TRADE REVIEW. TRADE REVIEW.

MASSEY.

There are but few readers of the TRANSCRIPT who have any idea as to the size and importance of Massey, as a trade center and flourishing location. Conveniently situated in the northern part of Kent county on the railway, between the Sassafras and Chester rivers, in a thrifty agricultural section, with a population of over two hundred inhabitants, Massey presents an ideal situation as a prosperous and thriving trade center. The town has excellent railroad facilities, being at the junction of the Kent and Queen Anne's railroad with eight mails a day. It therefore possesses splendid facilities for commerce, and being located in a thrifty agricultural section, thousands and thousands of bushels of corn and wheat are shipped from this point every year as well as large quantities of asparagus and other truck. Mr. A. F. Huey, the proprietor of the large implement and carriage emporium, which is the third largest of its kind on the peninsula, is located there, as are also H. B. Massey & Co., A. H. Malsberger and M. P. Dunn, who occupy places of no little importance in the mercantile world. With such facilities for trade, one would be surprised at the volume of business done in the course of a year. The town is experiencing a building boom, and is fast growing in size and importance in the social and business world. The people in and around Massey are hospitable, generous and courteous, and they are thoroughly alive to the importance of development and progress both in industrial and agricultural pursuits. They are in every sense worthy of a conspicuous place in the trade review of our county, and are entitled to the greatest respect and confidence in the business world.

H. B. MASSEY & CO.

FARM IMPLEMENTS, BUGGIES, FERTILIZERS.

Giving special attention to the needs of the farming fraternity for the various implements and supplies used in the most improved methods of agriculture, and carring stocks of established merit, the firm of H. B. Massey & Co. continues to increase its patronage from season to season, and is among Kent county's thriving and progressive enterprises.

The business was established eight years ago by H. B. Massey, senior member of the co-partnership, who conducted it in his individual capacity until two years ago, at which time Simon G. Price secured an interest. H. B. Massey & Co. present constantly the best devices in agricultural implements, among which are the Osborne harvesting machinery, the Leroy plows, the Ohio and the New Age cultivators, the standard makes of pumps, farm supplies, established brands of fertilizers aud sundry articles used on the farm. They handle, also, the Hopp Carriage Co.'s buggies and carriages and the Mecklenburg vehicles, and are always on the alert to have the best for the money in this line for their patrons looking for the most improved points in style, durabilty and finished workmanship. H. B. Massey and Simon G. Price compose the firm. Mr. Massey began business about eight years ago, having for a period prior to that conducted agency business throughout this section for leading manufacturers.

Both Messrs. Massey and Price are well-known and popular citizens of the community, and aiming constantly to handle the best in the market and treat patrons fairly and honestly, they are bound to secure their full share of business.

The concern is among Kent county's progressive enterprises, increasing in sales and patronage constantly, and is becoming a pronounced factor as a source of supply for farm machinery, vehicles, and farm supplies generally.

E. M. NEWNAM.

BLACKSMITHING AND VEHICLE REPAIR WORK.

For the farmers and horse owners residing in the vicinity of Massey the establishment conducted by E. M. Newnam maintains excellent facilities in the mechanical lines to secure all needs for horse shoeing; general blacksmith work, carriage painting, repairing, etc. Mr. Newnam began business at Massey seven years ago, succeeding F. J. Devnish. He is a native of Queen Anne's county, and after finishing his trade at Wilmington settled later at Rolph's wharf, where he was occupied successfully for three years, and up to the time he moved to his present location. In his time Mr. Newnam possesses expert mechanical ability, securing by his efforts the element of durability which is the true and only test of mechanical skill and knowledge.

Since locating at Massey, Mr. Newnam has built up a nice patronage and an established business, by rendering always a skilful, prompt and a satisfactory service in price, representation and performance. He enjoys a reputation for reliability and integrity qualities that cultivate and foster in all relations the confidence and esteem of the people generally.

M. P. DUNN.

GENERAL STORE.

Conducting an enterprise which enjoys the favor and recognition of the inhabitants who reside in the vicinity of Massey, M. P. Dunn has, since he began business five years ago, responded with fidelity and reliability of the needs of the public for groceries, notions, dry goods, flour, feed, etc., at fair and honest prices, and with an accommodating service. Mr. Dunn is a native of this section, and grew up at his present business, at which he has acquired valuable knowledge of business methods, of makers and their productions, and of popular needs.

His stocks, therefore, represent the best values on the market, and purchases may be relied on as being in every instance honest equivalents.

M. P. Dunn is among Kent county's younger business men, alert and ambitious, and enforcing the principles of integrity in all his relations cannot fail to secure for himself a promising and prosperous future.

A. F. HUEY.

FARM IMPLEMENTS AND SUPPLIES, CARRIAGES AND BUGGIES, FERTILIZERS.

Any review of the trade advantages of Kent county would be far from complete did it not contain mention of the well-known and deservedly popular enterprise conducted by A. F. Hney, at Massey, whose superior stock equipment possesses advantages and inducements which have broken down all ordinary limitations and made available as a selling market all the territory lying between Centreville and Middletown, Delaware, and between Chestertown and Smyrna, Delaware, throughout which section, and even in the towns mentioned, a large patronage is enjoyed, and an extensive business is done.

The owner of this business settled in the vicinity of Massey about forty years ago, and for several years earned a livlihood as a thresherman and at operating traction and portable engines. At this pursuit he established a large acquaintance with the farming fraternity, and in 1878 embarked in the implement business, being convinced that an establishment of that kind would succeed if in right hands, and having a first class stock equipment. As in the building up of all new enterprises the first few years were ones of trial, disappointment at times, hard work and preseverance, requiring pluck and energy in order to hold on to every advance made. All this time no opportunity was missed to get the latest and best on the market, always exercising wise discrimination to secure the "freed tested" in the implement line, and in other lines only such productions as were of established merit as measured by the tests of use and durability.

To-day A. F. Huey carries as fine a line of farm implements, farm supplies and carriages and buggies as can be found anywhere in the country, goods that are national in their reputation, and which, as a consequence, are full value and are honest equivalent. In the excellent assortment to be seen in Mr. Huey's salerooms and warehouse are the McCormick harvesting machinery, the genuine Oliver Chilled plows, the Buckeye cultivators, the Columbia farm wagon, and other equally celebrated productions in farm supplies and equipment. Mr. Huey handles also the American Woven Wire Fencing, and has sold throughout this section hundreds of miles of it since its superior merits were first introduced. He carries constantly the Columbus and Troy carriages and buggies, and has during the season over one hundred of these vehicles in stock. They are the best types of vehicle construction on the market, and are highly regarded for their style, finish, superior construction and, best of all, for being the greatest value offered anywhere. Mr. Huey handles Armour phosphates, the best soil enriching fertilizers on the market, also field seed, and the best values in ready made harness in all weights, styles and prices. All these stocks fill a warehouse, repository and salesquarters, 30x100 feet in dimensions, and supplying a floor area of over 6000 square feet, every inch of which is utilzed.

Other large buildings are also used for the storage of surplus stock, for in buggies, fencing, fertilizers and other productions purchases are made in carload quntities, which is the only and most effective method to secure price's close to the manufacturers cost of production.

In building up his business from the humble beginning made nearly thirty years ago, Mr. Huey has adhered to the cardinal business principles of integrity and reliability, and has enforced them in all trade relations. As a result he enjoyes an enviable reputation, and is among the representative and popular citizens and business men of the Eastern Shore.

Mr. Huey is a director of the Second National Bank, of Chestertown, one of Maryland's leading monetary institutions, and has always identified himself with any movement or measure calculated to enhance the interests of Kent county, no matter on what line.

In reputation, patronage, stock equipment and standing, the establishment of A. F. Huey is among the representative enterprises of the Eastern Shore.

*†*Capt. Peter Brinsfield, one of the county's most progressive farmers, stated on Monday morning that all of the late varieties of his strawberries are killed. He says his keiffer pears are alright. We do not believe the damage by the frost was as great as was feared.

TRADE REVIEW. TRADE REVIEW.

GALENA

Galena, a thriving and prosperous town, nestling close to the headwaters of the beautiful Sassafras river, is a splendid location for residence or for business. It lies in the very heart of one of the richest and most prosperous agricultural sections of the county, and possesses those social and educational advantages which are conducive to an ideal home life and good citizenship. Its people, to the number of about four hundred and fifty souls, are enterprising, hospitable and thoroughly alive to everything that means development and progress. It has the distinction of being a banking center, is excellently equipped with all the trade facilities in the mercantile and farming implement business. The authorities of the town are thoroughly alive to the health, prosperity and happiness of its people, and there is no better location in the county for a desirable residence than in the neat and pretty town of Galena. The best principles of Eastern Shore hospitality are always exhibited in Galena, and the stranger within their gates becomes as one of their own ere he tarries with them but a while. He always leaves with the most favorable impressions of the people, the town and its enterprises, and for this reason we take much pleasure in presenting as one of the especial features of this trade review the facilities of our sister town.

GALENA BANK

OR FARMERS' TRUST, BANKING AND DEPOSIT CO.

Since, upon the banking facilities a community enjoys, rests to a great extent its progress and development along all lines, and since, too, home banking facilities give to the people of the immediate section the best possible service by prompt attention, intimate knowledge, closer and more confidential relations, and greater convenience, it is a matter for congratulation that Galena enjoys the best of modern banking advantages, and the comparatively recent establishment in permanent form of its monetary institution was a substantial acquisition which created valuable advantages, the most important of which was independence. The Galena bank, which is a branch bank of the Farmers Trust, Banking & Deposit Co., of Baltimore, Md., began business June 24, 1903, and from that time dates the many conveniences which are everywhere recognized and appreciated throughout the community. This bank has, since its inception, grown surprisingly in popularity, a statement verified by its increasing deposit account, as the following figures taken from its books conclusively show.

TOTAL DEPOSITS.

June 24, 1904	$18,826.24
June 24, 1905	35,397.46
May 10, 1906	65,799.91

The deposits have been doubled yearly, so likewise have popular recognition, and preference for the Galena bank facililties been doubled yearly, for the figures are the absolute tests of these condtions. The Galena Bank offers to the inhabitants of this section the most approved of modern banking methods, and in enforcing a policy which is one of wise conservatism the interest of patrons will be rigidly safeguarded. The officers of the bank are Dr. E. A. Scott, president; Henry Parr, vice-president; Richard S. Wallis, cashier; R. R. Pennington, teller; and the directors are J. Thomas Pennington, Rev. A. P. Prettyman, W. A. Whitaker, L. R. Vansant E. Thomas Massey, A. H. Malsberger, John T. Quinn, John F. Wilson, L. H. Dreka and S. Wills Lusby. All of the above individuals are men of established integrity and standing in the community, and as a result of years of constant and intimate associaton with its people enjoy their esteem and confidence.

The Farmers Trust, Banking & Deposit Co., of which the Galena bank is a branch, is one of Baltimore's progressive and popular financial institutions. Its affairs are administered by men of pronounced ability as financiers, who occupy influential positions and who enjoy enviable reputations in the business world.

Possessing such pronounced advantages the Galena bank has prospered beyond the most sanguine anticipations of its promoters, and it enjoys to-day a splendid record for fidelity and reliability, every advantage which tends to foster SECURITY, the patronge of the representative and influential citizens of this section, and the brighest of prospects for a successful and enviable career.

The Galena bank occupies a fire proof structure of steel and cement construction, and is equipped with burglar proof vault and deposit boxes of the latest make and guaranteeing the utmost security.

JESSE E. IRELAND.

DRUGGIST.

Founded over forty years ago by Joseph P. Ireland, father of the present owner, the drug store now conducted by Jesse E. Ireland has always responded with a prompt, reliable and accurate service to all needs in the drug line. This establishment carries constantly a full line of drugs and medicines, druggist sundries, toilet articles, cigars, tobaccos, etc. It has always maintained an excellent reputation for the reliability characteristic of its prescription service, avoiding superstitious and questionable methods which often result seriously.

Mr. Ireland is a native of Galena, and grew up in the drug business, learning its every feature from his father, in his day an able and experienced pharmacist. His skill and knowlege have been certified by the State Board of Pharmacy, whose testimonial he holds, and he is therefore qualified to render in the prescription department a satisfactory service.

Mr. Ireland is both esteemed and popular, and enjoys an excellent reputation for pronounced integrity and reliability in all relations whether in a business or social capacity.

He is also a Notary Public, and has due authority to administer affidavits, make acknowledgements and draw up legal documents in the approved forms according to correct procedure.

W. A. HYLAND.

FARM IMPLEMENTS, MACHINE SHOP, BUGGIES AND CARRIAGES.

Distinguished as being the oldest in point of ownership and management of Kent county's mercantile and industrial enterprises, having for fifty one years responded promptly and faithfully to all needs in its line, the establishment of William A. Hyland merits especial mention in this review. In the year 1851, Mr. Hyland, then in the vigor of early manhood, opened up a blacksmith and wheelwright shop in Galena and, possessing expert mechanical ability, executed all manner of implement and machinery repair work. He made the old "Competitor" reaper in the early days and did a big business in this line; and still manufacturers the Hyland field roller, the Hyland farm wagon and the dearborn wagons, whose durable qualities and superior workmanship made and maintained an excellent reputation wherever introduced. Mr. Hyland still continues to supervise all the details of his business, in which he is assisted by his son, W. A. Hyland, Jr., who inherits the mechanical qualities of his father. Mr. Hyland has handled the Deering farm machinery for the last twenty-six years, being among the first to indorse the superior mechanical qualities of these productions. He also carries in stock the Oliver Chilled, Syracuse and Ohio plows, the Deere and the Black Hawk Corn Planters, the Iron Age Cultivators, the Ontario and the Empire Drills, spring tooth Harrows, and other well-known field-tested and high grade farm implements. The best makes of medium priced buggies are carried constantly in stock—vehicles that combine style and finish with durability, and which substantiate their guarantee. A machine repair shop and blacksmith shops are also operated, and all needs in this line receive the attention of expert mechanical ability.

W. A. Hyland is among Kent county's esteemed and representative citizens and business men. As former trustee of the Almshouse and as former Judge of the Orphans' Court he rendered a service characterized by pronounced integrity and fidelity—qualities that have dominated his long and useful career, and have fostered for him the esteem and confidence of the community and of the business fraternity at large.

PIERCE & BOLTON.

GENERAL MERCHANDISE.

The co-partnership formed December 1, 1905, between Bradford Pierce and Harry A. Bolton has resulted in establishing permanently in Galena an enterprise following the most progressive methods in all trade relations, with a management alive and alert to all market conditions, and with facilities that place the necessities of life on an honest equivalent basis. This establishment occupies spacious, well lighted, and conveniently arranged store quarters, 40 by 60, two stories, and has a floor area of thirty five hundred square feet, every inch of which is utilized. The stocks carried comprise the best the market offers from leading manufacturers of dry goods, notions, furnishing goods, hats and caps, a splendid collection of shoes, and a complete assortment of pure foods in groceries. These stocks anticipate all needs, being selected on their established merits, and containing full measures of value. Since beginning business as a firm, Pierce & Bolton report highly gratifying results in increased sales and potronage, and their future is bright with promise.

Recognizing the advantages of being able to buy closest to the manufacturer's cost of production and sell at the lowest fractional figures by adhering strictly to the cash system, they have wisely adopted cash methods of doing business, no book keeping, no bad debts which in the end must be made up in increased profits. Messrs. Pierce & Boulton have acquired valuable knowledge in all departments of their business, Mr. Pierce beginning small and building up a growing patronage during the past four years, and Mr. Bolton having for years been associated with J. B. Messick, of Middletown, one of the highly successful merchants of the peninsula. They are young, energetic and hustling in their methods, and possessing pluck and aggressiveness they will not be outdone or undersold, quality for quality. They will maintain a service, polite, attentive and courteous and will seek and expect patronage only by honest dealings and by the satisfaction that attaches to an honest equivalent.

*†*Mr. William C. Sutton, the plumber, erected an awning this week in front of the uptodate store of Harry F. Jefferson. Vansant & Newsome, the hustling gents furnishing firm has also erected one in front of their store.

TRADE REVIEW.

HENRY PARR.

HARNESS AND HARDWARE.

Another of the enterprises distinguished for their long and faithful service is that owned and conducted by Henry Parr, who has for the past forty five years supplied every demand for custom made harness and repairs, and for the many needs constantly arising for building, household and farm supplies in the hardware line. Mr. Parr still continues to supply these needs, and offers, as has always been his custom, the inducements of a first class service and honest values. Henry Parr is among Kent County's esteemed and representative citizens, and during his forty five years residence has merited the confidence and good will of the entire community. He has for years held the office of Justice of the Peace, a position whose duties he has discharged without fear or favor, and always with regard to the equities involved.

As a citizen he has been both public spirited and enterprising, never hesitating to support substantially and cooperate in any measure or movement tending to improve, or develop home enterprises or conditions.

High School Averages.

Following are the averages made by the pupils of the Chestertown High school for April, 1906:

TENTH GRADE.—Eunice Lambert 87, Pearl Woodall 86.

NINTH GRADE.—Carrie Wright 93, Florence Beck 91, Olive Pennell 91, Inez Russell, 91, Ethel Ringgold 88, Etta Cooper 87, Isabelle Lambert 86, Nellie McWhorter 86, Clara Sappington 85, Louise Brown 84, Edna Copper 84, Herman Blackway 83, Merritt Brown 81.

EIGHTH GRADE.—Anna Smyth 91, Galen Vansant 91, Mamie Layman 90, William Melvin 90, Mary Miller 89, Margaret Brinsfield 89, Gilbert Jarman 88, Carl Bordley 87, Harold Matthews 86, Reba Strong 81.

SEVENTH GRADE.—Josephine Wheatley 93, Hallie Kelley 93, Elizabeth Russell 92, Rebekah McFeely 92, James Bacchus 92, Marghuerita Dodd 91, Emma Brown 91, Josephine Hicks 91, Susie Frazier 90, Estalena Derringer 89, Mary Smith 89, Jessie Anthony 88, Gladys Aldridge 88, Helen Larrimore 88, Robert Moffett 88, Jessie Robinson 87, Dora Hodgkins 87, Joseph Westcott 86, Genevieve Dixon 86, Marguetite Skipper 86, Randolph Waddell 85, Hope Hudson 84, Preston Ivens 84, Maggie Davis 82, Mildred Davis 82, Townsend Anthony 82, Daniel Hall 82, Samuel Clark 82.

SIXTH GRADE.—Frazier Russell 92, Stephanie Ford 92, Norman Crouch 91, Della Price 90, Ida Smith 88, Reba Davis 88 Hallie Cooper 88, Philip Wilmer 88, Myrtle Ireland 85, Sophia Levine 82, Rebecca Aldridge 82, Nellie Westcott 82, Hepbron Gill 83, Virginia Cain 82, Elizabeth Connelly 81, Edith Dunbracco 81, May Duyer 81.

FIFTH GRADE, First Division.—Clayton Wright 87, Albert Duyer 87, Norman Hirons 86, Laurence Russell 86, Barbara Elliott 85, Merle White 85, Frank Jarman 82, Frederick Ford 80.

SECOND DIVISION.—Marie Greenwood 92, Annie Lewis 91, Willie Davis 91, Charles Smith 90, Charlie Drinkwater 90, Leon Hicks 90, Annie King 89, Colin Duyer 89, Price Rolph 88, Harry Steele 84, Leslie Needles 83.

FOURTH GRADE.—Helen Boyd 97, Rosalie Cain 95, Frank Connelly 93, Russell Wheatley 92, Polly Westcott 92, Allan Harris 92, Maude Robinson 91, Lucy Frazier 91, Carmeta Russell 90, Ruth Lambert 90, Rebecca Toulson 90, Anna Ireland 89, Carey Jarman 88, Marion Dixon 87, Mary Lambert 97, Lillie Davis 86, Stephen Collins 86, Eli Elliott 85, Lee Robinson 88, Sue Miller 81, Robbie Robinson 81, Harold Wink 80.

THIRD GRADE.—Frances Howard 95, Delia Brown 94, Emily Plummer 93, Mildred Middleton 92, Harry Rouse 92, Charles Ford 92, Barber Bartley 91, Louise Nugent 91, Elsie Whitely 88, Clara Coleman 88, Dumont Lambert 88, Carolene McKee 88, Alvin Coleman 87, Hope Barroll 86, Mary Rouse 85, Preston Ricards 83, Clarence Usilton 83, Lillian Hicks 83, Mason Latham 83, Marguerite King 81, Clarence Willis 80.

SECOND GRADE.—Walmsley Davis 97, Roy Barnett 96, Susan Stam 95, Colin Stam 95, Daisy Patrick 94, Richard Collins 93, Edna Austin 93, Louise Russell 93, Leroy Simpler 92, Nathan Blum 92, Martha Skipper 91, Lidie Hendricks 90, Francis Miller 90, John Collins 88, Wilbur Hubbard 87, Cora Robinson 87, Margaret Larrimore 86, Hersey Chance 86, William Davis 85, Mamie Dadds 84, Charles Clark 82.

FIRST GRADE.—Mary Burke 98, Lizzie Lurty 93, Helen Brown 98, Kitty Chambers 97, Eugene Waddell 95, Mary Maslin 94, Stacy Medders 94, Arthur Jester 90, Charles Storke 89, Wilbur Storke 89 Henry Gill 88, Alice Johnson 80.

FIRST GRADE.—Helen Russell 99, Helen Kendall 99, Evelyn Russell 99, Edward Cain 97, Harry Derringer 97, Amelia Roland 97, Rebecca Truitt 97, Margaret Wright 96, Edgar Chaires 92, Garrett Copper 95, Sydney Archbell 90, Mary Ayres 90, Charles Davis 90, Bertie Blyman 90, Clarence King 89, Ernest Chambers 89, Daniel McKee 89, Edna Joiner 89, Ruth Allen 88, Annie Joiner 88, Sallie White 88, Frances Bacon 88, Alan Rouse 88, Kathryn Fowler 87, Helen Coenelly 87, Lillian Cooper 87, Fred Davis 85, Sadie Patrick 83, Andrew Perry 83, Edward Robinson 81, Thomas Perry 80.

Protect Your Fruit Trees.

The above words should appeal to every farmer or orchardist who appreciates home and the efforts of his family to serve fruit both in its raw as well as preserved state. For what is more disgusting for a cook to anticipate having fruit for desert and to find upon preparing it that the majority of it is wormy or other wise diseased; and it is more discouraging for an orchardist to anticipate pecuniary benefit from his orchard and upon picking the fruit to realize that the best of it is unsalable. In the competition for market the grower of the best will always have an advantage; first class fruits and vegetables rarely fail to bring some profit where low grade products cannot be sold at any price; and no fruit that is wormy, defaced or other wise injured by insects ever ranks as first class. The prospect is for a large crop of fruit this year, therefore the grower of the best will secure the profit.

Spray your apple trees at once with paris green ¼ pound to 50 gallons of water or other arsenite and better use in combination with bordeaux mixture, same proportion as with water for the codling moth and curculio. Repeat the spraying in 10 days and spray apple trees again about July 10th. In experiments conducted by this department last year treated trees showed 90% profit over untreated trees. Destroy the apple tent caterpillars by either applying arsenites torch to the trees or pulling out the nestas.

Spray plum trees with same solution using 3 pounds copper sulphate and 9 pounds of lime for making the bordeaux mixture for plum curculio, repeating once or twice ten days intervening. Later if necessary jar the trees in early morning having a sheet under the trees to catch the curculios.

It would also be advisable to spray peach trees at this time with a weak bordeaux and arsenite for curculio and fungus diseases.

Any further information will be gladly given by writing to the State Entomologist, College Park, Md.

Thomas B. Symons,
State Entomologist.

*†*Quite a number of people from a distance have been in Chestertown this week looking for homes to buy. The thing for us to do is to get these people to stay with us, for they are always desirable residents.

TRADE REVIEW. TRADE REVIEW.

GEORGETOWN.

Georgetown, one of the most picturesque and beautiful spots in the county, is situated at the headwaters of the Sassafras river in the center of a rich and thriving agricultural community. It is particularly noted as being one of the largest grain shipping points on the peninsula, being conveniently located to both Kent and Cecil counties. It is the home of Capt. Andrew Woodall, who with his enterprising and industrious sons and relatives, has made the town a great shipping point and whose vessels ply the Sassafras with large cargoes of grain and freight. Georgetown is also the terminus of the Tolchester Steamboat Company's Sassafras river line, and enjoys every facility for a large and lucrative trade. It is simply a hustling spot among the hills, whose people are among the elect of the county, and it possesses the best possible inducements to city folk in search of a desireable location for country homes. Within several hours ride by boat or train from Philadelphia and Baltimore, and with the products of the soil and water right at its doors, it is an ideal place for a quiet rural life, and at the same time offers all that one could desire in the way of social pleasure and educational and religious advantages. Capt. Andrew Woodall, the largest landowner in Kent County, has his home here, and it is to his efforts largely that Georgetown owes its prominence as a trade center.

WOODALL & CO.

LUMBER, COAL, GRAIN.

Since progress is the sum total of effort exercised for the improvement of the conditions of the individual, and since the multiplicity of improved individual conditions create community advancement, it is in order, in proof of this statement and as illustrating its force and truth, to review the career of the enterprise conducted under the firm name of Woodall & Co., for many years known as that of Andrew Woodall and now its immediate successor.

As far back as sixty five years ago Andrew Woodall, then in the prime of early manhood, ambitious to make and do for himself, and with a full knowledge of local conditions, seeing the opportunity to embark in a business whose operations would create better buying and selling facilities for the inhabitants of the vicinity, established the present enterprise. In these early days there was no systematic cultivation of the soil as prevails today, the volume of grain grown was limited and Andrew Woodall with his one small and unpretentions vessel could handle and transport easily all the grain delivered at Georgetown for the Baltimore markets. The very inception of the business, however, created better market conditions, higher prices ruled, and stimulated by greater reward for their efforts the farmers of the surrounding country increased their average yearly, and in so doing improved their own conditions. With the transportation of grain was introduced better conditions for supplying coal and lumber at prices lower than had hitherto prevailed and this vessel on return voyages brought back to Georgetown these supplies. Today Woodall & Co. operate two gasoline barges that ply at regular intervals between Baltimore and Georgetown, and carry constantly in their yards large stocks of all kinds of building lumber and the best qualities of coal, fertilizers and farm supplies.

In their line Woodall & Co. enjoy exceptional advantages, for, buying as they do direct from the very sources of supply, and owning their own transportation facilities, they are enabled to quote prices and secure advantages that appeal at once for favor and recognition, and as a result of these unusual facilities a nice business is done.

The firm as now composed consists of J. F. M. Woodall, for thirty eight years associated successfully with its management, and James E. Woodall, the son of the founder, who is familiar, as a result of a lifetime identity, with every feature of the enterprise.

With a few enterprises located throughout Kent county of special importance and significance the business founded and conducted by Andrew Woodall has been a pronouced influence and factor in the advanced conditions as prevail throughout this section to-day. Its operations in creating new and better conditions have always stimulated individual effort, and under this stimulus there has been marked changes for the better. During all these years, the result of a large and continuous patronage, the business has ranked with the prosperous concerns of the peninsula and its founder grew to be one of Kent county's leading land owners.

In investing his surplus earnings in Kent county lands Andrew Woodall has set an example, whose motives have been home pride and public spirit, giving to Kent county his preference in investment, and encouraging its people in agricultural pursuits by elevating the farm lands and their management to higher standards, and thereby securing greater results.

Having achieved a long and useful career Andrew Woodall rests secure in the esteem and confidence of the community. His active life has not only had its individual reward, but has at the same time created and promoted influences which all have shared directly or indirectly to their greater advantage.

TOWN BUILDERS.

An exchange asks who are town builders, and says some of them are found in these following classes:

1. Those citizens who support and maintain home institutions and invest their capital in home enterprises.

2. Those citizens who are always ready and willing to aid in any and all undertakings for the betterment of their town.

3. Those citizens who are ever ready to lend their influence and capital to induce good people to locate in the town.

4. Those citizees who are not always standing around criticising the efforts of those who are doing something for their town.

5. Those citizens who spend their money with their home merchants, instead of sending it away to build up the merchants of the big cities.

6. Those merchants and business men who in return reciprocate by joining in heartily in patronizing their home newspaper.

There are many others who would be classed as town builders, but the above are among the most important. No business or professional man can consistently expect the support of the "home people" unless they in return give those same "home people" their support. And this applies to the printer, as well as all other enterprises of the town.

Chester Bridge on Fire.

Sunday evening Mr. Richards, keeper of Chester bridge, was notified by Herbert W. Wails, who works for Mr. Bradley, that the bridge was on fire. It proved to be one of the piles and, as the fire had not gained much headway, it was easily extinguished. Mr. Richards says the fire most likely originated from a cigar or cigarette carelessly thrown on the bridge by some smoker, and he also said that had a high wind been blowing it might have proven a serious fire. Smokers cannot be too careful when on the bridge about throwing cigar and cigarette stumps on the boards. There is always a great deal of loose straw and rubbish on the bridge, which in dry weather is easily inflamable, and people should be exceedingly careful lest the bridge be destroyed by fire sometime

Beautiful Silver Service.

The silver service to be presented to the Cruiser Maryland by the citizens of the State has been on exhibition in the display windows of Kirk & Sons, Baltimore, this week, and is said to be a most beautiful specimen of the silversmith's art. The service is a study in Maryland history, and many of the important historical events in connection with the State are engraved in conspicuous figures upon the various designs. The two serving waiters represent Kent County, the principal scene being Captain John Smith's voyage up the Chesapeake Bay in the Shallop in 1608. The others are of Washington College, Claiborne's fort on Kent Island, Caulk's field monument, the "Rock of Ages," the Independent Unitarian Church, the Court House at Chestertown and old St. Paul's. Much of the information relating to Kent county history was furnished by Col. Wm. J. Vannort, whose knowledge proved of much value to the committee. The service cost $5000.

IN MEMORIAM.

At a special meeting of the Produce Exchange of Baltimore City, called on the second day of May, 1906, to receive a communication from its president announcing the death on May 1 of one of its prominent and highly esteemed members, John K. Bosee, and to take action thereon, the following resolutions were adopted:

Resolved, That the loss of our fellow-member by death falls upon us as a severe blow, appreciating as we do his rare virtues and attributes as a useful citizen and lovable and congenial acquaintance and friend. One of the most admirable traits of our late companion's character was his intense humanity: his ear ever hospitable to appeals for aid or cheer; his purse as open as his heart; his creed, honesty, which he practised. He not only enjoyed hearing of a kind act, a good deed done, but he delighted in unostentatiously doing them, as he would say, for sweet charity's sake. He dearly loved little children, for their very helplessness, dear, confiding, trusting lives, he was wont to say of them. In Shakespeare's writings he took great pleasure, deeming him the one, the incomparable master of our feelings and our language, and as the master's words best expressed our friend's thoughts, he quoted freely from his principal works. He was fuller of anecdote's, merry jests and smart sayings than any one with whom we came in daily contact, and, though he possessed a plentiful store of cutting wit and biting sarcasm, he would not use them to offend. We can ill spare so worthy a man and member.

Resolved, That we extend to his bereaved family our heartfelt sympathy in their great affliction and participate in their grief.

Resolved, That a floral tribute, eloquent of our feelings, be sent to his late residence; that these resolutions be spread upon our minutes and an engrossed copy be sent to his family, and that they be published in one of the daily papers.

By order of
CHARLES T. MATTHEWS, Secretary. JAMES HEWES, President.

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