

# BOARD OF TRADE ANNUAL REPORT

And a Summary of Clarksburg Industrial and Commercial Growth for the Year.

(By George W. Dudderar, secretary-treasurer of Clarksburg Board of Trade.)

The combined annual report of the Clarksburg Board of Trade and a summary of Clarksburg's industrial and commercial development during the year of 1914 are as follows:

**Clarksburg Board of Trade.**

**Officers:** B. F. Robinson, president; Robert Morris, vice president; G. W. Dudderar, secretary-treasurer.

**Directors:** D. B. Britt, H. L. Cunningham, E. B. Deason, C. W. Furness, Daniel Howard, P. H. Koberg, R. J. Luch, J. Carl Vance, S. H. White, B. F. Robinson, J. Morris Davis, H. E. Travis, Robert Morris and Arthur Parsons.

It is our object in this report to briefly summarize the outcome of the board of trade's work during the last year, and also cover as fully as possible the industrial, commercial and educational development of our city during the same period. Roughly, the report shall be divided under the following heads: Introduction, advertising, transportation, industrial, building, financial, educational, agricultural and mercantile.

**Introduction.**

The Clarksburg Board of Trade is an organization of progressive business and professional men, whose purpose is to jointly and concerted action to promote the general welfare of our city and especially to aid and develop its industrial, commercial and business interests.

The work of building up a city means the expansion of every individual interest in the city and is not merely a matter of civic pride or public spiritedness, but a practical business proposition that should appeal to every business man in the community. As the city develops, business possibilities increase, property values expand, opportunities for enjoying life multiply and every human interest is advanced.

"There is a tide in the affairs of men, which, taken at its flood, leads on to fortune." We believe this is as true of cities as it is of men. Clarksburg today is a city of substantial realities. The basis of its future possible greatness lies in its potential resources of fuel, raw material and advantageous location with respect to the chief markets of the country. The record of its development during the last year, remarkable as it may seem, is largely the natural outgrowth of an intensely practical, progressive effort of its citizens to develop commercial organization—the greater Clarksburg Board of Trade.

In my report for December, 1914, I closed with this paragraph:

"We are now facing a new year. While the expressions of our leading papers over the country are not optimistic, they are, nevertheless, hopeful and the outlook for 1915, to say the least, is encouraging. Especially do we believe this to be true with regard to Clarksburg, and there is some foundation in our hope that 1915 may be one of the most prosperous years in the history of this city for our business and financial interests, and see greater progress than during any preceding year in our industrial and civic development. In the future prosperity and growth of Clarksburg, our board of trade has a very important place and it shall be our aim that its usefulness shall measure up to the fullest of all that can be reasonably expected of it."

While the whole country has undoubtedly experienced hard times, "our hope for greater industrial progress than any preceding year in our history," has been, as it is conclusively shown by this report, more than accomplished in spite of the general business depression.

**Advertising.**

To successfully promote local development, the town's advantages must be exploited just as the selling qualities of any line of goods must be made known. We may have the cheapest fuel in the world, and the greatest supply thereof, but unless we bring this fact to the attention of manufacturers interested in a new location it will mean little or nothing to us; this was, therefore, one of the first problems to which we gave our attention.

Early in January of 1914, a special booklet was issued briefly and truthfully, so far as we knew the facts, setting forth the advantages of this territory for manufacturing plants. This pamphlet, entitled "Clarksburg," has been widely distributed, one usually being enclosed with every letter sent from board of trade headquarters and many used by our business houses.

Special articles were given space free of cost in the new International Encyclopedia, published by Dodd, Mead & Company, of New York for 1914; in the special industrial edition of the Press Clipping Bureau; the West Virginia Gazetteer and the new Clarksburg Directory, and in certain daily papers in Pittsburgh and New York. Possibly, the most valuable writing ever compiled of Clarksburg appeared in the Pittsburgh Dispatch, June 28, 1914. This industrial writeup, was prepared by Aloysius Coll, one of the staff correspondents of that paper located in Clarksburg, your secretary materially assisting in compiling the data therein contained and carefully editing the same. This article reached approximately 140,000 of the readers of the Dispatch. A large extra supply is in our hands for constant use.

**Both the board of trade and the business men's league have recently ordered the use of two forms of stickers, supply of which will soon be available at headquarters. One for local use, on which will appear the wording: "Made in Clarksburg, West Virginia." On the other for use abroad will appear the following: "See Clarksburg first. It means opportunity. Four cent gas. Dollar coal. The fuel city." An effort will also be made to have prominent individuals and firms use this emblem as a water-**

mark in their letter head.

Clarksburg has the goods, and we mean to make it known country wide.

**Transportation.**

Railroad traffic. Through the assistance and cooperation of the traffic bureau or traffic committee much has been accomplished of interest and profit to our shippers. A number of conferences between shippers and Baltimore and Ohio officials have been held to the end that numerous trouble some problems have been discussed and remedied, and while there is much yet to be secured in the way of improved service, it is nevertheless felt that these conferences have resulted in much benefit to both shippers and carriers.

As to specific results, might cite the following: Installation of emergency passenger train to operate over the Short Line in case of delay to regular train. This has materially improved Short Line service and was installed directly upon request of the board of trade.

Re-routing of merchandise, freight, carload shipments to Pittsburgh to move via Connellsville and Fairmont instead of via Wheeling with results that these cars invariably reach here on time now, where via old routing, prompt arrival was exceptional.

Very frequently direct appeals are made to the secretary to use his knowledge of railroad matters and personal acquaintance of the railroad officials to bring about more prompt placement of cars, readjustment of improper freight charges, settlement of long drawn out claims, adjustments and more prompt movement of specific traffic, etc.

One particular example of this line was in the case of a permanent track connection for the Owens Eastern Bottle Company. This connection had been promised and in prospect for two years. Thirty odd loaded cars blocked the company's tracks and the plant was about to close down for lack of service owing to lack of track facilities. Suit was threatened and the secretary invited to hear the case explained to an attorney. After the facts were presented the secretary asked that suit be withheld for a few days. The wires were used; in two days prominent officials were on the ground and within a week orders were issued from Baltimore to install track connections at once, within ten days actual work had commenced and within thirty days the track connection was placed and in operation.

Possibly, the greatest thing accomplished under the head of traffic was the readjustment through the interstate commerce commission of window glass rates, whereby Clarksburg plants have been given the Pittsburgh rates on window glass to Chicago, the greatest window glass market in the world. This means two cents less per hundred, forty cents per ton, or about \$10 per car and will aggregate an approximate annual saving of \$25,000 to the shippers of this district. This order from the commission gained after a continued effort of the window glass shippers and the board of trade for nearly two years, further shows that Clarksburg has won recognition before the greatest tribunal of the country and the adjustment of rates on window glass to the Pittsburgh basis practically establishes the fairness of our claim for the same rates on other commodities, particularly in that same classification. These further adjustments we have already gone after and personally carried the question to the head offices in Baltimore and secured assurances of an early consideration.

**Express Service.**

Through personal appeal of your secretary before the public service commission in Charleston last March, certain readjustments of rates amounting to a material saving to several classes of business moving from Clarksburg was secured and explained in detail in our report of April 1914; and recently through request the Baltimore and Ohio has made Clarksburg a regular stop for fast express train No. 47, placing New York express here at 10 a. m. instead of at 4 p. m. under the old schedule.

**Street Car Service.**

We have been in close and constant touch with the street car officials, whose attitude has been most friendly to this city. Frequent conferences have been held between groups of our people and the street car officials, and our efforts have been almost exclusively to urge and encourage the provision of ample power. This, we believe, has been provided. Plans for a new depot have been prepared, minor improvements, such as signs on every car, additional car on the Glassell line and other minor improvements made. Now that ample power appears to have been provided, more extensive local improvements will be urged and doubtless provided during 1915. At this time it would hardly be expedient to mention several material improvements which we are working for.

**Industrial.**

We feel that there has been remarkable progress in the line of industrial development. The more remarkable because of the general business depression and we do not hesitate to claim for the board of trade as an organization, and its members individually, considerable credit for this showing we can make.

Below we give a brief report of each industry:

The D. E. McNicol Pottery Company, one of East Liverpool's oldest and most reliable firms, has about completed one nine-kiln plant. First floor of building 48x112 feet; second floor 12x28 feet, aggregating 97,232 square feet of floor space and representing an investment of \$175,000. The plant will employ over 300 hands, and have an approximate annual payroll of \$250,000. This plant, under our contract, represents, but one-half of the proposed industry and it is probable that the construction of a second plant of like size will be commenced yet this year. This plant has four pugmills or ware kilns, five glass kilns and six decorating kilns. These four ware kilns will have a weekly producing capacity of 20,000 dozen pieces, 5,000 dozen each. With this plant in full operation and a fairly representative supply of ware or

hand, the company will usually have a stock of 100,000 dozen pieces at the plant. These little items indicate the magnitude of this enterprise.

Pittsburgh Plate Glass Company deal closed for the construction of a two-kiln plant, equivalent to the one at Clarksburg. This plant will represent an investment of \$250,000 and employ close to 400 men; annual payroll approximately \$250,000. Construction of this plant is well under way. One tank will probably be ready for operation July 1.

Norwood Glass Company deal closed for the location of this company's plant, a 35 blower window glass proposition which will represent an investment close to \$75,000 and employ about 100 men; annual payroll about \$200,000. Construction of this plant will commence as soon as the weather will permit, plant to be ready for operation by fall. This deal was closed, however, since January 1, and does not properly belong in 1914.

Clarksburg Clinker Company, subsidiary of the American Metal Company. Plant located about six miles east of town, because of "possible" times. Investment of about \$20,000, employ about 25 men; annual payroll about \$18,000.

Clarksburg Drug Company, wholesale establishment, subsidiary of the Ohio Valley Drug Company of Wheeling. Authorized capital \$100,000 and occupied 12,000 feet of floor space in building of the Central Storage Company, approximate investment of \$75,000. This company has provided for four or five families and employs from 12 to 15 people.

Akro-Agate Company. This company has established its plant in the building formerly occupied by the National Reflector Company. Modern patented machines for the manufacture of marbles have been installed, building and ground being leased and about a dozen employees now working. The outlook for the marble business is particularly bright owing to the European war practically stopping all importation of marbles and it is expected that additional machines will be installed and at least fifty people working before the close of the present year.

Clarksburg Gas & Electric Company is building a large modern power plant on West Pike street, which will not be completed until the middle of the present year and more properly belongs to the 1915 development. The construction of this plant, however, was well along at the close of last year and is of considerable interest to our people. The plant will contain two 1,000 kilowatt units and be driven by modern turbine engines and should furnish electric power to meet all demands for years to come.

Imperial Ice Cream Company. Building 60 x 100 feet, three story, with basement of steel, concrete and hollow tile. Actual investment in building, machinery and equipment \$142,230; capacity 5,000 gallons of ice cream, eighty-two tons of ice per day, employ on the average of twenty hands the year around.

Empire Laundry Company. Modern fire proof plant, building of steel, concrete and brick. Building two stories, 42 x 240 feet; investment close to \$100,000. Company shows very rapid growth, capital stock increase from \$20,000 in 1910 to \$90,000 in 1914. Plant equipped with most modern laundry machinery. Number of employees seventy-two, annual payroll \$40,000.

General Smelting Co., authorized capital \$200,000, financed chiefly by Pennsylvania capitalists. Company has built ten small furnaces for reduction of ores and for smelting aluminum, tool steel and zinc. Has laboratory for analyzing special chemicals. The European war has created a great demand for this class of manufacture in this country.

Coco Cola Bottling Works building new bottling plant 54 x 75 feet, modern fire proof construction, estimated cost \$25,000. This business has grown rapidly and shows much enterprise on the part of its management.

Oil Well Supply Company has built and equipped a new modern machine shop, machinery equipment costing about \$10,000 driven by a twenty-horse power motor. Will employ eight or ten high class machinists.

Montpelier Lumber Company has established an up-to-date lumber yard with a full line of modern planing mill machinery, dry kilns, etc., for the manufacture of full line of building material. The company's plant equipment represents an investment of about \$15,000 and it employs fifteen to twenty men continuously.

The business has shown rapid growth since its establishment and additional facilities will be provided this year.

**Industries Rebuilt and Enlarged.**

Clarksburg Glass Company's old plant destroyed by fire, new modern buildings now in course of construction. Plant will have a thirty-six blower capacity and cost about \$75,000, consisting of the usual buildings together with power house and box factory. Will employ about 190 men with an annual payroll of about \$200,000.

Lafayette Window Glass Company has built new plant, 100 x 30; costing approximately \$18,000, and are now considering the advisability of enlarging its twenty-four blower plant to thirty-six blower capacity.

Sutter Roofing and Cornice Company's plant burned last winter and has been rebuilt along modern lines, investment approximately \$15,000, building being of brick 40 x 120. This company manufactures a line of sheet metal goods and employs about thirty men.

S. G. Watkins Company's warehouse elevator destroyed by fire last winter. New building has been erected, which with equipment represents an investment of about \$75,000; contains 50,000 feet of floor space, is capable of taking care of 50,000 bushels of grain; has two freight elevators, machines for generating electricity for power to run mill machinery and lights, automatic sprinkler equipment and sliding to accommodate twenty cars.

Francois Coal Company has a modern plant, installation completed late in 1913, but of prominent mention, investment representing about \$7,000. Mine equipment capable of producing 800 tons daily; 250 acres of pit; nine-foot vein controlled by the company; has three openings and thirty to fifty men employed, according to activity of the season.

Right here it might be well to mention that, beginning with 1914, we had five window glass plants aggregating 180 blower. The two new window glass plants will increase this production by 132 blower. That is

to have increased our already large window glass production about 50 per cent per year.

**Other Building Activities.**

In this line we record building activities as unusual. Careful survey shows conclusively that over 500 new homes were built during 1914, building activities of Stealey, Halstead and Northview addition being particularly marked. At an average cost of \$1,500, which we believe to be low, this development alone would represent an investment of over three-quarters of a million dollars. Most prominent among the new homes built in 1914 is the residence of W. Brent Maxwell, president of the Union National Bank, located on West Pike street and representing a cost of many thousands of dollars.

Besides residence, would mention the following business buildings:

Prunty Building, 3 stories, fire proof, construction of steel, brick and hollow tile. Street floor will have two fine store rooms, balance of the building for offices and apartments; has modern elevator equipment, investment approximately \$100,000.

Warne Undertaking Company, undertaking establishment, store rooms and apartments. Building 45 x 132 feet of brick, investment \$45,000.

The undertaking department will be furnished in white marble throughout and thoroughly modern in all its appointments.

Monticello Auto Company, modern garage and sales room. Monticello avenue and Main street. Investment about \$25,000.

West Virginia Feed & Flour Company, enlargement and improvement of facilities. Investment about \$10,000.

Frank R. Moore building business block, store, etc., on Fourth street. Investment about \$18,000.

John Duffy's building business block Main street, frontage about forty feet extending back about 150 feet to traders alley. Building modern fire proof construction, two stories and basement, approximately cost \$40,000.

J. Horner, Davis's modern garage and sales room, West Main street. Investment about \$5,500.

B. F. Robinson building, Second street, occupied by the John O'Hara Plumbing Company. Building 80 x 84 feet, three stories and basement, of modern fire proof construction.

**Notable Real Estate Developments.**

The C. B. Highland development of the Goff property on East Main street. Approximate investment will probably reach \$300,000 in lot and street improvements.

Stealey Realty Company developments, Stealey Heights. Large acreage of late platted and new streets laid out, over 4,000 feet of brick pavement and a mile of concrete sidewalks built, and a thoroughly sanitary sewerage system provided by the realty company.

**Financial.**

During the year the Clarksburg Trust Company has been organized with a capital stock of \$400,000, taking over the business of the Home Bank for Savings. The new institution is strongly backed and is a very substantial addition to our banking facilities.

The Union National Bank has increased its capital stock from \$300,000 to \$500,000.

The aggregate resources of all our banks as compared with January 1, 1914, show an increase of over half a million dollars. This surely indicates an encouraging financial development of the community in the face of adverse business conditions generally existing over the country.

**Educational.**

During 1914, four new school buildings were completed. The Washington Irving high school cost over \$225,000, the Linden avenue public school costing about \$70,000. The St. Mary's high school cost \$84,000, has a fine large auditorium and gymnasium and four classrooms.

The Northview school cost \$62,000, has seventeen class rooms, fine auditorium, gymnasium and library. These new school buildings add to our school capacity seventy-seven school rooms. Total investment \$441,000.

Our high school is one of the finest in the state, including departments of science, laboratory tests, domestic economy, manual training, modern business course, magnificent auditorium, gymnasium, swimming pool, etc. Throughout the building is thoroughly modern in all respects and one which can be justly proud of.

**Agricultural and Rural Development.**

During the year some work preliminary to the organization of an Agricultural Bureau and the employment of a county agent has been done. Through the board of trade, arrangements were made for a three days conference of the county agricultural agents and others prominent in this work representing the West Virginia University and the federal government the latter part of March of 1914. During that week a good roads meeting was held addressed by A. Dennis Williams, state road engineer, and others, and an agricultural meeting, addressed by Nat. Rouse, state leader, C. R. Titlow, of the West Virginia University and several county agents, discussing the nature of county organization work. A temporary organization was formed and various meetings have been held since that time with a view of effecting a permanent organization. This will probably be done in the near future through the assistance of the county court, which under the provisions of a recently enacted law, will have authority to financially support the work.

**Mercantile.**

The mercantile interests of the members of the board of trade looked after generally by the Business Men's League, independently incorporated, but nevertheless a bureau of the board of trade and a very active one at that. The objects of the league are to encourage and assist mercantile development and discourage credit and trade abuses. The league was entirely reorganized in 1914, new constitution and by-laws adopted and its membership increased from less than twenty to nearly one hundred, about 70 per cent of the board of trade. Through the league the state association of retail merchants has been organized.

**BOARD OF TRADE—FIVE.**

Convention was brought here last June at which time Prof. Stanley L. Krebs, a lecturer and student of mercantile problems of national repute, was brought here for an evening's lecture.

The directors of the league meet once or twice each month, and bi-monthly meetings are held, usually preceded by a dinner, have been held. This bureau is one of the most active departments of the board of trade.

## R. T. Lowndes

### Department Store

## New Spring Wall Papers

We are prepared to show you the BEST LINE of WALL PAPER in the CITY.

OUR NEW LINE IS COMPLETE.

With PARLORS, HALLS, LIVING ROOMS, DINING ROOMS, BED ROOMS, KITCHENS, and BATH.

LATEST DESIGNS, NEW COLORINGS, narrow and wide Cut Out Borders for Plain Papers.

400 SELECTIONS for you to look at, from the CHEAPEST to the BEST. Don't fail to see our IMMENSE STOCK.

25 SELECTIONS at 10c per DOUBLE ROLL; 50 SELECTIONS at 15c  
25 SELECTIONS at 12 1/2c per DOUBLE ROLL; 50 SELECTIONS at 20c

AND UP

R. T. LOWNDES DEPARTMENT STORE

## NEGRO MAN OVER 122 YEARS OLD IS STILL WORKING ON THE FARM

and is proving a bulwark of strength to the parent organization.

**Conclusion.**

In conclusion let me add that the primary object of this organization is to serve the greatest number for the greatest good of the whole community. The success of our work is very largely governed by the measure of cooperation given us. The secretary is at your service, but can only endeavor to work out various lines of development with your backing and assistance, without which he can accomplish little. With return of peace, and let us pray to the great God of peace that that time will come soon, we confidently look for the period of great prosperity. Let us prepare ourselves for this period by placing Clarksburg on the map and keeping her there and securing for ourselves a fair share of the good things coming.

"Fifty thousand by 1920" is only a modest aim.

## HEAVY LOSS IS SUSTAINED

Over Half Million Dollars Damage Caused by Fires in National Forests.

WASHINGTON, Feb. 27.—Fire on the national forests of the west in 1914 caused a loss to the government of not quite \$40,000,000—board feet of merchantable timber, valued at \$307,303 and of reproduction, of young growth of trees, valued at \$132,498, according to statistics just compiled by the forest service. There were 5,605 fires, of which only 1,345 burned over an area of ten acres or more.

About 77 per cent of all the fires did damage of less than \$100 each. In addition to the losses suffered by the government, timber on state and private lands within the forests, totaling 238,000,000 board feet and valued at \$172,302 was lost.

The total area burned over was \$80,240 acres, of which 583 acres were state and private lands.

Notwithstanding that it was an exceptionally bad year for fires, on account of high temperatures, heavy winds, and prolonged drought, the average loss per acre was \$19.3, as against \$15.1 in 1911, when there were only about half as many fires. Eighty-five per cent of the total loss was caused by fires in Idaho, Montana, Oregon and Washington, where more than half the timber in all the national forests stands. Less than one-tenth of one per cent of this timber was affected. Of the 4,605 fires reported, 3,591, or 78 per cent, occurred in these states, and of the 89 fires causing losses of more than \$1,000 each, 81 were in this region.

Lightning was the chief cause, starting 2,034 fires, campfires came next with 1,125, followed closely by railroad locomotives, with 1,110. In the rest of the country, the most common cause of fires was human carelessness, with 430, and the rest were attributed to brush burning, continuously warned against and forbidden.

One of Payton's most cherished possessions is a yoke of oxen of which he is inordinately proud and which he is glad to exhibit. The secret of Payton's long life lies not in the abundance from those conditions for those present. On his birthdays, too, he has a big celebration.

For years now he has been working his little farm and enjoys the social life of his neighborhood. He is almost as fond of dancing as he was when a little pickaninny on the plantation, and it takes little persuasion to induce him to jig or hoedown.

Payton is a real African by blood. He's so black that the skin of spiders tries to blush every time it sees him. He has many of the characteristics of his race including a fine taste for gin and a love for dancing. He's pleasant and sociable, like company and delights in talking over the back of his chair with any visitor who chances to come to the home where he lives with his great grand-daughter.

This man of another age is, still strong and in good health. He has a farm of 25 or 30 acres and works the land himself. In December of last year he walked from his home to Parkersburg and back a distance of 10 miles each way. The only physical indication of his great age is the condition of his hands, which are dried up and cracked, and have something of the appearance of claws. He is blind in one eye and recently while engaged in sawing logs suffered a blow on the good eye which he, for a time, feared had put it out of commission, but the injury did not prove serious.

This one eye serves him better than two do many people of half his age. He can still sit still down in the evening and read a newspaper without glasses.

Payton was born a slave and was owned by Bush Grady of Parkersburg, W. Va., whose descendants still take an interest in the old man. In his younger days he was a strong and vigorous man, full of vitality to his fingers' tips. For a time he was a coal miner on the Big Kanawha river and then he could dig more coal than other three men working with him is one of the tales that have come down to his great grand children.

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Also Takes His Regular Chew of Tobacco and Occasional Nip of Gin.

To have been born when the United States government was still in its swaddling clothes, to have watched the country expand and wax strong, to have seen a great nation develop and take its place among the world powers—this has been the life story of William Payton, colored, whose home is three miles back of Little Hocking, O. What is more, he is still alive and doing well, and is still doing a man's work in the world.

For Payton is only a little over 122 years old. Born in 1792 he passed his 122nd birthday on September 13, 1914, and is now approaching his century and a quarter mark, with prospects of making the distance with ease unless something unforeseen happens.

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