

GREAT MUSIC HOUSE IS CORLEY COMPANY

The Firm That Made Richmond Musical Is to Be Enlarged.

GREW WITH CITY, AND GROWING YET

Piano and Musical Instrument Establishment Seeks More Ground to Expand With Expansion of Richmond—Grace Street Is to Be Invaded—General Music Studio.

A quiet announcement was made some weeks ago that the Corley Company, "the house that made Richmond musical" had bought certain "Grace Street" property, with the view of building through from their present quarters, 213 East Broad Street, and making the largest and most extensive piano and music store that was ever dreamed of in all of the Southland. Called on J. G. Corley, the head of the house, to ascertain the facts. In a quiet and modest way he admitted that the property had been acquired, and further admitted that it was the purpose of the company to build through to Grace Street, and make a house that Richmond and all Virginia, and all the South, as for that matter, will be proud of. "But," said he, "we are not especially hurrying about it. In fact, we can't hurry. While we have acquired the property, all right, there are things that those of us who are of it that will take time to be removed, and it may be as much as a year before we can do all of the things we have in mind, but we are going ahead as rapidly as we can." Mr. Corley admitted that in view of the necessary enlargement, tentative plans had been made, and practically the work had been mapped out. In fact, the new Corley house, in the map of Richmond and it is only a question of time, and limited time at that, when it will be visible to the naked eye.

Thoughts of the Past. And all of this reminds me that in the scores of successful business enterprises that have contributed so much to the commercial awakening of Richmond, none, perhaps, occupies a more prominent place than the Corley Company, "the house that made Richmond musical."

The beginning of this successful musical establishment dates back to 1877, in which year a piano warehouse was opened at 1217 East Main Street, under the name of Sanders & Sayman and associated with whom, was J. G. Corley, destined, though undreamed of at that time, to become the head of one of the South's greatest music houses.

In 1889, the name of the firm was changed to the Richmond Music Company, and a new location was secured at 7 East Broad Street. It is interesting to note that this marked the first invasion of Broad Street by any music house, though many lateral allowed this lead. The demands of increasing business soon made another move necessary and the store was located at the present location, 213 East Broad Street.

A few years later the Cable Company of Chicago, what is claimed to be the world's largest manufacturers of pianos, with branches in every important city in the country, took over the business, operating it under their own name, making it a large factory distributing branch for Virginia, West Virginia, North Carolina and the South Carolina, under the general management and supervision of J. G. Corley.

Business of To-Day. In October, 1911, a local stock company was organized by Mr. Corley to purchase the Cable interests at Richmond and incorporated with a capital of \$200,000. In addition to their immense retail business of musical instruments are wholesale to dealers in many States, for the business of the Corley Company has now extended itself far to the Northwest as Minneapolis, Minn., to the West as far as St. Louis and Kansas City, and to the South as far as Jacksonville, Fla., and New Orleans, La.

In the Coming Days. The rapid development of this house has made it necessary to secure additional floor space and the firm belief of Mr. Corley, that Grace Street is destined to become the retail business street of Richmond is shown in the acquisition of the property at 206 East Grace Street, directly in the rear of the present Broad Street building.

Building operations will be started in the near future, and a handsome, four-story building erected. With keen foresight, as to future requirements, the foundations of this building will be of heavy construction, and so designed that additional stories may be added as needed. In the meanwhile, the Grace Street residence, now a part of the present property, will be fitted up in the first and second floors as music studios until the close of the musical schools in June of next year.

It is proposed to carry out in this new building the plans, ideas and details that Mr. Corley has had in mind, and which will give to Richmond one of the finest edifices in the country, devoted to music and matters musical. In design, it will be one of the most strikingly artistic buildings ever constructed, and the plans and specifications embody many unique and attractive ideas in architecture. The outside will be built of handsome, cream-colored enameled brick, with ornamental terra cotta decorations, and, for a deep, open loggia with floor of green tile conveys an invitation to the passer-by to step within.

Scientific Arrangements. In the interior, much careful thought has been expended. In addition to the large, impressive display room for musical instruments, there will be fifteen or twenty sound-proof studios constructed on approved acoustic principles for the use of teachers of this city. On the second floor will be located a splendid auditorium, with a seating capacity of about 400, and many of the city's most delightful musical events will doubtless be staged here, as this firm has always taken an active part in every movement which had for its object the growth and development of musical sentiment in the community.

When completed, the new building will be four stories in height, front-

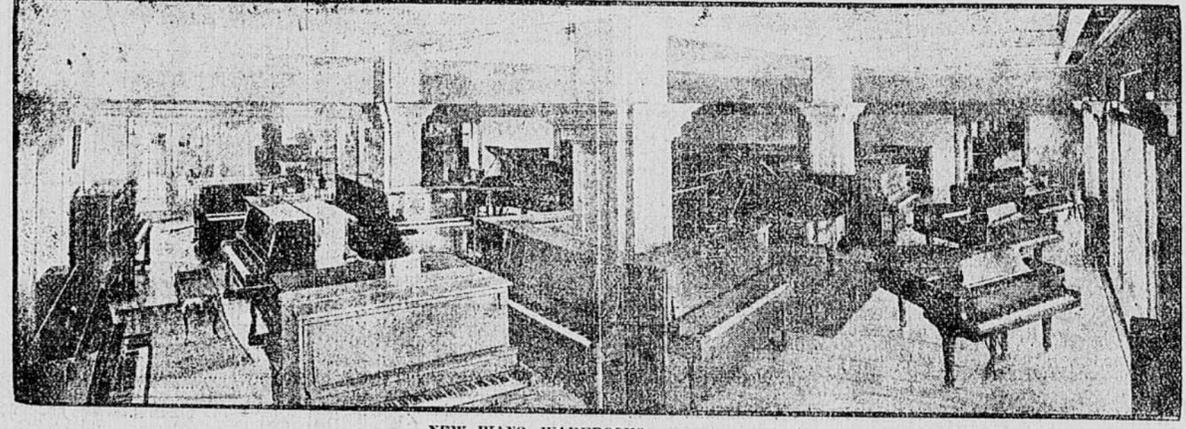


SHIPPING DEPARTMENT.

"HOUSE THAT MADE RICHMOND MUSICAL."



NEW GRACE STREET END THAT IS TO BE.



NEW PIANO WAREHOUSES.

VIRGINIA FORESTS NEED PROTECTION

An Expert and Student of Forestry Talks to Virginia Lawmakers.

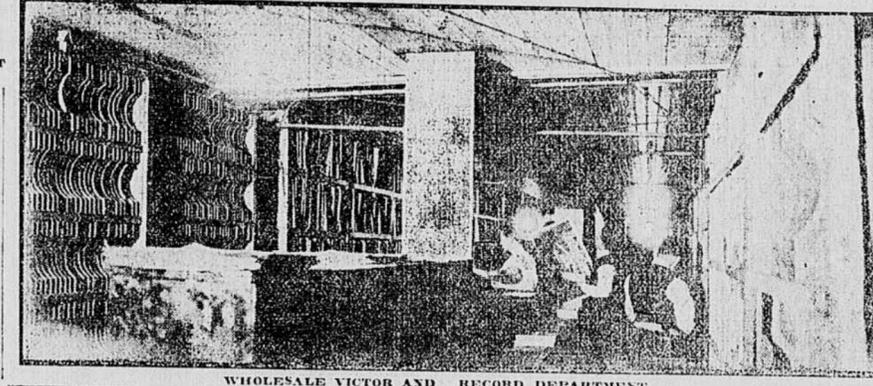
J. G. Peters, of the office of State Operation Federal Forest Service, appeared last week before joint committees of the Virginia Legislature to discuss certain features of the proposed forestry bill for the State. The Senate Committee on Agriculture and Mining and the House Committee on Agriculture, Mining and Manufacturing joined in the invitation to Mr. Peters, and he came in response thereto.

I have no idea what effect the remarks of Mr. Peters had on the lawmakers who heard him and who certainly seemed to be very much interested in what he said, but in the course of those remarks he brought out some facts and figures that must necessarily be of interest to the industrial developers of Virginia. In part Mr. Peters said:

The forests of Virginia supply the raw materials for an industry which is exceeded in the value of its production only by agriculture. The last decennial census, in 1905, shows that there were over 3,500 sawmills operating in the State. These reported an aggregate production of rough lumber of more than 2,000,000,000 board feet. In addition, the materials used for veneering, cooperage stock, crossties, pulp wood, mining props, telegraph poles and other products amount to about 600,000,000 feet. The total amount of wood contributed annually by Virginia's forests exclusive of that for domestic use aggregates, therefore, more than 2,500,000,000 feet, having a value of about \$25,000,000. Probably one-third of this sum went to the owners of the timber, the remainder going principally to the wage earner. Protection of the forests which supply the timber for these products is of fundamental importance. This should be accompanied by the proper handling of the forest, so as to make it constantly productive.

Most Productive Forest Region. Virginia lies in a forest region which is potentially one of the most productive in the world. The region is favored with a long growing season. It bears the greatest variety of hardwood species and the best remaining hardwood growth anywhere to be found. Its coniferous forests are among the most valuable in the United States. Free from fire and unwise cutting, the forests of this region readily reproduce valuable timber. Outside of local areas of the Pacific Coast, no forest growth more rapid. Even land cleared and farmed to the complete exhaustion of its soil will in this region in a comparatively short time

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WHOLESALE VICTOR AND RECORD DEPARTMENT.

CLOVER HILL CLUB DISCUSSES THINGS

Labor Problem and Its Many Sides—Several Rather Divergent Views.

The problem of capable labor is a vexing one, and often comes in for a few words expressing anxiety and worry at the meetings of the Clover Hill Farmers' Club, one of the best organizations in Chesterfield County. One member looks upon the matter as being very serious, indeed, while others manifest indifference, seeming to imagine that as it was, it is now and ever will be.

Another member, who believes the fertile acre and the willing worker should be brought together for the advantage of all concerned, has sent out several hundred circulars to men who say they want work. If these men really want remunerative work they can certainly find it in Virginia, for the State's great need is not money, but men. One man has brought half a million dollars here from New York, bought thirty to forty miles of territory up one side of a great formerly used waterway, but as the land is idle, what good can this half million dollar do for the State? Idle land benefits nobody.

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NEW INDUSTRIES DOWN IN THE SOUTH

Baltimore, March 7.—Among the many Southern industrial and other developmental enterprises reported in this week's issue of the Manufacturers' Record are the following:

Baltimore and Ohio Railroad Company, Baltimore, plans the construction of another coal pier at Curtis Bay, to cost \$1,000,000, conditional upon government appropriation to deepen Curtis Bay channel to thirty-five feet.

Sloss-Sheffield Steel and Iron Company, Birmingham, Ala., contemplates constructing by-product coke ovens, to cost \$1,000,000. Instead of beehive ovens heretofore planned, will also expend \$500,000 during the year for improvements to existing plants.

Tennessee Copper Company, Ducktown, Tenn., will provide for 1,900 tons additional daily capacity, electric tramway and ore chutes, erect steel shafthouses at Burra and McPherson shafts, install hoisting engines and air compressors at Burra Mine, enlarge matte furnaces Nos. 1 and 2, erect No. 7 green ore furnace, extend acid plant, etc.

Moultrie Packing Company, Moultrie, Ga., will build packing plant, including three and one-half story fireproof building, 82 by 120 feet, to cost \$45,000, and to be equipped with refrigerating machine, generator, boilers, pumps, packing-house machinery, etc., to cost \$20,000.

Lincoln Coal Mines Corporation, Fairmont, W. Va., was incorporated with capital stock of \$150,000, to develop coal lands.

Birmingham Railway, Light and Power Co., Birmingham, Ala., will build substation for electricity from Lock 12 of the hydro-electric development of the Alabama Power Company, at an estimated cost of \$125,000.

Letcher County Coal and Improvement Company, Whitesburg, Ky., organized with capital stock of \$100,000 to develop coal and timber lands.

Suffolk Overall Company, Suffolk, Va., was incorporated with capital stock of \$50,000 to manufacture overalls.

Pope Brick and Trading Company,

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TOBACCO SALES IN VARIOUS MARKETS

Good Sun-Cured Wrappers Show Up on Richmond Warehouse Floors.

A rather bad week, so far as weather was concerned, was last week, and the bad weather had a kind of setback effect on the leaf tobacco business in all of the markets of Virginia and North Carolina.

The Richmond market suffered less on account of the weather than some of the other tobacco centres. The warehousemen did not look for large receipts, in fact, not as large as they found in the final wind-up. The deliveries by wagon in the early days of the week were very small, and to have breaks at all they had to resort to the goods that had been shipped in by rail. These made something of a showing, and then on Thursday and Friday many more wagons than had been expected showed up. Altogether, the sales amounted to very nearly 200,000 pounds of the sun-cured stock. The offerings showed much better goods than have characterized the sales since Christmas. There was a larger proportion of good wrappers of the sun-cured variety than has been seen this year, and the total absence of any damaged goods was a joy to the buyers and the warehousemen alike. Wrappers sold well, and the buyers seemed eager for them. Many piles went to the \$20 mark, and a few went a little beyond. A pile of 170 pounds, belonging to G. L. Payne, of Goodland County, offered by Frazer & Tompkins, touched the high-water mark at \$22. Among the offerings were several lots of sun-cured from Buckingham County, grown by T. C. Shores, that brought good figures through Frazer & Tompkins, the highest lot bringing \$22.50. It is something new to get the sun-cured stock from Buckingham County, but they do say

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SOME BANK NOTES IN THE SOUTHLAND

Virginia's National Banks Show Up in Great Shape—At Head of Column.

According to a story, which I have been reading in the Manufacturers' Record, the Reserve Bank Organization Committee has been learning a good deal about the banking facilities and the banking ability of the South during its tour of hearings and its looking for suitable locations for Federal reserve cities under the new currency law.

Incidentally the committee picked up some figures that opened the eyes of the members thereof. They found that the national banks in the South are really some numpkins, and they also found that the national banks in Virginia, taken as a whole, practically lead the column. Among all of the Virginia States the national banks of Virginia show a ratings that excel, except as to Texas, and, he it remembered, the great State of Texas is very nearly if not quite five times as large as Virginia. It is true that in the summing up of Southern banks, the committee included Missouri, which, as a matter of fact, Missouri is not, strictly speaking, a Southern State, its principal banking business being in the big city of St. Louis, which has much more of a Northern and Middle West banking constituency than a Southern constituency.

Near Head of Column. Leaving out Missouri, then, Virginia comes second as a national banking State, Texas, five times and more as large as Virginia, coming first among the Southern States.

The figures, the committee found, based upon the reports of the national banks at the close of business January 14th, showed as follows:

State	Capital, sur- plus and un- divided profits.	Individual deposits.
Alabama	\$17,588,750	\$44,768,949
Arkansas	\$421,309	2,513,555
Dis. of Col.	12,657,927	29,084,974
Florida	11,192,725	52,836,353
Georgia	27,652,915	52,632,889
Kentucky	27,380,988	67,133,323
Louisiana	12,222,572	55,029,798
Maryland	31,292,062	82,222,212
Mississippi	5,877,884	16,519,768
Missouri	57,216,556	141,559,774
North Carolina	13,472,318	27,182,115
Oklahoma	13,850,897	75,206,741
South Carolina	10,057,291	23,717,128
Tennessee	21,551,642	66,952,028
Texas	86,796,981	293,855,896
Virginia	32,068,289	65,011,395
West Virginia	18,921,164	59,105,622

Total \$415,592,933 \$1,089,229,251

In all of the United States the figures for the national banks show capital, surplus and individual deposits, \$2,043,783,152, and individual deposits, \$6,972,064,752.

The South in the Swim. Thus, it will be seen, as the Record sets forth, that with about one-third of the total population of the country, and with its background of twenty years of stress and strain causing it to be slower to turn its capital into national banking, the South has in its

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REAL ESTATE AND BUILDING NEWS

Weather Conditions and Some Other Things Retard Business.

SOME LARGE SALES; MANY SMALL ONES

Some of the Agents Getting Tired of Weather Hold-Backs—Trying to Overcome Ancient Custom, but Rubber-Shoe Men Are Still Here.

Weather conditions have more to do with the real estate business in Richmond, perhaps, than in any other city on the map. If the weather is bad it is a foregone conclusion that business in the real estate line is to be dull, and all of that is due to the fact that a majority of the real estate agents, and the real estate dealers in little old, solid old Richmond will persist in holding on to an old-time custom of doing the real estate business right on the ground, the actual ground, mind you. And it is the rarest thing in the world that a buyer, or a seller either, is satisfied to make a turn in an office or to trade in any way, but somehow the pace won't set. For instance, last week one of the leading agencies, one that is heart and soul with the exchange, advertised especially, and in black type, that an auction sale, it would have on hand would take place in the exchange. This was to be a sale under a mortgage agreement. At the last moment the man against whom the claim was held, somewhat to the surprise of the agent who advertised the sale, waltzed up to the rack, settled the whole bill and called the sale off. And thus it happened that an exhibition sale at the exchange did not materialize.

Must See the Ground. Another agent told me this story: He had a considerable deal "on the string" that he had thought would materialize last week. The buyer in the case was a man well advanced in years. He had seen the property to be bought, in fact, had been seeing it off and on for many years, and yet before closing the final deal, which he had almost decided upon, he insisted on seeing it once again, and last Thursday was the day set for taking a final look at it.

That day the weather was bad, very bad. The snow was falling, and there was rain and not a little of hail, and all the like of that. The would-be buyer is constitutionally opposed to wearing rubber shoes, and without them on such a day as this he has already been unable to get his feet wet. He blandly told the real estate agent that under the conditions he would let the deal go by default before he would wear rubber shoes, and take the risk of getting his feet wet. He thus deprived of the privilege of reporting a \$10,000 sale that much.

This same agent told me of two other deals, of smaller calibre, that might have been made but for the bad weather.

This little lecture seems necessary to explain why business in the real estate line is so slow, and why, under all the conditions, except that of the weather, it ought to have been very active. As it was, some fairly good business was done. For instance, the sale of the 1217 Broad Street property on Southern Avenue, and thus I am told about in the local columns, was a record-breaking sale. The buyers of that property are said to be out-of-town investors, who propose when they can get possession of the very valuable ground they have bought, to improve the same to a large degree. A rumor went forth that the same parties were negotiating for the adjoining property, 1206 North Fifth Street. Elam & Funsten, who own this property in hand, tell me that no sale has yet been made, and, as a matter of fact, no figures have been set or even asked on the property.

At the close of the week of the 1st, the owner of the valuable residential property, 213 West Franklin Street. This residence was owned by E. T. Myers, and he sold it to Mr. Anderson, who will make it his home. The consideration in the deal was \$40,000.

Moorefield & Blake tell of the following recent unreported sales: 2922 Grove Avenue, 15 and 15-A North Allen Avenue, 2125 Floyd Avenue, 23 North Rowland Street, 298 Minor Street, and 401 West Baker Street; with several other houses and lots, exact locations of which are not given, total \$18,192.50.

Such other sales as I have heard of were on the small order, that is to say of minor residential property. Numerous homes were bought and sold, both within the city limits and out in the suburbs, and if all of these sales were footed up the figures would be largely over \$150,000, which amount, added to the figures of the large sales mentioned above, would run the figures up to something worth talking about.

Farm Land Moving. The dealers in farm properties just out from Richmond and in the near-by counties report business very fine. They tell me that prospectors from other States have been here looking over the situation, and the same has resulted in some very fine sales of farming lands.

One night last week the members of the firm of E. F. Smith & Co., of 809 East Franklin Street, and all of the clerical force of the house celebrated the anniversary of the progressive house by enjoying a theatre party, which was followed by a dinner. Among those who gathered at the board were E. F. Schmidt, C. C. Hill, R. S. Hudgins, Jr., A. D. Smith, H. W.

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