SUPPLEMENT

KENT NEWS.

EASTERN SHORE PUBLICITY CAMPAIGN EDITION.

CHESTERTOWN, MARYLAND, SATURDAY, MAY 1, 1909.

Eastern Shore's Rich Trade Belongs To Baltimore.

How the Pennsylvania Railroad has Managed to Divert Part of Peninsula's Produce From Baltimore, Its Natural Clearing-House, Aided by Monumental City's Inactivity.

Rural Buyers Prefer State's Metropolis.

Publicity Campaign Awakens Urban Merchants To Necessity For Action If They Would Control Internal Commerce.—Vast Population and Wealth of Nine Eastern Shore Counties—Income From Land and Water Products.

Nestling upon either side of Maryland's greatest storehouse of wealth, the Chesapeake Bay, are two of the brightest, fairest jewels in the State's diadem of agricultural, manufacturing and fishery products—Baltimore, the Metropolis, and the Eastern Shore, its fertile garden.

No State in the Union can boast of the variety of products, mine, farm and water, that enrich Maryland's coffers of treasure. Within her confines are to be found every gift of nature that goes to build hardened, sturdy manhood, while the luxuries that would appease a Lucullus are her's to distribute over the country. Millions upon millions of dollars are annually won from her lands, waters and factories, betokening that, small in area though she may be as compared with some of her sisters, Maryland is the oasis that wears the brightest crown of aureole grandeur in a golden desert.

Her foreign and domestic trade compares favorably with that of any other State, yet it cannot be said that the internal trade has been as well fostered and developed as it might have been. It is a telling and lamentable truth that the State's business relations have reached out and bound to her the nourishment of her many sisters, while within her borders that which should have been her's has been allowed, through the neglect of home conditions, to be diverted to the maintenance and gratification of many cities without first passing through its natural clearing-house, Baltimore.

TRADE IS INCREASING.

For years, in fact ever since the Civil War, the products and trade of the Eastern Shore have been increasing by leaps and bounds annually, until now millions of dollars are involved in the business dealings that enter into the relations of the Shore each year. Situated, as it is, within a few hours journey of five large and prosperous cities, the Shore has been the commercial battle-ground of merchants for a score of years and each solar cycle has seen the contest waged warmer between the energetic dealers of the Northern cities and the more loyal merchants of Baltimore.

In the last decade, this struggle for commercial supremacy has been more of a one-sided affair. Baltimore, reaching out and grappling to herself the enriched business of the reawakened South, has overlooked her garden of wealth so near at home, and her subtle opponents, ever ready to seize the opportunity of laxity, have made inroads on the Shore that have deprived the Maryland metropolis of a great share in the rapidly increasing business of the nine Peninsula counties.

Without laying itself open to the direct charge of discrimination, the Pennsylvania Railroad has carefully nurtured this alteration in the trade complexity of the Shore with Baltimore. With its usual foresight, this great system foresaw the immense possibilities in the future development of the Sohre and sensed the trend of commercial conditions. Following its policy to divert all the business possible to its main line, the railroad put through a successful deal to obtain control of practically all the transportation lines connecting the Eastern Shore with Baltimore.

RAILROAD AT FAULT.

Then, by gradually changing schedules and tariffs, although affording little opportunity for a revolt against its methods, the giant corporation so managed that Baltimore became nearly inaccessible as a buying and shipping point for the natives of the Shore. It raised the cost of transportation and so fixed its passenger schedules that the visitor from the Shore found himself practically marooned in Baltimore, no matter what his hurry, should he chance to be unable to finish a day's business work in a few hours.

Finding a ready market for its products in Northern cities and the possibility of buying to advantage in the same centers, the Eastern Shore gradually forgot its former close business relations and social ties with Baltimore and its trade began to follow the line of least resistance. In vain did Baltimore merchants deplore the falling off in trade between that city and the Shore.

Engrossed in their pursuit of Southern trade, they neglected to act. Feeling that they had been deserted by Baltimore and deprived of their birth-right by the Bay transportation companies, controlled by the Pennsylvania Railroad, the Eastern Shoremen began to sense the beating pulse of commercialism and made their bank accounts their first consideration.

Time after time, representatives of the Pennsylvania Railroad on the Delmarvian Peninsula assured the residents that the corporation would furnish better transportation and freight facilities to Baltimore, provided the merchants of that city and the shippers and buyers of the

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