

The Times-Dispatch BIRDPATCH INDUSTRIAL SECTION

THE TIMES FOUNDED 1885.
THE DISPATCH FOUNDED 1869.

WHOLE NUMBER 17,816.

RICHMOND, VA., SUNDAY, JANUARY 26, 1908.

PRICE FIVE CENTS

HIGH POINT GREAT FURNITURE TOWN

Its Loss on the Tobacco Crop Was a Blessing in Disguise.

CENTRE OF GREAT LUMBER REGIONS

Eighty-Odd Factories, Operated in the Main by Home Capital and Energy—Furniture and All Wood Products Manufactured at High Point.

[Special to The Times-Dispatch.]
HIGH POINT, N. C., January 25.—Many years ago the town of High Point, then a mere village with a few stores, a tobacco factory and a hotel, made an effort to become a tobacco market of importance and failed. Danville, in Virginia, Winston-Salem, Durham and Greensboro, in North Carolina, were too much for it, and the great tobacco market did not materialize here, but a greater destiny awaited the town.

The very fact that it failed as a tobacco market aroused later energies, which have made it not only the pride of the State, but a town which attracts the attention of the industrial world. It is a manufacturing town, a wood-working town, I may say, that is a wonder to the slow people in some other communities.

Working Out Its Destiny.
High Point has achieved a success in manufacturing, within the past twelve years, which is wonderful. Its success has demonstrated a principle of its own creation—the working out of its own schemes from its own potentialities. While other communities have been thinking of their possibilities, provided they possessed capital, High Point went to work with what resources it had, and began to solve the problem of manufacturing. It neither waited for nor advertised for capital, but "worked up" the large bodies of pine oak timber of this section into furniture, but concentrated, in a small way, to manufacture a cheap line of chamber suits.

This was in 1885. All that time the village of 2,000 people had a tobacco factory, a saw, a mill, which turned out spools and shuttle-blocks. To-day it possesses eighty factories, engaged chiefly in the manufacture of furniture of various kinds, from kitchen safes to chamber suits. When, thirteen years ago, three young men put their heads together to give to High Point a rough frame building, and filled it with saws, planers, sandpapering machines, etc., which constituted the first factory, the more conservative thought it would be better had they kept their small resources in the dry goods and grocery business. But they had confidence in their undertaking. The future was kind to them. From the first there was a demand for their furniture, and success was assured. Then followed venture after venture on the part of other young men. The result was a building, which is the chief place among the furniture manufacturing towns of the South, and to inspire a hundred towns to build factories.

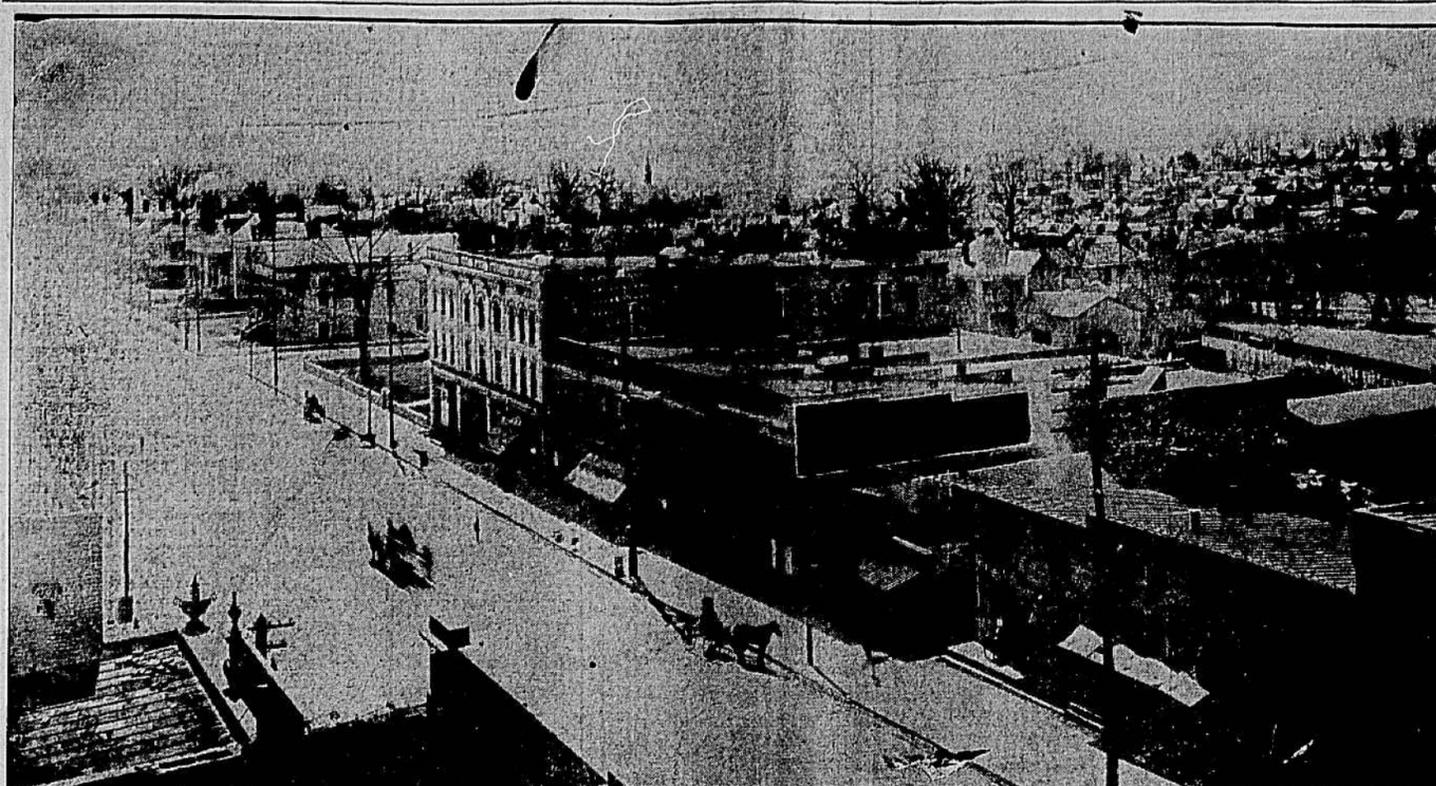
A Striking Advantage.
The advantage which High Point has over other towns engaged in manufacturing is in the variety of articles manufactured. This fact is appreciated both by large and small retailers. It is convenient for the former to have a market from which they may procure all that he needs at once from the same shipping point, and for the latter to have the advantage of mixed cars—that is, different kinds of furniture occupying the same car. It may readily be seen that such a condition is of great advantage, both as regards promptness and freight rates. This fact, together with the established reputation for reliability of goods, fills the High Point market with dealers the whole year, and has built up enormous mail order departments.

Home Folks at Work.
A unique feature of manufacturing in making High Point is, that of its home-made capital. Many of them have an enormous capitalization. The companies run from \$5,000 to \$175,000. This is a natural outcome of the peculiar conditions already alluded to, and has been of great advantage to High Point as a manufacturing town. Home capital and home talent have been put into the different enterprises. The spirit of manufacturing has been inculcated into its citizens. Merchant, physician, lawyer, preacher, all have stock, many of them important executive positions, in the new and growing factories. Young men in shop, counting room, or on the street, are forward to the time when they will have accumulated money saved to take stock in one of the factories or build one for themselves. This has produced a spirit of frugality and purposes on the part of the young men of the community at once safe, prudent and diversified, and gives them an interest in the building up of the town they would not otherwise have.

Of the factories in High Point, about nine are engaged in the manufacture of furniture, one of sash, doors, blinds and other frame building material, one engine-building works, two foundries, one basket factory, one excelsior works, one veneering works, two trouser factories, one shirt factory, one coffin factory, one flour mill, one shuttle-block and bobbin factory, one show-case factory, one paint works, one molding and novelty works, one wheel factory, one silk mill, and an organ factory, etc., etc.

Seven Years' Growth.
All the interests mentioned are doing a remunerative business, but, as may be seen, the manufacture of furniture preponderates. The articles made comprise chamber suits, odd pieces, chairs, wicker desks, tables, bed springs, slide-top desks, bed lounges, bed springs, slide-top desks, chairs, kitchen safes, ottomans, coffee desks, showcases, canteen cabinets, and numerous other lines. The amount of lumber used annually

BIRDSEYE VIEW OF PART OF THE THRIFTY TOWN OF HIGH POINT, N. C.



WAYNESBORO IS A LIVE VALLEY TOWN

Not Necessarily on a Boom, but Up and Doing Big Business.

A NEW INDUSTRY COMING

Hydraulic Engine Works Being Rapidly Built—New Hotel Is Nearly Completed.

[Special From a Staff Correspondent.]
WAYNESBORO, VA., January 25.—If I should say that Waynesboro, one of Virginia's loveliest mountain towns, is on a boom, somebody would discredit the statement with the argument that towns do not boom in times such as the country has just passed through. Some towns do not, it is true, and maybe this one is not actually booming, but it is doing good business and improvements are the order of the day.

A beautiful new hotel, the Neese House, which is to be an all-year-round hotel, is nearing completion, and will be opened with a Board of Trade banquet on about the 15th of February.

This house is Waynesboro's "skyscraper," it being four stories high, and commands from every side magnificent views of the mountains. It is a splendid brick structure, and is steam heated, supplied with bathrooms on every floor, and has all modern interior arrangements.

Hydraulic Engine Works.
The Rife Hydraulic Engine Works, located in the suburbs on the South side, with all of its costly machinery, were destroyed by fire last fall. The company commenced at once to build on a much larger scale, and the buildings are nearing completion as rapidly as a large force of workmen and the driving energy of General Manager W. A. Rife can bring things to pass.

While the fire swept away the entire establishment and entailed a heavy loss, it will in the end prove a blessing, that the force of high priced buildings, and the capacity of the plant will be doubled. The burned machinery was old and some of it a little out of the new establishment will be supplied with later improved machinery and a great deal more of it. Formerly the company only manufactured hydraulic engines, but the new establishment will, in addition, turn out valves and all manner of pipe fittings. But what interests Waynesboro most is the fact that the force of high priced buildings will, in addition, turn out valves and all manner of pipe fittings. But what interests Waynesboro most is the fact that the force of high priced buildings will, in addition, turn out valves and all manner of pipe fittings.

New Industry Coming.
The deeds and other papers have just been signed, sealed and delivered by which the American Concentrator Company, of Joplin, Mo., will take possession of the old car works, located on the belt line connecting the Norfolk and Western and Chesapeake and Ohio Railroads. The Concentrator Company manufactures a wide variety of all kinds, and it is one of the largest establishments of its kind east of the Rocky Mountains. The company will establish a branch of the immense Joplin plant here, and it is understood that this branch will supply the newly acquired Cuban trade, and also the demands from the Virginia and West Virginia coal and iron mines.

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BIG TOBACCO SALES, WITH PRICES GOOD

Past Week the Best of the Season in Quantity, Quality and Prices.

BUYERS BID WITH ZEST

Medium Grades, Better Than Usual, Seem to Be in Greatest Demand.

Throughout the entire week, despite the fact that weather conditions were by no means favorable, the local tobacco market was more active than for any other week during the season. Each sales day the floors of the several warehouses were covered with a good amount of well-handled tobacco, which was readily disposed of at the most satisfactory prices. While there is a fine demand for all grades, the higher grades do not seem, proportionately, to bring as good prices as the lower qualities. This demonstrates the fact that the general character of the offerings is much better than usual.

Buyers for the large manufacturers are on the floors every day and bid in the most spirited manner. Sun-cured and dark stemming tobaccos especially, are in heavy demand. The former is wanted for manufacturers, whose leaf-sellers are sun-cured brands, and who have found out that Virginia sun-cured tobacco raised on the northside is, perhaps, superior to that of any other locality, both on account of quality and the fact that it is practically impervious to changeable weather.

The outlook for record-breaking markets after a good handling season is the brightest for a long time, and from the way all offerings have been going heretofore, there is little possibility of overcrowding the floors.

LYNCHBURG'S RECEIPTS HEAVIER.
Activity in the Trade and Prices on All Grades Continue Good.

[Special to The Times-Dispatch.]
LYNCHBURG, VA., January 25.—The tobacco receipts this week were much heavier than last. The offerings were in condition and quality about as that sold since the holidays, except there was a rather larger proportion of the off-colored than usual. There was considerable activity in the trade, and prices on all grades were fairly as high as for the past few weeks. Prices ranged as follows: Lugs, common, \$5 to \$6; lugs, good, \$6 to \$7; leaf, common \$8.50 to \$9; leaf, medium, \$8 to \$9; leaf, good, \$9 to \$10; leaf, fine, \$10 to \$11; wrappers, \$15 to \$20.

Sales of loose tobacco on the Lynchburg market for the two weeks ending January 24, 1908, as reported by John L. Oglesby, of Lynch's warehouse: Sold week ending January 17th, 524,700 pounds; sold week ending January 24th, 572,300 pounds; increase week ending January 24th, 47,600 pounds; sold from September 1, 1907, 2,812,900 pounds.

THE UGANDA RAILWAY WONDER OF THE AGE

Queer Features of Travel on England's Trunk Line to Central Africa.

LIONS EAT PASSENGERS

How Road Was Built and How American Bridges Surprised

John Bull.

Traveling by railway through the wilds of Central Africa is a queer experience. The road is a wonder of the age, and the way it was built and the way it is run is a story in itself. The road is a wonder of the age, and the way it was built and the way it is run is a story in itself.

LARGER RECEIPTS AT DANVILLE.
Quality Continues Good and Prices Firm With Upward Tendency.

[Special to The Times-Dispatch.]
DANVILLE, VA., January 25.—Messrs. Dibrill Brothers give the following review of the Danville market for the week: The market has been quite heavy, and larger than the preceding one. The improvement in the quality of the offerings noted in our last report has been maintained.

Prices continue firm on all grades, and show an upward tendency, with a full crop of buyers in daily attendance on the sales.

THE PETERSBURG MARKET.

Unfavorable Weather for Handling Makes Offering Light.

[Special to The Times-Dispatch.]
PETERSBURG, VA., January 25.—On account of unfavorable weather for handling, offerings were light the past week, but market continues strong and active on all grades. Quotations as follows: Common lugs, 5 3/4 to 7; good lugs, 7 to 9; short leaf, 7 1/2 to 9 1/2; shipping leaf, 10 to 14; short wrappers, 15 to 16; fine wrappers, 16 to 17.

BEDFORD CITY DOES WELL.

Large Sales the Last Two Weeks and At Fine Prices.

[Special to The Times-Dispatch.]
BEDFORD CITY, January 25.—There has been much activity in the market, and the sales at the two warehouses averaging about 240,000 pounds, some of the finest leaf commands \$35 to \$40 a hundred. At the Alliance warehouse, about 100,000 pounds have been sold in the two weeks just ended at a general average of \$10 a hundred.

GREATER RICHMOND'S REAL ESTATE CLEARINGS

The following statement of real estate clearings of Greater Richmond and vicinity, by sections, for 1907, has been compiled by W. E. Purcell, Jr.:

Month	Old City Limits		Annexed Section		Suburban		Henrico		Manchester	
	Improved.	Lois.	Improved.	Lois.	Improved.	Lois.	Improved.	Lois.	Improved.	Lois.
January	\$24,836 00	\$1,637 00	\$2,938 00	\$18,371 07	\$2,449 00	\$1,406 67	\$5,415 08			
February	109,895 58	136,645 61	16,015 00	13,265 00	2,115 00	71,529 75	15,909 00			
March	316,684 68	75,459 50	35,119 00	37,456 00	33,193 00	61,661 17	24,974 00			
April	498,470 50	59,678 16	36,067 00	15,366 33	35,821 00	65,831 52	35,201 00			
May	1,228 50	301,533 16	22,725 00	38,272 50	42,307 77	42,838 25	31,927 00			
June	325,835 16	35,167 67	13,939 00	23,546 67	17,017 05	60,818 30	22,562 00			
July	374,025 00	23,766 26	32,355 00	43,972 45	38,186 45	41,892 17	41,265 00			
August	286,065 23	30,722 56	38,316 00	26,963 20	39,089 00	48,827 15	14,371 00			
September	258,240 00	37,534 17	19,384 00	16,166 00	60,629 47	42,866 00	15,000 00			
October	321,920 75	45,706 24	55,487 48	40,834 90	58,510 27	65,084 24	27,542 00			
November	214,116 70	13,680 00	20,065 00	38,873 37	41,221 57	47,796 00	15,010 00			
December	248,301 05	46,741 25	25,006 00	27,613 00	36,416 00	56,412 91	\$28,892 00			
Totals	\$3,989,533 61	\$628,317 16	\$31,928 99	\$338,890 15	\$596,944 78	\$686,705 54	\$309,178 00			

Much Building in Norfolk.
[Special to The Times-Dispatch.]
NORFOLK, VA., January 25.—Building operations in Norfolk continue active, despite the financial depression and unfavorable weather conditions. Yesterday and to-day building contracts were issued for residences aggregating \$15,100, and the month of January has been excellent to date.

Favor Cranes Island Sale.
NORFOLK, VA., January 25.—The Portsmouth Business Men's Association has endorsed the bill introduced in Congress for the sale of Cranes Island, Henrico acreage and lands aggregating \$35,000,000. The business men of that city will be arrayed against Norfolk business men and health officials in an endeavor to continue the use of the island as a pest station.

REAL ESTATE AND BUILDING NEWS

Exact Figures of Transactions for the Year Just Gone By.

PURCELL MAKES SPLENDID EXHIBIT

Transactions for the Past Week Show Much Inquiry for Building Lots—Investors Intend to Build Houses for Rent—Sales of the Week.

There was published in this column the first Sunday in the month an estimate of the real estate transactions in this city for the year 1907. It was stated at the time that it was merely an estimate, as it was impossible in so short a time to get anything approaching the exact figures. This estimate was confined to Richmond property, not including the suburbs or nearby farm lands in Henrico county. The total figures given for real estate transactions in the city proper were not far from the actual figures as given in the interesting table compiled from the books by Mr. W. E. Purcell, Jr., real estate compiler. Mr. Purcell has taken great pains to get the accurate figures, and the interesting document given herewith is well worthy of preservation for future reference and comparison.

Business of a Week.
Weather conditions during a part of the week just closed were not favorable to the real estate men, and storms cut off some outdoor deals that might otherwise have been consummated, but there are few to get anything approaching the exact figures. This estimate was confined to Richmond property, not including the suburbs or nearby farm lands in Henrico county. The total figures given for real estate transactions in the city proper were not far from the actual figures as given in the interesting table compiled from the books by Mr. W. E. Purcell, Jr., real estate compiler. Mr. Purcell has taken great pains to get the accurate figures, and the interesting document given herewith is well worthy of preservation for future reference and comparison.

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No Weakening by Owners.
The late money pressure has uncovered no weak spots in real estate, the holders of good property being in no sense weak. They know, or think they know, the value of Richmond realty, and as but very few, if any, of them are forced to sell, as they have lost none of their faith, they are holding on to what they have for the prices they think the goods are worth. If "a waiting season" has been brought about by would-be investors holding off in the hope of the late financial pressure developing a weakness in Richmond dirt they might as well decide to wait no longer, but to get busy at once.

Some Sales Made.
Among the sales made during the week was the property, No. 524 East Broad Street, which was sold at auction by J. E. Elam & Company for Mrs. John S. Liebert. Mr. A. L. Straus was the buyer, and the price paid was \$12,300. Mr. Straus bought as an investment.

W. C. Blanton reports some good sales. His agency has the residence, No. 2488 Park Avenue to Mr. W. S. Dewry for investment. The price was \$5,000. Other sales made by the Blanton agency were Nos. 100 and 102 South Second Street, for \$5,525, a house on West Clay Street, for \$2,225, a vacant lot on West Clay near Rowland, for \$1,000, and two beautiful lots in Highland Park.

A. J. Chevington Company sold a handsome brick residence on West Clay Street, for \$7,500, also No. 207 West Clay Street, for \$2,500. This was bought by Mr. John S. Liebert as an investment. Other properties sold by this agency amounted to several thousand dollars. All of the agencies report small sales, but particulars as a general rule are lacking.

Building Operations.
Building operations continue active, and none of the contractors are complaining of a lack of work. Home builders are making plans to erect homes in all parts of the city, and in fact, indications now are that in very short while all of the workmen who were laid off when the winter short season opened will put back to work.

An evidence of this is found in the fact that agents who lend money on real estate report an unusually active demand for money for building purposes.
While the recent inclement weather has adversely affected the suburban real estate market somewhat, yet many deals are under way, and architects of Richmond are busy preparing for new houses which are to be built this spring.

In Barton Heights building operations are very active, and it is time they were, for there is not a vacant house for rent in this attractive suburb, and there is an active demand for them.
Several sales of building lots have been made in Highland Park and Northside during the past week or two, and the people are looking for very active building as soon as the winter shows signs of breaking up.

Glister Park.
From fifteen to twenty recent purchasers in Glister Park property are preparing to build during the present year. A regular development boom is well under way in this suburb. The reduced cost of building has brought about a healthy condition of affairs, and home-builders are rapidly taking

(Continued on Fifth Page.)

(Continued on Second Page.)