTATOES OR TOMATOES,

or anything that requires fertilizer, it will pay you to see us before placing your order, as we can save you money.

Yours Respectfully,

T. R. Hubbard & Son,

WILBUR W. HUBBARD,

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is open for the year 1901, where he is able to give his trade first-class work. Now, a word for my LOW-DOWN

Three-Spring Dearborns.

No jolting or shaking you out when you go to the creamery. They ride easy.

I Also Sell the McCormick,

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Thanking you for your liberal patronage in the past, and soliciting a continuance of the same in the future, I am

Very truly,
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We Will Paper Your Room for $3 and upwards,

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call and see our selections of Moulding before going elsewhere. They are the finest in town. We can be found at the old stand formerly occupied by P. T. McFeely.

Yours for Business,

W. L. FOWLER,

March 30, '99. CHESTERTOWN, Md

The Chestertown Transcript, $100 per annum.

THE TRAGEDY OF A LUNCH COUNTER.

A good many years ago I was connected with a morning newspaper in an Illinois city, and our custum was to go to the restaurant in the railroad station for our midnight lunch, that being the only place open at that time of night.

There were three morning papers, so quite a number of newspaper boys made the place a rendezvous, and we used to sit and talk over all the things that had happened and a good many that had not.

This restaurant was run by a man named Cull, and he had held up enough trains with his lunch counter to make himself pretty well fixed in this world's goods.

One night when we were all gathered there the 12.07 train pulled in, and among others was a passenger who regaled himself with a plate of beans.

The lunch counter in Cull's absence, was in charge of a young man who had his eye distinctly on the main chance.

The conductor called "All aboard!" and the man in great haste asked what he owed.

"Fifty cents."

"What! Fifty cents for a plate of beans?"

"That's the price."

"You're joking—how much?"

"Fifty cents goes."

"Well," said the man, as he paid the money in with little evidence of temper, that's a thundering price for beans."

And again as he went through the door he turned and said impressively—"a thundering price for beans."

Cull's trouble began with that moment.

While we were still sitting there the railroad operator brought in a telegram to Cull, who had come in the meantime, and was chuckling over the profit on these beans.

Cull read the telegram. All it said was: "A thundering price for beans. John Q. Smith," but on the envelope was the significant inscription, "collect 25 cents."

This was the opening shot. From every station between that town and St. Louis came the wail to Cull, "a thundering price for beans," and each time Cull got madder and madder over the "collect 25 cents." In the morning Cull notified his boy not to receive or pay for any more telegrams, and also read the riot act to the telegraph company.

The next day our friend John Q. Smith started in on a new game. He would pack a dozen choice bricks in a box, with the same old message inclosed, and ship them to Cull. This he did by both freight and express, "charges collect," until Cull was fairly frenzied with rage.

Now at that time Cull was playing the market through a Chicago broker, and it happened that there was a sudden and severe slump. The broker wired Cull to put up more margins. Cull's boy, under instructions, declined to receive the message. Getting no answer to his telegram the broker closed Cull's account at a whopping loss.

This was the last straw. Cull went plumb crazy in earnest this time. He was taken to the asylum and spent the rest of his days there.

He usually sat, day by day, with his head between his hands, repeating by the hour the fatal words: "A thundering price for beans!" "A thundering price for beans!" "A thundering price for beans!"—*St. Paul Dispatch.*

BICYCLE POPULARITY.

Just as Many Riders Today as There Were Two Years Ago.

I have been asked if it was not true that fewer people ride the bicycle now than formerly—say two or three years ago—and I am so surprised at the question as not to be quite sure whether or not it is intended to be taken seriously. In the first place there are as many bicycles being manufactured today as two years ago— that's a simple answer to the question of decreasing interest; in the second the bicycle now reaches sections and is used for purposes unknown to it two years ago. One does not see so many riders on the city streets and in the parks, because the day of the bicycle as a fad has passed. It is no longer a mere incident to a social or a racing meet; It has become a part of our industrial and healthmaking econmy. It is ridden today by one hundred where formerly it was by one, for mere pleasure and recreation. Nothing will effect its continued popularity in this direction; certainly not the automobile. Its reduction in cost and the liberal terms on which it is sold has put it within the means of practically every one, and judging from observation, few there are who do not take advantage of the opportunity to own a durable, uncomplaining and swift-moving mount. It is worth a trip into the country, if only to see how the cheapened bicycle has gladdened the lives of the farm boy, the laborer, the mechanic, whom more often than not one now sees speeding to school and to work on a safety, whereas formerly they rode shank's mare. Meantime, the value of the bicycle as an instrument of war is being recognized over the progressive world. Some very extensive and instructive experiments have been made with detachments of cyclists acting independently and in conjunction with calvery, and in the matter of experimenting the larger continental powers have quite taken the lead. The bicycle has the great advantage of being useful, as well as sport and health giving—and its vogue will never cease.

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The Kind You Have Always Bought, and which has been in use for over 30 years, has borne the signature of Chas. H. Fletcher and has been made under his personal supervision since its infancy. Allow no one to deceive you in this. All Counterfeits, Imitations and "Just-as-good" are but Experiments that trifle with and endanger the health of Infants and Children—Experience against Experiment.

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