Making Sales By Telephone

SOME months ago the manager of a South Bend corporation which handles Goodrich tires decided to try the telephone as an out-of-town salesman. The results were a revelation.

He talked personally to twenty-nine car owners; to eight of them he sold tires, and others promised to call at his place of business.

More than twenty-five per cent. of the prospects called were actually sold. A sales letter which would produce such results would be considered a miracle.

Why not make your telephone a productive salesman? It pays.

It doesn't cost much to telephone out-of-town and there are special reduced rates on Station-to-Station calls after 8.30 P. M.

Consult your directory or ask the operator for rates to the different points.

The Chesapeake & Potomac Telephone Company

R. C. HARRIS, Manager

OUR CHRISTMAS OFFERING

(COMFORTABLE FEET)

ANYBODY CAN SELL SHOES—BUT NOT EVERYBODY CAN FIT FEET

FOOT COMFORT SERVICE is our slogan an dwe give that with every pair of shoes we sell, whether the customer be a man, woman or child. Our line of shoes this season is made up in a variety of styles and shapes, in all the lasts and widths, which enables us to fit nearly all feet correctly.

Our prices are usually lower than elsewhere.

READY FOR XMAS—We are prepared with a complete assortment of Comfort Bedroom Slippers in a beautiful array of colors for the entire family. Excellent for Xmas Gifts, very Suitable, Sensible and Serviceable. Price 75c up to $3.

Wear Sachs' Shoes and be COMFORTABLE.

SACHS' SERVICE SHOE STORE

ARLINGTON L. SPARKS

FINE DISPAY

—OF—

Fall Millinery

New Dress Goods in all the newest and most popular shades

A Fine Assortment of

Ladies Waists

Everything For

Fall and Winter

Come and look them over.

ARLINGTON L. SPARKS

PHONE 79 CHESTERTOWN, MARYLAND.

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,

Succes sors to W. Hadaway,

MARYLAN

THE

Mutual Fire Insurance

Company

OF KENT COUNTY, MD

INSURES PROPERTY AGAINST FIRE AND LIGHTNING

ALL POLICY HOLDERS PARTICIPATE IN THE COMPANY'S PROFITS.

Conservation and caution its motto. Nearly three million dollars' worth of property insured.

DIRECTORS

James P. Brown, Church Hill; R. G. Nicholson, J. D. Bacchus, F. G. Usilton, T. W. Eliason, Jr., Allan A. Harris, Eben F. Perkins, Edward W. Emory, P. Medford Brooks, Chestertown; C. H. Price, Betterton; Wm. A. Hyland, Galena; Dudley G. Roe, Sudlersville.

APPLICATION FOR INSURANCE MAY BE MADE TO

F. E. Thomas, Stevensville; H. C. Bowers, Lynch, Md.; Joseph Downey, Rock Hall; R. Wesley Moffett, Millington; Charles H. Jefferson, Chestertown; Frank H. Ruth, Galena; G. W. Owens, Betterton; Allan S. Walls, Sudlersville; Howard Turner, Betterton.

FRED G. USILTON, President.

EBEN F. PERKINS, Sec.-Treas.

FERTILIZERS

(For all crops)

Large stock in our warehouses at Betterton, for immediate use. No delay. Wagons loaded as soon as they arrive.

LUMBER AND BUILDING MATERIALS

Just received a carload of Southern Cypress, which includes Fencing, Gate Slats, Siding, Rab. Boards, Dressed Lumber, etc. If you want Cypress we have it.

Our store opens at 7 a. m. and closes at 8 p. m.

TURNER & SON,
Betterton, Md.

MONEY TO LOAN

IN SUMS TO SUIT ON GOOD REAL ESTATE.

JOHN D. URIE, Atty,
tf. Chestertown, Md.

MONEY TO LOAN.

IN SUMS TO SUIT ON GOOD REAL ESTATE.

JOHN D. URIE, Atty,
Chestertown, Md.

DAIRY FACTS

COW TESTING IS IMPORTANT

Much Progress Has Been Made in Replacing Inferior Bulls With High-Class Animals.

(Prepared by the United States Department of Agriculture.)

Numerous examples of the valuable work being done by cow-testing associations are contained in reports of testers of these organizations sent to the western office of the dairy division of the United States Department of Agriculture.

According to the reports, marked progress has been made in replacing inferior bulls with high-class purebred animals. Six of the testing associations—of which three are in Idaho, two in Colorado and one in Washington—have reached the 100 per cent purebred bull mark, having eliminated all scrub sires from theis herds. Another 100 per cent association was added to the list in January, and several others are getting near this mark

The Petaluma (Cal.) association has only two scrub bulls left. The dairy department of the local farm bureau of the county in which the association is located has a plan for an annual purebred bull sale, the first of which was held several months ago. Young bulls out of 400-pound dams and older proved bulls are consigned to this sale by breeders and by dairymen wishing to dispose of bulls which they have used as long as they can in their own herds. The sale was the means of introducing 25 purebred bulls into the county, and the association hopes by this means to eliminate all scrub bulls from the county and to keep the dairymen supplied with good bulls in the future. Through these sales it also hopes to open a market for proved bulls, and so keep these bulls in service in the county for many years.

The tester of the Skagit Valley (Wash.) association reports that the last scrub bull has been "discharged from service." He also says that one farmer increased his production by 12 pounds of fat per cow on 25 cows from November to December by better care and feeding, and adds that this is an easy way of getting 300 pounds of fat more a month without milking any more cows.

The head tester for the Los Angeles (Cal.) association reports an increased

Only Purebred Bulls of Known Breeding Should Be Used in Bull Associations.

production by the 3,000 cows in the association for December, 1920, as compared with December, 1919, he says, means an increase of more than $30,000 a month.

One herd of 30 cows in Orange County (California) increased its production from 19 pounds of fat per cow in September to 36 pounds in December, largely as a result of the association. This increase of 510 pounds of fat a month is more than some 30-cow herds are giving at this season, he reports. Another herd in this association increased from an average of 27 pounds per cow to 41 in six months. One dairyman in the association culled 13 animals from a 45-cow herd, and by so doing decreased his production only 12 gallons a day but saved over $60 a month.

The tester of the Ada association in Idaho reports that every cow in the organization has been tested for tuberculosis. Every herd in this association is headed by a purebred bull and 25 per cent of all cows are purebred.

REDUCE MILK FLOW OF COWS

Serious Injury May Be Avoided by Drying Up Animal Some Time Before Calving.

Many a good dairy cow is seriously injured through poor handling before calving. The best milkers have a long period of milking. If not discouraged, they will give milk in worth-while quantities right up to calving. All too often they are encouraged, rather than having anything done toward reducing the flow. The consequence is not only a stunted calf, but a freshened cow that will never give more than three-fourths the milk she would were she given a six weeks' rest. It is an easy matter to dry up a cow. Simply skip a milking. Milk again, then skip two milkings. Milk again, and then forget about her. At the same time, omit all grain from the ration for a few days. There is seldom any further trouble.

PAUL H. VANSANT

Cabinet Maker and Boat Builder. Beautify your home with Good Furniture. Don't send to mail order houses and buy something you can't see until you get it. Have something made that will always be a pleasure. Common Furniture is like a common suit; never looks good. j14-3t

—READ THE TRANSCRIPT, $1.50 PER YEAR.

—The Transcript, $1.50 per year, in advance.

What Professor Wanted

By WINIFRED DUNBAR.

Copyright, 1921, Western Newspaper Union.

"I don't know what can be the matter with me, Miss Johnson," said Professor Barry to his housekeeper as she handed him his morning coffee. "I think I must be growing old."

"Oh, come, professor, you old at forty-five!" replied Miss Johnson, laughing. "What you want is to get married."

"Get married," repeated the professor absently, as though the idea had never occurred to him. "Why, who would want to marry an old fogy like me?"

"Some might," retorted Miss Johnson, tossing her head.

Miss Johnson came every day to attend to the professor's needs. He was instructor in Latin at the college; Miss Elizabeth Johnson was the daughter of a fellow professor who had died impoverished. Miss Johnson might have been thirty-five.

"If I ever get married," mused the professor, as he wandered in the direction of the town, "I should want a wife with light brown hair, blue eyes, and—why, bless me."

He blushed as he hurried along the street, for it had suddenly occurred to him that he was describing Miss Johnson.

"But I didn't mean anything, I assure you," he explained absently to himself.

"Please don't mention it," said a pleasant female voice in his ear, and the professor started in surprise, to see that he was looking into the face of a comely young woman who carried a baby.

"I assure you no harm has been done," she said. "So if you will kindly hold my little girl a minute, everything will come out all right." And she thrust a blinking bundle into his arms.

"Now I wonder what it was that I did," suggested the professor to himself, but there was no answer forthcoming.

"Hush, hush, baby," implored the professor, dandling the infant. "Go to sleep like a good boy—I mean girl. Mother will come by and by."

Apparently this prospect did not act as a soothing incentive, for the baby began to howl. A small boy jeered at him.

"Aw, take him home," suggested a ribald spectator. "Where did you get it?"

"He's stolen it," suggested another woman.

"Kidnaper," yelled another woman and promptly fainted.

"He's Black Dan, the thousand-dollar child-stealer," somebody yelled, and those on the outskirts of the crowd set up a yell of rage and surged forward toward the victim.

Happily at this juncture a policeman came pushing through the crowd.

"What's all this?" he demanded. "Hey, there. Whose child is that?"

"It belongs to a woman," stammered Professor Barry. "I don't know her."

"He's stolen it," shrieked an irate lady as she broke her umbrella upon the professor's hat.

"Gimme the child," said the policeman, taking the screaming and frightened baby from the professor's arms.

"Certainly," said the professor cordially, divesting himself of his burden happily and turning to dodge out of the crowd.

"Hey, where are you going?" cried the policeman. "You're coming with me. It's going to be a cell for you."

"But a woman gave it to me," pleaded Professor Barry dismally.

"Tell that to the judge. Are you coming quietly, or—"

Miss Johnson appeared at the policeman's side.

"It's all right," she said, smiling. "Just a mistake, Frank. This is Professor Barry of whom I have often told you."

"Then what's he doing with a strange baby, miss?" inquired the policeman dubiously.

"Why, you foolish man, it isn't a strange baby, it's your baby," said Miss Johnson, smiling. "Don't you know your own child?"

"My Bessie!" exclaimed the policeman. "Where's my Polly and why isn't she here?"

As he looked round helplessly a young woman struggled through the crowd and snatched the child hysterically from Miss Johnson's arms, kissing and murmuring over it.

"My baby," she cried. "I left her with the saleswoman, Frank, and she gave her to the wrong woman. Thank God, I've found her."

"There you see the explanation," said Miss Johnson. "The woman couldn't resist taking her, and then she was afraid to restore her, so she gave her to Professor Barry because he looked absent-minded. Professor, Frank Hitchins is the son of my landlady."

Professor Barry, too stupefied to answer, suffered himself to be led away through the dissolving crowd and half an hour later Miss Johnson deposited him at the door of his house.

"Now I guess you can take care of yourself, professor," she said, smiling. The professor's arms went up just as the baby's had done, and he caught Miss Johnson by the sleeve.

"No, I can't," he said. "I want somebody to take care of me for life. That's what is the matter with me. I want you, Miss Johnson—I mean Elizabeth. Will you?"

Miss Johnson signified that she would.

FARM FOR SALE

Fine farm of 212 acres on state road 2 1-2 miles from town and boat. New outbuildings, about 10 tons of hay and all corn crops goes with farm. Possession time of sale. Very cheap and on very best terms.

CHARLES E. HADAWAY,
a27-tf. Rock Hall, Md.

DR. J. EARLE GILFILLAN

Veterinary Physician and Surgeon

Galena, Md.

FRUIT SALAD ICE CREAM.

Of course you like Nuts and Fruits—covered with rich cream. But, my, this wonderful FRUIT SALAD Ice Cream—our Special Pride. There's your dainty nuts, fruits, flavor and cream—SUCH CREAM. Rich, Pure Gold Medal Cream combined with Nuts and Fruits as fine as any that ever ripened under a tropical sun, then frozen into a palate-tempting dish you can't resist. This is one of

GILL BRO'S PRIVATE BRANDS

Try Our Fruit Salad Ice Cream Today

Just give your telephone a call, 290, and Gill Bro's Ice Cream will be at your door in a few minutes.

Our Fruit Salad Ice Cream is further proof that Gill Bro's Ice Cream is seldom equaled—never excelled.

GILL BROTHERS

Phone 290. Chestertown, Md.

1922 RESOLUTION

Friends, neighbors and strangers, let us all join one little group and be friends and neighbors all this year 1922, and do our best in every way to make our lives pleasant.

Square dealing methods, honest values at a moderate cost with good service is part of my 1922 Resolution. If for some reason you don't always get what you think is justly yours, kindly tell us, it is my wish to satisfy my customers.

My principal lines of merchandise of which you can always find a good selection are footwear for men, women, children, dry goods and notions and a few groceries. We are going to keep one of of the most complete lines of footwear in the county. Come see us for good footwear of all kinds. Our leading lines now carried in stock are

(Ladies Comfort Cushion Sole, Shoes) H. K. Gardners.
[Mens' Work Shoes] Wolverine Lion Brand, Pilot,
[Mens' Dress Shoes] Selz, Pilot Battle Ax W. L. Douglas.
[Children's medium and high grade Shoes] Kreiders. Pollyanna
[Ladies Dress Shoes] Plant Bros., C. S. Gibban & Co., and a few other special lines.

My policy is to buy direct from the manufacturer who specializes in the manufacture of a certain grade of Shoe. We invite special attention this week to our Men's work or heavy shoe, "Wolverine", its a wonderful value at $5.00.

FRANK A. HURLOCK

CHESTERTOWN, Phone 166M MARYLAND

Another Big Reduction

—IN—

FURNITURE, RUGS, MATTINGS

IN FACT IN ALL OUR LINES.

Walnut Bedroom Suits, 3-piece.....$75.00

REAL AMERICAN WALNUT SUITS

Bed, Dresser, Chiffoiette and Toilet Table.....$145.00
Bed, Dresser, Chiffoiette and Toilet Table.....$150.00
Bed, Dresser, Chiffoiette and Toilet Table.....$175.00
Bed, Dresser, Chiffoiette and Toilet Table.....$190.00

MATTING

The 60c grade now.....35c
Big Drop in Paint—Best grade was up to last March $5.25, now $3.50c gal.
Big Drop in the price of Linoleum from one year ago.
Ru Clenso, the greatest thing out to clean any fabric you have—Rugs, Portieres, Curtains. etc.

JOHN BARTLEY

CHESTERTOWN, MARYLAND.

T.H.M.BRAMBLE

FAIRLEE, MD.

Specials For This Week

Hill Muslin	16c yd.
Heavy Unbleached Muslin	9c yd.
Lonsdale Cambric	20c yd.
Apron Gingham	14c yd.
Men's B. V. D. Underwear	50c each
Men's Hose, Black & Grey	10c pai
Ladies Hose, Black	10c pair
Men's Unionalls	$1.75 sui
Men's Heavy Overalls	1.00 pai
Men's Heavy Jumpers	1.25 eae
Sweet Ore Kaki Pants	2.00 pair
9x12 Delton Rugs	$12.50
9x12 Gold Seal Congoleum Rugs	12.00
9x12 Matting Rugs	3.75
Matting	25c yd.
3 Burner New Taylor Oil Stove	$18.00
30x3 Tires, 6000 Miles Guarranteed	10.50
30x3½ Tires, 6000 Miles Guarranteed	12.50

Will take eggs and chickens in trade at market price.

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.

©Maryland State Archives, msa_sc6000_35_1-0023.jpg