

RICHMOND MAKES BIG AUTOMOBILES

Richmond Iron Works
Establish a Factory to
Make the Flying Cars.

THE VIRGINIAN A SUPERIOR CAR

An Old-Time Richmond Factory
Gets Right in the Limelight
by Building a Superior
Car That Attracts At-
tention of Ex-
perts.

BY FRANK S. WOODSON,
Industrial Editor.

From time immemorial Richmond has been an iron-working town. Since the days of Father Byrd there has never been a time when this city did not have iron works of some kind or another, and from those early times it has been known to all the Southland, that when anything in the iron-making line was wanted it might be found in the city on the James.

The Richmond Iron Works Corporation is an establishment that Richmond is justly proud of, for it is one of those establishments of a home kind that commenced away back yonder in a small way, and has grown along with other great enterprises of this great city to its present proportions. Just when the mammoth works now known as the Richmond Iron Works actually commenced business it would be hard to tell, because the plant of to-day is the result of several small beginnings, and just which is the real daddy is a question.

Of course, the history could be hunted up, and doubtless it would make a very romantic story, but there is but little time for historical research, and in this fast and furious business age and romance cut but a poor figure.

Some Ancient History.

What the people of to-day want to know is, what is going on in this day; not last year or last century. However, there is evidence that away back yonder in another century some energetic folks started a little iron-working shop on the banks of the James that in time became the larger concern of Joseph H. Hall & Co., makers of architectural castings and almost anything else that could in those days be made out of iron.

Then came along the Tanner-Pelkey Engine Company, builders of stationary engines, boilers and such things. This concern made the name of Richmond famous in several States, and its good work attracted a good deal of trade of one kind and another to this city. Later still, say about 1885, the Richmond Iron Works Company was organized and went into the general iron-making business, building anything and everything in the iron line from a plow point to a stationary engine. All of these concerns built up big business in their respective lines, working hand in hand, one supplying what the other did not make, and all taking in to make the name of Richmond famous in the trade centres of the South.

Got Closer Together.

By and by these three concerns consolidated under the name of the Richmond Iron Works Corporation, and while none of the old-time stockholders are now on the list, the most of them having passed over the river, and the others having made enough money to retire, the establishment is under the management of wide-awake twentieth-century young men, who are doing the best work of its long and eventful career, keeping up with twentieth-century ideas and modern development. An illustration of this fact is noticeable on the streets of Richmond every day, for one of the things that strikes the eye as one drives over the pavements of this city is one that has just been turned out by this company in their mammoth works out on the North Boulevard, and the building of automobiles of a superior quality in Richmond is a new industry for Virginia. But of that, more later on in this column.

The officers of the Richmond Iron Works Corporation are: M. A. Finn, president; H. A. McCurdy, vice-president; M. J. Francis, treasurer; C. J. Nolting, assistant secretary and treasurer; W. H. Woody, general manager; H. G. Wagner, automobile sales manager.

Widespread Business.

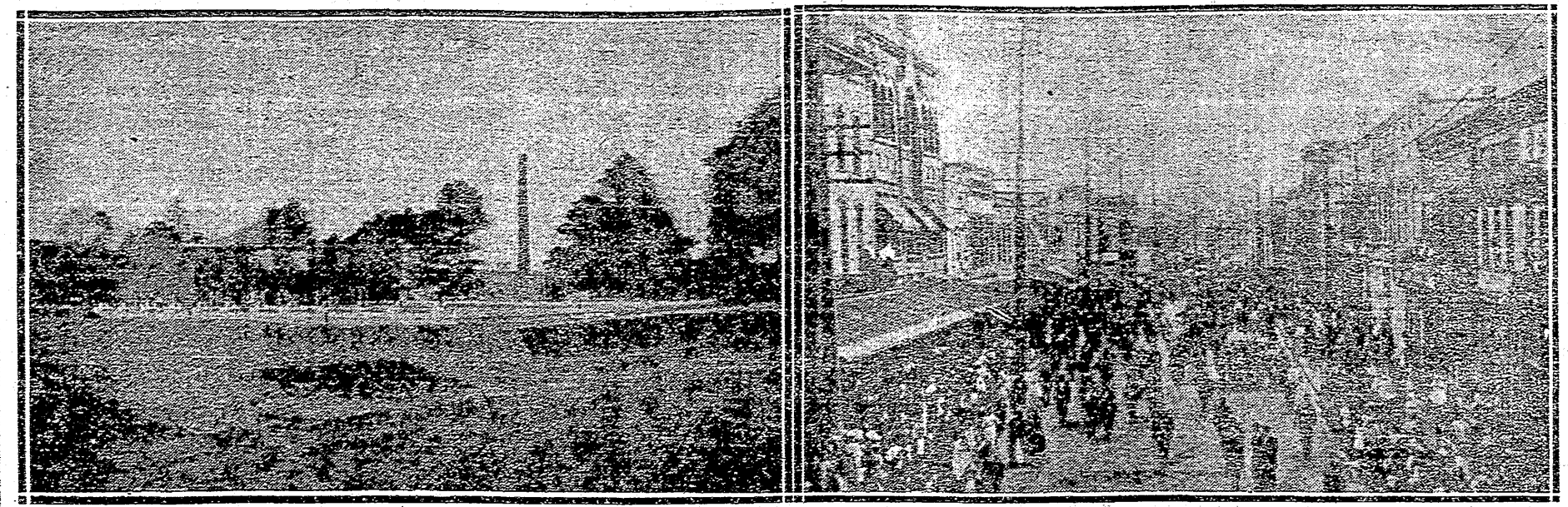
The company has business in all of the Southern and Northern States. They even invade Pennsylvania, where it is supposed that everything in the iron-making and building line it right at the front door of every house, and in this broad territory the company has secured contracts for various kinds of work. It is now working on a big contract with the War Department for the construction of the new contract is of huge dimensions, so large in fact that a government inspector is stationed here and has an office at the company's headquarters, where after the government work according to contract.

A Costly Plant.

The corporation's plant is an establishment that all Richmond is proud of. It covers four and a half acres of the city, and is the most modern building of its kind in the South. The plant is of the most modern build, being of brick and steel, and they are equipped with all of the modern machinery required for the business. The company maintains its own electric power plant, and a complete one it is. The plant, from an outsider's view, is already large enough for any contingency, but the growing business has suggested to the management that further enlargement to accommodate this business is necessary, and the plans have been drawn and contracted.

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BUSINESS SCENES IN THE CITY OF SUFFOLK



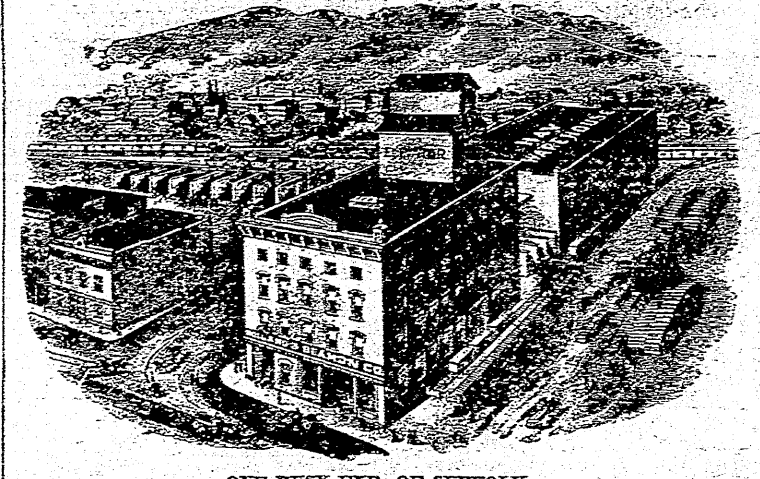
FILTERING PLANT, SUFFOLK CITY WATER WORKS.

HOLIDAY SCENE IN SUFFOLK.



SUFFOLK'S WATER SUPPLY.

WASHINGTON STREET SCENE.



ONE BUSY END OF SUFFOLK.

TOBACCO BREAKS LARGE IN MARKETS

Many Thousands of Pounds of New Crop Sold in
Virginia and North Carolina—Sun Cured
Stock on Richmond Market Is of Splen-
did Quality, and Prices Are Good.
Brights in Demand.

The past week was a lively one with the tobacco trade throughout Virginia and North Carolina. From all parts of the two States come reports of heavy "breaks," active buying and unexpected good prices—that is, unexpected on the part of some of the farmer sellers. In Richmond the five-warehouse had sales on Tuesday, Wednesday, Thursday and Friday, the first week since the season opened when the deliveries were large enough to have sales so many days. The deliveries consisted mainly of the uncured goods that were brought in by wagons, although some few Virginia Burleys and a few of the dark shipping goods showed up. The total of the loose leaf sales was about 250,000 pounds, and prices on all grades ranged quite high as compared with last year's figures. Fillers that formerly brought from \$8 to \$12 per hundred readily found bidders to pay from \$9 to \$15 per hundred. But then it must be said that the uncured fillers of this year are better than those of last year's crop.

One prominent dealer said to me yesterday: "This is the sweetest and best cured crop of tobacco I have ever seen called upon to handle." He added that because of its good quality and good curing it required less handling and less drying out, etc., after passing into the hands of the manufacturer than last year's crop, and because of this the manufacturer can well afford to pay more for it on the warehouse floor. There was fine business in package goods the past week. The transactions were mostly in brights, and the demand for the same was quite active. It is the opinion of at least one dealer on the stock of brights in the hands of dealers is smaller than it has been known to be at this season of the year for several years past. The prices paid last week by buyers of the brights were eminently satisfactory. The warehouses look for large deliveries of uncured stocks this week.

Lynchburg Tobacco Market.
[Special to The Times-Dispatch.]
Lynchburg, Va., October 29.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following

BIG COUNTY FAIR IN CHESTERFIELD

It Was Great Success and Will
Become a Permanent County
Institution.

Those good people who didn't go to Chesterfield Courthouse last Monday missed a treat—it was Chesterfield's first effort at a county fair, and though it was not advertised, the large crowd of people from all parts of the county showed the interest taken in this movement, and they came on foot, horseback, buggy, hacks, carriages, wagons, automobiles, street cars, trains, and every way except by flying machine, and they were as happy, healthy and enthusiastic a crowd as you could imagine. They had a regular picnic. They were very enthusiastic about the exhibits, and very attentive and appreciative of the speeches made by Governor Mann and Superintendent of Public Instruction John D. Eggleston.

Naturally, when one hears of anything started they want to know something of its origin, and so upon investigation it seems the following is the story: Last winter the Mechanics and Merchants Bank of what was Manchester but now Richmond, offered \$250 in prizes for the best five-acre crop of corn raised in Chesterfield county, and in order to insure impartial awards and distribution of the money, the bank asked a competent farmer from each district in the county to undertake this work for it. These men kindly consented, and have performed their duty in an entirely satisfactory manner. At their first meeting last spring Senator John B. Watkins, who represented his part of the county, suggested that the awards be made at Superintendents' Day, the fourth Monday in October, and that the farmers bring their exhibits to the courthouse that day and make it a county fair. This suggestion was enthusiastically acted upon, and so the first Chesterfield County Fair originated.

The prizes were awarded as follows: First prize, lowgrounds, 132 1-2 bushels per acre, \$50, to James Bellwood. Second prize, lowgrounds, 85 1-2 bushels, \$25, to E. T. Hatcher. Second prize, highland, 93 1-2 bushels per acre, \$25, to S. D. Moore. In addition to the splendid exhibits of corn, there were general exhibits of all crops, fruits and vegetables, dairy products, hogs, chickens, needlework, cakes, bread, etc., and a good exhibit from the Ettrick Broom Works, owned by James R. Gibbs, showing what can be done with broom corn, and by the way, Mr. Gibbs raises all he can and is in the market for more at \$125 per ton. Governor Mann and Mr. Eggleston made splendid speeches, and impressed upon the people how the executive and legislative branches of the government are using every effort to help the farmer make larger crops and farming life more attractive.

The judges made their awards while the speaking was going on, and any one doubting the interest of the people in the exhibits would have been convinced by seeing the hundreds of people immediately after the speaking was over make a rush to the exhibits, and with eager and intent faces examine each and every article that had a ribbon on it. These Chesterfield county people are enthusiastic about their fair, and are looking forward to having one another year on a much larger scale.

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REAL ESTATE AND BUILDING NEWS

Week of Comparative Dullness
in Some Respects, but With
Bright Outlook.

While the past week was not a specially notable one for the real estate agents and dealers, not notable in the way of large transactions hardly consummated—it was notable to a degree in other respects. In the first place there is evidence that the tightwads have been unloosed to a marked extent, and there is ample testimony to the fact that much money that has for the past several months, even a year past, been directed towards other channels is now at the disposal of real estate investors and home-buyers. Several agents agree that they can get all of the money they want to lend to home-makers and to responsible folks who want to make a little turn in an investment or speculative way in Richmond dirt. The men who are in the habit of lending money on real estate security, when they can get it to lend, have been in high feather, and the way them have been filling out notes and recording mortgages the past week has been quite a thing is encouraging to the real estate dealers, for it means that there will very soon be more bidders for the property that is on the market, especially lots for home-makers, to build on.

Many Swaps and Trades.

So far as actual sales were concerned, the dealings for the past week were a little slim in the city proper. There was a good deal of swapping of lands going on, and these would count up in dollars and cents quite an amount if the values of the lands swapped and traded are counted twice, as is usually the case when the agents talk about their sales. For instance, there was reported in the latter part of the week two big transactions that involved a matter of \$30,000, according to the reports. The fact is that a speculator, or rather an investor, who held certain property "swapped" the same with another "investor" for certain property that he held on speculation in another part of the city. Each property was worth something like \$40,000, and when the records show that two sales were thus made the figures foot up \$80,000, when, as a matter of fact, not a dollar changed hands except the commissions that went to the agent who engineered the "swap," and to the clerk of the court who recorded the two deeds necessary to make the "swap" binding. At least three "swaps" of this character were made this past week, and counting them "twice" about they would foot up nearly \$200,000 of sales, when really less than \$10,000 actually changed hands, including the fees of the court clerk who recorded the papers. The big transaction at Eighth and Grace Streets, which has been heralded in the papers, and which is pretty sure to lead to the building of a new hotel, was a part of one of these swaps.

A Real Estate Sensation.

Something of a sensation was created in the Clay Street section the other day, when it became known that the Mechanics Savings Bank, a financial institution run by prominent and well-to-do negroes, had dived into the real estate market and made some tony investments. The bank, which seems to have money to burn, went quietly into the market, and in a most unassuming way bought certain property that was on the market. Said

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NEW INDUSTRIES OF THE PAST WEEK

Considerable Activity Reported
From Various Sections
of South.

[Special to The Times-Dispatch.]
[Baltimore, October 29.—] Reports from all parts of the South to the Manufacturers' Record show considerable activity in the organization of new industrial and mining enterprises, as well as in the improvements of existing plants. There is at the same time an increasing tendency on the part of outside people to invest in Southern mineral and timber properties for development, as well as in agricultural lands for colonization purposes. Throughout the South is marked activity in the erection of costly churches and school buildings, this feature of Southern life being more noticeable at present than ever before. Indicative of the business conditions prevailing throughout the South are the announcements made during the week of industrial and mining developments, which include coal mining and lumber manufacturing operations, the opening up of new land for sugar cultivation, the building of sugar mills, quarries, iron ore mining, the building of new cotton mills and the enlargement of existing plants, the construction of water works, electric light plants and the building of good roads and street paving and other municipal work. Among some of the leading industrial operations reported for the week were the following:

LaFeria Sugar Company, LaFeria, Tex., incorporated with a capital stock of \$2,000,000 to establish a 3,000-acre sugar plantation and to build a mill with an initial daily capacity of 1,000 tons of sugar, which will be increased to 2,000 tons.

De Carlo Coal and Coke Company, Logan, W. Va., will develop 20,000 acres of coal land, and plans a daily output of 3,000 tons of coal.

Dauphin Island Railway and Harbor Company, Dauphin Island, Ala., is understood to be planning an expenditure of several million dollars for construction docks, coal station and a bridge to connect Dauphin Island with the mainland.

Benedum-Trees Oil Company, Shreveport, La., plans an expenditure of \$200,000 for a 20-mile pipe line to convey oil from the Caddo field, and \$200,000 to build a refinery with a daily capacity of 5,000 barrels of oil.

Righter Coal and Coke Company, Lost Creek, W. Va., has awarded contracts for machinery, erection of houses, construction of rip-rap, etc., for developing 700 acres of coal land, and plans a daily capacity of 2,000 to 2,500 tons of coal.

Braxton Split Coal Company, Gasaway, W. Va., incorporated with a capital stock of \$500,000 by Ohio capitalists to develop West Virginia coal lands.

Dunson Mills, Lagrange, Ga., incorporated with a capital stock of \$2,500,000 to build a cotton factory.

Giant Furniture Company, High Point, N. C., incorporated with a capital stock of \$150,000 to manufacture furniture.

Woodside Cotton Mills, Greenville, S. C., will hold directors' meeting on November 15 to vote on increasing capital stock from \$300,000 to \$1,200,000.

G. B. Worthen, Tuscaloosa, Ala., plans establishing a cross-cutting plant with daily capacity of 25,000 feet of timber.

Nolte-Selway Coal Company, Wheel-

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CITY OF SUFFOLK ON THE NANSEMOND

Aged Town Becomes
City In Name as It
Was in Fact.

RAILROAD CENTRE DEEP WATER TOO

Six Trunk Lines Make Freight
Rates Low, and Wholesale
Trade and Manufacturing
Enterprises Grow—Biggest
Peanut Market in World.
Banking Advantages.

BY FRANK S. WOODSON,
Industrial Editor.

Suffolk, Va., October 29.—When last I wrote for the Industrial Section under the above date line I had to talk about the town of Suffolk. Now I am writing from the "City of Suffolk." The town is dead, by law, and the city stands in glory upon the old site, as far as the old site was big enough to hold it. For the past decade, especially in the past three to five years, the old town had been growing so fast that, speaking from the point of population, industrial enterprises, hand, some homes, good churches, good schools, business enlargements, and, in fact, all of the things that go to make a town or a city great, the limits of the new city extend far beyond the metes and bounds of the old town and far ahead of the wildest dreams of the old-time citizens of the town. And they had some pretty extensive dreams, too, for as far back as the Colonial times, when Suffolk was but a village, the people knew, or believed, that its geographical position, its location, the finest kind of a farming section, its nearness to forests of lumber, its deep water advantages, its healthful location and many other advantages, all conspired to make it at some time in the future a great town or city, as the case might be.

Ancient History.

I do not know just when Suffolk became a town, but suppose it was when Nansamond country was first formed by the cutting off of a big slice of Isle of Wight county, and the folks of the newly formed county named their county seat Suffolk, after a fine old English town, and, according to Virginia history, that happened away back yonder in sixteen hundred and something. After this country won its independence, the county seat of Nansamond became quite a little town and a trading point of no mean pretensions. It grew, as towns used to grow in those days; that is to say, the days from the Revolutionary period up to the close of the War Between the States, and after the latter period it became a very important town, the oyster and fish industry and the farming interest in the rich country surrounding it, and the lumber interest, all combining to make it attractive to business men and investors. Then the railroads hunting deep-water terminals got to coming along, and the last one of them that ran on the south side of James River had to come through Suffolk, and there is where the geographical advantage of the town got in its best kicks.

The City Was Born.

Well, a town right in the finest of the fine agricultural sections of Virginia, with the best of timber right at its doors and with deep water—deep enough to float big ships and steamers, and that could, by its especially favored position on the map of a great State dictate terms to the merchants of railway—just had to become a city, and Suffolk would have done that law or no law. As a matter of fact, Suffolk people did not want their good old town to be called a city, and they preferred to remain a part of Nansamond county, but there is a law on the statute books which says that when a Virginia town gets by the 5,000 mark as to population it must be a city. This town ran by that mark two years and more ago, but the folks preferred to go slow, and it was only on the first day of this month that the town of Suffolk was formally and legally declared to be Virginia's twentieth city, the population having been found to be in the neighborhood of 7,000 within the contracted corporate limits and something like 1,000 just beyond the narrow limits, these latter being all intents and purposes citizens of the city. And so it happens that the city was born on October 1, 1910. And when we come to consider the splendid water, the oyster and fish industry and power water, the magnificent sewer system, the miles of paved streets and sidewalks, the splendid public schools, the public buildings and the vast banking and business and industrial interests, it is not difficult to see that Suffolk was a splendid little city in fact a considerable while before the Virginia laws made it one in name.

The City of Suffolk.

And now, leaving the defunct "town" to the grave in which it was forced by law, I want to talk just a little bit about the city of Suffolk. The figures of the population in the year 1900, which were taken at the time of the census, show that the population here last spring have not yet come out, but in August last a local census had to be taken under that same Virginia law which transforms a town into a city. It was carefully taken, and it is a safe bet that the accurate figure than will be the United States census, which is yet to be heard from. This local census gives the population within the actual city limits at 6,725, and the population of the outlying districts, which are practically within the city as 2,557. This outlying section is as much a part of Suffolk as is Washington Square, in the heart of the city, for every person in it does business in the city or gets his or her living out of it. We all know that in Virginia there was a time when the negro question so confronted us that in the laying out of towns and cities a lot of "negro-mandering" had to be done to keep the colored vote "out of town," so to speak. Suffolk was no exception to the rule. If the lines were straightened, as they doubtless will be in due time, the population of the city would be a countable population of 10,000, and that shows up a

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