The Times Dispatch

INDUSTRIAL SECTION

THE TIMES FOUNDED 1856.
THE DISPATCH FOUNDED 1850.

RICHMOND, VA., SUNDAY, FEBRUARY 13, 1910. C PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Weather Conditions Unfavorable, but Good Business Anyway.

CARY STREET SALE; OTHER BIG DEALS

Suburbs Looking for Big Spring Business—Building Outlook Indicates a Spring and Summer Boom—Notes of Some Notable Speculations—Much Inquiry.

The real estate business for the past week was a little mixed. In the first place, the weather was not favorable to the men who make a specialty of selling suburban property. Rain, snow, mud and slush seriously hamper the suburban land agents, because they can't well get people to go out and look at property when they have to plow through mud and stuff, and then even if they could the suburban lots do not look altogether so beautiful as they do in the springtime or in the charming summer days. However, there was some business done in suburban property, and lots in the Soldiers' Home region changed hands to the amount of about $25,000, one firm alone selling 420 feet for $13,050.

On the Boulevard.

There was some activity also in the handling of the lots of the West End Land Company, and the prospects are that by early spring all the lots the company has left will be taken by speculators and home-builders. The managers report much inquiry for Boulevard properties.

The attractive suburb of Woodland Heights is beginning to take on a kind of spring fever, for the company reports the sale of an even dozen lots the past week. Much new development work is planned for Woodland Heights the coming spring and summer. The superior location and many great natural advantages would seem to insure for this suburb a brilliant future.

Building in Ginter Park.

There comes from down the pike a pleasing rumor that building operations will soon be very active in Ginter Park. It is already announced that ground will be broken there this week for several new homes, among them being what is to be an attractive and costly home for Fritz Will on Seminary Avenue. A. C. Bedford is erecting a handsome home on Brooke Avenue. While the unfavorable made business in the city proper a little duller than the agents wanted to see it, there was a good deal of inquiry that makes them feel that there is good future business really in sight, and in the meantime there was considerable doing in one way and another.

Cary and Main Streets.

Perhaps the biggest single sale of the week was that consummated by Elam & Funsten, which involved the sale and transfer of the two four-story brick warehouses, Nos. 1211 and 1213 East Cary Street. The price paid for this property was $25,000, and it was bought as an investment.

Another sale of interest was that made by H. Selden Taylor & Co. They sold the old Tobacco Exchange property, No. 106 Thirteenth Street, on Shockoe Slip, for $14,000. This was a private sale for cash, and the name of the purchaser is not given, although it is understood that the property was bought as an investment, will be improved and made into an up-to-date office building.

Ups and Downs of Speculators.

Speculators are quite busy, and some of them have done well within the past two weeks. One agent tells me of the double sale of the storehouse No. 1430 East Main Street. An investor held it, and the sum of $9,200 gave him a pretty good profit, and he let it go at that. The very next day the new purchaser sold it for $13,000. Speculator No. 1 is trying to hire somebody to kick him.

Another agent tells the story of the sale of three pieces of cheap property on Jefferson Street for $2,800, and before the speculator was required to plank down the plunks he sold to another speculator for $3,100.

On the other hand another agent has this story: Seventeen years ago, before he became an agent, he was a youthful speculator and he bought a certain piece of property in a certain part of what is now "Greater Richmond." He has held it all these years, paid taxes on it and lost the interest on his money and only yesterday morning got a bid for the property equal to the exact amount he paid for it seventeen years ago, and he sold it, too, jumping at the chance. A very small amount of money was involved and the agent and erstwhile speculator is not crying any about spilled milk. He just didn't commence his speculations in the right direction.

The firm of Pollard & Bagby report fairly active business for the week and the sale of some valuable Main Street property, the particulars of which they decline to give. The members of this firm are looking for big spring business and they say there is that kind of inquiry from all kinds of investors which leads them to think that 1910 will be a record-breaking year in Richmond real estate.

Big Handlers of Realty.

Pollard & Bagby are away up in "G" in the real estate line, and their volume of business was enormous last year. Some statistics they give, gathered from the court records, are striking. There are forty-eight real estate agencies in Richmond, and the records show that the total sales of Richmond and suburban property for last year amounted to a fraction over $11,000,000.

Pollard & Bagby claim to have sold 25 per cent. of this amount, and the figures they present foot up exactly $2,694,020, and that seems to be about 25 per cent. of the grand total.

This is a firm of young men, and they are hustlers. The senior member is H. R. Pollard, Jr., and his associates are John Bagby and James J. Pol-

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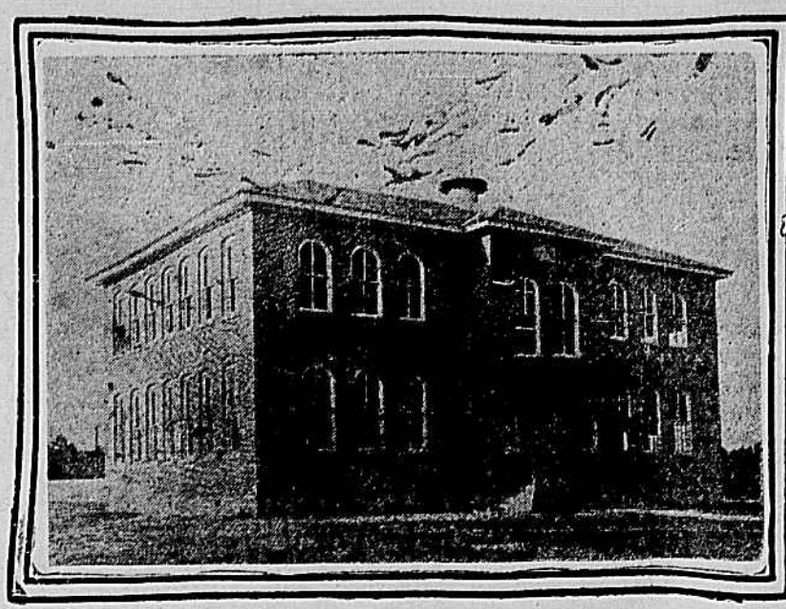
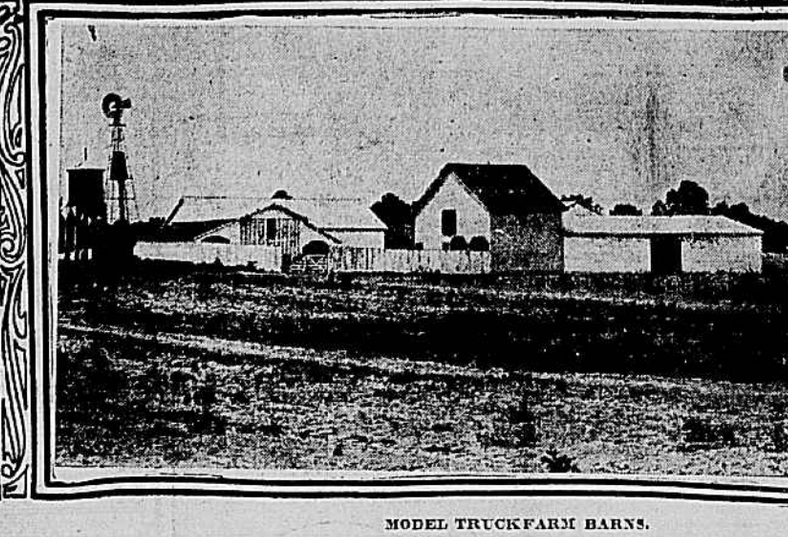
TOANO, A TRUCKING REGION VILLAGE



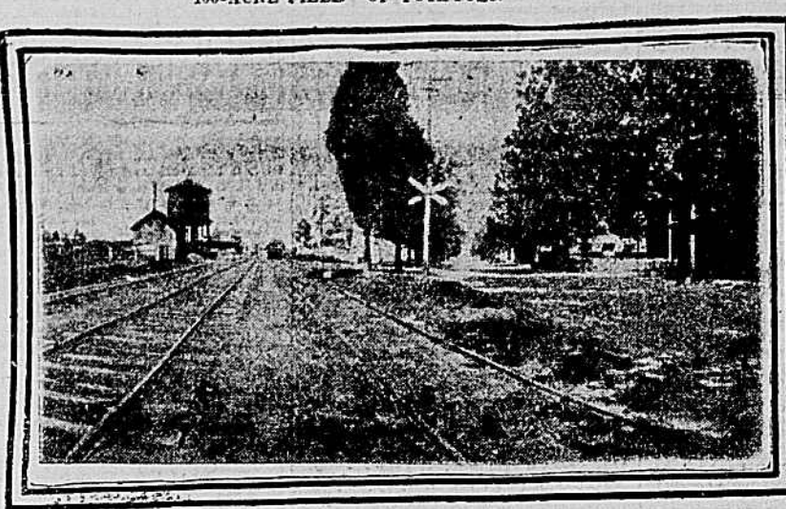
TOANO HIGH SCHOOL AND LIBRARY.

RESIDENCE OF C. C. BRANCH.

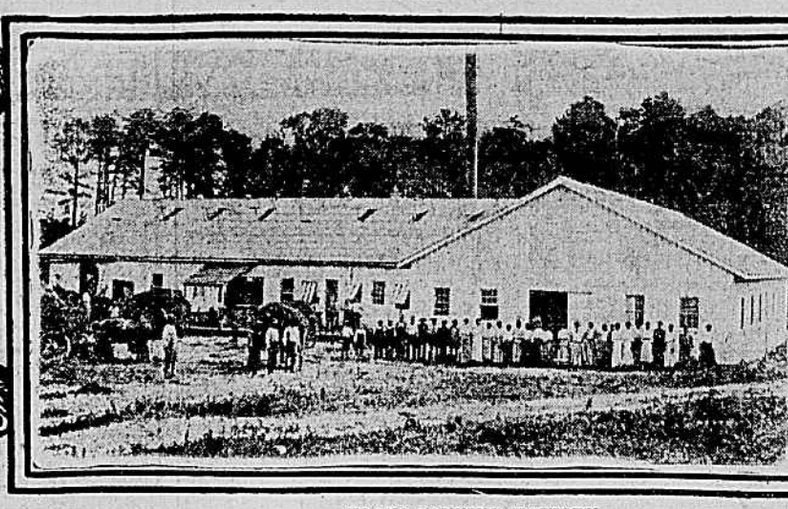
100-ACRE FIELD OF POTATOES.



MODEL TRUCKFARM BARNS.



SCENE IN VILLAGE OF TOANO.



TOANO CANNING FACTORY.

NEW ENTERPRISES STARTED IN SOUTH

Important Industrial Announcements of Past Week in Dixie.

[Special to The Times-Dispatch.]

Baltimore, Md., February 12.—Among the announcements of new Southern industrial enterprises in this week's issue of the Manufacturers' Record are F. S. Royster Guano Company, Norfolk, Va., purchased site on the water front, near Baltimore, and will build a plant with a daily capacity of seventy-five tons of sulphuric acid and an annual capacity of 70,000 tons of fertilizer. Brazos Valley Cotton Oil Company, Waco, Texas, was incorporated, with capital stock of $100,000, to build an eighty-ton oil mill. Roberson Hosiery Manufacturing Company, Robersonville, N. C., was incorporated, with a capital stock of $100,000. Pennsylvania Railroad purchased land at Bay View Junction, near Baltimore, as site for

(Continued on Fifth Page.)

WANT TURNPIKE TO REMAIN FREE

Proposition to Make It Toll Road Causes Vigorous Kick.

[Special to The Times-Dispatch.]

Lynchburg, Va., February 12.—The residents of Elon District, the Amherst magisterial district across the James River from Lynchburg, are up in arms over the proposition of the county supervisors to make the new macadam turnpike from the city to Amherst Courthouse a toll road. Everything possible is being done to defeat the bill pending before the General Assembly at Richmond. Such a measure would practically kill Madison Heights, a suburb of several thousand residents, nearly all of whom either work in Lynchburg or are supported by Lynchburg wage-earners.

New Market House.

Ground has been broken for the

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INSTITUTE WORK AMONG FARMERS

Director Parker Declares Latest Trip Successful in Every Way.

[Special to The Times-Dispatch.]

Raleigh, N. C., February 12.—Director T. B. Parker and his three parties of Farmers' Institute workers have returned to the city from the most successful series of institutes the Department of Agriculture has yet held, these being through the Southeastern, Central Eastern and Northeastern sections of the State. They held sixty-three institutes within the past thirty days, and Director Parker declares that the largest crowds, the liveliest interest and most complete success in the history of the work characterized the entire series. This applied to both the regular institutes for the farmers themselves and to the institutes for the farmers' wives and daughters.

The next series is to open in July, and will continue into the fall months.

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A PERFECT TRIANGLE

A legal notice appeared recently in three of the leading papers in their respective fields:
THE LONDON TIMES—"The Thunderer," of England.
THE NEW YORK HERALD—Representative of America.
THE TIMES-DISPATCH—Supreme in Virginia.

The mere fact of the notice appearing exclusively in these three papers is not worthy of special note, as the publication was a legal requirement brought about by the exigencies of the case.

The Significant Fact lies in the selection by a London firm of solicitors of the Times-Dispatch, the representative newspaper of Richmond, and the medium through which to give the widest publicity in this community to their important notice. **THE TIMES-DISPATCH,**

WHY?

IT IS SUPREME IN VIRGINIA.

PRICES KEEP UP WELL ON TOBACCO MARKET

Much Leaf Sold in Virginia and North Carolina During Past Week---Big Sales of White Burley in Richmond Warehouses.

There was much leaf tobacco sold in the Virginia and Carolina markets the past week, and all of the reports are to the effect that prices have kept up remarkably well, considering the heavy deliveries. On the Richmond market, some of the lower grades weakened a little, but in the main the figures paid for good stocks were satisfactory to the sellers.

On all of the sales days the floors of the warehouses were well crowded with the dark weed, the sales of sun-cured and other dark tobaccos aggregating a million pounds. The sales of White Burley were a little more than 200,000 pounds, and there was no weakening in prices. More than 150,000 pounds of this type of the weed is in hand for this week's sales, and the probability is that there will be as much more here by the middle of the week. The West Virginia farmers who are marketing their Burley here are highly pleased with results, and say they will continue to be patrons of the market. Of the 200,000 pounds sold, about 50,000 pounds were grown in Virginia.

It is not expected that the storm of the past week will interfere with the deliveries for this week, and the warehousemen look for another busy time.

Prices Uniformally Firm.

[Special to The Times-Dispatch.]

Danville, Va., February 12.—Receipts were again quite large this week, and especially so considering the unfavorable weather for marketing.

The breaks have been mainly of the better grades, showing but few low grades, and a somewhat larger proportion of wrappers.

Prices were uniformally firm without any tendency towards a decline, and appear to be quite satisfactory to the farmers. The large corporations appear to be as eager buyers as ever. And the order buyers are more active, but the speculators continue to be cautious.

Redried tobaccos are fairly active.

Heavy Tobacco Breaks.

[Special to The Times-Dispatch.]

Bedford City, February 12.—Since Friday noon, through the night, a severe snow storm raged, with high winds and biting cold, the mercury rapidly falling. In spite of severe weather and bad roads the tobacco breaks have been heavy, the total for the week just ended amounting to $10,000. A lot belonging to one party alone brought an average of $19.57, and amounting to $572.79.

Petersburg Tobacco Market.

[Special to The Times-Dispatch.]

Petersburg, Va., February 12.—The tobacco market shows little change since last report. The receipts were somewhat lighter this week, owing to the continued cold, dry weather. Only artificial means can be used for getting the tobacco in order for handling, and the buyers here have thus far accommodated themselves to taking it in this condition. Sales to date run largely over 3,157,317 pounds, with the bulk of this season's crop and the finer qualities of it still in the barns. Quotations:

Common lugs, $5.50 to $7; good lugs, $7 to $9; short leaf, $7.50 to $9; shipping, $10 to $14.50; wrappers, $15 to $37.

Season's Sales at Farmville.

[Special to The Times-Dispatch.]

Farmville, Va., February 12.—Beginning September 1 and ending yesterday, the sales of tobacco on this market have aggregated 6,000,000 pounds. The farmers have not had a good season for taking down and stripping, and another disadvantage confronting them is the unprecedented bad roads over which to haul the heavy loads to market. Prices on all grades for the past week have been well maintained, wrappers selling for as high as $20. Numbers of piles of good leaf have brought as much as $12 to $15 per hundred.

Tobacco Market at Amherst.

[Special to The Times-Dispatch.]

Lynchburg, Va., February 12.—A rumor is current o the local tobacco market that a movement is under way to build a tobacco warehouse at Amherst Courthouse and establish a market there. The only thing necessary to the establishment of a market there,

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TOANO, VILLAGE IN TRUCKING SECTION

Virginia's Great Resources That Come Up in a Small Way.

SPLENDID SCHOOL IN RURAL REGION

Charming Country Life in Old Virginia—Good Homes, Big Schools and Libraries, and All in the Country—A Wonderful Trucking Region.

BY FRANK S. WOODSON,
Industrial Editor.

[Special to The Times-Dispatch.]

Toano, Va., February 12.—Last week I had something to say in this column about the Norwegian settlement of Norge, two miles east of here, and I tried to tell how the Norwegians, who came from the cold Northwest to this favored section of the Old Dominion, had made things hum and the land to blossom as a rose. I did not say too much about the good work of the Norwegians, for the story was confined strictly to the facts in the case. However, my good friends, C. C. Branch, Professor H. M. Mac Manaway, Dr. H. U. Stephenson and others, have reminded me that there are some hustlers in this part of the trucking region that are of the old Virginia stock, and they have made some roses bloom and some Irish potatoes grow, and many other things to sprout here before the Norwegians came. To make sure of it all, they invited me to come and see Toano and the good regions 'round about. I came, and now I want to tell about the good things I saw in Toano and this flourishing and lovely part of James City county.

Toano as It Is.

Toano is not an incorporated town, but just a country settlement, a village of truck farmers and land-workers, so to speak. True, it has a bank, a good hotel, a splendid high school and library, livery stables, several industrial establishments, numerous stores and handsome homes, and other things that go to make up a well regulated town, but it has no town government, and does not need any, for all of the people are law-abiding, God-fearing and peace-loving folks. They don't want a Justice John or a police force.

Toano is twelve miles north of Williamsburg, exactly half way between Richmond and Newport News, on the Peninsula branch of the great Chesapeake and Ohio Railway. It is located on high ground. In fact, the surveyors and civil engineers who have spied the country out say that it is higher above sea level than is Church Hill, in Richmond. This may be true as the surveyors' instruments see it, but I hardly believe it. Certain it is the ground does not look like it is that high, not to a layman's eye like mine.

The trucking country for many miles around Toano is thickly settled with potato-raising farmers and melon growers and corn-raisers, and there is probably no part of Virginia that is more beautifully built up with handsome and imposing farm houses and delightful homes than the section surrounding Toano.

Outside Money Flows In.

These things naturally follow the good business done here, and they are the results in cash of the good things that are made out of the rich lands hereabout. I have been allowed to take a peep at the books of the agent of the Chesapeake and Ohio Railway, and I find that Toano is the largest shipping point on the Peninsula Branch of the Chesapeake and Ohio Road between Richmond and Newport News, as the following figures will show, and all of the shipments are grown in one way and another out of the ground within a few miles around the village. Last year, which, by the way, was not a very good crop year, 55,000 barrels of Irish potatoes were shipped from the station. As the agent managed to put 180 barrels in a car, this made 305 carloads of potatoes that left this station for various Western and Northern markets. I was surprised to learn that largely more than half of these potatoes went to Western markets—Cincinnati, Pittsburg, Detroit, Chicago, Milwaukee, Buffalo, Toledo, Indianapolis, etc.—and the balance to Northern markets, such as New York, Boston, Providence, Springfield, etc.

Outside Money Helps.

That is what makes Virginia great: the making of things that sell beyond the State limits and bring outside money into the State. Last year was not a good potato year, so the truckers say, but all the same these shipments netted the farmers around Toano $1.50 a barrel, and that brought considerable Western and Northern money to the good old county, and brought it early in the season, too, for be it understood that the bulk of these shipments were made between June and September.

The shipments of produce from this station were not confined to Irish potatoes. The shipments of sweet potatoes and other kinds of truck were at least half as large, and then came in the output of the canning factory, which was enormous, and to this is to be added the lumber and wood shipments. The busy season of the railroad agent is from June to September, but the lumber and logging and wood business keeps him going all the year around.

The region 'round about Toano is famous for corn, and while the farmers keep much of this grain at home for the feeding of stock and the fattening of hogs, they ship large lots to Richmond and other markets. The farmers hereabouts have caught on to the grass and hay-raising methods. Ten or more years ago the farmers about Toano bought the most of the hay they required for the feeding of stock in the winter months. Now they are hay sellers. Clover, alfalfa and other kinds of grass are made on the lands, and they not only keep the farmers from being hay buyers, but they help to enrich and improve the lands by the turning-under process. Some years ago watermelons were

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