Kent News

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Fred. G. Usilton. - - Wm. B. Usilton, Jr

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TOMATO GROWING.

A Well-Known Canner Writes to the News About Prices.

Baltimore, Md., Jan. 31, 1902.

Editor "KENT NEWS"

In your issue of January 25th is an article entitled "Tomato Growing" to which we would thank you to publish the following reply as the "Other side of the Tomato question."

To begin with, we desire to say that we believe the writer of the article we refer to has set forth his points with an entire honesty of purpose as he sees them, but he sees only the surface conditions and deduces from them all profit for the packers and none for the growers. This deduction is altogether too one-sided and mistaken for a packer to let pass as correct. In the first place the grower's and packer's interests are identical; what helps one, soon or later helps the other, whatever hurts one, soon or later hurts the other, at least so far as packing-house products are concerned. We feel sure that every fair-minded man will admit that. Now let us reply to each point in the order in which it appears in the "Tomato Growing" article.

The writer of the article says "it will be conceded the price should be largely in excess of that paid last season." We agree with him it should be "in excess," but it should not be any more in excess than in proportion to the advance the packers can get from the canned article. Last year "futures" No. 3 standard tomatoes sold for 70 cents to 75 cents per dozen, F. O. B. Baltimore, according to quality, desirability of brands and conditions which operated for and against the market at different times during the selling season; this year the same quality and brands have been already sold and are offered at 75 cents to 80 cents per dozen. We, as well as the other packers who contract for tomatoes in Kent County are offering to pay $7.00 per ton (which is 11⅞ cents per basket) as against $6.00 per ton (or 10 cents per basket) paid in 1899, 1900 and 1901. This is an advance of $1.00 per ton or 16⅔ per cent, while the advance we can get for the canned articles is only about 6⅔ per cent. Should anyone think the packer is getting the better of this let him try the packing business for a year or two.

He further says the goods that sold last year at 67½ cents are now selling at $1.20 and later in his article points to the difference in these two prices as being the packer's profit, but he overlooks or possibly is not conversant with the fact that packers have to sell their customers between January 1st and June 1st, tomatoes for delivery during the following packing season and these sales nearly always take his entire pack so that the advance is rarely obtained by the packer. On the other hand should the market for any reason decline, the packer in most cases has to allow the difference or have trouble, yet we pay the grower just what we agree to pay. The advance that has taken place in the past six months has not been made by the packers but by the grocers and speculators to whom the goods were sold and delivered last season.

He also says "There can be no reason then to assume that the present satisfactory quotations will be more than sustained during the coming season." In this he is entirely mistaken, present prices for spot delivery have nothing to do with prices for future delivery as it is proven in the "Future" selling at 75 cents to 80 cents per dozen at the same time that "Spots" are selling at $1.20.

We admit growers who had not contracted last year received at times during the season more for their tomatoes than did those who had contracted, but it should not be forgotten how much less they received in some previous years for not having contracted. It is certainly not fair to either the grower or packer to take any one particular season as a criterion. To say that the packer "realized as a profit at the expense of the grower" the difference between the two prices named in the "tomato growing" article is entirely without foundation for reasons hereinbefore set forth as to the packers having sold "Futures" on the basis of price for which they had contracted for the raw material.

As to whether it is or is not possible to grow tomatoes at a profit for $6.00 per ton we are unable to say, but we do know that farmers all over the country have been year after year growing them for that price and sometimes for $5.00 and $5.50, and we feel sure made as much out of them as the packer did on the canned article.

Now, as to corn at present quotations, is yielding a better profit than tomatoes. Does any sane man expect to get present prices for corn this next season? If so, we fear he is doomed to the greatest disappointment he has had for some time. The present price of corn is because of the most terrible drought the Western corn-growing states have experienced in years, which almost annihilated their growing crops. It is human nature to think that because an article of food is scarce and high, now it will be in great demand and bring high prices the next season. We have all been fooled more than once with this idea. We forget that the Union is a large piece of ground and that there are thousands upon thousands of people who think the same as we do, and before we realize our mistake we find there has been so much of the scarce articles planted, grown, and put on the market that we are left "high and dry" with something we cannot get even cost for. Can any farmer sell corn now, to be delivered in the Fall at present prices? We answer, no, but he can sell his tomatoes which guarantees him a profit and which price he is absolutely sure of getting. This argument may not appeal to a "speculator," but it surely will appeal to a man who has been "through the mill," he has gained wisdom from experience, often dearly bought and knows that a sure profit is far better than a speculative and doubtful one.

We believe, with our correspondent that prices should be mutually agreed upon by the grower and the packer, and it always has been so. Every year when the packer begins to make contracts the first question the grower asks is, "how much are you going to pay?" If the price suits he contracts, if it does not suit he does not contract. The grower has a right to say he will not contract for less than a certain price per ton and the packer has the right to say he cannot afford to and will not pay more than a price which will enable him to sell his goods after having expended a great deal of time, labor and worry to pack the goods. We have only to add that the packers who contract in your county are offering the growers a greater advance than the packers will get back this season.

Very respectfully,

W. R. SEILBERT, Mangr.,

sales department of the C. H. Pearson Packing Company, Baltimore, Md.

CASTORIA.

Bears the Signature of Chas. H. Fletcher. The Kind You Have Always Bought

A Cough

"I have made a most thorough trial of Ayer's Cherry Pectoral and am prepared to say that for all diseases of the lungs it never disappoints."

J. Early Finley, Ironton, O.

Ayer's Cherry Pectoral won't cure rheumatism; we never said it would. It won't cure dyspepsia; we never claimed it. But it will cure coughs and colds of all kinds. We first said this sixty years ago; we've been saying it ever since.

Three sizes: 25c., 50c., $1. All druggists.

Consult your doctor. If he says take it, then do as he says. If he tells you not to take it, then don't take it. He knows. Leave it with him. We are willing.

J. C. AYER CO., Lowell, Mass.

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of all Heavy Weight **Clothing** and all Winter Goods. Now is your chance to get a good **Suit** of **Clothing** an **Overcoat**, or a pair **Trowers** at a way down PRICE. A lot of Ladies' **Coats** and **Capes**, the latest styles at nearly ½ price. Come and be convinced of our assertion as we mean what we say.

TO MY Friends

AND PATRONS, allow me to thank you all through the columns of this paper for the liberal patronage you have bestowed upon me during the year 1901 and rest assured that I shall endeavor to do better for you in 1902 than I have ever done before by giving you the very BEST VALUES for the LEAST MONEY.

H. H. BENEMAN

MILLINGTON, MD.

Merchant Tailoring!

Suits, Overcoats & Trousers made to measure.

Any style you may desire. Finest woolens to select from. Your garments will be cut and made right here in the house and fit guaranteed.

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OF OUR BUSINESS is Cleaning, Pressing and Dyeing, either ladies or gentlemen's clothes. Alterations of every description made in the neatest manner. Garments Relined, Velvet Collars put on, &c. No use detailing; anything you want come in and consult us or drop us a card and you will receive information that may prove of interest to you.

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FRANK M. MILLER.

KENT NEWS Building Chestertown, Md

NOTICE TO CREDITORS.

NOTICE IS HEREBY GIVEN that the subscriber has obtained from the Orphans' Court of Kent county letters of administration on the estate in Kent county, Md., of

JOSEPHINE M. HUBBARD,

late of Kent county, Maryland, deceased.

All persons having claims against said deceased are hereby warned to exhibit the same, with the proper vouches thereof, to the undersigned on or before the 22nd day of July, 1902, otherwise they may be excluded by law from all benefits of said estate. All indebted to said estate are requested to make immediate payment to the subscriber.

Given under our hands this 22nd day of January, 1902.

T. R. HUBBARD, Adm'r.

HORSE FOR SALE.

One BAY MARE seven years old, good driver. Apply to CAPT. MARSENER, Deep Landing.

j11-2t.

LUMBER,

Shingles, Pickets,

CYPRESS FENCING.

WHITE PINE BARN BOARDS.

DRESSED WHITE PINE BOARDS.

GEORGIA PINE FRAME STUFF.

VIRGINIA PINE FRAME STUFF

Va. & Georgia Pine Flooring.

JUNIPER PICKETS

FOR WIRE FENCES.

Locust and Cedar Posts.

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For Sale by

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COAL and WOOD

Kindling a Specialty

—AT—

MRS. A. P. MATTHEWS' YARD,

CROSS STREET.

FIRST CLASS GOODS. PROMPT DELIVERY

We have also a complete line of Feed, Hay and Groceries at our store on Cross St.

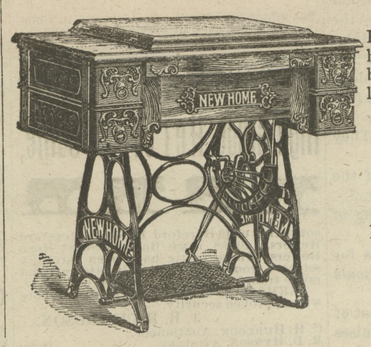
Orders left at Roland Bros.' Meat Shops or at my office will receive prompt attention. E. N. Roland will have charge of the business. Call on or address,

MRS. A. P. MATTHEWS, Chestertown, Md.

sept. tf.

SEWING MACHINES.

BUY THE BEST.



The light running "New Home," latest improvements, has ball bearings, full set of best steel attachments, at our low price,

$25.00.

New Ideal, made by the New Home people, only

$18.00.

Both machines fully guaranteed, by people whose "guarantee" means security.

Furniture, Carpets, Oil Cloth, Wall-Paper, Paints, Oils and Window Glass.

JOHN BARTLEY,

CHESTERTOWN, MARYLAND.

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KERR'S WRIGHTSVILLE, SCHUYLKILL, & -H. C. LIME.--

Delivered by Rail to Any Station on the Baltimore and Delaware Bay Railroad.

Standard Lime & Stone Company's Lime,

Delivered by Boat to Any Wharf or Landing on the Chesapeake Bay or Tributaries.

GROUND LIME.

Delivered by rail or boat on reasonable notice. The lime you drill in your land the same as fertilizer and is getting to be very popular because of the way in which it can be used and the good results.

COAL and WOOD.

UNDER COVER.

The only yard in the County where you can buy COAL free from snow and water. This is a stride forward and to the advantage of Coal buyers.

Best Coals, Lowest Prices, Quick Delivery

Come and see us before buying and let us see what we can do for you.

Very Respectfully,

J. D. BACCHUS.

Jan. 27, 1900. CHESTERTOWN MD

FARMERS! FARMERS!

Now is the time to look to your own interest and now is the time to use LIME on your Land.

DANIEL HILL and SON,

are prepared to furnish you the Best Magnesia Lime on this market. It is known as the old Rambo Schuylkill Lime. It has been in use for the last 50 years, in this and other counties and has made land grow grass where never was any. Will guarantee to kill sheep sorel or any other obnoxious weed or briers. It will sweeten the land and raise Wheat or Corn with any fertilizer. There is no other fertilizer on the market to eqnal it but barn yard manure.

This lime is now known as the McCOY LIME CO., formerly by Mr. Wm. Rambo and Nathan, his father, of the Schuylkill Valley, of Montgomery county, Pa.

This lime runs 45 per cent. Magnesia and is what the land wants. Any and all good old Kent farmers can tell you it is what is wanted on this or any other land.

We can deliver this lime by R. R. at any station. We would be pleased for you to call or write before placing your orders.

Respectfully,

DANIEL HILL & SON,

KENNEDYVILLE MD

SAMUEL HICKS,

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Carriages, Wagons, Dearborns,

All ready to show you. Come and you will see bargains for yourself. The timber in our Wagons has been sawed ten years. *SECOND-HAND JOBS ON HAND.* Special attention to Carriage Repairing, and Repairing of All Kinds.

Horse Shoeing; In the Neatest Manner.

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The Ground Hog

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A lovely line of Silks, corded and tucked cannot be matched under 1.50 in the city.

$1.00

Fine Cassimeres in evening shades for waists

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Granite Cloths, Whipcords, and all newest Dress Goods at prices lower than elsewhere. Also Dress Trimmings in Velvets, Taffetas, Appliques, etc.

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Ladies Shoes worth $2 our price

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Best American Granulated Sugar

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Wall Paper 500 Designs

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GALENA, MD.

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