We Want Your Business

Not Later ←—o—→ But Now

FEED, | FLOUR, | ETC.

Grain In All Ways

Metcalfe Bros.

Write - Wire - Phone

Chestertown, Kennedyville

Worton, Md.

Harry F. Jefferson

CHESTERTOWN, MARYLAND.

The Farm Bureau should be one long step toward solving the farmer's troubles. Still there are others that can be taken, one of these is, don't forget your local merchant, deal with him, but make him give you merchandise with QUALITY at a price, not cheap goods at high price. Quality means more than price up to a given point. We guarantee everything we sell. We are offering the best merchandise at prices equal to any and lots of time less than all. With us quality counts.

Why buy undependable Corsets of other makes when you can get a

Nemo CORSETS

that will fit, wear, and be comfortable. When all three of these are not found in any Nemo today bring it back, we have one that you will find just what you need. Try us. We will prove just what we say.

SHOES

Lady your health and happiness depend as much upon the condition of feet as any part of your body. We sell the J&K because they wear, fit and keep your feet in good condition. They are high in price, but equally good in quality.

The ARCH PRESERVER Shoes, because they will help correct misplaced archs or otherwise sore feet. Our other brands of Shoes because they represent service at a price. Our cheap shoes are the BEST in the U. S. for the price.

Millinery

During August we will offer every Hat in our department at half price.

1, lot of hats sold for $2 50 to $6, at $1

2, lot of hats sold for $6.50 to $20 at $5

Piece Goods

If you need a dress for summer and early fall Jefferson's is the place to get it. Close outs in every department, Voiles, Ratines, Eponge Linens, Tybee and others at less than cost.

KENT NEWS $1.50 A YEAR

All Join Hands

By John W. Coverdale
Executive Secretary American Farm Bureau Federation

The mission of the farm bureau is to give service. It is not an uprising of outraged farmers nor was it organized to accumulate strength enough to fight the other fellow. The farm bureau grew from a desire on the part of the farmers for better production.

The American Farm Bureau Federation represents 46 states that are now co-operating in a national program. One million three hundred thousand farm families compose the county farm bureau membership, farmers who are banded together to win. It does not aim to replace any other organization but includes among its membership representatives of nearly all farmers' organizations. It believes that the safeguarding and promotion of agricultural interests are vital to the public welfare, and that these interests can best be protected by the united action of all, regardless of factional or political differences. It depends for its strength upon the kind of support given it by the local communities, county and state organizations, and the co-operation which it receives from the various agencies interested in the welfare of agriculture.

A Self-Help Organization.

The farm bureau is a mutual self-help organization for the farmer. Our first task is one of organization and co-operation. Our first effort to be of real service to the farmer is to secure for him a measure of economic justice.

There are four things necessary to increase the buying power of the farmer's dollar at this time, marketing, finance, instructive information and legislation. Better marketing is of primary importance because it has been the weakest point in the agricultural industry.

In the first place, before the farmer can buy he must sell something which he produces, and if there is no market for that product or the price at this market center is below the cost of production, then his energy has been expended without giving him any return to better the conditions in his home life. He has to figure his debts by the light of the coal oil lamp.

Finance is the second of the farmers' fundamental problems. It takes capital to be a farmer under present conditions. We need a financial system built on a thorough understanding of the farmer's needs. A commercial man's bank is of small use to us. We do not do business on ninety days. Our turnover is annual, and, when we raise live stock, runs from one year to three.

Public Must Help.

We try not to overlook any sound measure designed for the benefit of the farmer and the public at large. We cannot do it all, however. The general public must help us restore the farmer's confidence in his business.

Legislation from the standpoint of the farmer does not mean class legislation nor politics. However, there are some things relative to building up America's greatest industry—that of agriculture—in the enactment of measures that will put agriculture on a business basis. Our legislative office in Washington, under the direct supervision of President Bradfute, an Ohio farmer, is securing very definite legislative accomplishments for America and for agriculture especially since the agricultural blocs of the senate and house were organized. We do not claim that the American Farm Bureau Federation is responsible for awakening the legislative conscience of America to the needs of agriculture, but our farmers are on the job down there anyhow. We do not lobby. We present facts.

Our whole co-operative marketing program is based on a sound, thorough analysis of business conditions. Our legislative program is builded from the thoughts of the sane, safe, agricultural interests of the country. Our organization is builded with the same thought in mind, and if these conditions can be righted it will mean not only more products on the farm, but better equipment, better homes, better schools and better churches, and above all, a better class of citizenship when the farmers of our 48 states once learn that "Together We Win."

What a Badge Means.

What's that badge?

"Did you notice it on the street during the last few weeks in the lapel of some farmer's coat—the badge in a general design of the map of America, with the letter 'A. F. B. F.' and the name of the state across it?"

"Why, that's the badge of farm bureau membership, the official emblem of membership in the county, state and national farm bureaus, all of which are referred to in these United States by the term 'farm bureau.'"

"The 'A. F. B. F.' stands for the national organization, the American Farm Bureau Federation, to which 46 state farm bureaus and 1,700 county farm bureaus belong."

"The map of the United States? Well, say farm bureau leaders, that indicates the only limit of the farm bureau—in America.

"You certainly see a lot of those badges these days."

Heard Around the World.

It was Daniel Webster, of imperishable memory, who spoke of "That empire whose morning drum-beat, following the sun and keeping company with the hours, encircles the globe with an unbroken chain of the martial airs of England." He had come across the boundary to Toronto some eight years before, and as he wrote he heard the drum beat out the reveille in the barracks near by.

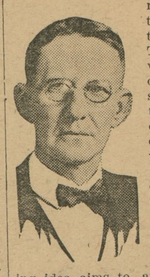
Today's Wise Word.

Decision of character is one of the most important of human qualities.

Farmers Must Co-operate

By WALTON PETEET

Director Co-operative Marketing, American Farm Bureau Federation



Agriculture in America today is years behind industry in the development of its system of distribution and sales. There was a time when one man or one firm made shoes and sold them. All lines of industry were on a similar individual basis.

Time has resulted in the development of group action in all industries excepting agriculture. The co-operative marketing idea aims to, and does give, the farmer an opportunity to meet group action by other industries on a basis of equality.

The pitiful plight of the potato grower today is an excellent example of what may be expected to happen to any group of producers that rely on an unorganized and basically individual marketing plan. During the last few months sellers of potatoes—finding a high market at a given point—have been rushing cars to that market. The result has been a glut and a slump in prices, despite the fact that there may have been a shortage at other points.

California Plan Works.

Since the California Fruit Growers have been in operation no one has heard of a glutted market on oranges or lemons. On the wall of the main office of that organization is a great map, so arranged that every hour the position of every car in transit is shown. It is a daily occurrence for the growers' sales agency to re-route cars so as to have the supply just meet the demand in all sections of the country, diverting them from centers where a surplus exists.

In the non-perishable field the co-operator's problem is first one of finance and then of storage. Finance is required because growers usually are not able to wait for all their money until the whole crop is sold. An advance, or part payment is necessary. Additional payments are made during the course of the selling season.

In the development of co-operation farmers have come to realize that they must recognize those practices that experience in business has proved successful. Any marketing plan first must have the approval of the grower, for his interest is vital. Then it must have the approval of business men, to prevent flaws which their experience will discover. It must be approved by bankers, for financing is vital, and of lawyers, else it might be torn to pieces in legal difficulties.

It takes just as big men and just as much brains to set up any commodity marketing organization, on a co-operative basis, as it does to build and operate a flour mill or a large packing plant. There is no patronizing or philanthropy in successful co-operative marketing. There is no room for incompetence and amateurs.

Co-operative Idea Sound.

The time has come for business men to concern themselves with this co-operative idea. Farmers have been suffering for years from economic ills. No fair-minded man will deny that co-operation, under correct leadership, offers a solution for the agricultural problem. There may be some phases that have a political aspect, but in the main the trouble lies in the fact that the spread between the price the producer receives and what the consumer pays is excessive. That spread is so great as to discourage production on one hand, and consumption on the other.

This does not mean that all middlemen are to be eliminated. The man who is rendering a needed service has nothing to fear from co-operation, but the man who is purely a speculator, taking a toll in excess of service rendered, must correct his practices.

There is another phase of the situation which should co[illegible]s all. The plight of the farmer rapidly is becoming unbearable. For mutual welfare, right thinking business men as well as farm leaders, should recognize the justice of this program.

The American Farm Bureau Federation has set itself to the task of actively promoting the co-operative marketing idea in this country. Its duty, first is to stimulate co-operative marketing, and second to unify, correlate, expand and strengthen those agencies now in the field, so that all may be welded together for common good.

Successful, well founded co-operative marketing means more to America today than any other issue. Group distribution of our products will be a long step toward readjustment of the social foundations of this country; foundations that have been and are being threatened by the inability of individual farmers to cope with group activities in other industries.

Entering Foreign Markets.

A shipment to Cuba of Vita Gold butter, packed in tins by the Stephenson County Milk Marketing company of Freeport, Ill., was the first time a co-operative creamery in the United States has exported its butter.

In all our appointments let's let the caliber of the man and not the salary limitation be our criterion.

Great Woman and Great Empress.

It was Maria Theresa, empress of Germany (1717-1780) who spoke the memorable words, "I want to meet my God awake." When dying she refused a dose of opium. Carlyle says of her: "She was most brave, high and pious; beautiful and radiant with good nature; though of a temper that would easily catch fire; perhaps no nobler woman lived."

All Cowards.

Many an orchestra leader has made us wonder why none of his players ever had courage to strike back at him.

Wm. E. Leary

Rock Hall, Md.

Automobile Tires and Accessories

COMPLIMENTS OF

H. S. DEMPSEY

Galena, Md.

Don't Forget

To INSURE your Hay or Grain if you place it in stack or barn.

J. N. WHEATLEY & CO.

102 Cross Street

Chestertown, Maryland

Phones { Office 29. Residence 135

HARDWARE

Stoves, Ranges

Furnaces

Stove Repairs a Specialty

Tools, Cutlery

Enamelware, Alumi numware, Tinware

Paints, Oils. Varnishes

Wire Fencing

Corrugated Roofing

WM. M. CULP

Chestertown, Md.

B. R. FELLOWS

Successor to W. H. Krusen

EMBALMER AND FUNERAL DIRECTOR

UPHOLSTERING AND REPAIRING

Still Pond, Md.

Open Day and Night

©Maryland State Archives, msa_sc6000_43_1-0261