Financial, Manufacturing, Real Estate

The Times Dispatch

VIRGINIA INDUSTRIAL SECTION

Want Ads., Agriculture, Commerce

RICHMOND, VA., SUNDAY, APRIL 13, 1913. PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Dull It May Be, but There Is Business All the Same.

WHAT AGENTS SAY AND WHAT THEY DO

Broad Street Values Pushed Up by Railway and Union Depot Rumors—Suburban Development Here, There and Everywhere—Interesting Auction Sales Ahead.

While the stock market is unsettled and its devotees are a little in the air and professional and amateur dealers, bulls, bears, lambs, wolves and what not, are all at sea and apprehensive as to what the next day may bring forth, Richmond real estate holds firm. This is true as regards improved and unimproved property, business and residential sites, city dirt and suburban goods, inside properties and outside lands and farming and timbered tracts away out in the rural districts far away from the capital, but holding a Richmond end, and in fact this is true of all good Virginia properties.

Within the city limits and out in the immediate suburbs things are going along in the even tenor of the way regardless of rumors from New York, Washington and elsewhere, and the real estate agents hereabouts are all more or less up and doing. Money may be a little tight, some of the bankers say it is, and loans may be sometimes hard to negotiate, but some how or other, sooner or later, the real estate agents manage in one way and another to find accommodations for their constituents when the real thing comes to the front, and so it happens that business goes right along in the good old way.

Some Drawbacks.

Of course there are speculators and plungers and all that kind of thing, but after all the agents hold the whip hand, and, say what you may, these agents have enough of the right kind of conservativism to keep down the real wild-cat speculation and to hold in check the too venturesome or over-optimistic plungers. At the same time the agents can and do display enough of vigor, energy and legitimate push to keep things going, and, as has been frequently observed before, nothing short of a hurricane, flood, blizzard or cyclone can keep these fellows from doing some business all the time. In this heaven blessed country of Old Virginia these things never come as they do in other parts of the world, and in the absence of such calamities there is always something good to report about real estate in little old, solid old Richmond.

All Kinds of Inquiry.

It is true that last week was not in any sense a record breaker. As a matter of fact, business was rather dull in the real estate realm, comparatively speaking. There is all manner of inquiry, and the evidence that there are people ready, willing and anxious to invest is accumulative, judging from the hurry calls a majority of the agents had last week, but some how or some other way the would-be investors are a little slow in reaching conclusions.

I am inclined to think that certain values have been a little too much inflated or pushed up by rumors and over-much talk of things that may come to pass. For instance, out on West Broad Street, values, or alleged values, have taken a jump that rather precludes quick sales, and it is all largely due to the rumors in the air that the Hermitage Golf Links grounds are to be the site of a great Richmond, Fredericksburg and Potomac and possibly a great union depot. I am sure I do not know just why a depot should make nearby ground so much more valuable, even if there is going to be one on the golf grounds, which is by no means certain; but all the same the agents tell me that this talk of a depot there has caused holders of property for a half a mile and maybe a mile to each side of it enlarge their ideas of the value of the dirt they own thereabouts. This inflation of ideas, I am told, knocked several good sales into a cocked hat during the past week. Several Broad Street options that were expected to be closed last week are held in abeyance because of these rumors and tales. Notwithstanding these drawbacks that affected Broad Street property and a great deal of other property in sight of the same, the agents did some business. One firm tells me that they turned over property to the amount of $100,000 and that about $20,000 worth of it was to a man from the flood-cursed part of the Middle West, who is to become a citizen of Richmond, but this firm emphatically refuses to go into any of the interesting particulars about this deal on the part of the Westerner or any of the other deals that went to make up the $100,000, except to say that more than two-thirds of it all was in West End property.

Some Good Sales.

Hearing that J. Thompson Brown & Co. made the $42,500 sale to the New Jersey corporation, reported in these columns early in the week, a call was made on them for any particulars they might give as to what use the twenty-five acres would be put to. Beyond confirming the fact of the sale, they had nothing to say except that they were not in a position to give any particulars, but added that they sold to one of the big millionaire companies, who are going to spend thousands of dollars in this city and who deserve every courtesy and consideration the people and authorities can give them.

Brown & Co. also report the sale of a handsome Monument Avenue lot, 100 feet front, at the corner of Roseneath Road, to William Ashby Jones, Jr., for $12,120, on which Mr. Jones will erect a handsome home just as soon as the city decides the annexation subject and the improvement of Roseneath Road. The same firm reports the sale of seventy-five lots in one bunch, at about $22,500, near Byrd Park, that will be at once improved by a private corporation and put on the market. These transactions and the sale of some valley property, houses and lots here and in other sections foot their transactions for the past week up to about $85,000 or more.

J. D. Cook & Co. sold the following properties: West Clay Street residence,

(Continued on Second Page.)

SUBURBAN HOMES TO COME INTO RICHMOND BY ANNEXATION

BARTON HEIGHTS HOMES. STRING OF GINTER PARK HOMES.

BEAUTIFUL GINTER PARK BLOCK. LOVELY BARTON HEIGHTS.

ANOTHER GINTER PARK ROW.

NEW INDUSTRIES IN THE SOUTHLAND

From the Gulf to the Potomac Capital and Energy Are Together.

SMALL CONCERNS GOING ON

General Industrial Activity All Over Southeastern Section of the Busy Country.

[Special to The Times-Dispatch.]

Baltimore, April 12.—Among the many Southern industrial and other developmental enterprises reported in this week's issue of the Manufacturers' Record are the following:

Everglade Land Sales Company, Everglade Sugar and Land Company and Everglade Land Company, Miami, Fla., have consolidated and reorganized with $1,000,000 capital stock; propose to drain and irrigate about 75,000 acres at estimated cost of $1,000,000; engaged engineers to make survey and outline project, involving construction of dikes, etc.

The Alabama Company, Birmingham, Ala., was incorporated with stock and bond capitalization of $6,919,000; will take over properties of Alabama Consolidated Coal and Iron Company in Birmingham district, including iron furnaces, coal and iron ore lands, timber, etc.

Southern Irrigation and Sugar Company, Brownsville, Tex., is reported to have been organized with $2,000,000 capital stock, by F. Augustus Heinze, of New York, and associates, to build sugar refinery.

William T. Huguley, of New York, and associates are promoting organization of Pan-American Fibre Company, Washington, D. C., with capital stock of $1,500,000, to establish plant for extraction of fibre from banana stalks and abaca plant.

American Smelting and Refining Company, New York, is reported to have appropriated $2,000,000 to enlarge its El Paso, Tacoma and Mexican smelting plants.

Fairmont Brick Company, Fairmont, W. Va., was organized with capital stock of $50,000 to establish plant for manufacturing bricks, building tile, etc; daily capacity 50,000 bricks; owns twenty-eight acres containing shale deposits.

Augusta-Aiken Railway and Electric Corporation, Augusta, Ga., contracted for addition to power plant to distribute electricity transmitted from Savannah River dam at Stevens Creek; will erect brick, concrete and steel structure 58x39 feet, to cost $20,000, and install $80,000 worth of equipment.

Pine Products Company, New Orleans, La., was chartered with capital stock of $300,000 to erect $50,000 plant with capacity of 10,000 cords of wood per year; will manufacture rosin, pine oil and turpentine; also contemplates building ten to fifteen subsidiary plants.

Patapsco Transportation Co., Baltimore, was incorporated with capital stock of $305,000, to engage in general towing and lighterage; will contract for construction of two tugs seventy-four feet long and twenty covered lighters of 300 tons capacity.

Sewall Brothers Co., New Orleans, La., was incorporated with capital stock of $1,000,000, and will contract for closing crevises and caves in banks along Mississippi River.

Southern Hosiery Mills Co., Burlington, N. C., organized to manufacture high grade hosiery; will install sixty machines to be electrically driven; daily capacity, 200 pairs ladies' hose.

American Pure Flake Graphite Co., Ashland, Ala., was incorporated with capital stock of $150,000, and will develop 210 acres of graphite land.

Industrial Building Co., Baltimore, Md., will build addition to industrial

(Continued on Second Page)

HORSE-RAISING, AND COST OF IT

What Actual Experience Shows to Be the Most Reliable Figures.

Washington, April 12.—Reports have been received from nearly 10,000 correspondents of the Bureau of Statistics of the Department of Agriculture upon the cost of raising colts on farms to the age of three years. The average for the United States is found to be $104.06; or, if we deduct the value of work done by the horse before he has passed his third year, namely, $7.52, the net cost is $96.54; this is 70.9 per cent of the selling value of such horses, $136.17.

The cost varies widely by States, from an average of $69.50 for New Mexico, $71.59 for Wyoming, and $82.47 for Texas, to $156.60 for Rhode Island, $149.98 for Connecticut, and $141.80 for Massachusetts.

Itemized, the cost is made up as follows: Service fee, $12.95; value of time lost by mare in foaling, $10.06; breaking to halter, $2.22; veterinary service, $2.04; care and shelter, first year, $4.98; second year, $5.36; third year, $6.35; cost of grain fed, first year, $4.98; second year, $7.14; third year, $9.56; hay, first year, $4.14; second year, $6.61; third year, $8.48; pasture, first year, $2.56; second year, $5.41; third year, $6.21; other costs, $5.01; total, $104.06.

The total cost for all feed is $56.30, being $21.68 for grain, $19.23 for hay, $14.18 for pasture, and $1.21 for other feeds. The total cost of care and shelter is $16.69. Of the total cost, 54 per cent is charged to feeds, 16 per cent to care and shelter, and 30 per cent to other items, as enumerated above.

As more than half the cost of raising a three-year-old horse on the farm is chargeable to feeds, it is readily observed how important is the influence of variation in prices of feedstuffs upon such cost.

NORTON, COMING COAL CENTRE.

Development of Mines Seems to Be Assured. Will Make Norton Great.

Norton, Va., April 12.—The Interstate Railroad, which was built the first two years from the large coal operations of the Stonega Company to Norton, will begin the extension of the line this summer from Norton up Guests River about twelve or fifteen miles to Black Mountain, which is the dividing line between Kentucky and Virginia. The Stonega Company will develop the coal lands of this section, which is declared by some to be by far the best that lie in the State of Virginia. It is said that when this coal is developed that the operations of the company will be more extensive than the Stonega operations. This development will give Norton quite a boost, as the distributing yards will necessarily be located on the north-eastern portion of the town. The Black Mountain coal runs to eleven feet in thickness, and is said to be largest and cleanest vein of coal in the United States.

The Blackwood Coal Company is operating the same seam west of Norton, and can sell it faster than it can be mined, which speaks for the quality.

Branch Knitting Mills.

Albemarle, N. C., April 12.—The Lillian Knitting Mills, of Albemarle, has determined details for a branch plant at China Grove, N. C. This company will erect a brick structure 125 feet long by fifty feet wide, with small boilerroom attached, and install 100 knitting machines to be driven by electric power and employ 150 operatives.

IMPROVEMENT OF TENANT SYSTEMS

The One-Mule and Ten-Acre Proposition Is Simply an Absurdity.

LONG-HEADED WRITER'S VIEW

Too Much Southern Land Being Worked by the One-Mule Tenants.

Professor Charles A. Keffer writes for the Southern Agriculturist a great deal of matter founded on good, hard horse sense. Here is a sample:

The other day, looking from a street car window, I saw a brick building in course of construction, at which a negro standing on the ground was tossing bricks, one at a time, to a negro on a scaffold, who in turn tossed them to another standing in a second story window, from whom they were passed to the brick masons building the wall.

Four laborers doing what would have been more quickly done by one man with a hod! It reminded me of the ten-acres-and-a-mule farmers in direct control of thousand of acres of Southern farm lands.

Now ten-acres-and-a-mule tenantry is founded on the notion that in certain communities the laborers are so low in intelligence that these, with a bull-tongue and a hoeh represent their capacity—that they are incapable of mastering such intricate machinery as a double harness and a turning plow! The fact in many cases is that the land owner has not progressed a foot in fifty years. In the days before the war, before most of us were born, the laborer used a mule and a bull-tongue, a cotton sweep and a hoe. Those were golden days, as recalled by those who were masters then.

It is strange what tricks memory plays with us. I was born the first year of the Civil War, so my memory does not reach back to the good old days, but we men in our fifties recall much more vividly the joys and pleasures of our childhood than its sorrows. Only a few of the "lickings" that we got—and deserved—at home and in school and from other boys abide, but what a marching host of pleasant incidents we see when the curtain is lifted on the things that were when we were boys!

Not for Us Just Now.

We are boys no longer, and successful people are glad of it. The poet who wrote,

"Backward, roll backward, oh time in your flight,
Make me a child again just for to-night."

was not writing for you and me. I

(Continued on Second Page.)

NORFOLK GETS THE GIN-GERA COMPANY

Makers of Acme of Soft Drinks Locate in City by the Sea.

Whether it be due to the work of the advocates of temperance and the prohibitionists and anti-saloon people, or whether it be the result of the efforts of the health bureaus, or the teachings of the doctors or what-not, the fact remains that the consumption of and the demand for what are called the "soft drinks" are growing perhaps more rapidly than anything else in the country that calls for increased production.

In the production of the materials that go to make up the soft drinks that are dispensed from the fountains and from the bottles and the kegs and the casks the South is very naturally taking the lead. Within the past year several new factories for the manufacture of the "soft drinks" have sprung up, and they are all doing good business. Virginia never lags behind in the matter of manufacturing industries. It was but natural that when the demand for the soft drinks kept on growing Virginia enterprise would see the opportunity and take advantage of it.

The Gin-Gera Company, Inc., is the latest to enter this profiable manufacturing field. The factory ought to have bee nestablished in Richmond, but for reasons that were satisfactory to the stockholders and managers of the company Norfolk was selected as the seat of the big factory that is to supply the world with the Gin-Gera, the newest and perhaps the best of the soft drinks. Norfolk is a good town and its wideawake Chamber of Commerce, the new one is meant, is on the lookout for any and all kinds of factories and manufacturing and shipping enterprises that employ labor and make big pay rolls. The Gin-Gera people became satisfied with Norfolk and have opened there the big factory in which to prepare this already famous soft beverage. F. S. Howard, the president of the company, was in Richmond the other day and he explained to a representative of The Times-Dispatch something of the operations of the company. He laid especial stress on the care the managers exercise in the selection of the ingredients that go into the make up of Gin-Gera. He says there is one ounce of pure cane-sugar syrup in every eight-ounce glass or bottle of the final production. Mr. Howard further explained that his chemists, like the doctors of old, have discovered that sugar is a real food; a builder of tissues and a food that furnishes nourishment to the body whether it be taken in the fluid state or otherwise. The modern doctors tell us that very few people consume enough sugar. Little children who cry for sweets seem to understand this thing better than do the grown-ups.

The manufacturers of this new Virginia product have made a study of these things with the view of producing the best and most healthful soft drink on the market.

Gin-Gera, with its other good qualities, is described as a carbonated beverage, the carbon gas stimulating digestion and neutralizing all manner of acidity.

The attitude of the United States government in the enforcement of the pure food laws has been welcomed by manufacturers who use nothing but pure goods. The Gin-Gera Company is one that prides itself on the purity of its product.

KELLY COMPANY IN NEW QUARTERS

Another Big Warehouse and Distributing Station in Great Railroad Valley.

BUILDING IS UP TO DATE

Beer That Made Milwaukee Famous—Increase of Stock Was Made Necessary.

The developments of the past several years, especially within the last twelve months or two years, point unerringly to the fact that sooner or later, sooner, most likely, that part of Richmond now known as "Railroad Valley" is to be the wholesale centre of Greater Richmond. Greater Richmond has become, and is rapidly developing into, the greatest wholesaling and distributing point in all of the great South. Richmond is naturally the gate city of the South. Its geographical situation with its river facilities would make it so if there were not a railroad in the country, but there are railroads all over the country, and no city in the land, certainly not one in the Southland, that is better fixed for distributing purposes by rail. The roads that centre here pierce the heart of the South, the heart of the West and the heart of the North. There are cities in this vast country in which more railway lines have depots, but no city in the whole land has lines that have better connections and better facilities for co-operation with outside lines than has Richmond. The railways that centre here are among the largest and most influential of the country, and are so situated that they can demand of connecting lines throughout the country traffic arrangements and freight concessions that give to Richmond advantages that accrue to but few cities in all the South. Practically Richmond gets the advantages that are to be offered by roads that do not come within hundreds of miles of the town.

These advantages have conspired to make Richmond the greatest of all the Southern distributing points, and the big concerns of the West and the North having found this to be the fact, have sought warehouses and large buildings in the "Railroad Valley" of the greatest of Southern distributing points from which to cater to the trade of the Southland. Thus, it happens that the section of Richmond known as the "Railroad Valley," the same being the region about Thirteenth, Fourteenth, Fifteenth, Sixteenth, Seventeenth and Eighteenth Streets, say, from Main northward to Clay, and even beyond where trackage facilities are available, has become a wholesaling and distributing and storage warehouse centre that is something wonderful to behold.

Many large concerns have located in this region, among them a half a dozen packing houses of the West have established large branch houses and distributing depots here; the International Harvester Company has made its Southern headquarters here, the Robinson Storage Co. has centred several concerns here, and a dozen other concerns that might be named have congregated here because of the superior shipping and distributing facilities.

Phil Kelly Has to Build.

And now comes the Phil G. Kelly Company, Inc., to be the builders of the largest warehouse of them all, and to make it the biggest, so far as values are concerned, distributing point in all of the city. On Eighteenth Street, between Marshall and Clay, just where the old Chesapeake and Ohio tunnel starts under Church Hill, the Kelly company has built one of the finest and most up-to-date warehouses to be found anywhere in all of the South. The building now nearing completion is five stories high, with a basement

(Continued on Second Page.)

CORN PLANTING IN THE OLD DOMINION

Seed Testing All-Important Consideration to Insure Bigger Yield.

FEW INSTRUCTIONS HERE SUBMITTED

Care Taken in Time in Matter of Testing the Seed Corn Will Save the Crop and a Great Deal of Worry—Harvest Depends on Good Seed. Views of Experts.

"And he gave it for his opinion that whoever could make two ears of corn or two blades of grass grow upon a spot of ground where only one grew before, would deserve better of mankind, and he would do more essential service to his country than the whole race of politicians put together."—Dean Swift.

Now that you are getting ready to plant your corn, this is the time to make sure of your crop this fall, or as soon as you can, taking into account the elements and the season. You can help nature by providing the proper seed; seed that will germinate—seed that will produce a healthy, strong stand of corn. How can you help more, than by testing every ear of corn from which you take your seed that you now intend to plant? The four fundamental conditions that are of vital importance in the production of a profitable corn crop are: fertile land, a good seed bed, thorough cultivation and good seed.

Perfect Seed or No Harvest.

Good seed is the question that should interest every farmer who intends to grow any corn, no matter whether it be a large acreage or only a small patch, because what is the use of a farmer spending the time and money planting and cultivating a crop during the spring and summer months to only reap a half harvest in the fall, and simply because he did not make sure that his seed was the best, and that it would germinate? You know what it means to walk through a field after it has come up to find nothing in every other hill or so, and many with only one stalk growing. Think what it would mean in your profits if every hill had its allotted healthy stalks represented. The only way to be sure that your seed will grow is to test it before planting time, and you must test every ear. A good healthy looking ear of corn may not test as well as a less favorable appearing sample. This has been proven many times by the test. The way to be sure of the best seed is to be careful in the fall and pick your seed at the proper time, and then see to it that it is properly stored during the winter months; but the time for that part of the work is passed and gone. All you can do now is to pick your best and test it.

Then, too, it does not matter where you live, how early you selected your seed corn, nor how well you stored it and cared for it. The only safe way is to test every ear now before planting time. Many careful corn growers have found that generally only part of the ear is dead—it may be the butt or one side. This makes it highly essential that at least six kernels taken from different parts of the ear be used in the germination test. The value of testing becomes apparent when we realize that an increase of from 5 to 10 per cent is frequently secured in the yield.

The Best Way to Test.

The testing of every ear that is to be used as seed is not such a difficult task, and may be accomplished much more easily than might be imagined. This is done by securing a box about thirty inches square and three or four inches deep, filling the box with sand. Then drive nails or tacks two and a half inches apart around the edges of the box, and over these nails stretch a string back and forth, so as to mark the box off into two and a half-inch squares. The squares are then numbered by starting at one corner of the box and continuing across and back until all are numbered. You can use any plan of marking the squares, just so you do not lose track of the number of each separate square. It is not advisable to use the outside row of squares, but this box, when eliminating the outside rows, will give you 100 squares, in which you can test 100 ears of corn.

The ears of corn to be tested are then laid on the floor or in some other convenient place, where they will not be disturbed, numbered from 1 to 100, and six kernels removed from various parts of the ear. It is well to take one kernel from near the butt, one from the middle and one from near the point. Then turn your ear over and take the other three kernels from that side in the same manner. These are placed in the sand, point downward, so as to be about one-half an inch below the surface. A very good way to number the ears is to pin small bits of paper to the butts of the ears, with the aid of ordinary pins. The kernels from ear No. 1 are now put in square No. 1, kernels from ear No. 2 in square No. 2, and so on. The box of sand now containing the corn is then thoroughly saturated with water at about blood heat, covered with old sacks or carpet, and placed near the stove or open fireplace, where it is moistened down daily, so as to hasten germination. This method will in about five days enable one to detect the poor ears by their failure to sprout, and they can be discarded, leaving only the good ones for seed.

A man can lay out, arrange and pick the six kernels of corn from 400 ears in one day and prepare four boxes in which to do the testing in one day. If 25 per cent of the ears are finally discarded, there will remain 300 ears, or sufficient to plant twenty acres.

Still Another Method.

Another method which is very easy to handle is called the "Rag Doll" method and is coming into favor with the corn growers. All that is necessary to provide is a sufficient supply of bleached muslin. Tear it in strips about twelve inches wide and three or four feet long. Arrange the kernels in two rows, placing the six kernels from the various ears in bunches about three inches apart. The cloth may be ruled off if desired by drawing a line lengthwise through the middle and making cross lines three inches apart. If the cloth is wet the kernels will remain in place better.

Beginning at one end, carefully roll the strip of cloth into a loose roll and

(Continued on Second Page.)