

MARTINSBURG

The Queen City of Eastern West Virginia--Gateway to the Growing Southland

In the Great, Richly Endowed Virginia Valley, Where the Apple Is King—Where the Climate Is Delightful the Year 'Round—In the Center of the Shenandoah Valley, Is Martinsburg, Possessing Modern Facilities for Speedy and Economical Transportation. The Home of Thriving Manufactories and Many Important Industries, Martinsburg Has Deservedly Won Its Place Among the High-ranking Communities that by Their Constructive Progress Are Showing to the Entire World the Great Possibilities of the South.

By DONALD C. THOMPSON and M. F. LEWIS, (Staff Correspondents.)

Martinsburg, the seat of Berkeley County, is located nearly in the center of the Eastern Panhandle of West Virginia, at an elevation of about 600 feet above the Potomac. Seven miles to the east sweep the clear waters of the Potomac River, while almost within rifle shot flows the waters of Back Creek pursue their steady and often turbulent course toward the Potomac, and coming down from the mountain springs on the west and flowing directly through the heart of the city is the small but commercially important Tuscarora.

Located at the head of the beautiful Shenandoah Valley, in the midst of a country noted for its grain and fruit products, adjacent to the great lumber and mineral districts of West Virginia, the beautiful and thriving city of Martinsburg. On the main line of the Baltimore and Ohio Railroad, it enjoys the splendid passenger and freight service of that great trunk line, East and West. It was formerly the terminus of the first and second divisions of that road, but, although their shops and a large number of men were placed at other points, the city has gone forward in development and growth. Her active business men when they found the change was to be made, energetically devised and executed various projects, which resulted in the bringing of several manufacturing plants to locate here. These, in a large measure, supplied the place of the railroad shops, still holding for the merchants and general dealers a sufficient number of operatives to make their investments in the various lines of business of value to them. To-day, as we walk the streets and avenues of Martinsburg, everywhere there to be seen the veritable evidences of thrift and prosperity. The stores of the merchants well stocked and well kept; the hotels modern and liberally patronized; the banks doing business and evidently in touch with the activity around them; the factories and mills struggling to turn out "orders," and labor seemingly both contented and well employed.

The main line of the Cumberland Valley Railroad affords splendid transportation facilities, north and south, thus giving the city an outlet and inlet, with the B. & O. to every part of the country and connecting with all the important trunk lines.

Martinsburg to-day has some manufacturing establishments of the first importance, giving employment to nearly or quite 2,000 persons. Among these are the well-known Hannis Distilling Company's plant, where the renowned Hannisville whiskey is distilled; the Squibb Hoffer Mills, Bishop's Hoffer Mills, the Crawford Woolen Mills, a large canning factory, great lime kilns, which send an average of thirty-five carloads of lime each week to Pittsburgh, Pa. alone; the Kilbourn Knitting Machine Company, and many others of more or less importance.

There is at present no organized board of trade, although one is about to be organized. Any manufacturer who is interested will find the business and financial men of the city ready to cooperate in establishing new industries or factories that will employ labor and give them free factory sites on the main line of the Baltimore and Ohio and Cumberland Valley railroads.

Thus, with its all-sufficient railroad facilities, telephones, telegraph, express, gas, electric, and water service, its splendid home market, in the fine agricultural country around it, its ambitious

vault, for the storage of funds and books is in the building.

This building was started in April, 1910, and opened for business May 7, 1911. The officers of the bank are: R. N. Myers, president; John T. Nadenbousch, cashier; H. D. Myers, assistant cashier. The directors are Dr. R. N. Myers, J. H. Fuhr, Harvey T. Small, John E. Boyd, C. L. Stuckey, T. Powell Litchler, W. B. Clendening, Max von Schlegel, and W. R. Caskey.

Authorized capital, \$50,000; paid up capital, \$50,000; surplus, \$5,000.

During the panic of 1907 the bank extended accommodation and went on doing business just the same as ever.

The Adamantine Clay Products Company was organized in 1910 by prominent business men of Martinsburg. The company is now completing a large \$1,000,000 plant near North Mountain, about six miles west of Martinsburg, on the main line of the B. & O. It is expected that the building will be ready for occupancy in about two or three months. They will manufacture paving blocks. They have an inexhaustible supply of material, and as the plant is about 300 miles nearer the Eastern cities than any other similar plant, they will be enabled to furnish brick at much less than other concerns, as there will be a big saving on freight charges. The officers of the company are: Charles G. Cuswa, president; R. L. Dodd, vice president; A. D. Darby, secretary and treasurer. The directors are: G. W. McKown, S. H. McKown, George Rynal, Jr., J. P. Keas-fort, Lucy M. Porter, Henry H. Heas, and F. H. Robbins.



ALEXANDER PARKS.

Thompson, sr., now retired, but for thirty-five years at the head of this concern, was the oldest active business man in Martinsburg. Mr. J. F. Thompson, jr., was the junior member of the old firm and an up-to-date young business man. In this store one can get anything in the way of gent's furnishings and tailor-made clothes, and whose terms of assortment as complete as any in the stores of the larger Eastern cities. Mr. Thompson features the \$5 made-to-measure suit as a specialty, and caters to a class of people who appreciate good clothes for little money.

Another leading merchant of Martinsburg is Mr. J. S. Cuswa. Mr. Cuswa started in business in Martinsburg in 1883 with a general line of hardware. He has been in his present location since 1902. In addition to his business interests Mr. Cuswa is also interested in several farms and apple orchards.

Charles E. Thompson. High Grade Shoes—Mr. Thompson has been in the shoe business in Martinsburg for the past ten years. He has occupied his present store for the past three years. A complete line of high-grade shoes for men, women, and children are carried, and Mr. Thompson has been quite successful, owing to the fact, as he puts it,

The Hotel Berkeley is a large, commodious hotel, accommodating about 125 guests, having all modern conveniences, steam heat, electric light, hot and cold running water, some rooms with private bath, and service par excellence. Just the kind of a place one looks for when traveling or motoring through the country. Rates are very reasonable.

Mr. Martin is past master of the Elks, also belonging to the Masonic order, Blue Lodge, Chapter, and Knights Templars of Martinsburg, and the Almas Temple of Mytic Shrine in Washington.

F. A. Minor. Frank A. Minor is another prosperous business man of Martinsburg who has lived here most all of his life. Mr. Minor started in business about fifteen years ago with a capital of less than \$100. To-day he has one of the largest department stores in Martinsburg, carrying a complete line of general merchandise and clothing, and the Almas Temple of Mytic Shrine in Washington.



HOTEL BERKELEY.

addition to his business interests Mr. Minor also has extensive property interests.

Berkeley County Investment Company. In spite of being a new company, the Berkeley County Investment Company is enjoying a very large business in stocks, bonds, and real estate. The members of the firm are lifelong residents of Martinsburg. This company sells apple farms, limestone farms, and houses, and has been the means of locating some very good people in both town and country. They now have some investments in apple stock as well as good farms. J. Frank Thompson is the manager and will be glad to furnish information to any one wishing to know about investments in this community. The firm is also interested in lands in the republic of Mexico. Their office is at 112 North Queen street.

The Evening Journal. The Eastern Panhandle of West Virginia, of which Martinsburg is the largest city and the geographical center, is thoroughly covered by the Evening Journal, of that city.

This newspaper was started in the spring of 1907 by H. F. Byrd and Representative H. D. Flood, of Virginia. Former United States Senator C. J. Faulkner and others of Martinsburg. From the day of the first issue it was gladly received by the people in this territory and its circulation and advertising patronage has constantly increased.

In the fall of 1909 the holdings of the original owners were bought by Max von Schlegel, who is now successfully managing the paper. He is conducting the Evening Journal as an independent paper, and doing everything possible to boost the community. The proof that this course is appreciated is shown in the constantly growing list of subscribers. The plant is thoroughly up to date, using linotype machines and a web perfecting press capable of turning out 8,000 finished copies of the paper in an hour.

In fact, it has been found necessary to provide new quarters, and Mr. von Schlegel has bought a site and is now having plans prepared for a thoroughly modern publishing house to be built this summer.

Thompson's Quality Shop. Thompson's Quality Shop, Inc.—An incorporation organized under the laws of West Virginia. This concern has been in business but a short time, being an outgrowth of the firm of J. F. Thompson & Co., the retail merchants. Mr. J. F.

corporation was changed to the National Commercial Company. The paid up capital was largely increased and the lines of business extended, and the territory covered was then carried into Jefferson, Berkeley, Morgan, and Hampshire counties of West Virginia; Frederick, Clark, and Loudoun counties of Virginia; Washington and Allegheny counties of Maryland; and Fulton and Adams counties of Pennsylvania. The stock is comprised of such an assortment that a merchant handling this kind of merchandise can fill up his place of business with a complete line and not have to go to the Eastern cities for his stock.

The officers of the company are John J. Hirtzel, president; Charles W. Smith, vice president; Guy Hirtzel, president; and John J. Hirtzel, manager. These are all men of experience and devote their entire time and energy to the work and increasing the volume of business.

Martinsburg Bottling Works. This company was started in December, 1909, by G. S. Frederick. In January, 1911, Mr. Frederick took into partnership with him C. R. Bender and J. F. Gleason. These are all wide-awake business men. They supply three counties with all kinds of soft drinks. Their plant is new and up to date and a credit to Martinsburg. A 20-horsepower International motor truck is used for delivery.

"The Vehicle Company." This company was organized in April, 1906, beginning with a very small capital. It was then located in the Heister Building, 98 West Race street. The officers were: Max Robinson, president; J. W. Miller, vice president; and R. H. Hodgman, secretary-treasurer, with W. H. Swinley as manager. Under this management the business was conducted for the first year.

On September 15, 1907, D. W. Shaffer was made general manager, and, with an increased capital, the business was extended, and has since more than doubled, it having increased to such an extent that the old quarters were found to be too small, and in 1908 the company began the erection of a more commodious warehouse. It purchased a lot, with switch privileges, on the south side of Race street, where it is now located. The building stands on a lot 25 by 100 feet, and the company occupies four floors. At this place it handles everything on wheels, harness, too.

The company is distributor for several of the largest factories in the country for the Eastern Panhandle of West Virginia.

Bank of Martinsburg. The Bank of Martinsburg, the youngest financial institution of Martinsburg, was organized in 1905 by a number of the leading business men of the city, and is one of the most popular banks of the city.

The business has been increasing gradually, and the bank promises to be one of the largest institutions in the near future. The bank has made a special effort to encourage savings, and has a well-organized savings department, which has shown marked gains.

The bank is located in the little building near the Market House, a central location. The present officers have been elected since the inauguration of the organization. John J. Hirtzel, the president, formerly resided in New York City, and moved to Martinsburg some twelve years ago. A. D. Darby, the cashier, has been a banker here for a number of years. T. Trimble, assistant cashier, Edgar C. Trout, discount clerk, and Frank E. Trimble, bookkeeper, compose the office force and maintain the policy of efficient and courteous handling of the interests of their bank patrons and friends.

The board of directors is composed of some of the leading farmers, fruit-growers, and business men of Berkeley County. Out of a total of seventeen members, ten are actively and successfully engaged in farming and fruit-growing, while three, in business in Martinsburg, the county seat, are owners of farms and orchards and engaged in their operation in connection with their other business or professions. From these men has come that wise, prudent, and successful management of the bank which has caused it to grow steadily each year from its start, until its resources now amount to \$600,000.

Herbert L. Alexander. Insurance and Real Estate—Twenty-two years ago I started to work in the general insurance office of Washington, Alexander & Cooke, in Charles Town, W. Va., which was started by my uncle about 1870. At that time it was the largest, oldest, and best known insurance agency in this part of West Virginia. All of his six sons were started in the same business in the same office, and five of them, and my brother, are still in the same business in Charles Town, Clarkburg, and Parkersburg, W. Va.

About four years ago we started the Citizens' Fire Insurance Company, a corporation chartered under the laws of West Virginia, and now has assets of nearly \$250,000, invested chiefly in West Virginia, the largest part being loaned on first-class real estate. My office has grown rapidly each year until now the premiums are 40 per cent greater than they were in 1904. In the seventeen years I have been in Martinsburg I have paid in losses about \$200,000, at least 300 different people, or an average of about \$1,000 in each person, and I believe all were satisfied with prompt and satisfactory settlement.

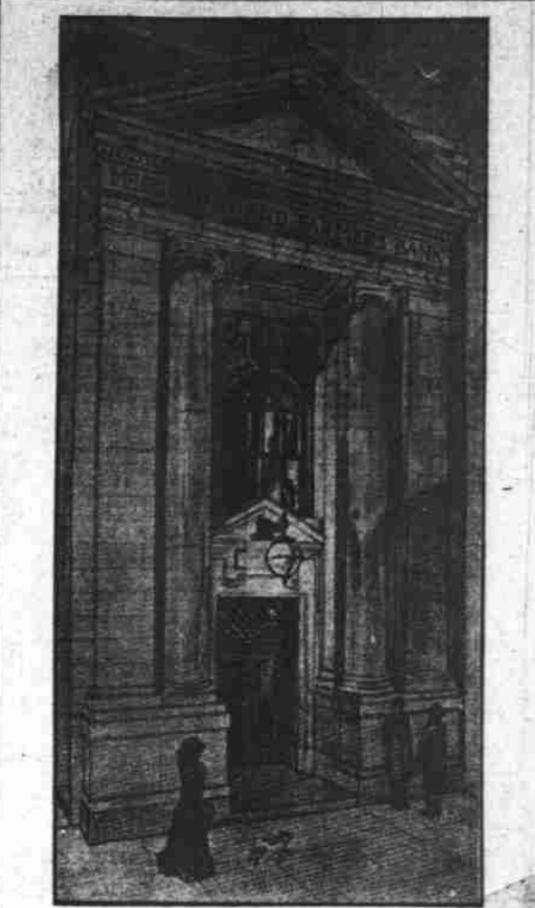
J. W. R. Fisher. Plumbing, Roofing, and Spouting; bath-room specialties—This concern was established in 1823 by J. W. R. Fisher, and is now run by J. H. Fisher and O. S. Fisher. These young men are experts in their line and by paying strict attention to business and aiming to give satisfaction they have built up a business that is solid. Their place of business is located at 125 W. King street.

The E. L. Williams Corporation, of Martinsburg, is exclusive selling agents for all property situated along that beautiful Winchester turnpike adjoining Martinsburg. Over \$100,000 worth of real estate has been sold, adjoining and in Windward, by them in the last two years without having one dissatisfied purchaser. Many have bought lots on easy terms and have reaped at a profit before paying for their lots. A few more lots only are to be had at Windward.

Herbert L. Alexander. Nothing tells the suburban real estate facts better than a little talk he had with a friend the other day. If you want the man's name, just write to the E. L. Williams Corporation, at Martinsburg, for it.

Real estate near a growing town is a certainty. This statement was made by a successful man, fifty years of age, who had been interested in industrial agriculture and real estate enterprises all his life.

"If I had invested all I had in real estate," says he, "adjoining Martinsburg when I was twenty-five years old, to-day I would be twice as well to do." This is not an exceptional case, but an everyday occurrence. There are no better opportunities to make money in America than around these thriving little cities. Suppose, for illustration, that an industrial enterprise of one of these cities closes down. The other manufacturing plants, and the agricultural income would continue. Property and your real estate would go on increasing in value. But if your money was invested in the lumber



MERCHANTS AND FARMERS BANK.

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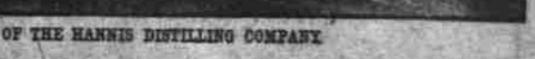
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COURT HOUSE.



THE HOME OF THE HANNIS DISTILLING COMPANY.