HOCHSCHILD, KOHN & Co.

Leading A Small Lad of Six—

A mother came to call on Miss Knight, at Hochschild, Kohn & Co.'s, the other day, to thank her for the shopping she had done during the past year.

The little boy was wearing a blue "reefer" coat. "Do you remember sending this coat to us down in Georgia?" she asked. "You have selected everything worn by my family for a year," she went on, "and we want you to know how much we appreciate what you have done. If I had been here to do the buying myself, I couldn't have been better pleased with my purchases."

Miss Knight can be of the same sort of service to you, if you write to her, and tell her about your needs.

She will shop with you—when you come to Baltimore—and for you, when you write. And there are many occasions on which you can "save a trip" to the city, if you use the U. S. Mail. Try it!

HOCHSCHILD, KOHN & Co.

BALTIMORE, MD.

(13)

I wish to thank my customers for their patronage and ask them to continue with our new firm.

Have a good supply of Garden Seed, all kinds of Harness, Diamond Automobile Tires, Dry Goods, Notions, John Deere line of Implements, and anything that belongs to a country store.

We can handle your Butter and Eggs and will give top notch prices.

Come and call on us and see for yourself.

Hadaway & Hadaway,

Successors to Wm. Hadaway,

WORTON MARYLAND

ARLINGTON L. SPARKS

FINE DISPLAY

—OF—

Spring Millinery

New Dress Goods in all the newest and most popular shades

A Fine Assortment of

Ladies Waists

Everything For

Spring and Summer

Come and look them over.

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Betterton Plumbing Tin and Machine Shop

Bath rooms put in and remodeled. Tin and sheet metal work. Pipe Fitting. Stoves and ranges repaired. Pumps put in. Tanks and windmills put up. Gas and steam engines repaired. Pipe and Fittings from 1-8 to 2 inch. Stop and waste and supplies for bath rooms kept on hand. Plow shares ground. Lawn mowers sharpened.

WM. T. CLARK,

Phone 75-12 Betterton, Md.

Subscription to the Transcript $1·50 per annnm

WASHINGTON COLLEGE WILL OPEN FOR THE FALL TERM - SEPT. 19, 1921.

Will Add a Business Course to the Schedule.

THE WOMEN'S DORMITORY RE-OPENED

Co-education has become the accepted method of college education. The few colleges that still accept men only are already an anachronism, and the purely women's colleges merely demonstrate female conservatism. The newer colleges are almost without exception co-educational, and the famous old institutions like Harvard and Columbia have in most cases colleges for women associated with them. Even the conservative University of Virginia has at last opened its doors to women. This is as it should be. Men and women must live in the world together; and any education gained in artificial surroundings with one sex excluded will necessarily be untrue to life, and will surely play its possessor false.

There is an impression that Washington College ran against the tide and excluded women just when other colleges were becoming co-educational. T s is not quite true. Previous to 1910 Washington College conducted a Normal Department, the students of which were mostly women. There was a women's dormitory accomodating about forty students. In 1910 the Normal Department was discontinued, and the women's dormitory was closed. Since then there have always been women students in the college, but there has been no dormitory for them. The college has never ceased to be co-educational. It has only ceased to provide for the housing of women students.

Fortunately, conditions are now such that the women's dormitory can now be reopened. Among girls the proportion of high school garduates who attend college is annually increasing. That fact creates sufficient demand for college facilities to justify Washington College in meeting the demand. Moreover, the new commercial department here offers an opportunity for girls to get a commercial training under much better conditions than they have been able to find in the past, and undoubtedly a large number of young women will come here rather than go to a city for their commercial work. These two conditions will guarantee Washington College a large attendance of women in the near future.

The dormitory for women will be reopened this year. The building has fallen into bad order during several years of disuse. But a generous gift from Col. Clarence Hodson, of New York, has enabled the college to do sufficient repairing to make it again comfortable. A new bath room is to be installed, and the halls and rooms are being painted and white-coated.

Supervision of the young women who occupy this dormitory will for the present be in the hands of the wife of one of the faculty. Two members of the factulty and their families and one other lady will reside in the dormitory.

The college is relieved of the necessity of providing boarding arrangements for women by the presence of a most excellent private boarding house next to the dormitory. This house has for some time been closely associated with the college. Most of the boarders are connected with either the college or the high school. Neither the refinement of atmosphere nor the quality of fare at this house could possibly be duplicated if the college conducted its own boarding establishment.

It is not expected that there will be a large attendance of women this year; but with the start now being made, Washington College is well on the way to do its full duty toward the women of the Eastern Shore. This State is not well provided with facilities for the higher education of women. This college owes it to the public to bring these facilities near home to the people of this region. No longer will it be necessary for an Eastern Shore girl to go far away from home to secure an education above the high school.

REPAIRS TO DORMITORIES

Washington College students will be glad to learn that the dormitories are being fully repaired. The three main dormitories were erected about seventy-five years ago. They were the last word in college architecture of that day, and still make an imposing appearance. But the hard usage of seventy-five years has left many a scar within.

During the present summer all the doors and windows have been repaired, all broken plaster has been patched, and most of the walls have been papered, painted, or white-coated. A lighter and more attractive shade of paint has been used for the wood work than the slate color which has been on it for some years.

Two new dormitories are the only buildings that the college really needs. What finer monument could anybody erect than one of these buildings for the service and comfort of the young people of this State?

SOME REASONS FOR GOING TO COLLEGE

The following reasons for going to college are suggested by Dr. Henry L. Smith in his recent book, "Your Biggest Job, School or Business":

1. A college education is to-day almost a necessity to one desiring to win leadership and conspicuous success. Only one per cent. of our population are college-trained, yet they furnish almost seven-eighths of our prominent men.

2. A college education is the only gateway to the great professions of Medicine and Surgery, Law, Diplomacy, and Teaching, and the various branches of Engineering, chemical, civil, electrical, mechanical, etc. It is almost equally necessary for success in Journalism, Authorship, and the Ministry. These ever-widening avenues to fame, wealth, and usefulness are closed to the man who does not "go to college."

3. A college education to-day need not be confined to classical languages and abstract studies. A modern School of Commerce in a "literary college" gives, along with college culture, a thorough and practical training for broad-minded leadership in Business, Law, Politics, and Journalism.

4. A college education is within the reach of any young man of health and energy and willpower. In these days of loans, prizes, scholarships, vacation jobs, and outside work, poverty is a test and stimulus, but need never be a barrier.

5. A college education viewed simply as an aid to money-making, adds to the income of the average graduate not less than $1,250 per annum for life, equal to $25,000 safely invested at 5 per cent.

6. A college education, however, is very variable in value, whether measured by the earning power or by the future leadership of the graduate. By either measurement the training of an honor-graduate is worth several times as much as that of a "tail-ender," though both are awarded the same diploma.

OMISSIONS FROM THE LIST OF CONTRIBUTORS

There were several omissions from the list of contributors to the Alumni Endowment Fund published in the last regular issue of the Bulletin. We regret the errors, and will make amends in the next list published.

EXPENSES AT WASHINGTON COLLEGE

Many schools that were founded for poor boys have run up their charges until only the wealthy can afford to attend. It is a relief to find an exception which in 139 years of service still has the ideal of placing education within reach of all.

In 1784 the expenses at Washington College amounted to about $162.00 a year. At present, very few students here pay more than $275 a year, including everything. When you consider the difference in the value of money in 1784 and in 1921, it appears that expenses at Washington College have actually been lowered in the last 137 years.

The Eastern Shore of Maryland is fortunate in having so inexpensive an educational institution within its borders. A standard college education, including board, room, laboratory charges, and all incidental fees at $275.00 a year is almost unheard of elsewhere. In many of the well known large institutions it costs as much for a day student as it costs to board at Washington College. In some schools of this State one year's tuition alone would be more than the entire cost of two years at Washington College. In short, it costs very little more to attend Washington College than it does to live at home.

With such a college at hand there is no excuse for any boy or girl of the Eastern Shore failing to get a college education.

NEW DEPARTMENT OF COMMERCE

Washington College is glad to announce the opening of a department of commerce this year. The preparatory work offered in this department will be much the same as the work of the ordinary business college. Typewriting, stenography, and book-keeping will be made the basis of the course. Students in this department must meet the regular entrance requirement, which is at least two years in high school or its equivalent.

The aim of the college work in commerce is to make business managers and executives. A special effort will be made to develop a course that will be of the greatest possible benefit to one in conduct of a business on the Eastern Shore. Wherever possible Eastern Shore problems will be considered, and illustrative material will be drawn from actual business conditions and transactions of this religion.

The commercial courses will be arranged so that they may be taken either as a part of the regular college course or as a separate special course in commerce. The special course will cover one or two years, as the student prefers. It will not lead to a degree.

The following courses will be offered by the Department of Commerce:

PREPARATORY COURSES

Typewriting.—Year course, three class hours and much additional practice. The course includes study of the machine, position and correct fingering, all-finer touch method, practice for accuracy and facility, transcription of shorthand notes, direct machine dictation, making and arranging bills, use of carbons, duplicating, filing, etc. After the principles have been mastered many of the class hours will be given to forms of letters, spelling, and rapid calculation.

Stenography.—Year course, three hours. This course covers complete instruction in theory, outline formation, word signs, contractions, simple and advanced phrasing. Dictation of all kinds will be given, including letters, editorials, court work, etc. The Pitman system will be taught to all beginners, but those entering with a knowledge of the subject will be continued in the system they have begun. Speed with accuracy of transcription is the aim.

Bookkeeping.—Year course, three hours. This course is arranged to give a full understanding of single and double entry bookkeeping, including the opening and closing of sets of books for a single proprietor, a partnership, or a corporation, the keeping of journal, cash book, ledger, invoice and sales books, the making of trial balances, statement of assets and liabilities, profit and loss statement, balance sheets, etc.

COLLEGE COURSES

Accounting 1-2.—Year course, three hours. Review of principles of bookkeeping, embracing accounts, statements, reports, opening and closing entries, special labor-saving devices and methods, loose-leaf ledgers, columnar journals, controlling accounts, cash books, and the planning of books. The course consists of lectures and many problems which will treat the accounting and auditing subjects in their particular and technical aspects. Farm bookkeeping and accounting is included.

Accounting 3-4, and Accounting 5-6.—Advanced courses not offered in 1921-1922. They will be organized in succeeding years.

Business Forms.—First term, three hours. Alternates with first term of Commercial Law. Given in 1921-1922. The course gives a knowledge of the usual forms used in daily business, such as checks, promissory notes, drafts, bills of exchange, stocks, bonds, and the like.

Commercial Georgraphy.—Second term, three hours. Alternates with the second term of Commercial Law. Given 1921-1922. The course takes up the natural sources of production, fundamental principles, raw materials, manufacture, transportation, communication, markets, etc. Special lectures on Eastern Shore products, markets, and advantages.

Do you know you can roll 50 good cigarettes for 10cts from one bag of

GENUINE "BULL" DURHAM TOBACCO

We want you to have the best paper for "BULL." So now you can receive with each package a book of 24 leaves of BULL.—the very finest cigarette paper in the world.

Guaranteed by The American Tobacco Co.

Commercial Law.—Year course, three hours. Alternates with Business Forms and Commercial Geography. Given in 1922-1923. The lectures cover the laws and customs of every-day business, such as checks, drafts, notes, endorsements, bills of lading, stocks, and bonds, special emphasis on the laws concerning commercial paper, contracts, and transactions in all common business branches.

Business Administration. — First term, three hours. Alternates with Advertising. Given in 1921-1922. The lecture work will cover the elements of business success, organization, proprietorship, financing, management, various departments, efficiency service, selection of site, marketing, domestic and foreign trade, etc.

Advertising. — First term, three hours. Alternates with Business Administration. Given in 1922-1923. The lectures will give the history of advertising, building of advertisements, planning campaigns, follow-ups, catch lines, make-up, etc.

Transportation.—Second term, three hours. Alternates with Salesmanship. Given in 1921-1922. Methods of handling goods, railway problems, interstate commerce regulations, interior waterway transportation, truck lines, Eastern Shore transportation problems.

Salesmanship.—Second term, three hours. Alternates with Transportation. Given 1922-1923. The main feature of this course is service—the accurate knowledge, keen appreciation, and right application of the principles which underlie the control of men and conditions. The lectures embrace all sales with the elements involved, the planning of a simple sale or of a campaign.

Courses of a commercial bearing in other departments:

Economics 1-2.—Year course, three hours. This course covers the principles of economic theory.

Money and Banking.—First term, three hours. Gresham's Law, fiat money, credit, the banking principle, etc.

Economic History.—Year course, three hours. Alternates with American History. Given 1922-1923. Covers the economic conditions of the middle ages, tracing the development of economic life in England and America.

Spanish or French.—The modern languages are so important for some branches of business that they should be rated as commercial courses. The regular college courses in language are open to all students.

English.—The value of English to a business man cannot be overestimated. It is recommended that all special students include at least one course of English in their schedules.

Special students not candidates for degrees may select any courses from Bus. Forms & Comm. Geography, or the above list that they wish, provided, of course, that they can meet the requirements for entrance to the individual courses. Five year courses will make a reasonable program.

For students who wish to pursue a full college course with a major in commerce, the following plan of studies has been arranged:

GROUP VIII

Freshman Year	Term Hours
English 1-2	6
History 1-2	6
Modern Language	6
Mathematics 1-2	6
Commercial Law	6
Elocution	2
	32
Sophomore Year	
English 3-4	6
Modern Language	6
Science or Accounting	8 or 6
Economic Theory	6
Commercial Law, or Bus. Forms & Comm. Geog	6
	32 or 30
Junior Year	
Money and Banking	3
Political Science or Economic History	6
Psychology and Philosophy	6
Accounting 3-4 or Accounting 1-2	6
Administration and Transportation or Advertising and Salesmanship	6
Social Science	3
	30
Senior Year	
Accounting 3-4, or Science	6 or 8
Salesmanship & Advertising, or Administration & Transport	6
Elective	18

(Among the electives available will be courses in Education, including a course in methods of teaching business.)

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For Infants and Children

In Use For Over 30 Years

Always bears the Signature of Chas. H. Fletcher

Block Ice Cream

We are making some of the finest Block Ice Cream you ever put in your mouth.

ALSO

We are carrying a full supply of Loose Ice Cream, flavors such as Vanilla, Chocolate, Pineapple, Peach, Strawberry, Cherry, Nut Caramel, Frozen Custard and Banana.

Our Ice Cream and Our Service is Hard to Beat.

GILL BROTHERS

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1723 WASHINGTON COLLEGE 1921

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The Only College on the Eastern Shore

NEW DEPARTMENT OF COMMERCE

Co-educational—Courses leading to A. B. and B. S. Degrees—Excellent Standards—Department of Education for high school teaching—Excellent buildings and equipment—Moral atmosphere.

Expenses for Everything Only $275.00 to $350.00 per Year

WRITE FOR CATALOGUE

B. S. Sutton & Son

Blacks, Md.

Now start your fall trading with the wise merchants. Prices all reduced. Must be sold. September to be a big month for farmers and all to get high price goods at very low prices for cash. $25 and $30 9x12 Rugs now $15.25 and $16.25 House Blankets reduced one-half. Shoes all cut to pieces.

Men's $12.50 Shoes now....$6.25
Men's $8.00 Shoes, now.... 3.90

Rubber Shoes, Artics, Gum Boots, Felt Boots all reduced to very low figures.

Fodder Yarn for fall, 9 3-4 a lb. cash for September only.
Nice Country Side Meat, 11 1-2.
Agate and Chinaware very cheap.
5 Gal Gasoline and Coal Oil Cans, that were $3, now....$1.73
Men's Khaki Pants, that were $2.50 to $4.50, now....$1.18 to $1.98

WEDNESDAYS AND SATURDAYS—SPECIAL BARGAINS

4 Bars Octagon Soap....25c
4 Bars Fels Naptha Soap....25c
7 Bars Washing Soap....25c
7 Boxes Yeast Powder....25c
3 Cans Salmon....25c
6 Boxes Cream Corn Starch....25c
Regular 25c Loose Coffee....11 1-2c
Regular 90c Tea....39c
3 Cans Tomatoes....24c
Sugar....5 7-8c
Lamp Globes, any size....7 1-2c
Clarke's Spool Cotton....6c
Clarke's Silk....6c

Fresh Beef every Saturday. Country Lard Wanted. Special prices on eggs, now 40c doz. Come get the bargains at the Wise Merchants.

+ THE +

Mutual Fire Insurance Co

OF KENT COUNTY, MD.

SOLICITS YOUR INSURANCE!

ITS SAVING FUND FEATURE

an unusual one in insurance companies.

During the past 8 years it has returned to its policyholders where policies have been cancelled...$32,864.00

In the same period it has increased its reserve over....$10,000.00

And its Total Assets....$50,000.00

Applications for insurance can be made to

Chas. F. Jefferson, Chestertown.
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G. E. Owens, Betterton.
Joseph Downey, Rock Hall.
Barclay Kilbourne, Fairlee.
A. S. Walls, Sudlersville.
R. W. Moffett, Millington.
F. H. Ruth, Galena.
W. J. Sparks, Crumpton.
F. E. Thomas, Kent Island.

FRED G. USILTON, President.
EBEN F. PERKINS, Sec. and Treas., Chestertown, Md.

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THE PRESCRIPTION STORE

PYROX, the one best spray for vegetables and fruits.

WHITMAN'S CANDY, plain box $1.00 the pound; sampler, $1.50 the lb.

A LARGE LINE of fine writing paper and correspondence cards.

CIGARS and CIGARETTES.

YOUR FAVORITE MAGAZINE on sale here.

THE STAM DRUG CO.

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SERVICE

For PROMPT, POLITE and EFFICIENT SERVICE, always think of TOULSON'S PHARMACY.

Whether your orders are telephoned, mailed or brought in person, they always receive the same attention.

Below is a copy of one of numerous letters received, commenting us on SERVICE rendered:

Still Pond, Md., Aug. 4, 1921.

Dear Mr. Toulson:

I thank you for promptness in filling my small order, and am enclosing check on my bank in Baltimore for same.

I wish everyone thought of the TOULSON DRUG STORE as I do.

You always get what you ask for, and SERVICE with it.

(Signed) H. H. KIMBALL.

The bove order was received Aug. 4, 1921, at 11.55 a. m., and was in the postoffice at 12.15 p. m. Mr. Kimball received above order the same afternoon, due to the usual promptness given all orders.

When you think of SERVICE, always think of TOULSON'S.

U. S. MAIL LINE

Largest and Fastest American-Flag Ships

"America" July 23—Aug. 24—Sept. 28
"George Washington" July 30—Aug. 27—Sept. 24

High Standard Service in Second and Third-Class

U. S. Mail Liners have standardized service for all classes of travelers—and that standard is high. The America, for instance, carries 1,400 3d-class passengers in cabins containing two or four berths only. (2,700 3d-class passengers in all.) For further information see nearest steamship agent or write

U. S. MAIL STEAMSHIP CO.
45 Broadway, N. Y.

Operating U. S. Shipping Board Ships

BROWN & HARPER,

Members of Chamber of Commerce, Grain, Fruit and Produce.

COMMISSION MERCHANTS

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