Butting Into Society

Hank Cut Ice In Circle City, but Wasn't Worth Beans In Boston

From "Letters From a Self Made Merchant to His Son," by George Horace Lorimer. By permission of Small, Maynard & Co., Publishers, Boston

I never see a fellow trying to crawl or to buy his way into society that I don't think of my old friend, Hank Smith, and his wife Kate—Kate Botts she was before he married her—and how they tried to butt their way through the upper crust.

Hank and I were boys together in Missouri, and he stayed along in the old town after I left. I heard of him on and off as tending store a little and farming a little and loafing a good deal. Then I forgot all about him until one day a few years ago when he turned up in the papers as Captain Henry Smith, the Klondike gold king, just back from Circle City with a million in dust and anything you please in claims. There's never any limit to what a miner may be worth in those, except his imagination.

I was a little puzzled when a week later my office boy brought me a card reading Colonel Henry Augustus Bottes-Smythe, but I supposed it was some distinguished foreigner who had come to size me up so that he could round out his roast on Chicago in his new book, and I told the boy to show the colonel in.

I've got a pretty good memory for faces, and I'd bought too much store plug of Hank in my time not to know him, even with a clean shave and a plug hat. Some men dry up with success, but it was just spouting out of Hank. Told me he'd made his pile and that he was tired of living on the slag heap; that he'd spent his whole life where money hardly whispered, let alone talked, and he was going now where it would shout. Wanted to know what was the use of being a nob if a fellow wasn't the noblest sort of a nob. Said he'd bought a house on Beacon Hill, in Boston, and that if I'd prick up my ears occasionally I'd hear something drop into the Back Bay. Handed me his new card four times and explained that it was the rawest sort of dog to carry a brace of names in your card holster; that it gave you the drop on the swells every time and that they just had to throw up both hands and pass you the pot when you showed down. Said that Bottes was old English for Botts and that Smythe was new American for Smith; the Augustus was just a fancy touch, a sort of high card kicker.

I didn't explain to Hank, because it was congratulations and not explanations that he wanted, and I make it a point to show a customer the line of goods that he's looking for. And I never heard the full particulars of his experiences in the east, though from what I learned afterward Hank struck Boston with a bang all right.

He located his claim on Beacon Hill between a Mayflower descendant and a Declaration signer's great-grandson, breeds which believe that when the Lord made them he was through and that the rest of us just happened. And he hadn't been in town two hours before he started in to make improvements. There was a high wrought iron railing in front of his house, and he had that gilded first thing, because, as he said, he wasn't running a receiving vault and he didn't want any mistakes. Then he bought a nice open barouche, had the wheels painted red, hired a nigger coachman and started out in style to be sociable and get acquainted. Left his card all the way down one side of Beacon street and then drove back, leaving it on the other. Everywhere he stopped he found that the whole family was out. Kept it up a week, on and off, but didn't seem to have any luck. Thought that the men must be hot sports and the women great gadders to keep on the jump so much. Allowed that they were the liveliest little lot of fleas that he had ever chased. Decided to quit trying to nail 'em one at a time and planned out something that he reckoned would round up the whole bunch.

Hank sent out a thousand invitations to his grand opening, as he called it; left one at every house within a mile. Had a brass band on the front steps and fireworks on the roof. Ordered forty kegs from the brewery and hired a fancy mixer to sling together mild snorts, as he called them, for the ladies. They tell me that when the band got to going good on the steps and the fireworks on the roof even Beacon street looked out the windows to see what was doing. There must have been 10,000 people in the street and not a soul but Hank and his wife and the mixer in the house. Some one yelled "Speech!" and then the whole crowd took it up, till Hank came out on the steps. He shut off the band with one hand and stopped the fireworks with the other. Said that speechmaking wasn't his strangle hold; that he'd been living on snowballs in the Klondike for so long that his gas pipe was frozen, but that this welcome started the ice, and he thought about three fingers of the plumber's favorite prescription would cut out the frost. Would the crowd join him? He had invited a few friends in for the evening, but there seemed to be some misunderstanding about the date, and he hated to have the good stuff curdle on his hands.

While this was going on the May-flower descendant was telephoning for the police from one side and the signer's great-grandson from the other, and just as the crowd yelled and broke for the house two patrol wagons full of policemen got there. But they had to turn in a riot call and bring out the reserves before they could break up Hank's little Boston tea party.

After all, Hank did what he started out to do with his party—rounded up all his neighbors in a bunch, though not exactly according to schedule. For next morning there were so many descendants and great-grandsons in the police court to prefer charges that it looked like a reunion of the pilgrim fathers. The judge fined Hank on sixteen counts and bound him over to keep the peace for a hundred years. That afternoon he left for the west on a special, because the limited didn't get there quick enough. But before going he tacked on the front door of his house a sign which read:

Neighbors paying their party calls will please not heave rocks through windows to attract attention. Not in and not going to be. Gone back to Circle City for a little quiet. Yours truly,

HANK SMITH.

N. B.—Too swift for your uncle.

Hank dropped by my office for a minute on his way to Frisco. Said he liked things lively, but there was altogether too much roughhouse on Beacon Hill for him. Judged that as the crowd which wasn't invited was so blamed sociable, the one which was invited would have stayed a week if it hadn't slipped up on the date. That might be the Boston idea, but he wanted a little more refinement in his. Said he was a pretty free spender and would hold his end up, but he hated a hog. Of course I told Hank that Boston wasn't all that it was cracked up to be in the school histories and that Circle City wasn't so tough as it read in the newspapers, for there was no way of making him understand that he might have lived in Boston for a hundred years without being invited to a strawberry sociable. Because a fellow cuts ice on the arctic circle it doesn't follow that he's going to be worth beans on the Back Bay.

WHEN YOU TALK

Have Something to Say, Say It, Then Stop

From "Letters From a Self Made Merchant to His Son," by George Horace Lorimer

Dear Pierrepont—Yours of the 4th has the right ring, and it says more to the number of words used than any letter that I have ever received from you. I remember reading once that some fellows use language to conceal thought, but it's been my experience that a good many more use it instead of thought.

A business man's conversation should be regulated by fewer and simpler rules than any other function of the human animal. They are:

Have something to say.

Say it.

Stop talking.

Beginning before you know what you want to say and keeping on after you have said it lands a merchant in a lawsuit or the poorhouse, and the first is a short cut to the second. I maintain a legal department here, and it costs a lot of money, but it's to keep me from going to law.

It's all right when you are calling on a girl or talking with friends after dinner to run a conversation like a Sunday school excursion, with stops to pick flowers, but in the office your sentences should be the shortest distance possible between periods. Cut out the introduction and the peroration and stop before you get to secondly. You've got to preach short sermons to catch sinners, and deacons won't believe they need long ones themselves. Give fools the first and women the last word. The meat's always in the middle of the sandwich. Of course a little butter on either side of it doesn't do any harm if it's intended for a man who likes butter.

Remember, too, that it's easier to look wise than to talk wisdom. Say less than the other fellow and listen more than you talk, for when a man's listening he isn't telling on himself and he's flattering the fellow who is. Give most men a good listener and most women enough note paper and they'll tell all they know.

THE FOOL ROOSTER

He's Always Crowing, but It's the Hen That Lays the Egg

I've heard a good deal in my time about the foolishness of hens, but when it comes to right down, plum foolishness give me a rooster every time. He's always strutting and stretching and crowing and bragging about things with which he had nothing to do. When the sun rises, you'd think that he was making all the light instead of all the noise. When the farmer's wife throws the scraps in the henyard, he crows as if he was the provider for the whole farmyard and was asking a blessing on the food. When he meets another rooster, he crows, and when the other rooster licks him he crows. And so he keeps it up straight through the day. He even wakes up during the night and crows a little on general principles. But when you hear from a hen she's laid an egg, and she don't make a great deal of noise about it either.—From "Letters From a Self Made Merchant to His Son," by George Horace Lorimer.

Insurance Statements.

STATEMENT OF THE ÆTNA LIFE INSURANCE COMPANY of Hartford, Conn., to December 31 1902

Total Admitted Assets	$63,401,214 07
Total Liabilities	57,902,677 68
Surplus	5,498,536 39

SAMUEL RIGGS of R. S. A., Rockville, Md.
MEIGS & HEISSE, Managers, Baltimore, Md.

STATEMENT OF THE ROYAL INSURANCE COMPANY of Liverpool, to Dec. 31, 1902.

Total Admitted Assets	$7,797,760
Total Liabilities	5,351,263
Surplus	2,446,497

STATEMENT OF THE PHOENIX INSURANCE COMPANY of Hartford, Conn., to December 31, 1902.

Capital	$2,000,000
Total Admitted Assets	6,497,612
Total Liabilities	3,159,689
Surplus	3,337 923

STATEMENT OF THE GERMAN AMERICAN INSURANCE COMPANY of New York to December 31, 1902.

Capital	$ 1,000,000
Total Admitted Assets	10,319,177
Total Liabilities	4,623,296
Surplus	5,695,881

STATEMENT OF THE AMERICAN FIRE INSURANCE COMPANY of Philadelphia, Pa., to December 31, 1902.

Capital	$ 500,000
Total Admitted Assets	2,534,985
Total Liabilities	1,855,164
Surplus	679,821

STATEMENT OF THE METROPOLITAN LIFE INSURANCE COMPANY of New York, to December 31, 1902.

Capital	$ 2,000,000
Total Admitted Assets	88,942,172
Total Liabilities	78,579,048
Surplus	10,363,124

STATEMENT OF THE PENNSYLVANIA FIRE INSURANCE COMPANY of Philadelphia, Pa., to December 31, 1902.

Capital	$ 400,000
Total Admitted Assets	5,797,584
Total Liabilities	3,200,486
Surplus	2,597,098

STATEMENT OF THE ST. PAUL FIRE AND MARINE INSURANCE COMPANY of St. Paul, Minn., to December 31, 1902.

Capital	$ 500,000
Total Admitted Assets	5,322,902
Total Liabilities	1,927,099
Surplus	1,395,802

STATEMENT OF THE PRUDENTIAL INSURANCE COMPANY OF AMERICA, Newark, N. J., to December 31, 1902.

Capital	$ 2,000,000
Total Admitted Assets	60,245,340
Total Liabilities	50,723,935
Surplus	9,521,405

STATEMENT OF THE SPRINGFIELD FIRE AND MARINE INSURANCE COMPANY of Springfield, Mass., to Dec. 31, 1902.

Capital	$2,000,000
Total Admitted Assets	6,027 413
Total Liabilities	2,515,343
Surplus	3,512,071

STATEMENT OF THE HOME INSURANCE COMPANY of New York, to December 31, 1902.

Capital	$ 3,000,000
Total Admitted Assets	17,108,635
Total Liabilities	9,672,596
Surplus	9,436 039

STATEMENT OF THE PHOENIX ASSURANCE COMPANY of London, England, to December 21, 1902.

Total Admitted Assets	$3,063 484
Total Liabilities	2,397 218
Surplus	666,266

STATEMENT OF THE UNITED STATES CASUALTY COMPANY of New York, to December 31, 1902.

Capital	$ 300,000
Total Admitted Assets	1,478,935
Total Liabilities	928,935
Surplus	550,713

STATEMENT OF THE INSURANCE COMPANY OF NORTH AMERICA of Philadelphia, Pa., to December 31, 1702.

Capital	$ 3,000,000
Total Admitted Assets	10,664,188
Total Liabilities	5,713,999
Surplus	4,950,189

STATEMENT OF THE UNION CENTRAL LIFE INSURANCE COMPANY of Cincinnati, Ohio, to December 31, 1902.

Capital	$ 1,000,000
Total Admitted Assets	33,925,816
Total Liabilities	28,878,036
Surplus	5,047,780

STATEMENT OF THE NORWICH UNION INSURANCE COMPANY of Norwich, England, to December 31, 19 2.

Total Admitted Assets	$2,411,475
Total Liabilities	1,685,710
Surplus	725,764

STATEMENT OF THE ORIENT INSURANCE COMPANY of Hartford, Conn., to December 31, 1902.

Capital	$ 500,000
Total Admitted Assets	2,109,516
Total Liabilities	965,421
Surplus	1,144,095

STATEMENT OF THE FIDELITY MUTUAL LIFE INSURANCE COMPANY of Philadelphia, Pa., to December 31, 1902.

Total Admitted Asset	$4,663 276
Total Liabilities	4,033,594
Surplus	629,682

STATEMENT OF THE UNION MUTUAL LIFE INSURANCE COMPANY of Portland, Maine, to December 31, 1902.

Total Admitted Assets	$9,608,116 71
Total Liabilities	8,946,546 92
Surplus	661,569 79

NOTICE TO CREDITORS.

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

ANNIE F. BROWN,

late of Kent county, Md., 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 17th day of September, 1903, 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 my hand this 17th day of March, 1903.

LEWIS D. THOMAS, Administrator.

March 21—4t.

MARYLAND RUSSELL 9751.

16-Hand Bay Stallion.  **Trial Record 2.40.**

Formerly Owned by W. H. McKee,

Will make the season of 1903 from March 20th to June 20th.

RATES:—$15 to insure, $10 season, $5 single service.

This horse is the best bred large horse in this section, his colts being well known, good disposed, large and stylish.

For further information apply to

A. LEON BROWN, CHESTERTOWN, MD

f21-3mos.*

HORACE B. CONSTABLE,
ATTORNEY-AT-LAW,
CHESTERTOWN, MD.

☞ Prompt attention given to all Business Office with Wm. W. Beck, Esq., located on Market Space. f14 tf.

WE'RE READY FOR SPRING!

Unequalled by any previous display and unexcelled in point of style and quality. Our stock of materials for

SUITS & TROUSERS

is beyond doubt the best ever displayed. Drop in and look at the line. The designs are exclusive and the quality excellent.

Suits from $13.00 Up.
Trousers from $5.00 Up.

Every garment cut to individual measurement and a perfect fit is assured. Place your orders early so as to get the best selection.

JOHN I. EVANS,
Custom Tailor, - Chestertown, Md.
Second Door Below Savings Bank.
JOHN I. EVANS, Cutter and Designer.



HARBINGERS of SPRING

The novelties which have lately found their way into our stock are sure indications that spring is at hand. Our store is a cheerful place to visit now a days. The display of new goods makes it so.

The Silverware and Cut Glass

sparkles almost as brightly as do the diamonds and other gems. Even the very inexpensive little article newly placed in stock have a "sprightly" appearance which savors of the coming season.

We have the largest stock and most up-to-date Jewelry Store on the Eastern Shore, and our prices are the lowest. You will save money by dealing here. You have a cordial invitation to come and see the truth of what we say.

J. H. SIDES,
Jeweler & Optician,
Opp. Stam's Hall,
CHESTERTOWN, MD.

Sheriff's Notice
—TO—
TRADERS AND OTHERS.

NOTICE is hereby given to all persons and bodies corporate or politic, doing business in Kent county, and requiring a State license, to obtain a license or renew the same on or before

THE FIRST DAY OF MAY NEXT.

A failure on the part of persons now engaged in business to renew their licenses by the first day of May next, will subject them to a fine.

Clerk James T. Dixon will be ready to issue licenses on or before the first day of May next, at his office in the Court House.

Those interested are notified of the following requirements of license laws.

If applicants' stock in trade does not exceed	$ 1,000	$12 60
If over $1,000 not over	1,500	15 60
" 1,500 "	2,500	18 60
" 2,500 "	4,000	22 60
" 4,000 "	6,000	30 60
" 6,000 "	8,000	40 60
" 8,000 "	10,000	50 60
" 10,000 "	15,000	65 60

The applicant must either make oath, as heretofore before the Clerk of the Circuit Court of the county where he is engaged in business, of the amount of goods kept on hand at the principal season of sale, or the oath may be administered by a Justice of the Peace when the person wanting a license applies through an agent.

STALLION—The owner and keeper of every Stallion or Jack shall, before being permitted to stand or station such animal, pay to the Clerk of the Circuit Court of some one of the counties of the State the highest sum that he intends to receive for the season for one mare and the receipts of said clerks, with the seal of his court attached thereto for said sum, shall be the license for standing or stationing such stallion or jack for one year from the date thereof, provided that in no case shall the sum directed to be paid by this section for such license be less than ten dollars, and that every stallion or jack upon which the said tax is paid shall be exempt from all other State tax.

Any owner or keeper standing or stationing any stallion or jack without a license shall forfeit and pay twice the sum authorized and required to be paid in the last preceding section, one-half to the state and the other half to the informers.

THOMAS J. FLETCHER, Sheriff of Kent County.

a18-3t.

REDUCED RATES TO ST. LOUIS.

via Pennsylvania Railroad, Account Dedication Louisiana Purchase Exposition.

For the benefit of those desiring to attend the Dedication ceremonies of the Louisiana Purchase Exposition, at St. Louis, Mo., April 30 to May 2, and the National and International Good Roads Convention, April 27 to May 2, the Pennsylvania Railroad Company will sell excursion tickets to St. Louis and return from all stations on its lines, April 26, 27, 28 and 29, good going only on date of sale and good returning to leave St. Louis not later than May 4. Tickets must be executed by Joint Agent for return passage, for which service no fee will be charged.

SPARKS & JEFFERSON

DRY GOODS, NOTIONS AND MILLINERY — OUR SPRING STOCK IS NOW OPEN FOR INSPECTION.

Dress Goods.

THE LATEST WEAVES IN A WIDE RANGE OF PRICES.

Etamines, Voiles,
Crepelines, Albatross,
Batiste, Mohairs.

ALL THE ABOVE MATERIALS IN BLACK AND COLORS.

White Goods.

COMPLETE ASSORTMENT OF THE LATEST

Mercerized Fancies, Figured & Striped Brocades

THESE GOODS ARE IMPORTED AND HAVE EVERY APPEARANCE OF A HANDSOME SILK AND WASHING IMPROVES THE LUSTRE,

SPECIAL LOT OF 12½c DRESS GINGHAMS AT 7½c

-:Millinery:-

Our line of SPRING MILLINERY is now open for your inspection, and we iuyite you to call and look through our store.

We have an EXPERT TRIMMER from one of the largest wholesale millinery houses in the business, and you can have the benefit of her experience free of charge.

SPARKS & JEFFERSON
SUCCESSORS TO R. BERGEN.

R. F. PARKS & SON.

1903 1903

R. F. PARKS & SON.

BEST VALUES IN SPRING MERCHANDISE

Attractive Styles
Attractive Prices

Will open to-day two cases soft finished PERCALES, usual 12½ and 15 cent values; our price per yd. for this splendid bargain..... 10c

Will open to-day one case fine soft finish WHITE MADRAS, 15c. quality; our price for this great bargain..... 10c

Will open to-day fine MERCERIZED TABLE DAMASK. Our price per yard for this beautiful goods..... 50c

Goods well bought are half sold. On this basis we operate.

6¼c to 25c.
We will open to-day 25 pieces fine WHITE INDIA LINEN, ranging in price from 6¼ to 25c per yard. Best value in the county.

10 to 12½c.
We have opened a fine line of Plain and Fancy MADRAS GINGHAMS at the above prices.

Our Price 50c.
DRESS GOODS, Fancy and Plain. Will open to day a nice line of Batistes, Albatross, Viole Clothes, in new shades. Best values.

50c to $1.10.
A New Line of BLACK DRESS FABRICS, embracing Serges, Mohairs, Albatross, Henriettas. Assortment varied.

Hamburgs, Edgings, Appliques, Trimmings, Etc.,
PRICES ATTRACTIVE and LOW.

50c to $3.00.
SHOES AND SLIPPERS for Men, Women and Children. Job Lot of Women's Shoes from 50c. up per pair. Come see us before buying.

9½c to 37½c.
MATTINGS! MATTINGS! We have the stock. Largest line, lowest prices, best values. Direct from importers. Thousands of yards.

For $7.75.
HARNESS—Wagon, Carriage and Plow Harness. A good set of Double (body parts) Wagon Harness for $7.75.

For $10.00.
CARRIAGE HARNESS. A good set Single Strap Carriage Harness, solid leather, imitation rubber, for only $10.00.

Our Price $16.50.
A good set Single Strap Fine Moffett Leather, Hand-made, Smith & Sons' goods, New York, for this exceptional bargain.
BEST PLOW BRIDLE on the market for $1.25.

For 27½c.
Don't forget we have a few more of the 27½c. LINOLEUM REMNANTS, worth 50c.

R. F. PARKS & SON.

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