Kent News

SATURDAY, DECEMBER 17, 1898.

☞Are YOU behind with your subscription? Look at the figures on this paper following your name. If not paid for '99 please settle at once. All subscriptions are $1 in *advance*.

A NURSERY SWINDLE!

The Treatment Received by Kent County Farmers from the W. S. Little Co., of Rochester, N.Y.

Their Agent at This Place Robbed of All His Commissions!

ONE of the most contemptible tricks yet reported by tree dealers was developed here during the past fall season. It was a downright swindle—as conscienceless as any Hulless Oats case.

We give the facts as they have come to our knowledge in order that our readers may be on their guard and refuse to have any dealings with the parties in question, or their agents. We should indeed, in the light of their recent transactions here, hestitate to purchase anything from this Nursery, as we could not accept any statement they might make of varieties or quality of goods they sell.

The Nursery firm in question is that styling itself the W. S. Little Company, of Rochester, New York.

This firm employed Mr. Wm. Ford, of Chestertown, as an agent to take orders for Nursery stock. Mr. Ford is a gentleman of the very highest character, and has the utmost confidence of our whole community. He has been all his life an agriculturist, and, like many others of that profession he went down financially in the reverses of the past few years, and has since been compelled to labor in other callings for himself and family. He has worked hard to retrieve his fortunes and "square up with the world." With this end in view Mr. Ford took this Nursery agency and secured a number of orders under the promise that when he received his commission on the stock sold he would apply the same to the payment of these just debts. The Nursery firm was not to be known in the case. The whole amount of the order for trees was to be paid direct to the firm.

Mr. Ford labored during the summer and fall and succeeded in taking the following orders for Keiffer pears:

Orders received by Wm. Ford for trees to be delivered by the W. S. Little Co., Rochester, N. Y., in November, 1898:

T. W. Elinson	1,700
R. D. Hynson	1,128
Theodore Hayes	1,027
George Beck	1,000
Wm. S. Walker	1,000
Wm. B. Usilton	1,000
Charles T. Westcott	5,000
Harrison W. Vickers	500
C. A. Leary	500
George Walbert	130
Walter B. Strong	500
Jeff. D. Ayres	100
Rufus F. Parks	300
W. W. Beck	300
Geo. W. Watts	200
Rev. S. W. Thomas	305
Benj. F. Rash	856
Benj. Davis	150
W. W. Hubbard	340
Alfred Loud	180
Wm. Cooper	60
Smaller orders amounting to	297
Total	16,639

These orders were sent to the Little Co. by Mr. Ford and acceptances sent to each of the parties by the company. Here is one of the acknowledgements:

ROCHESTER, N. Y., Oct., 21, '98.

———, Chestertown, Md.:

Allow us to thank you for your patronage in favoring our salesman Mr. Wm. Ford, your city, with order of $100 which will be filled with first-class stock, true to name this coming fall.

The sale is, as you are aware, made, according to our usual terms, viz: Cash on delivery. Our Agents have no power to give time to customers in any case, nor to apply orders on their private debts, not to agree to plant stock, nor to collect money in advance, nor to vary from the printed terms of our regular order blank.

Soliciting your further order, we are,

Yours respectfully,

W. S. LITTLE CO.

Up to this time everything had gone on lovely. The Little Co. had found a prize in their Chestertown agent. Two-thirds of the commissions on the above orders were due on their acceptance by the Company, but Mr. Ford managed to live without drawing any of it, except ten dollars, hoping to get it all in a lump and apply it as stated.

BUT PEAR STOCK WENT UP! and lo, and behold, the Nursery firm of Little Co. saw "what might have been" if they could sell their Keiffer stock at 15 or 20 cents instead of 10! They went about the repudiation of their contracts as deliberately as if they were dealing honestly!

First they questioned the financial strength of the parties giving the orders! This was considered here a joke on the agent, as the list above given will be seen to contain none but those of the best financial worth—some of them being the wealthiest men in the county! Mr. Ford had little difficulty in brushing away this obstacle.

Then the unexpected happened. This Little Co., in the search for an occasion to wrong its patrons, got information from some source to the effect that the agent himself was not financially strong and had secured orders by promising to pay his commissions to liquidate personal indebtedness! All of which was true, and for which Mr. Ford ought to have had the commendation of his employers, as he has that of all honest people. But the Nursery Co. actually made that an excuse to rob the agent!

But let's go back a little. The following is a copy of letters received by the above parties, showing the Nursery company's supply of stock, etc.:

ROCHESTER, N. Y., Oct. 27, '98.

———, Chestertown, Md.

Dear Sir:—We wrote you a short time ago acknowledging the receipt of an order through Mr. W. Ford for 100 Std. Keiffer pears, price $100 delivered at Chestertown. We are expecting a very large shipment of this same stock to your city and write you to ask if it would be agreeable to you to ship your stock in bulk. We shall probably have a carload lot and the trees will be all alike and tied into bundles of 10 or 25 trees. Carefully packed and shipped in a through car the stock would reach there in a better condition than if boxed. We shall expect that you have some one at the station when the car is unloaded to receive your share of the stock.

* * *

We would be pleased to hear from you promptly as we shall be ready to ship the stock as soon as arrangements are completed.

Yours truly,

W. S. LITTLE CO.

On the 10th of Nov., after the Keiffer craze had struck the country fully, and prices jumped up nearly double, the Little firm wrote Mr. Ford as follows:

ROCHESTER, N. Y., Nov. 10, '98.

William Ford, Chestertown, Md

Dear Sir:—Since writing you yesterday we have been trying to pick up some Keiffers but find there has been a decided flurry in the pear market and we find it absolutely impossible to get the number of trees that your orders call for. On digging in our blocks we are much disappointed in the way they pan out as there was not as many trees as our account last summer indicated. We have written and telegraphed all over the country in hopes to buy enough Keiffers to fill these orders but find that it is an absolute impossibility. We still have 4500 trees which we will be glad to send to your customers and would suggest to you that you pick out the most deserving and surest pay from the list of customers and instruct us to ship the trees for them or perhaps it would be better yet to divide up the trees we have pro rata among all the customers. These trees are sold on such small margin that unless you are willing to forego your commissions on the trees that we do not ship we could not possibly fill the orders. Write us at once as the season is getting very late.

Yours truly,

Dictated by C. L. W. S. LITTLE CO.

Here is the first intimation of the purposed fraud. The proposition to his agent to divide up a few trees among "the most deserving" and "surest pay" was a stunner to an honest man like William Ford. But there was a further suggestion: If the agent could not *forego his commissions* on the trees the Company could not fill the orders!

Such a cold-blooded proposition almost took the breath from the agent, and his eyes were fully opened to the character of the men he was dealing with. He notified the above customers here, and some of them opened up correspondence with the Little Company, but could get no word in reply.

Then came the following, inclosing all the above orders. This is the boldest string of falsehoods, and clearly exposed the firm's fraudulent purposes:

ROCHESTER, N. Y., Nov. 17th 1898.

William Ford, Chestertown, Md.

Dear Sir:—Regarding those sales of Keiffer pear trees we wrote to you on the 10th that we might possibly be able to furnish about 4500, but find ourselves unable even to supply this amount. It will therefore be impossible for us to fill the orders you have taken, first, because of our inability to either furnish or secure the necessary number of trees, and in the second place on account of the orders not having been taken by you in strict compliance with our instructions. This of itself even if we could furnish the trees would be sufficient cause for us to refrain from filling your orders, as it would have been clear figuring anyway, and in view of this it would be utterly impossible for us to take any chances in the way of payment.

We herewith return you all orders cancelled. As you are aware we have advanced you $10 00 on these orders, and of course, we shall expect that this amount be returned to us as soon as you receive the orders.

Yours truly,

W. S. LITTLE CO.

Replying to the above we notified the Little Company of the great wrong he had done the agent and their customers here and of our purpose to publish a full account of the transaction. The Company replied to the latter attempting to justify themselves on the plea that Mr. Ford had made promises and inducements outside the order blanks to secure the orders!

We wrote to know who gave him any such information, and in what way that could harm the Nursery firm? This is their reply on a postal:

ROCHESTER, N. Y., Nov. 29, 1898.

Dear Sir:—Our action in cancelling the orders was taken upon information which we considered reliable. We do not see that anything will be gained by future discussion of this matter at this date. We remain yours, respectfully,

W. S. L. CO.

The following is the copy of a letter to the Nursery Co. from one of the parties giving orders, which was returned unanswered. It correctly presents the case:

CHESTERTOWN, MD., Nov. 19th, 1898

MESSRS. W. S. LITTLE CO.

Gents:— Mr. Wm. Ford advises me that you returned to him my order for Standard Keifer Pear Trees and that you have declined to furnish them and have pursued the same course with other purchasers in this locality. My order to you through Wm. Ford is dated Oct. 10th. On the 12th inst. you wrote me acknowledging its receipt and thanking me for the order. You also stated that it would be filled with first class trees. On Oct. 27th you wrote me requesting to be allowed to ship the trees in bulk and though I knew this meant a saving to you of ½ to ¾ of a cent a tree I consented to it without making any claim for reduction in price. As late as Nov. 1st you again wrote me respecting their shipment. These letters in connection with my order of Oct. 10th establish beyond all question a contract. Now you propose, at this late day, when Trees have advanced fully fifty per cent in price and when it is too late to buy and have delivered without great risk of entire loss of trees by cold, to avoid and cancel your contract by a return of my order. This you cannot do either in law or in equity, and I shall hold you responsible for your failure to comply. I claim $85 on breach of contract and hope you will not force me to the Court to collect it and other damages growing out of delay.

Your statement to Mr. Ford that you can not get the trees, I do not understand. I am offered, to day, trees from two responsible firms, (one I think has an office in your own city) and one offers to furnish me with 17,000 trees; and besides your own letter to Mr. Ford a few days ago states that you have 4500 trees which you could deliver from your nursery.

Some days ago I wrote you respecting these trees, to this letter you have not replied. A few days later Mr. ——— and myself wired you respecting them and requested you to wire us an answer, this also you failed to do, showing an entire lack of business courtesy and the proper spirit in reference to the matter.

Here the matter rests. In the meantime some of the above named gentlemen have, even at so late a date for fall planting, ordered trees from other parties and secured them. The price that went up so high at the time of the Little default, soon dropped again to reasonable figures, and first class Keiffer pear trees in almost any quantity could be had in Rochester and Geneva at 12½ cents!

Oehm's Acme Hall.

Be Prepared!

Now, when choicest styles are full up, when all the swellest patterns in clothes are here in every size, now is the time to make your selections. $7.50 if you wish, $10 for particularly fine, swell most elegant Suits.

Especially worthy suits are those we show at $10. It's the medium price, but not medium Suits. Cloths are the identical fabrics your first class tailor sells for twenty; make is just as skillful as his, fit and finish just as perfect, but you save ten dollars here and get as good a Suit in every point of comparison.

OVERCOATS, $10 and $12.

Only a few of those medium heavy tan and brown mixed Covert Overcoats left at $12. So, don't delay, for you're getting a good twenty dollars' worth. Elegant Overcoats at $10, full silk lined, and ones you'll like, stylish, well-made, at $7.50. As high as $15 and $20, too.

Boys' Sturdy Suits.

Your boy won't wear out an Oehm Suit so quickly as some others we know of. We appreciate quality here, not only in materials, but in make and workmanship as well. So, our Suits have all the seams double-stitched, knees and seats double, lining is double warp; everything that adds strength and long wear to our Boys' Suits is double. But our prices aren't—they're the other way, frequently but little more than half what others ask for equal quality.

School Suits, $1.98 to $5.
Vestee and Reefer, $2.50 to $8.
Stylish Sailor Blouse Suits, $3 50.
Chinchilla Reefers, $3.50 and $5.
Top Coats, $5 to $15.

And the other apparel a boy needs is here, too—Shoes, Hats, Caps, Underwear, Hose and Furnishings.

Oehm=Shoes at $3

The best Men's Shoes ever sold at the price. All the best leathers, latest lasts.

Men's Arm r clad Shoes at $2 are heavy, sturdy, rough weather shoes, yet comfortable and graceful.

When you're in Baltimore, make Oehm's Acme Hall your headquarters. Ladies' Waiting, Retiring and Writing Rooms; Men's Smoking and Waiting Rooms Free, no matter whether you're a customer or not; meet your friends at Oehm's. Parcels checked free, and every accommodation and comfort is cordially extended to you

OEHM'S ACME HALL,
Baltimore & Charles Sts.,
BALTIMORE, MD.
All Car Lines Pass Our Door.

The Nearness To 'Xmas

Is particularly noticeable here. You'll find a profusion of interesting ideas whose beauty will suggest to you the approaching holiday season. An especially interesting feature are the reasonable, easy-to-pay prices—You'll be impressed with this in every item. You'll agree that the assortment is such as meets the needs of the up-to-date buyer—and that the prices swing along the lines.

Make Your Selections

While you may secure the plums—the best styles—while the assortment is full and complete. We'll store them for you, if you do not wish them delivered at once.

Here's a Little List

just to give you an inkling. An examination of the articles will give you a splendid idea of the values.

Bed-Room Suits.
Side-Boards.
Dining Chairs.
Extension Tables.
Solid Oak $3 up.
Carpets, 2 and 3 ply, all wool
Best Ingrain in the State 25c
Full stock of Paints, Glass.
Stacks of wall paper and a paper hanger, who knows his business, Mr. W. W. NEEDLES.

JOHN BARTLEY.

We Save You Money

BY OUR CUT PRICES

ON

Muslin, Canton Flannel, Blankets, Comfortables, Flanneletts, Dress Ginghams, Bed Ticking, Sheeting,

Men's and Boys' Undershirts, Ladies' and Misses' Vests, Men's Winter Gloves, Ladies' Gloves and Mitts,

Men's Overshirts, Canton Drawers, Men's and Boys' Winter Boots, Men's Shoes, Ladies and Children's Shoes,

Rubber Shoes, Men's and Boy's Hats and Caps and a thousand other articles too numerous to mention.

Not Gold Dollars for 50 cents, but the full money's worth Every Time.

J. H. SIMPERS.

Westcott & Dodd.

Their display of FALL and WINTER GOODS far Excells any Previous Season.

Prices in every Department of their immense store you will find lower and fully as low as the lowest, notwithstandstanding the many false boasts of competitors claiming to sell lower, you will find the following prices on goods for balance of this month:

Washing Soda 1c. per lb.
10 Bars Good Soap 25c.
7 Bars Olene Soap 25c.
4 oz. Package Garrett's Snuff 12c. Never did sell 3 oz.

Cigars and Tobacco:
We are the acknowledge leaders in.

Coffees and Teas
are the finest on this market and are so pronounced, the quantity selling demonstrates the fact.

Best Grade Calicoes 5c.
Ginghams, 5, 6 8, 10c.
Canton Flannel, 5, 6, 8, 10, 12c. Don't come though expecting 12c Canton Flannel for 5 or 6c.

Dress Goods Department
Consists of many of the best and newest styles. Black Goods a specialty.

Underwear
of every kind, prices start at 10c in Children's, and there is no place that you could find a more complete line in Underwear of overy kind.
☞Fine Stock of Gloves.

Blankets
for quality and low price you will find will exceed your expectations.
Horse Blankets and Lap Robes, all prices.

Their Shoe Department
you will find a perfect shoe store of itself. Never have had such an immense stock. Just remember the fact. they are are not asking any more for goods notwithstanding the advance in leather. Shoes start in
Children's at 50c, 75c, $1, $1.25, $1.50.
Ladies' at $1.00, $1 25, $1.75, $2.00, $2.50.
Men's at $1.00, $1.25, $1.75, $2 00, $2.50, $3.00.
Our $2.00 and $2 50 Gents Shoe are the champions of the season.

Boots of Every Style
and kind. Come see us this month.

Glassware:
Their Lamps, Dishes, Chamber Sets Tea Sets, and Dinner sets are the finest on this market.

Carpets:
Before buying Carpets their stock should be examined.

WESTCOTT & DODD.

FOR

HOG KILLING.

Pepper
Sage
Salt-petre

☞Absolutely Pure.

The Stam Drug Company.

WANTED:

EVERYBODY to know that First Class Wines and Liquors. Foreign and Domestic, can be secured at rock bottom prices from H. KRIEGER.
601 S. Charles St., S E. Cor. Lee St., Baltimore, Md.
☞Prompt attention given to all orders by mail or otherwise.

CHRISTMAS

Is Only a Few Days Off....

and this store is ready—ready as never before. We've been weeks and months placing orders and gathering together this grand stock and in gathering largely we've gathered well. The new things are numerous and prices in many instances are almost half of last year's prices.

Our Line of Watches

is complete—starting with the tiny little nickel and silver ones for the children, and ranging on up to the fine Gold and Silver ones for ladies and gentlemen.

ORNAMENTAL CLOCKS and BRONZES for the parlor.

SILVERWARE.

We cannot begin to name the many beautiful articles in our Holiday Display of Silverware. Everything for the Dining Room or Dressing Table.

RINGS

RINGS.

We have tue finest assortment of Gold Rings in the country. Little Rings for the Babies. Plain and Engraved Band Rings, Hundreds of different styles in Ladies and Gentlemen's Fine Set Rings—set with Diamonds, Opals, Pearls, Rubies, Garnets, Saphires, Emeralds, etc.

Ladies and Gentlemen's Watch Chains, Charms, Lockets, Etc.

Gold Cuff Buttons, Collar Buttons, Studs, Scarf Pins, Etc.
Gold and Silver Lock Bracelets.
Brooch Pins and Cuff Pins.
Gold Pens, Pencils, Tooth Picks, Etc.

Sterling Silver Novelties.

In Sterling Silver we have a grand collection of beautiful things that make appropriate and lasting presents. Gold and Silver Mounted Umbrellas and Canes.

Eastman Kodaks.

We have many other nice things that will make appropriate gifts We invite you to visit our store, and we intend to make you welcome. If you do not come to buy, you are still expected and wanted. We want you to see the finest stock of Holiday Goods that has ever been displayed in old Kent county.

☞ Remember, our iron-clad guarantee is back of every article we sell.

J. H. SIDES,
JEWELER AND OPTICIAN,
Chestertown, - - Maryland.

TO THE PEOPLE

—OF—

KENT and QUEEN ANNE'S!

I have now on hand the most complete stock of

BOOTS, SHOES

AND RUBBERS,

that have ever been shown in this town, embracing all the latest style toes and widths, that have been selected with the greatest care, and I defy competition on the same lines of goods. All I ask is inspection of them to convince you that a regular Shoe Store is the place to buy.

Men's Shoes and Boots.....$1.00 to $5.00
Ladies' Shoes from..... .90 to $3.50
Misses and Children's Shoes from .25 to $2.50
Rubber Shoes from..... .25 to .75
Also the W. L. Douglas Shoes $2.00, $3.00 $3.50 and $5.00; Boys', $2.00.

Some Shoes require a lot of talk to sell them, but we have in our $2.00, $3.00 and $3.50 line of Men's Shoes that after you have seen them does not require much talking, because they speak for themselves. We have them in Box-Calf, Willow-Calf, Russets, and Patent Leather, for a strictly dress shoe, on the new English Toe, Golf cut with back stay, Double Sole, right up to date. Inspect this line and satisfy yourself.

BOYS', MISSES' AND CHILDREN'S

School Shoes.

A fine line to select from.
See what $1.00 buys.
See what $1.50 buys.
See what $2.00 buys.
See what $3.00 buys.
See what $3.50 buys.

No Trouble To Show Goods.

We believe in so treating customers that they will not only feel grateful to us but will send others to us about the shoe question.

If they come again, that's clear gain; if they bring others, that helps swell the average. In any event, it now begins to look as if people knew where the Shoe Store is. A large lot of Shoe findings, such as Slipper sole, Over-gaiters, Shoe Laces, Cork Soles, Brushes and all the different kinds of polish.

Don't Go To The City!

to buy until you have given your home merchant at least a chance to show you what he keeps.

T. G. WROTH,
The Shoe Man under Stam's Hall.

R. F. PARKS.

'Xmas Preparations

Now going on. Low Prices prevailing. Many seasonable bargains now being offered. Right in the nick of time we make the cut.

Gum Shoes—1000 Pairs.
Too many of a size.
Ladies' Foot-holds (Saturday) go for 25c.
Ladies' Croquet (Saturday) go for 25c.
Ladies' Spring heel " " 25c.
Ladies' Strap Sandles " " 25c.
These goods are worth 40 per cent. more, but we want to close for cash.

Flanneletts,
New and Pretty Styles. 1000 yards—Regular 10c goods.
Saturday's price 7½c and 8c per yard.

Men's Boots.
$1.49 buys a man's Kip Boot, worth to-day $1.75 a pair.
1.99 buys a Man's Kip Boot, worth to day $2.25 a pair.
2.49 buys a Man's V. Calf Boot, that excells all.
1.29 buys a Man's Kip Boot, running 1 to 6.
97½c buys a Child's Boot, 1 to 10.
Men's Shoes, Misses' Shoes, Child's Shoes, Ladies' Shoes and Rubbers, at prices to please everybody.

Carpets and Oil Cloth
In great variety.
25c buys a good Rag Carpet.
25c buys a good Cotton Ingrain.
25c buys a Half Wool Ingrain.
Then we have All Wool in 2 and 3 ply, also Velvet, Brussells and Jute and Step Carpets in abundance.
Special prices on Odd Widths in Oil Cloth.

Ladies', Misses' and Children's Coats and Capes.
$1.00 buys good Cape for a Lady worth $1.25 to $1.50.
1 75 buys good Child's Coat.
2.50 buys good Ladies' Plush Cape.

Blankets and Comfortables.
40c for 10-4 White Blanket starts prices.
62½c for 10-4 White Blanket, better grade
69c for a Comfortable.
Wool Blankets exceptionally low.
Special prices on Horse Blankets, Robes, etc.
75c starts Horse Blankets.
$3.50 Our Robes.

Ladies', Misses' and Children's Knit Underwear,
10c buys a Child's Ribbed Vest.
10c buys a Pair of Child's Ribbed Pants.
16c buys a Ladies' Ribbed Vest.
18¾c buys a Man's Knit Shirt.

OTHER SPECIALTIES:

3½c buys good Cotton Crash.
15c buys good 9-4 Sheeting Muslin. Not Trashy.
16⅔c buys good Table Damask.
5c buys the best Canton in the State for the money.
6½c buys an extra good Canton, worth 9 or 10c.
8c buys a good Carriage Whip.
25c buys 1 package 4 lbs Gold Dust and 5 Bars Laundry Soap.
25c buys 7 Bars Olene Soap.

Saturday:

Granulated Sugar all you want 5c
Full American Granulated 5½c

Very truly,

R. F. PARKS.

Millinery Parlors.

THE public is cordially invited to examine our FALL and WINTER HATS. Every one a work of art, not the ordinary common cheap hats of which one sees so many but each one is a *creation*, proving the skilled artistic work. We use only the best quality of material and take pleasure in assisting our patrons when ordering hats, as to that which will be most becoming and stylish to suit the wearer.

Our prices are from 40 to 50 per cent cheaper than for the same class of goods in the principal cities. All our work guaranteed satisfactory.

Very respectfully,

E. G. Marshall & Co.

Sanitary Plumbing!

Under the old firm name of

WILLIAM T. SUTTON & SON,
CHESTERTOWN, MARYLAND.

the undersigned is doing all work in the line of SANITARY PLUMBING. I had considerable practical experience under my father, and since his death have done a great deal of work, and have yet to hear of any complaint.

I take pleasure in referring to my work at "Normal Hall," Washington College; the new M. P. Parsonage, and other buildings in Chestertown, in which I completed the contracts for water supply.

I keep on hand Plumbing Materials, Closets, Electric Bells and Enunciators, Injectors, Boiler Tubes, &c.

Any message left at my shop on Courtstreet (near office of C. T. Westcott, Esq.,) or at my residence, No. 119 Cannon Street, will receive prompt attention.

Jan. 28, 1897. WM. C. SUTTON.

©Maryland State Archives, msa_sc6000_4_1-0309.jpg