Portsmouth, Virginia

In the Heart of One of the South's Greatest Manufacturing and Agricultural Sections---Why the South Grows

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Nestling almost on the southern shores of the Hampton Roads basin, on the mainland side of the Elizabeth River, the wonderfully developing city of Portsmouth is rapidly coming into her own. From an old-fashioned town of 12,000 to 15,000 in population, and relying solely upon the government navy yard for means of livelihood, a recent visit shows the marvelous strides made by this hustling and thriving industrial, agricultural, and transportation center.

By broad and effective work of the commercial organizations the city has been changed from a somnolent factor to a thriving, pushing, energetic place of 42,239 inhabitants, and is reaching out for her share of the nation's trade. She is to-day leading all Virginia cities in growth, and bids fair at no distant day to become a tremendous factor in the trade and commerce of the United States, due to so many advantages and opportunities which will be dwelt upon in this article. The city takes rank as an industrial center by reason of a

Manufacturing Zone.

of 5½ miles in length, skirting the city, in which sixty-five factories and industries of various kinds have been constructed within the last few years, the output going to all sections of the United States and abroad. Nine thousand three hundred and sixty wage-earners are employed and millions of dollars in raw material are made up into the finished product, which meets with a ready market. Of course, the accessibility of the large cities and competitive water and rail freights has been one of the prime incentives causing manufacturers to locate here. All kinds of wood and iron articles can be manufactured in this zone to the greatest advantage as well as a few other commodities, as will be noticed by the following list, representing the product of factories now going at full blast: Bagging and ties, barrels and crates, butter dishes, box shooks, creosoted conduits, cast iron pipe, cottonseed hull products, refined cottonseed oil products, cement, dressed lumber, distillery, doors and shutters, fertilizer products, fertilizers, hosiery, dyeing, ice manufacturers, knit goods, land plaster, lumber, mattresses, ore smelting, fuel, oil, paper boxes, wood paving blocks, pickles and preserves, staves, tables, telegraph and telephone arms, veneering, sawmills, &c. The plants already located here, some of which are of national reputation, employ a capital estimated at $6,000,000 to manufacture and handle their output, being capitalized at figures ranging from $10,000 for the smaller to $500,000 for the larger ones. These industries as recalled: Virginia-Carolina Chemical Company, Portsmouth Cotton Oil Refining Corporation, Berkley Box and Lumber Company (two plants), Planters' Manufacturing Company (three plants), Wyckoff Pipe and Creosoting Company, E. H. Barnes Company, Inc. (two plants), Southern Fiber Company, F. S. Royster Guano Company, Phillips-Mahoney Company, Inc., Columbia Guano Company, National Utilization Corporation, Baugh & Sons Company, John N. Hart Lumber Company, Dickson Lumber Company (exporters), Lay & Balcolm Manufacturing Company, A. S. Lee & Son, Inc., J. & E. Mahoney, James G. Wilson Manufacturing Company, Kanona Company, Pocomoke Guano Company, Farmers' Guano Company, William G. Maupin, Portsmouth Coal and Ice Company, Imperial Guano Company, Parker Hosiery and Dye Works, Tidewater Knitting Mills, C. W. Priddy & Co., Inc. (two plants), Elizabeth Knitting Mills, Trexler Lumber Company, Chesapeake Knitting Mills, Robertson Fertilizer Company, Surry Lumber Company, Greenleaf Johnson Lumber Company, Tunis Lumber Company, Washington Timber Corporation, Norfolk County Timber Corporation, J. R. Young Fertilizer Company, Charles Reid's Sons, Frank Hitch Lumber Company, Air Line Manufacturing Company, Old Dominion Table Works, American Crossarms Company, United States Wood Preserving Company, the Texas Company, Eustis Smelting Company, National Oil Company, Camp Manufacturing Company, Garrett & Co.'s winery, Renn, Davis & Co., Inc., Rowland Lumber Company, Roanoke Railroad and Lumber Company, and Norfolk County Pickling Company. The marvelous upbuilding of the manufacturing zone is due to the

Transportation.

facilities, as the eight railroad and twenty-six steamer and steamship lines make the transportation feature, both for rates and dispatch, the best on the Atlantic Seaboard. The following are the rail systems reaching the manufacturing zone and the miles of road operated by each:

	Miles operated.
Atlantic Coast Line Railroad	11,388.30
N. Y., P. & N. R. R. (Pennsylvania System)	11,198.62
Southern Railway	9,836.91
Seaboard Air Line Railway	3,091.50
Chesapeake & Ohio Railway	2,494.10
Norfolk & Western Railroad	2,004.27
Norfolk Southern Railroad	802.29
Virginian Railway	446.11
Total mileage	41,326.12

Up to quite a recent period all freight interchange was made by barge, but Mr. Alexander J. Cassatt, then president of the Pennsylvania system of roads, conceived the idea of constructing a belt line railroad, and prevailed upon the other roads terminating on this harbor to join in the expense and ownership, which was done, and connection was made with all the rail and water lines, so that to-day nearly 1,000 cars are handled in each twenty-four hours, and the volume of business has grown to such an extent that double tracking has been found necessary. This joint ownership of the belt line actually extended the terminal facilities of every railroad company over the belt line rails, as the switching charge was absorbed in the through rate. Thus the railroads by absorbing the switching charge made the freight rate to and from points on the belt line the same as the rates to the terminals of the different lines.

The belt line naturally developed very rapidly into an industrial railroad, and at the present time owns and operates along the water front and through the manufacturing zone, besides the main line, ten miles of sidings, besides five and a half miles of sidings owned by private industries, connecting with sidings at which carload shipments are received and delivered. The Saturday Evening Post says: "No doubt figures are dull things. More humanly interesting—and to many minds more convincing—is the evidence that every winter traveler to the South in late years finds under his eyes, even though sunny weather and the golf links were all he really expected to find. He sees a land quick with new enterprise—reclamation projects; fruit and vegetable farms constantly edging farther into the swamp and the palmetto; road building; new structures going up in the towns. Next the golf links they are laying out an addition. We don't know any part of the country where the casual travel is more impressed with a notion that the people are 'doing things' than in whole sections of the South." It may be truly said that here is one of the most favored garden spots in the country. Warmed by the waters of the Gulf Stream, the climate here for miles inland is capable of supporting the most delicate plant life for two-thirds of the year, and hardier forms from January until December. This makes the mammoth

Trucking Industry.

of this section far-famed and a distinct wealth producer. The job of feeding the cities constitutes in this wonderful agricultural region the greatest single industry it possesses. The figures are simply startling. The trucking industry of which Portsmouth is the center is the greatest industry in the world without question, and has developed a score of other industries, all mammoth affairs in themselves and all directly and some wholly dependent upon the truck farmers for a living. Not only must the truck be planted, cultivated, and shipped, but the ground, which is required to produce three and four crops each year, must be fertilized. There are a dozen fertilizer factories, employing from 250 to 800 wage-earners, in the manufacturing zone devoted to the production of fertilizers suited to this soil. Some idea of the magnitude of the business can be gathered from the fact that some of the larger truck farmers patronize these factories to the extent of $25,000 per year. Practically the whole year shipments of truck are being made. For instance, kale and spinach begin to move in October and November and continue until April, the quantity depending upon the weather and market. Lettuce and radishes are shipped in the fall and spring. Strawberries begin to move the latter part of April, and are shipped largely in May. This year's crop of strawberries being the largest on record, including the berries consumed at home, 15,000,000 quarts is the estimated crop. Cabbages are shipped in May and June, and later varieties until the early part of July. Irish potatoes are shipped during June and July, the season closing during the latter month. Cucumbers, grown under glass, are shipped in the months of April and May, but the bulk of the crop grown in the open fields is shipped the latter part of June and in July and August. Fall crops of peas and beans are also grown and shipped in September, October, and November; in fact, until frost. Watermelons and citron go forward in large quantities in July and August.

The following are the figures covering the crop of 1912, which required nearly 5,000,000 packages to ship these berries and vegetables in, the value being estimated at $14,000,000:

Spinach, 457,758 barrels.
Kale, 439,229 barrels.
Radish, 8,241 barrels.
Radish, 112,962 baskets.
Peas, 81,264 baskets.
Lettuce, 57,320 baskets.
Berries, 221,926 crates.
Cabbage, 290,814 barrels.
Beets, 7,429 barrels and boxes.
Cucumbers, 46,945 baskets.
Cucumbers, 69,947 barrels.
Beans, 294,348 baskets.
Beans, 362 barrels.
Apples, 7,736 barrels.
Watermelons, 224,255.
Cantaloupe, 14,190 packages.
Potatoes (Irish), 1,057,651 barrels.
Tomatoes, 9,951 crates.
Squash, 5,986 barrels.
Eggplants, 27,112 crates.
Asparagus, 2,079 boxes.
Sweet potatoes, 68,145 barrels.
Mixed fruits, 2,779 packages.
Parsley, 1,162 packages.
Turnips, 1,100 barrels.
Cauliflower, 5,212 baskets.
Onions, 11,263 baskets.
Carrotts, 215 barrels.
Peppers, 3,327 barrels.
Pears, 1,975 barrels.
Figs, 143 boxes.
Corn (green), 550 barrels.
Leeks, 59 barrels.
Hops (green), 40 barrels.
Cherries, 26 packages.

Speaking of the trucking industry, it is of more than passing interest to know that the South, in five years, has added 60,000,000 acres, or 20 per cent to its cotton area, and its agricultural products have increased in the case of one State alone $200,000,000 in the past ten years; in fact, the value of the South's crops have more than doubled in the same period. This wave of increase is what makes big Southern towns, and one of the main outlets of this vast business is the

Port of Norfolk-Portsmouth.

which has the distinction, according to published figures, of being the cheapest loading port of all the Middle and South Atlantic and Gulf ports of the United States. These figures were carefully prepared by experts for the large transportation interests, and cover the port charges of a steamer taking on 25,000 bales of cotton, with draft of 25½ feet. For entrance, clearance, tonnage, and consular fees, same at all ports; for boarding officers and inspection fees, Galveston, New Orleans, Mobile, $4; Norfolk-Portsmouth, $7; Pensacola, Savannah and Charleston, none; for quarantine fees, Galveston, $39; none at other ports treated of. For wharfage, New Orleans, $924 (money goes to State of Louisiana); Norfolk-Portsmouth, $345 (money goes to railways owning wharf); at other ports mentioned, no wharfage is charged. Harbor fees, New Orleans, $10; Mobile, $30; Pensacola, $39; Savannah, $15; Charleston, $12; Norfolk and Galveston, none. For surveyor's certificate of readiness, Galveston, New Orleans, and Mobile, $39; Norfolk-Portsmouth, $15; other ports mentioned, none. For pilotage, bar and harbor, Galveston, Mobile, and Pensacola, each $152; New Orleans, $140; Savannah, $156; Charleston, $134; Norfolk, $125. Pilotage, harbor, Galveston, New Orleans, Mobile, Norfolk-Portsmouth, each $10; Pensacola, $5; other ports mentioned, none. For towage, Galveston, $100; New Orleans, $150; Mobile, $75; Pensacola, $25; Savannah, $65; Charleston, $25; Norfolk-Portsmouth, $15 (for docking steamer). For shed of tarpaulin hire, Galveston, $100; New Orleans (money goes to State or municipal boards), $36; Mobile, $75; Savannah, $20; Norfolk-Portsmouth, Charleston and Pensacola, nothing. For stevedoring, Galveston, $4,500 (cost at Galveston, 18 cents per bale, or $4,000 for cargo); at New Orleans, 18 cents per bale, or $5,000 for cargo; Mobile, $4,250; Pensacola, $5,000; Savannah, $5,000; Charleston, $4,250; Norfolk-Portsmouth, $2,500. Boat hire, Galveston and Mobile, each $20; Savannah and Charleston, each $5; Norfolk, Pensacola, and New Orleans, nothing. For advertising crew, Galveston, Mobile, Pensacola, New Orleans, Charleston, each $7; Savannah, $4, Norfolk-Portsmouth, nothing.

Total port expenses—New Orleans, $6,311.
Total port expenses, Galveston, $4,539.
Total port expenses—Mobile, $5,149.
Total port expenses—Pensacola, $5,396.
Total port expenses—Savannah, $5,296.
Total port expenses—Charleston, $4,493.
Total port expenses—Norfolk-Portsmouth, $2,945.

The prices of bunker coal at these ports is treated also by the experts mentioned above, with the following result: Galveston, $6; New Orleans, $2.25; Mobile, $2.35; Pensacola, $3; Savannah, $4.50; Charleston, $4.46; Norfolk-Portsmouth, $2.25. Incidentally, it is stated, that neither of the other ports mentioned can supply coal anywhere equal in quality to that procurable here. Back of the land-locked port of Norfolk-Portsmouth on the western side is the great productive country with unrivaled climate, with growing population and ever-increasing agricultural possibilities which insures the future greatness of Portsmouth. The commerce of a port or of a harbor grows with the production of the tributary country. Population makes commerce, and population comes only with the possibilities of successful agriculture and successful manufacture. Such is the fortune of this section, as may be gathered from the following figures of the great traffic through this port during the past year:

Cotton receipts, bales	843,095
Value	$50,965,327
Steam coal, shipments, tons	12,498,835
Value	$34,765,956
Lumber and logs, board feet	700,000,000
Value	$11,000,000
Produce, tons	20,000
Produce, packages	5,028,620
Value	$14,000,000
Fertilizer and fertilizer materials, tons	450,000
Value	$9,000,000
Cotton factory products, tons	120,000
Value	$17,000,000
Tobacco, tons	25,000
Value	$7,500,000
Foods, miscellaneous, tons	70,000
Value	$3,000,000
Fish, barrels	110,000
Value	$250,000
Miscellaneous, tons	4,388,000

The value of the exports and imports for the year ending June 30, 1912, were as follows:

Exports	$13,759,229
Imports	1,498,371

Deep water adjacent to rail transportation is nature's offering to the commerce of the world and commodious and cheap dockage is the offering of the harbor of Norfolk-Portsmouth. Thirty-five-foot channel, 800 feet wide to the ocean and with water-borne shipments already totaling in excess of $900,000,000 annually is what this port has to present to the business world to-day, and the possibilities of the future can be conjectured.

Virginia stands in a different position from most States as regards the

Oyster Industry.

They have more natural beds, they are more fertile and productive, they are of a higher and better quality, they are pure. The purity of the Virginia oyster is known throughout the United States, and this is the essential reason for the ever increasing demand for her product. The following is an extract from the Oysterman and Fisherman: "The possibilities of Virginia's natural water resources are almost staggering to contemplate," and again, "from a census of the persons engaged in our fish and oyster vocation, it will be readily seen that this vast industry supports other branches of enterprises and feeds many mouths. The wealth of property interests ashore created and supported by its returns gives much revenue to the State in the way of land and personal taxation, far exceeding the direct tax accruing from the pursuit." From the above article that partakes of the nature of statistics, it is easily to conclude that the oyster industry has been as instrumental in the development of this State as any you care to mention. The name Virginia is synonomous with oyster, and both have gained a national reputation through their individual and combined efforts. It is estimated that fully 2,000 people are employed in this calling in this immediate vicinity and at least $2,000,000 invested in the gathering and shipping. The opportunities for wealth producing are so many in this section that only what appears to us as the principal ones are mentioned, and these are dwelt upon simply because of the old idea, that the Southern people are a go-easy sort, like unto the olden times of two or more decades.

The following extract, taken from the Manufacturers' Record of April 12, 1912, shows what others think of this section: "The strength of the position of Norfolk-Portsmouth with respect to the natural advantages that count most in city building, is such that nothing in the entire catalogue seems wanting. The great land-locked harbor here is probably not surpassed by any other in the world in point of approaches from various sides, of accessibility from many markets, or of safety for vessels seeking anchorage. It is at the place where the Chesapeake Bay, richest of inland seas, meets the Atlantic Ocean; where the James River and the Elizabeth and the Nansemond bring their fresh water to pour into the salt and their boats of lighter draft to transfer their cargoes to those whose roads lie up and down along the eastern coast, and through the waters of all the charted seas." Again: "The railroads bring Norfolk-Portsmouth into such intimate relation with the resources of coal and iron and timber with which the near-by territory of the Virginias and North Carolina abound that it seems certain that this must become the location of a nest of manufacturing plants of one kind or another that will make it one of the busiest of the country's communities. Nor is this yet all. The rich lands of Tidewater, Va., lie so close around, so conveniently near, as to make this, the greatest shipping for truck in the United States, and millions of dollars are brought here each year to pay for the truck shipped from this port to the many markets of the country. There is a disposition here to set on foot some plan for the establishment of plants to manufacture the high-grade woods secured from Cuba, Honduras, Mexico, and other countries to the south, the transportation facilities for bringing the timber in and shipping the product out, together with cheap labor and cheap manufacturing sites, being urged as the basis for a successful business."

The Southland.

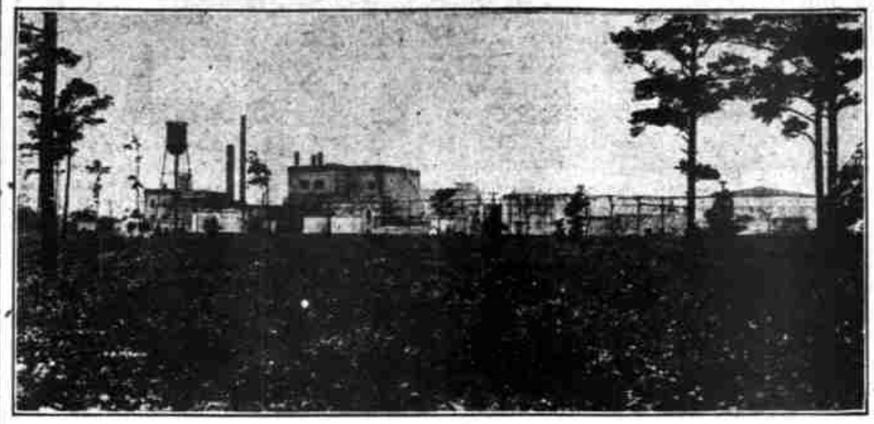
The industrial regeneration of the South is news to the world, and the development that is going on is truly wonderful. Witness this amazing array of figures. The South is yielding annually:

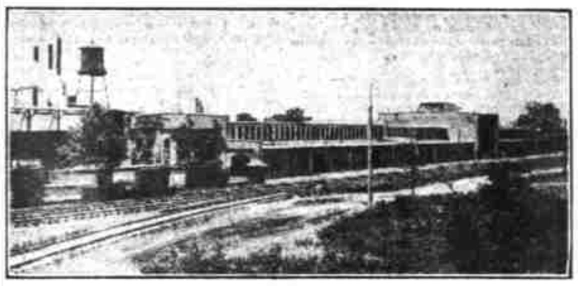
$2,675,000,000 from its factories.
$2,550,000,000 from its farms.
$400,000,000 from its forests.
$200,000,000 from its mines.
$1,000,000,000 of cotton and cotton seed.
$100,000,000 of grain.
$180,000,000 of live stock.
$175,000,000 dairy products.
$150,000,000 of fruits and vegetables.
$75,000,000 of tobacco.
$50,000,000 of sugar products.
$650,000,000 of exports.
20,000,000,000 feet of lumber.
1,250,000,000 pounds of cotton goods.
90,000,000 tons of coal.
20,000,000 barrels of petroleum.
8,500,000 tons of coke.
6,000,000 tons of iron ore.
3,500,000 tons of pig iron.
2,375,000 tons of phosphate rock.
250,000 tons of sulphur, &c.

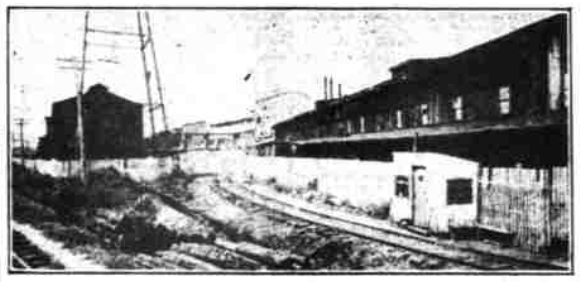
The South has—
28,000,000 population.
320,000,000 acres of wooded area.
70,000 miles of railroads.
$2,110,000,000 invested in manufacturing.
865 cotton mills.
125 blast furnaces.
820 cotton seed oil mills.
400,000,000,000 tons of coal.
5,000,000 horsepower in streams.
250,000,000 acres of farm lands.
$1,400,000,000 bank deposits.
906,947 square miles of land area.
2,500 miles of coast line.
16,000 miles of inland waterways.
11,000,000 spindles.
250,000 looms.
15,250 lumber mills.
50 leading minerals.
10,000,000,000 tons of iron ore.
2,000,000 hydro-electric power.
25,000,000 head of live stock.
$21,000,000,000 of property values.

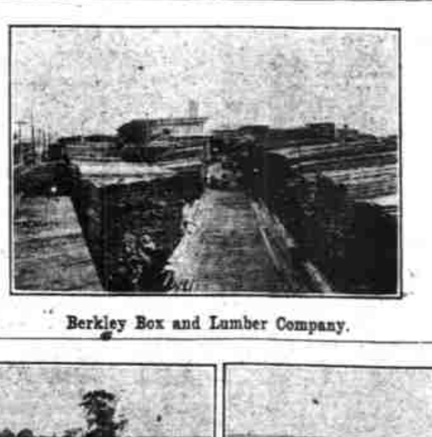
With such conditions as these before us we do not hesitate to say that the progress of the South as measured by the percentage of gain has been more rapid than other sections of the country, and in this great progress, the tidewater section of Virginia must be taken into account when speaking of wonderful development.

We are indebted to the leading business organizations of Portsmouth (the Portsmouth Business Men's Association) for many courtesies and much valuable information of this wonderfully growing section. The publicity work of this association has been one of the greatest factors in the community's progress, by letting the world know of the opportunities and then helping those interested in getting in touch with them.

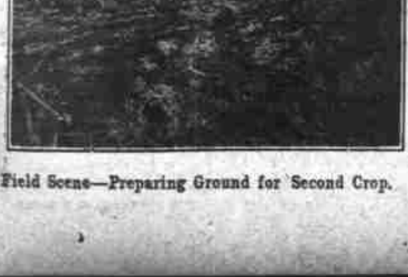

PORTSMOUTH COTTON OIL REFINING CORPORATION.


JAMES G. WILSON MANUFACTURING COMPANY.


ROYSTER GUANO COMPANY.

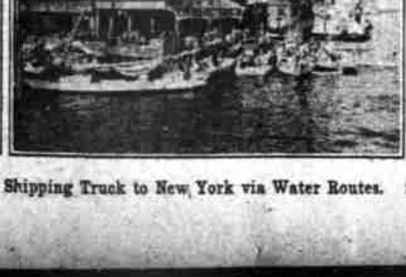

Berkley Box and Lumber Company.

Lay & Balcolm—Butter Dish Factory.


Field Scene—Preparing Ground for Second Crop.

Gathering Cucumbers—Field Scene.

Gathering Potatoes—Part of Million Barrel Shipment.


Shipping Truck to New York via Water Routes.

Shipping Strawberries to Northern Markets via Rail