The Business = = = of a Factory!

In calico printing one-tenth of a cent a yard is a fair profit. In paper manufacture three to five per cent. upon product will yield ten per cent. upon the capital invested. In sugar refining one-sixteenth of a cent profit upon a pound is more than satisfactory. In making pianos the average wages of the operatives are high as compared to cotton and shoes, and the capital involved comparatively small. Wages in the piano factories of New York and Boston average nearly twenty dollars a week, taking the whole shop, but the profits upon the product in good years runs as high as fifteen per cent. In the manufacture of locomotives the average wages is high, no woman finding employment, while in the manufacture of small arms it is comparatively low, women being largely employed. Reviewing the whole field, it will be found that the products of factories is constantly growing in value and wages increasing, as compared to the capital involved. Some economists assert that capital's share of the profits is constantly decreasing, while that of labor increases, but this is still a mooted point. The difference between the cost of manufacture and the retail selling price, or the share falling to the middleman or men varies according to the class of product, the rule being that in staple gooods it is small, and growing smaller every year, while with fancy goods and what is known as novelties it is large. Common heavy cotton cloth, costing 8 cents to make, sells at retail for about 9 cents; fancy calicoes may sell at retail for double what they cost to produce. In sugar half a cent a pound is the average difference between cost and retail price. Shoes costing two dollars to make, sell at retail for $3.00.

*

One of the big Lynn shoe shops made a pair of ladies' boots for the Paris Exhibition of 1889 in twenty-four minutes. A notary public followed the operation, watch in hand. For this feat the pair of shoes went through the usual routine of the shop, but at exceptional speed; fifty-seven different operators and forty-two machines were concerned in the work, which required twenty-six pieces of leather, fourteen pieces of cloth, twenty-four buttons, twenty-four button-holes, eighty tacks, twenty nails, two box-toes, two steel shanks, and twenty yards of thread. Since that time the division of labor upon a pair of shoes has become still greater, and there is a larger number of machines employed, with the result that a pair of ladies' boots can now be made complete in this factory inside of twenty minutes.

*

Opinions differ as to whether or not the growth of the factory system is a blessing to a community, but, as a rule, it is conceded that the standard of intelligence and of living among the mill-hands of New England is not so high now as it was forty years ago. And this, notwithstanding higher wages and shorter hours. In 1850, the average mill-hand earned $175 a year, as against $300 at present, and worked thirteen hours a day as against ten hours today. The American farmer's daughter who worked in the cotton mills fifty years ago has been almost wholly displaced, first by women of Irish and English birth, and more recently by the French Canadian, all representing lower types. The very growth of the mills has tended to do away with certain features of factory life, that worked for good in smaller communities.

*

A factory having produced a stock of goods from the best designs to be obtained by its agents here and abroad, the next step is to sell at a profit. Twenty-five years ago the mill or factory sold all its goods to the jobbers, who in turn distributed them to retailers throughout the country. Each mill had its selling agents, who undertook to dispose of its product to the jobbers. A retailer could buy nothing directly from the agent of the mill. Within the last ten or fifteen years the small jobber had been eliminated. In 1850 there were half a hundred dry goods jobbers in New York City, and as many in Boston, all doing a good business. Today the number has dwindled to half a dozen in each city. The same is true of Philadelphia and Chicago. Only a few of the very largest jobbing houses have survived.

*

In talking over the minute factors that have meant profit or loss to manufacturers, some very curious details were given me by experts. For instance, one clock manufacturer at Waterbury, Conn., found that a certain rival was doing a large trade in cheap clocks sent out to the wilds of Africa. He got hold of a sample clock, and finding that there was a heavy profit in the enterprise, invested a large sum of money in making a still better, thousands of which were shipped to the same market. Strange to say, sales were slow, while his rival, turning out a cheaper and far less accurate time-piece, was selling all he could make. Finally the explanation came. Savages like noise. The clocks made by the original exporter had a particularly loud and aggressive tick; his imitator made a better clock, but it was almost noisless, and the savages would have none of it. The remedy was simple. The next shipment of clocks to the Guinea coast ticked louder than anything previously heard there, and all went well.

*

"Not only," said a mill agent, "do fashions change in a bewildering way, and a most expensive way to us manufacturers, but they have a way of changing so radically that new goods may be wholly unsalable if they bear any resemblance to the dress goods in demand mand last year. Why? Simply because a woman who buys a new dress wants a pattern and a color wholly different from that of last year's frock, in order that there may be no question as to its being a new frock. She not only wants a different design, but a very different one, so that he, or more probably, she, who runs may see it is a new dress."—*Scribner's Magazine.*

A SINGLE BEE, with all its industry, energy and innumerable journeys it has to perform, will not collect much more than a tablespoonful of honey in a single season.

MILLIONS of men in India live, marry and rear apparently happy children upon an income which, even when the wife works, is rarely above fifty cents a week.

THERE are almost as many crises in the average love affair as there have been in the rule of the Sultan of Turkey.

THE man who tries to take up his cross with one hand will never be able to lift it.

WILLIAM S. CULP,

—WHOLESALE AND RETAIL DEALER IN—

Coal, Wood, Lime, Cement

AND BALED HAY.

2,240 Pounds to the Ton.

SAWED and SPLIT OAK and PINE WOOD.

☞ Orders by mail promtly attended to

WILLIAM S. CULP, Chestertown.

LIME! LIME!

The Season is now at hand for using Lime to improve your land. We are handling the best

Wrightsville Lime

considered to be the purest on the market. We would be pleased to quote you prices and deliver at any Station, on the Kent or Queen Anne's R. R.

COAL! COAL!

Wood, Building Lime, Cements

and Baled Hay

delivered at Short Notice and at prices guaranteed low as the lowest. Soliciting your trade. I remain yours,

Mar. 28. J. D. BACCHUS.

FIRE! FIRE! FIRE!

—o—

LIGHTNING! LIGHTNING!

Those desiring protection from FIRE or LIGHTNING call on or address

HARRY L. BOYD,

CHESTERTOWN, MARYLAND.

—AGENT FOR—

ÆTNA, OF HARFORD, CONN.,

Assets $11,000,000.

PHŒNIX, OF HARTFORD, CONN.,

Assets $6,000,000.

Where the lowest rates consistent with honest protection will be given.

☞ Don't wait until you are burned out.

H. L. BOYD, CHESTERTOWN, MD.

aprl.

FIRE, LIFE AND TORNADO

Insurance!

The undersigned would respectfully inform his friends and the public generally that he has succeeded Mr. L. B. Russell as agent of the following old, reliable Insurance companies, namely:

Agricultural, of Watertown, N. Y., Fire,

Continental, of New York, Fire,

Norwich Union, of England, Fire,

Maryland Home, of Crisfield,

National Life, of Vermont.

ALL CLASSES of Property insured at lowest current rates.

LOSSES fairly adjusted and Promptly settled.

TORNADOES are becoming more frequent every year in this locality, and prudent property owners will avail themselves of this form of insurance. The rate is low.

LIFE INSURANCE. Send for an illustration of the very best Life Insurance Contract ever offered.

Prompt and careful attention given all business. Address or call on

JAMES G. BECK, Chestertown, Md.

Office in the Simper's Building, opposite Court House.

TOWN TAXES.

All CORPORATION TAXES for 1896 are now overdue and a PROMPT SETTLEMENT is requested.

M. WILBER THOMAS, COLLECTOR.

oc17-tf.



THE BEST

SPRING MEDICINE

is SIMMONS LIVER REGULATOR—don't forget to take it. The Liver gets sluggish during the Winter, just like all nature, and the system becomes choked up by the accumulated waste, which brings on Malaria, Fever and Ague and Rheumatism. You want to wake up your Liver now, but be sure you take SIMMONS LIVER REGULATOR to do it. It also regulates the Liver—keeps it properly at work, when your system will be free from poison and the whole body invigorated.

You get **THE BEST BLOOD** when your system is in A1 condition, and that will only be when the Liver is kept active. Try a Liver Remedy once and note the difference. But take only SIMMONS LIVER REGULATOR—it is SIMMONS LIVER REGULATOR which makes the difference. Take it in powder or in liquid already prepared, or make a tea of the powder; but take SIMMONS LIVER REGULATOR. You'll find the RED Z on every package. Look for it.

J. H. Zeilin & Co., Philadelphia. Pa.

Commission Cards.

SAMUEL M. LAWDER & SON,

GENERAL COMMISSION MERCHANTS for the sale of

FRUITS, FISH, WOOL, POULTRY, LIVE STOCK, &c.

No. 125 Light St., Baltimore, Md.

☞ Established 1892.

A. P. CREW,

WITH

CLIFTON & WOODLAND,

COMMISSION MERCHANTS

217 S. Charles St., Balto., Md.

☞ GRAIN and FRUITS a SPECIALTY.

Reference:—National Exchange Bank. Members of the Corn and Flour Exchange.

COMEGYS BROWN,

WITH

LONEY & CO.,

COMMISSION MERCHANTS

GRAIN, FRUITS, POULTRY, WOOL, LIVE STOCK EGGS, HIDES, &c.

215 S. Charles St., Baltimore, Md.

Reference:—Drovers, Mechanics' and National Bank.

STEVENS BROTHERS,

Members of Chamber of Commerce,

COMMISSION MERCHANTS.

for the sale of

GRAIN, FRUITS, LIVE STOCK, WOOL AND COUNTRY PRODUCE GENERALLY.

☞ Special attention given to the sale of Grain and Fruits.

No. 206 S. Charles St., Baltimore, Md.

Reference:—Merchants' National Bank.

FRANK WRIGHT & CO.,

COMMISSION MERCHANTS,

for the sale of

GRAIN, FRUITS, FISH, LIVE STOCK, WOOL. HIDES, FURS and GENERAL PRODUCE,

No. 304 South Charles Street, Baltimore, Md.

JAMES W. JEROME & CO.,

COMMISSION MERCHANTS,

for the sale of

GRAIN, FRUITS, LIVE STOCK, WOOL, AND COUNTRY PRODUCE GENERALLY.

Special attention given to the sale of Grain and Fruits.

18 East Camden St., Near Light St. Wharf, Baltimore, Md.

Philadelphia.

R. A. BRICE.

SPECIALTY in PEACHES and POULTRY,

328 N. Front St., Philadelphia, Pa.

Quick Sales. Prompt Returns.

Thanks for past patronage. I ask for a continuance of your shipments, knowing that it is better to keep old, shippers by fair and prompt dealings than to hunt new trade every year. jy20.

WILLIAM P. IRELAND,

121 Callowhill Street, Philadelphia.

COMMISSION MERCHANT

IN FRUITS, PRODUCE, POULTRY, EGGS AND LIVE STOCK.

Quick Sales at top market prices and prompt returns, daily if requested. jy13.

New York.

R. T. COCHRAN. G. L. COCHRAN.

COCHRAN BROTHERS,

PRODUCE COMMISSION MERCHANTS.

329 Washington St., - - New York.

REFERENCES:—Citizens' Nation'l Bank, Middletown, Del., Irving Notional Bank, New York.

☞ Returns made daily. jy11-2m.

CORN!

I am now prepared to BUY CORN for rail shipment to Philadelphia, and expect soon to have orders for shipment to Baltimore, both by rail and water.

H. M. BROWN,

for I. M. PARR & SON, Baltimore, and I. M PARR & SON, LIMITED, Philadelphia.

Office:—KENT NEWS BUILLING

THE "WATTS HOUSE,"

(formerly Hall's Hotel.)

MRS. M. E. WATTS, PROPRIETRESS.

I am now prepared to accommodate boarders by the day, week or month. Special attention given to TRANSIENT BOARDERS. My table will always be supplied with the best the market affords, and every attention will be given to make our guests comfortable.

CLEARING OUT SALE!

TO MAKE A CHANGE IN BUSINESS!

DRESS and APRON GINGHAMS, MUSLINS, PRINTS, BED TICKINGS, COTTON FLANNELS, COTTONADES, OUTINGS, SHIRTINGS, CORSETS, HAMBURG EDGINGS.

Men's, Ladies' and Children's Underwear,

TOWELS, WHITE GOODS. MEN'S AND BOY'S SUSPENDERS, MEN'S PANTS and OVERSHIRTS, HOSIERY, ALL KINDS

Men's, Women's and Children's Shoes!

All of the above goods will be sold at and below cost. WE MEAN BUSINESS! Come and see us if you want Bargains.

E. W. F. SIMPERS.

—Our Stock of—

Groceries, Glassware and Crockery

is full and Complete, all at very low prices.

E. W. F. SIMPERS,

ORDER OF PUBLICATION.

John W. Davis

versus

George Davis, Hester Mary Davis, Mary E. Davis, Richard T. Turner, Jr., administrator of Samuel Davis, deceased.

In the Circuit Court for Kent County, No. 1,250 Equity.

THE object of this suit is to procure a decree for the sale of certain real estate in Kent county, in the State of Maryland, which the late Samuel Davis, late of Kent county, died, seized and possessed.

The bill states that the said Samuel Davis was in his lifetime indebted unto a certain John W. Davis, of the city of New York, in the State of New York, the sum of five hundred dollars on a certain promissory note, dated the 27th day of December, 1895, with interest from January the 1st, 1896. That the said Samuel Davis being so indebted, as aforesaid, and also to divers other persons in large sums of money, and having real and personal estate of much value, departed this life on or about the 19th day of May, 1896, intestate and leaving no children. But leaving a widow, Mary E. Davis, of Kent county, and one brother, Thadeus C. Davis, of the State of New York, as his heirs at law.

And that after the death of the said Sam'l Davis the said Thadeus C. Davis departed this life intestate, leaving no widow nor children, but leaving George Davis and Hester Mary Davis, children of his deceased son, George Davis, his only heirs at law, both of whom are infants under twenty-one years of age, and who reside in the State of New Jersey, and upon whom devolved the interest of the said Thadeus C. Davis in the real and personal estate of the said Samuel Davis.

The bill further states that administration of the personal estate of the said Samuel Davis was granted by the Orphans Court of Kent county, Maryland, unto Richard T. Turner, Jr., of said Kent county, who possessed himself of the same and applied it to the partial payment of all the debts of his estate including that due John W. Davis. That as said personal estate so applied was insufficient for the payment of all the just debts of the said Samuel Davis.

And that the said John W. Davis and other creditors are entitled to have the balance of their claims paid out of the real estate of said deceased, and that the plaintiff may have such other and further relief as his case may require.

It is thereupon this 26th day of March 1897 ordered by the Circuit Court for Kent county in Equity that the plaintiff by causing a copy of this order to be inserted in some newspaper printed and published in said Kent county once a week for four successsve weeks before the 26th day of April, 1897, give notice to the George Davis and Hester May Davis, non resident Defendants of the object and substance of this bill, and warning them to appear in this Court in person or by solicitor on or before the 12th day of May next to show cause, if any they have, why a decree ought not to be passed as prayed.

SAMUEL G. FISHER, CLERK.

True Copy, test:

SAMUEL G. FISHER, CLERK.

March 27, 1897—4t.

NOTICE TO CREDITORS.

NOTICE IS HEREBY GIVEN, that the subscriber has obtained from the Orphans' Court of Kent county letters testamentary on the personal estate in Kent county, Maryland, of

SARAH A. HANDY,

late of Baltimore City, Maryland, deceased.

All persons having claims against said deceased are hereby warned to exhibit the same, with the proper vouchers thereof, to the undersigned on or before the 14th day of September, 1897, otherwise they may be excluded bylaw from all benefits of said estate. All indebted to said estate are requested to make immediate payment to the subscriber.

Given under my hand this 9th day of March, 1897.

PHILIP G. WILMER.

March 13, 1897—4t. Executor.

No. 1,240 Chancery.

Order Nisi.

Henry Parr, Trustee, versus George C. Walls.

In the Circuit Court for Kent County, in Equity.

ORDERED, this 6th day of March, 1897, that the sale of the property mentioned in these proceedings made and reported by HENRY PARR, Trustee, under a Deed of Trust from George C. Walls to him, dated the 3d day of February, 1897, be ratified and confirmed unless cause to the contrary thereof be shown on or before the 15th day of April next;—Provided, a copy of this order be inserted in some newspaper printed and published in Kent county, Maryland, once in each of two successive weeks before the 29th day of March next.

The report states the amount of sales to be $304.67.

SAMUEL G. FISHER, CLERK.

True copy, Test:—

SAMUEL G. FISHER, CLERK.

March 13, 1897—4t.



DR. ANNA GIERING

REGISTERED PHYSICIAN,

Twenty-five years' experience. Specialist in **Diseases of Women only. Private Sanitarium** of high repute. Absolute privacy afforded. **Female Regulative Pills** $2.00 per box. Advice by mail.

1603 EAST BALTIMORE STREET, BALTIMORE, MD.

NOTICE.

All Bicyclists are bereby notified not to STOP or COLLECT on the BRIDGE at "Grist Mill," outside the limits of Chestertown, with their wheels on and after this date; and also to stop making such NOISES as are caused by putting rubbers or flags on their wheels riding on the public roads of Kent county.

By order of the Board of Commissioners.

n28-3t. W. H. LAMBERT, JR., CLERK.

★ HA——TS! ★

YES, THEY ARE HERE IN ALL CONCEIVABLE SHAPES, ——AND COLORS,——

Soft and Stiff Hats and Caps of all Descriptions

——COME TO——

MOODY & LUSBY'S

For All the New Things.

Balance of Winter Suits and Overcoats at any Price!

Respectfully, MOODY & LUSBY.

Directly Opposite Court House. Square Dealing Clothiers.

G. E. LEARY & SON,

ROCK HALL, MARYLAND.

——MANUFACTURERS AND DEALERS IN——

All Kinds Lumber and Building Material,

SASH, DOORS, BLINDS, MOULDINGS, &c.,

Peach Baskets, Lime, Bricks, Hair, Cement

SPRUCE SPARS, FENCING, PICKETS and PALINGS.

☞ Shipments made by vessel to all points on navigable water.

Great Sacrifice Sale!

——NOW GOING ON AT THE——

NEW ★ YORK ★ CLOTHING ★ HOUSE

OPPOSITE VOSHELL HOUSE.

I HAVE put the knife in very deep in the Clothing Department, and have cut the Prices in Half. Men's Suits going now from $2.50 up; $5 Suits going now at $2.50; $7.50 Suits going at $4.75; $10.00 going at $6.50; $12 Suits going for $7.50. Men's Boots and Gent's Shoes for a very little money; Ladies' and Children's Shoes almost for nothing, they are going now. Men's Pants of every grade from the Cheapest to the Highest Quality. Children's Knee Suits from 75c. up; Youth's suits almost giving them away; you would never believe that goods could be bought at such low prices at the New York Clothing House. Overcoats going from the remaining stock at Half Price. Lady's and Gent's Furnishings in proportion. I am here to give people Great Bargains and to protect them from paying big prices elsewhere. You can get goods at the New York Clothing House 35 per cent cheaper than elsewhere.

Come one, come all, for the Great Sacrifice Sale at the

NEW YORK CLOTHING HOUSE,

Leader in Low Prices,

OPPOSITE VOSHELL HOUSE, CHESTERTOWN, MARYLAND

HORNER'S ABSOLUTELY Pure Animal Bone FERTILIZERS, FOR All Crops AND Permanent Grass.

WARRANTED IN THE FULL PRICE OF THE GOODS.

Higher in Essential Qualities than any other Goods on the Market.

WE WILL SELL EITHER BY ANALYSIS, OR WEIGHT.

PREFERABLY THE FORMER WAY. SEND FOR CIRCULAR.

JOSHUA HORNER, JR. & CO., 26 SOUTH CALVERT STREET, BALTIMORE.

N. C. CROW,

UP-TOWN GROCERY.

Full Line Dry Goods and Notions

IN STOCK, ALSO,

Groceries and Provisions,

Tobacco and Cigars.

SHOES! SHOES!

for Gents, Ladies and Children.

FLOUR.—We keep the WM. LEA & SONS FLOUR for sale by the barrel or sack, we think as cheap as you you can get it from the city, and we think their flour has no superior Come and see us and be convinced that our goods are good and cheap.

☞ Country Produce wanted at highest price. Give us a call.

N. C. CROW, UP-TOWN.

FRANK D. LEARY!

TWO STORES

Open to the PUBLIC

One on High Street opposite MARKET SPACE.

Another on QUEEN STREET.

——DEALER IN——

FINE and STAPLE

GROCERIES!

Shirts, Overalls. Gloves, etc.

CIGARS & TOBACCO,

CONFECTIONERY, NOTIONS, Etc.

☞ CASH paid for country produce.

F. D. LEARY,

Jan. 11. CHESTERTOWN, Md.

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